

24 October 2025

Hindustan Unilever

Q2 blip amid GST rate cut; sharper volume focus seen ahead; Buy

Rating: **Buy**

Target price (12-mth): Rs.2,910

Share price: Rs.2,517

Broadly as estimated amid the GST rate-cut transition and a prolonged monsoon, HUL's Q2 FY26 performance was weak. Revenue inched up ~1% y/y to Rs155bn (vs. the Street's Rs158bn estimate) with flat volumes and a 22.9% EBITDA margin (vs. 22.2%). The new CEO Priya Nair iterated the focus on volume-led growth through sharper consumer segmentation, premiumisation, brand modernisation and acceleration in digital and quick comm. 40% of the company's portfolio now falls under the 5% GST rate and, despite near-term trade disruptions, management was optimistic of a stronger H2 FY26, driven by festival demand, GST normalisation and greater rural/urban demand. Management retained its 22–23% near-term EBITDA margin guidance (ice cream de-merger to add 50bps) and 23–24% in the medium term. To factor in all this, we lower our FY26e/27e EPS 2% each and introduce FY28e. We retain our Buy, with a higher 12-mth TP of Rs2,910, 53x Sep'27e EPS (earlier Rs2,840, 53x FY27e EPS).

Q2 volumes flat y/y, dragged by GST rate-cut transitions. Homecare volumes grew in mid-single digits; beauty & wellbeing volumes came flat. Personal care fell by high-single digits; food & refreshments grew by low-single digits. Homecare revenue grew 1% y/y, the EBIT margin slipping 40bps y/y; B&W revenue grew 2% y/y, the EBIT margin falling 330bps y/y. Personal care revenue rose 1% y/y, the margin up 350bps y/y. F&R grew 2% y/y, the margin falling 190bps y/y. We build in a 7% revenue CAGR over FY25-28, led by a 5.5% volume CAGR.

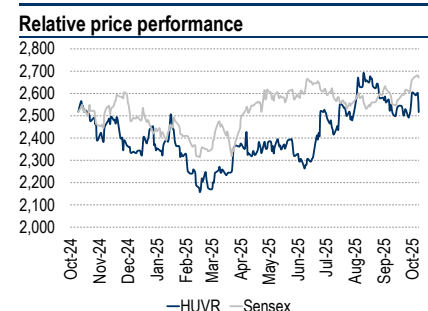
The EBITDA margin dipped 70bps to 22.9%, on the 70bp y/y compression in the gross margin on higher palm oil and tea prices. The benefit of staff cost down 60bps y/y was offset by other expenses up 20bps and ad spends up 40bps. Management anticipates low single-digit price hikes in H2 and retained its 22-23% EBITDA margin guidance with the ice cream de-merger adding 50-60bps. We build in an 80bp EBITDA-margin gain over FY25-28, driven by operating leverage, cost-saving initiatives and the hived off low-margin ice-cream business.

Valuations. At the CMP, the stock trades at 54x/48x/44x FY26e/27e/28e EPS of Rs47/52.2/57.6. **Key risks:** A sharp rise in input cost, price-based competition, loss of market share to new/smaller manufacturers.

Key data	HUVR IN / HLL.BO
52-week high / low	Rs2750 / 2136
Sensex / Nifty	84212 / 25795
Market cap	Rs6089bn
Shares outstanding	2350m

Shareholding pattern (%)	Sep'25	Jun'25	Mar'25
Promoters	61.9	61.9	61.9
- of which, Pledged			
Free Float	38.1	38.1	38.1
- Foreign Institutions	10.8	10.2	10.6
- Domestic Institutions	15.6	16.0	15.5
- Public	11.6	11.9	11.9

Estimates revision (%)	FY26e	FY27e
Sales	-1.1	-1.1
EBITDA	-1.8	-1.5
PAT	-2.3	-2.4



Source: Bloomberg

Key financials (YE Mar)	FY24	FY25	FY26e	FY27e	FY28e
Sales (Rs m)	6,18,960	6,31,210	6,68,017	7,24,602	7,80,068
Net profit (Rs m)	1,02,750	1,03,520	1,10,525	1,22,741	1,35,477
EPS (Rs)	43.7	44.1	47.0	52.2	57.6
P/E (x)	57.6	57.1	53.5	48.2	43.7
EV / EBITDA (x)	39.5	39.0	37.6	33.8	30.9
P / BV (x)	11.5	12.0	11.8	11.6	11.4
RoE (%)	20.1	21.0	22.0	24.1	26.2
RoCE (%)	18.3	18.7	20.2	22.1	23.9
Dividend yield (%)	1.7	2.1	1.7	1.9	2.1
Net debt / equity (x)	-0.1	-0.2	-0.0	-0.0	-0.0

