

## Exhibit 13. Valuation metrics

| Company          | CMP (INR) | TP (INR) | Upside | Rating | EPS (INR) |       |       | PE (x) |       |       | FY25-28E (CAGR %) |        |       |
|------------------|-----------|----------|--------|--------|-----------|-------|-------|--------|-------|-------|-------------------|--------|-------|
|                  |           |          |        |        | FY26E     | FY27E | FY28E | FY26E  | FY27E | FY28E | Sales             | EBITDA | EPS   |
| Asian Paints     | 2,353     | 2,245    | -4.6%  | REDUCE | 44.8      | 49.1  | 55.1  | 52.5   | 47.9  | 42.7  | 7.8%              | 9.0%   | 9.6%  |
| Bikaji Foods     | 731       | 850      | 16.3%  | BUY    | 11.1      | 13.4  | 14.7  | 65.9   | 54.5  | 49.7  | 15.6%             | 17.5%  | 22.5% |
| Britannia        | 5,887     | 6,795    | 15.4%  | BUY    | 102.2     | 116.6 | 130.5 | 57.6   | 50.5  | 45.1  | 9.5%              | 10.5%  | 12.7% |
| Colgate          | 2,231     | 2,355    | 5.6%   | ADD    | 51.8      | 56.5  | 61.1  | 43.1   | 39.5  | 36.5  | 5.0%              | 5.4%   | 5.0%  |
| Dabur            | 493       | 525      | 6.5%   | ADD    | 11.1      | 11.9  | 13.1  | 44.6   | 41.5  | 37.7  | 8.0%              | 10.8%  | 9.4%  |
| DOMS Industries  | 2,610     | 2,845    | 9.0%   | ADD    | 36.7      | 43.0  | 51.8  | 71.2   | 60.7  | 50.4  | 19.6%             | 17.1%  | 15.8% |
| Electronic Marts | 141       | 165      | 17.0%  | BUY    | 3.7       | 5.3   | 6.6   | 37.8   | 26.7  | 21.3  | 13.6%             | 15.2%  | 16.7% |
| GCPL             | 1,153     | 1,370    | 18.8%  | BUY    | 22.3      | 26.6  | 30.4  | 51.7   | 43.4  | 37.9  | 9.7%              | 12.0%  | 17.6% |
| Honasa           | 295       | 325      | 10.2%  | ADD    | 4.5       | 6.1   | 7.9   | 65.1   | 48.2  | 37.2  | 13.7%             | 64.6%  | 52.6% |
| HUL              | 2,517     | 2,800    | 11.2%  | ADD    | 44.8      | 49.1  | 54.5  | 56.2   | 51.2  | 46.2  | 7.2%              | 7.0%   | 7.1%  |
| ITC              | 400       | 490      | 22.5%  | BUY    | 16.9      | 18.7  | 20.4  | 23.7   | 21.4  | 19.6  | 8.3%              | 8.0%   | 9.1%  |
| Jyothy Labs      | 311       | 350      | 12.5%  | ADD    | 9.7       | 10.7  | 11.9  | 32.1   | 29.0  | 26.2  | 4.4%              | 3.8%   | 4.7%  |
| Marico           | 715       | 825      | 15.4%  | BUY    | 13.7      | 16.1  | 18.1  | 52.0   | 44.5  | 39.6  | 13.9%             | 12.6%  | 12.6% |
| Nestle           | 1,177     | 1,200    | 2.0%   | REDUCE | 16.6      | 18.8  | 21.2  | 70.7   | 62.5  | 55.6  | 8.2%              | 9.1%   | 9.6%  |
| TCPL             | 1,120     | 1,210    | 8.0%   | ADD    | 16.3      | 19.6  | 22.6  | 68.5   | 57.2  | 49.5  | 10.2%             | 13.1%  | 20.4% |
| Varun Beverages  | 440       | 550      | 25.0%  | BUY    | 8.8       | 10.0  | 11.4  | 50.2   | 43.8  | 38.6  | 11.8%             | 9.9%   | 14.1% |

Source: Company, JM Financial. Note: Figures of VBL pertains to CY25E/CY26E/CY27E.

## Exhibit 14. Consumer sector valuations currently trades below 5-yr average, though above 10-yr average



Source: Bloomberg, JM Financial