Source: Company, Anand Rathi Research

Ajay Thakur
Research Analyst

Anand Rathi Share and Stock Brokers Limited (hereinafter "ARSSBL") is a full-service brokerage and equities-research firm and the views expressed therein are solely of ARSSBL and not of the companies which have been covered in the Research Report. This report is intended for the sole use of the Recipient. Disclosures and analyst certifications are present in the Appendix.

Quick Glance – Financials and Valuations

Fig 1 – Income statement (Rs m)

Year-end: Mar	FY24	FY25	FY26e	FY27e	FY28e
Net revenues	6,18,960	6,31,210	6,68,017	7,24,602	7,80,068
Growth (%)	2	2	6	8	8
Direct costs	2,97,600	3,05,780	3,21,760	3,46,342	3,71,128
Gross profit	3,21,360	3,25,430	3,46,256	3,78,261	4,08,940
Gross margins (%)	51.9	51.6	51.8	52.2	52.4
Other expenses	1,74,730	1,76,920	1,90,002	2,04,922	2,19,344
EBITDA	1,46,630	1,48,510	1,56,255	1,73,339	1,89,596
EBITDA margins (%)	23.7	23.5	23.4	23.9	24.3
- Depreciation	12,160	13,550	13,944	14,440	14,812
Other income	8,110	10,170	9,050	9,800	10,600
Interest expenses	3,340	3,950	4,120	3,610	3,200
PBT	1,39,240	1,41,180	1,47,241	1,65,089	1,82,184
Effective tax rates (%)	26.2	26.5	24.8	25.5	25.5
+ Associates / (Minorities)	50	220	200	250	250
Net income	1,02,750	1,03,520	1,10,525	1,22,741	1,35,477
WANS	2,350	2,350	2,350	2,350	2,350
FDEPS (Rs)	43.7	44.1	47.0	52.2	57.6

Fig 3 – Cash-flow statement (Rs m)

Year-end: Mar	FY24	FY25	FY26e	FY27e	FY28e
PBT	1,39,260	1,44,150	1,47,241	1,65,089	1,82,184
+ Non-cash items	-6,110	-5,270	-9,014	-8,250	-7,412
Oper. prof. before WC	1,45,370	1,49,420	1,56,255	1,73,339	1,89,596
- Incr. / (decr.) in WC	13,130	-7,880	-50,150	5,559	2,872
Others incl. taxes	3,810	22,680	36,516	42,098	46,457
Operating cash-flow	1,54,690	1,18,860	69,589	1,36,801	1,46,010
- Capex (tang. + intang.)	-14,570	-6,670	-39,910	-15,500	-18,000
Free cash-flow	1,40,120	1,12,190	29,679	1,21,301	1,28,010
Acquisitions					
- Div. (incl. buyback & taxes)	94,160	1,24,730	1,03,400	1,15,150	1,26,900
+ Equity raised	-	-	-	-	-
+ Debt raised	-850	-	-	-	-
- Fin investments	42,920	-63,050	-	-	-
- Misc. (CFI + CFF)	1,080	-2,070	60	-6,354	-7,564
Net cash-flow	1,110	52,580	-73,781	12,504	8,674

Source: Company, Anand Rathi Research

Fig 5 – Price movement



Source: Bloomberg

Fig 2 – Balance sheet (Rs m)

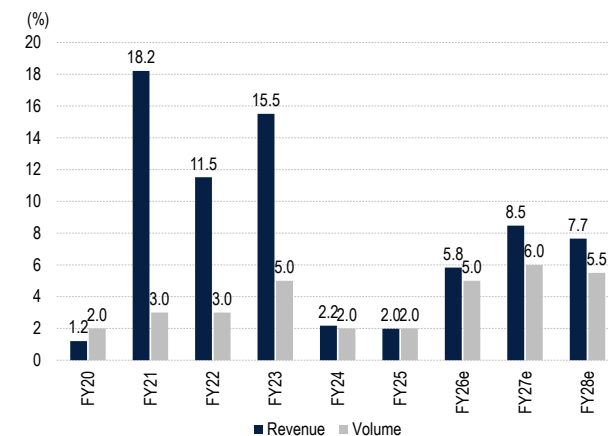
Year-end: Mar	FY24	FY25	FY26e	FY27e	FY28e
Share capital	2,350	2,350	2,350	2,350	2,350
Net worth	5,12,180	4,94,020	5,01,285	5,09,040	5,17,781
Debt	130	10	10	10	10
Minority interest	2,050	2,070	2,270	2,520	2,770
TL / (Assets)	65,470	66,680	61,550	61,550	61,550
Lease liabilities	-	-	-	-	-
Capital employed	5,79,830	5,62,780	5,65,115	5,73,120	5,82,111
Net tangible assets	84,550	90,460	1,21,516	1,22,076	1,24,764
Net intangible assets	2,78,230	2,78,230	2,78,230	2,78,230	2,78,230
Goodwill	1,74,660	1,74,660	1,74,660	1,74,660	1,74,660
CWIP (tang. & intang.)	10,250	10,090	5,000	5,500	6,000
Investments (strategic)	-1,340	-2,390	-2,390	-2,390	-2,390
Investments (financial)	47,590	40,490	40,490	40,490	40,490
Current assets (excl. cash)	1,15,360	1,31,550	1,34,187	1,45,561	1,56,326
Cash	75,590	75,540	1,759	14,264	22,938
Current liabilities	2,05,060	2,35,850	1,88,337	2,05,270	2,18,907
Working capital	-89,700	-1,04,300	-54,150	-59,709	-62,581
Capital deployed	5,79,830	5,62,780	5,65,115	5,73,120	5,82,111

Fig 4 – Ratio analysis

Year-end: Mar	FY24	FY25	FY26e	FY27e	FY28e
P/E (x)	57.6	57.1	53.5	48.2	43.7
EV / EBITDA (x)	39.5	39.0	37.6	33.8	30.9
EV / Sales (x)	9.4	9.2	8.8	8.1	7.5
P/B (x)	11.5	12.0	11.8	11.6	11.4
RoE (%)	20.1	21.0	22.0	24.1	26.2
RoCE (%) - after tax	18.3	18.7	20.2	22.1	23.9
RoIC (%) - after tax	22.2	23.6	23.5	24.1	26.6
DPS (Rs)	42.0	53.0	44.0	49.0	54.0
Dividend yield (%)	1.7	2.1	1.7	1.9	2.1
Dividend payout (%) - incl. DDT	96.1	120.3	93.6	93.8	93.7
Net debt / equity (x)	-0.1	-0.2	-0.0	-0.0	-0.0
Receivables (days)	17.7	22.1	20.8	20.5	20.5
Inventory (days)	23.7	25.5	25.5	25.5	25.3
Payables (days)	73.8	80.7	73.7	74.5	74.1
CFO: PAT %	150.5	114.8	63.0	111.5	107.8

Source: Company, Anand Rathi Research

Fig 6 – Revenue-growth trend



Source: Company

Result highlights

Fig 7 – Quarterly results

(Rs m)	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26
Volume growth (%)	5	4	3	2	2	2	4	3	-	2	4	-
Net sales	1,52,280	1,48,930	1,51,480	1,52,760	1,51,880	1,48,570	1,53,390	1,55,080	1,54,080	1,52,140	1,59,310	1,55,850
Y/Y	17.2	10.6	6.1	3.6	-0.3	-0.2	1.3	1.5	1.4	2.4	3.9	0.5
Gross Profit	72,310	72,540	75,600	80,550	78,210	77,060	78,910	79,150	78,070	76,800	78,420	78,520
Gross margins (%)	47.5	48.7	49.9	52.7	51.5	51.9	51.4	51.0	50.7	50.5	49.2	50.4
Staff expenses	6,760	6,830	6,510	7,080	6,490	7,740	6,020	7,650	6,840	7,890	6,570	6,770
Advertising spends	12,000	12,900	14,810	17,200	15,930	15,860	16,440	14,640	14,660	14,540	15,560	15,270
Other expenses	18,180	18,100	19,070	19,330	20,390	19,110	20,390	20,390	20,870	19,710	20,710	20,850
EBITDA	35,370	34,710	35,210	36,940	35,400	34,350	36,060	36,470	35,700	34,660	35,580	35,630
Y/Y	11.3	7.0	8.4	9.4	0.1	-1.0	2.4	-1.3	0.8	0.9	-1.3	-2.3
EBITDA margins	23.2	23.3	23.2	24.2	23.3	23.1	23.5	23.5	23.2	22.8	22.3	22.9
PBT	34,790	33,450	34,020	36,360	34,620	32,640	34,800	35,520	34,690	33,770	33,710	33,560
Y/Y	16.4	9.0	9.8	13.0	-0.5	-2.4	2.3	-2.3	0.2	3.5	-3.1	-5.5
PAT	26,070	24,720	25,090	27,220	25,490	24,230	25,860	26,280	24,920	25,160	28,590	25,060
Y/Y	18.1	8.9	9.0	3.0	-2.2	-2.0	3.1	-3.5	-2.2	3.8	10.6	-4.6

% to sales

Staff cost	4.4	4.6	4.3	4.6	4.3	5.2	3.9	4.9	4.4	5.2	4.1	4.3
Advertising Spends	7.9	8.7	9.8	11.3	10.5	10.7	10.7	9.4	9.5	9.6	9.8	9.8
Other expenses	11.9	12.2	12.6	12.7	13.4	12.9	13.3	13.1	13.5	13.0	13.0	13.4

Segment revenue

Home Care	55,180	56,380	54,250	53,120	54,480	57,150	56,750	57,370	57,420	58,180	57,830	56,670
Y/Y	31.6	18.7	10.0	3.3	-1.3	1.4	4.6	8.0	5.4	1.8	1.9	-1.2
Personal Care	57,180	51,880	24,980	25,350	23,150	20,630	23,860	24,120	22,460	21,240	25,410	24,260
Y/Y	10.5	10.1	-53.4	-54.4	-59.5	-60.2	-4.5	-4.9	-3.0	3.0	6.5	0.6
Beauty & Wellbeing	-	-	31,030	32,740	33,900	29,870	31,990	33,230	34,380	31,130	33,490	33,890
Y/Y	-	-	-	-	-	-	3.1	1.5	1.4	4.2	4.7	2.0
Food & Refreshment	37,000	37,940	37,970	38,510	37,330	39,110	38,500	38,030	37,450	38,960	40,160	38,690
Y/Y	6.8	2.6	4.7	2.6	0.9	3.1	1.4	-1.2	0.3	-0.4	4.3	1.7
Others	2,920	2,730	3,250	3,040	3,020	1,810	2,290	2,330	2,370	2,630	2,420	2,340
Y/Y	13.2	-9.6	-7.1	4.1	3.4	-33.7	-29.5	-23.4	-21.5	45.3	5.7	0.4

Segment EBIT

Home Care	10,610	10,560	9,910	9,950	9,660	10,810	11,090	10,870	10,540	10,560	10,930	10,500
Y/Y	22.8	12.5	14.0	11.9	-9.0	2.4	11.9	9.2	9.1	-2.3	-1.4	-3.4
Personal Care	14,370	13,530	4,460	4,560	3,640	3,710	4,180	4,010	3,950	3,920	4,700	4,870
Y/Y	-0.3	9.5	-68.4	-67.3	-74.7	-72.6	-6.3	-12.1	8.5	5.7	12.4	21.4
Beauty & Wellbeing	-	-	10,260	11,250	10,970	9,170	10,060	11,210	10,120	10,370	9,770	10,310
Y/Y	-	-	-	-	-	-	-1.9	-0.4	-7.7	13.1	-2.9	-8.0
Food & Refreshment	6,610	6,790	6,810	7,200	7,110	7,390	7,360	6,900	7,550	6,270	6,520	6,290
Y/Y	2.3	-4.8	17.8	-3.2	7.6	8.8	8.1	-4.2	6.2	-15.2	-11.4	-8.8
Others	1,180	1,210	1,200	1,290	1,200	380	390	430	460	410	420	420
Y/Y	61.6	26.0	-7.0	29.0	1.7	-68.6	-67.5	-66.7	-61.7	7.9	7.7	-2.3

Segment EBIT margin (%)

Home Care	19.2	18.7	18.3	18.7	17.7	18.9	19.5	18.9	18.4	18.2	18.9	18.5
Personal Care	25.1	26.1	17.9	18.0	15.7	18.0	17.5	16.6	17.6	18.5	18.5	20.1
Beauty & Wellbeing	-	-	33.1	34.4	32.4	30.7	31.4	33.7	29.4	33.3	29.2	30.4
Food & Refreshment	17.9	17.9	17.9	18.7	19.0	18.9	19.1	18.1	20.2	16.1	16.2	16.3
Others	40.4	44.3	36.9	42.4	39.7	21.0	17.0	18.5	19.4	15.6	17.4	17.9

Source: Company * Note; Beauty & Personal care segment has been reclassified into Personal care and B&W segment from Q1 FY25.

Key takeaways from Q2 earnings call

Demand trend

- The quarter was shaped by three major factors: GST reforms, a prolonged monsoon and divergent commodity trends. The prolonged and intense monsoon disrupted supply chains and temporarily dampened demand, especially for ice cream.
- Demand was stable at MAT level, backed by rural/urban consumption.
- The GST rate reduction and tax simplification are expected to increase disposable income and boost consumption in the long term. However, the transition to the new GST rates led to short-term trade disruptions and orders postponed.
- Normal trading conditions are expected to resume from early Nov'25 once prices stabilise.
- Management expects H2 FY26 growth to be better than H1, supported by normalization of trade and demand recovering (festivals).
- HUL implemented pricing and grammage interventions across 1,200+ SKUs to fully pass on GST benefits to consumers. For low-unit packs (Rs1, Rs2, Rs5), it increased grammage rather than cutting prices.
- Growth in Q2 was price-led, driven by carry-forward pricing in skin cleansing, beverages and skin care. Home care saw price reductions in line with >10% lower crude-oil prices.
- Management expects low single-digit price growth ahead if commodity prices hold stable.

Segment-wise performance

Home care

- Mid-single-digit volume growth on a strong base. Overall, USG was flat due to price reductions earlier to retain value competitiveness.
- Fabric wash saw double-digit volume growth in liquids and mid-single-digit UVG overall.
- Fabric conditioners continued double-digit growth led by premium innovations such as the Comfort Perfume Deluxe range.
- Household care maintained double-digit UVG, driven by liquids; dishwash bars saw high single-digit volume growth.

Beauty & wellbeing

- Reported 5% USG, driven by skin care and health & well-being.
- Hair care turnover declined due to GST rate rationalization across 90% of the portfolio, though market leadership widened.
- Complete relaunch of Sunsilk: refreshed identity, holographic packaging.
- Skin care and color cosmetics grew in high single digits, led by *Vaseline* and *Lakme*.
- The six big bets portfolio delivered strong double-digit growth.
- Health & Well-being maintained triple-digit growth, supported by innovations such as OZiva Phyto Ceramides and Collagen Builder for ingestible skincare.

Personal Care

- More than 90% of the portfolio underwent a GST rate transition, leading to temporary volume pressure.
- Turnover growth was flat due to short-term market disruptions and many price points.
- Premium soap brands such as Dove, Pears and Lux International, saw strong growth and premiumisation-led gains.
- The company launched a Lux International Range infused with glutathione and vitamin E aimed at premiumising its offering.
- Overall, the company strengthened its competitive position in skin cleansing and continued double-digit growth in premium soaps

Foods & refreshment

- Reported 3% USG with low single-digit UVG.
- Tea and coffee delivered double-digit growth, driven by pricing and led by channels of the future; tea grew in high single digits.
- Lifestyle nutrition showed positive UVG due to improved price architecture, but overall turnover declined due to negative pricing.
- The company launched Horlicks Pro Fitness, a meal replacement solution with 60% fewer calories than an average Indian meal.
- Packaged foods were muted; mayonnaise and sausages delivered double-digit growth, offset by the GST transition.
- Ice cream declined y/y due to the prolonged monsoon and GST impact. The ice-cream de-merger is expected to be complete by Dec'25, with listing targeted for Q4 FY26.

Channel & execution excellence

- De-stocking occurred during Sep & Oct'25 as trade partners liquidated inventory before the GST rate change.
- Modern trade and e-comm re-stocking expected to normalize faster than general trade.
- HUL's distribution spans 9m stores, covering ~95% of value-added distribution and reaching nine of 10 Indian households.
- The company extended comprehensive trade support for smooth transition and inventory liquidation.
- The focus remains on accelerating growth in D2C, quick commerce and specialist stores (cosmetic and chemist outlets).

Key priorities: Focussed on volume-led growth

- **Sharpen consumer segmentation.** Tailor strategies for “power spenders, premiumisers, and democratisers” across brands and channels.
- **Elevate brand desirability.** Modernize core brands and scale up the premium portfolio through bold renovations and innovations.
- **Future-proof frontline & channels.** Build social-first demand generation, expand digital commerce and quick commerce.
- **Reshape Portfolio** – Accelerate growth in high-potential demand spaces, based on market readiness and invest disproportionately to scale them up.

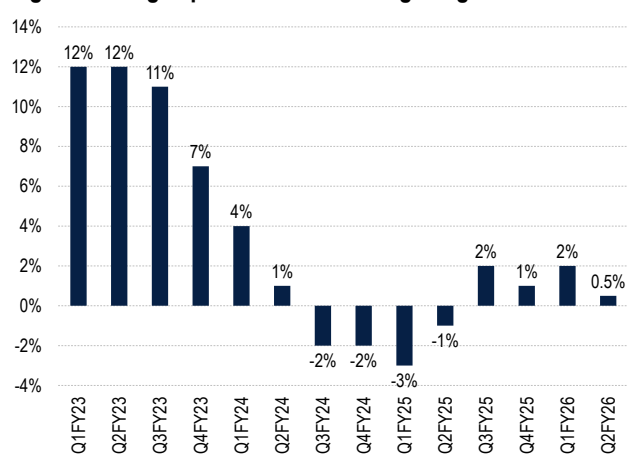
Margin outlook & investment strategy

- Gross margin at 50.9% was flat y/y; but improved 130bps sequentially as the price-cost gap narrowed.
- The EBITDA margin at 23.2% was down 90bps y/y due to higher A&P spends (up 80bps).
- **Guidance.** EBITDA margin to be 22–23% in the near to mid-term, the ice-cream de-merger to add 50–60bps.
- Material costs: Palm oil and S&P were inflationary, while tea and crude oil declined.
- Management expects low single-digit price growth if commodities remain stable.

Other highlights

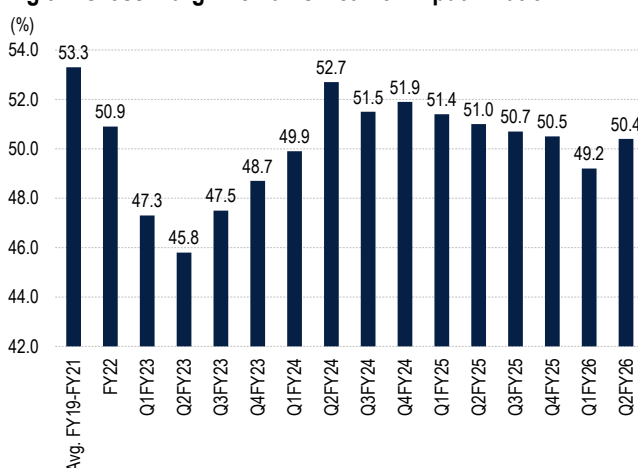
- **Competition, market share.** HUL maintained the No.1 position in over 85% of its portfolio. Delivered turnover-weighted market-share gains across key categories.
- Strengthened leadership in hair care and skin cleansing. Remains focused on competitive volume-led growth, even if it requires short-term investment.
- **M&A.** Acquired Minimalist, which delivered strong double-digit growth in H1 FY26.
- Continued focus on bolt-on acquisitions in beauty and wellness.
- Declared interim dividend of Rs19/share, totalling Rs44.6bn.
- Ritesh Tiwari transitioning to global head of M&A and Treasury at Unilever. Niranjana Gupta (ex-Hero MotoCorp) to join as CFO.

Fig 8 – Pricing expected to be low single digit in H2

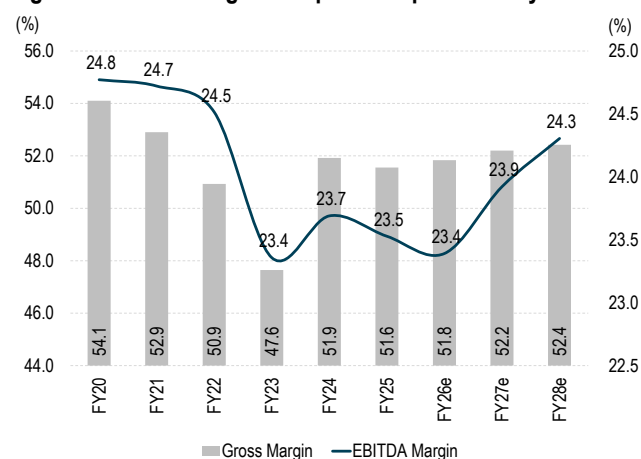


Source: Company, Anand Rathi Research

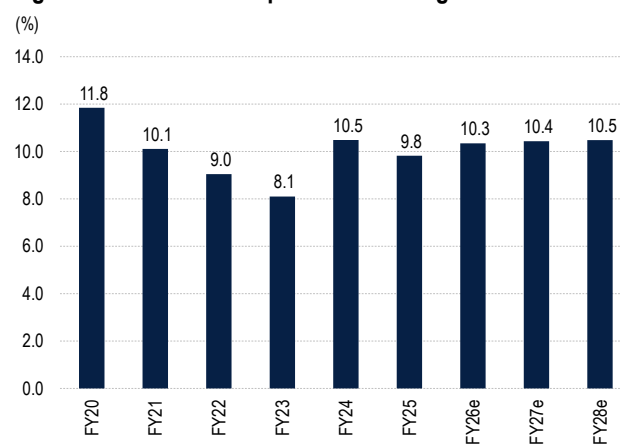
Fig 9 – Gross margin remains weak on input inflation



Source: Company, Anand Rathi Research

Fig 10 – EBITDA margin to expand 80bps in three years...

Source: Company, Anand Rath Research

Fig 11 – ... while A&SP spends remain high

Source: Company, Anand Rath Research

Valuation

With an old hand returning to steer HUL's ship amid choppy waters, we expect growth to recover, though gradually. The new CEO, Priya Nair, iterated the focus on volume-led growth through sharper consumer segmentation, brand modernisation, premiumisation and acceleration in digital and quick commerce. 40% of the company's portfolio now falls under the 5% GST rate and, despite near-term trade disruptions, management was optimistic of a stronger H2 FY26, driven by festival demand, GST normalisation and improved rural/urban demand. It maintained its near-term EBITDA margin guidance of 22–23% (the ice-cream de-merger to add ~50bps) and 23–24% in the medium term.

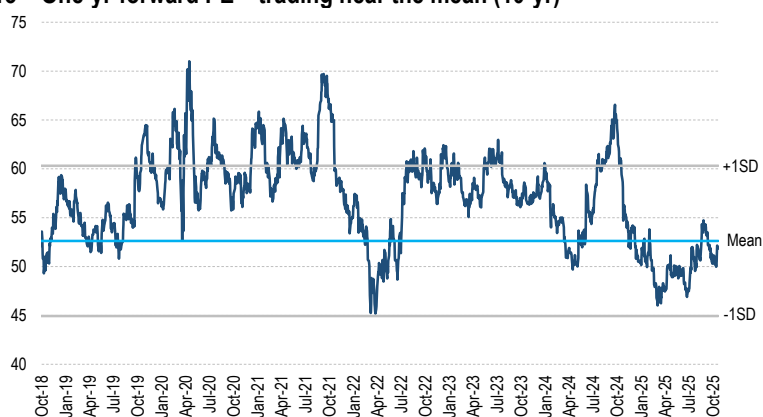
To factor in all this, we lower our FY26e/27e EPS 2% each and introduce FY28e. We retain our Buy recommendation, with a 12-mth TP of Rs2,910, 53x Sep'27e EPS (earlier Rs2,840, 53x FY27e EPS). At the CMP, the stock trades at 54x/48x/44x FY26e/27e/28e EPS of Rs47/52.2/57.6.

Fig 12 – Change in estimates

(Rs m)	Old		Revised		Change, %	
	FY26e	FY27e	FY26e	FY27e	FY26	FY27
Sales	6,75,262	7,32,479	6,68,017	7,24,602	-1.1	-1.1
EBITDA	1,59,180	1,75,908	1,56,255	1,73,339	-1.8	-1.5
EBITDA margins, %	23.6	24.0	23.4	23.9		
PAT	1,13,142	1,25,793	1,10,525	1,22,741	-2.3	-2.4

Source: Anand Rath Research

Fig 13 – One-yr-forward PE – trading near the mean (10-yr)



Source: Bloomberg, Anand Rath Research

Key risks

- Failure of brand launches.
- Unwarranted or overpriced bolt-on acquisitions.
- Price-led competition; loss of share to new entrant (Reliance) & /or others.
- Stringent regulations in nutrition-based healthcare.

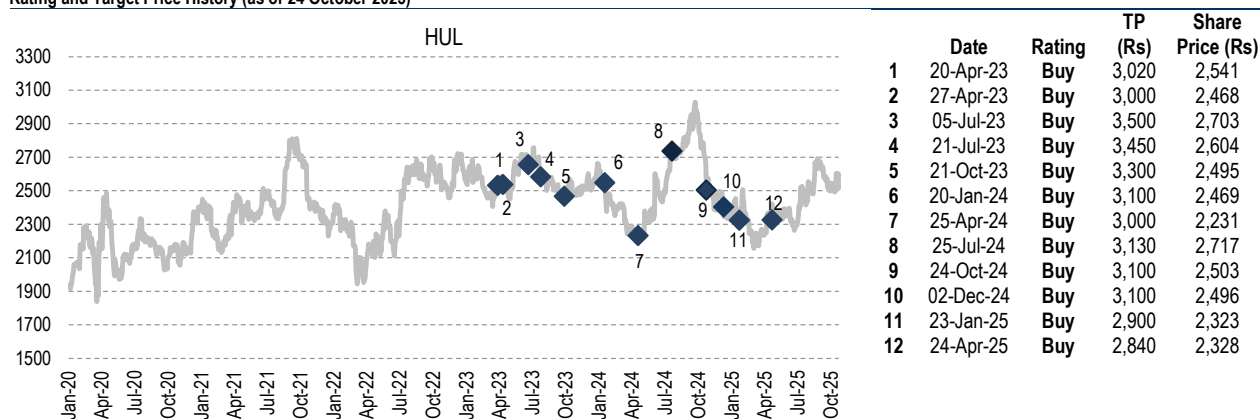
Appendix

Analyst Certification

The views expressed in this Research Report accurately reflect the personal views of the analyst(s) about the subject securities or issuers and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations or views expressed by the research analyst(s) in this report. The research analysts are bound by stringent internal regulations and also legal and statutory requirements of the Securities and Exchange Board of India (hereinafter "SEBI") and the analysts' compensation are completely delinked from all the other companies and/or entities of Anand Rathi, and have no bearing whatsoever on any recommendation that they have given in the Research Report.

Important Disclosures on subject companies

Rating and Target Price History (as of 24 October 2025)



Anand Rathi Ratings Definitions

Analysts' ratings and the corresponding expected returns take into account our definitions of Large Caps, Mid Caps & Small Caps as described in the Ratings Table below:

Ratings Guide (12 months)

	Buy	Hold	Sell
Large Caps (Top 100 companies)	>15%	0-15%	<0%
Mid Caps (101st-250th company)	>20%	0-20%	<0%
Small Caps (251st company onwards)	>25%	0-25%	<0%

Research Disclaimer and Disclosure inter-alia as required under Securities and Exchange Board of India (Research Analysts) Regulations, 2014

Anand Rathi Share and Stock Brokers Ltd. (hereinafter refer as ARSSBL) (Research Entity, SEBI Regn No. INH000000834, Date of Regn. 29/06/2015, BSE Enlistment Number – 5048 date of Regn 25 July 2024) is a subsidiary of the Anand Rathi Financial Services Ltd. ARSSBL is a corporate trading and clearing member of Bombay Stock Exchange Ltd (BSE), National Stock Exchange of India Ltd. (NSEIL), Multi Commodity Exchange of India Limited (MCX), National Commodity & Derivatives Exchange Limited (NCDEX), and also depository participant with National Securities Depository Ltd (NSDL) and Central Depository Services Ltd. (CDSL), ARSSBL is engaged into the business of Stock Broking, Depository Participant, Mutual Fund distributor.

The research analysts, strategists, or research associates principally responsible for the preparation of Anand Rathi research have received compensation based upon various factors, including quality of research, investor client feedback, stock picking, competitive factors and firm revenues.

General Disclaimer: This Research Report (hereinafter called "Report") is meant solely for use by the recipient and is not for circulation. This Report does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. The recommendations, if any, made herein are expression of views and/or opinions and should not be deemed or construed to be neither advice for the purpose of purchase or sale of any security, derivatives or any other security through ARSSBL nor any solicitation or offering of any investment/trading opportunity on behalf of the issuer(s) of the respective security (ies) referred to herein. These information / opinions / views are not meant to serve as a professional investment guide for the readers. No action is solicited based upon the information provided herein. Recipients of this Report should rely on information/data arising out of their own investigations. Readers are advised to seek independent professional advice and arrive at an informed trading/investment decision before executing any trades or making any investments. This Report has been prepared on the basis of publicly available information, internally developed data and other sources believed by ARSSBL to be reliable. ARSSBL or its directors, employees, affiliates or representatives do not assume any responsibility for, or warrant the accuracy, completeness, adequacy and reliability of such information / opinions / views. While due care has been taken to ensure that the disclosures and opinions given are fair and reasonable, none of the directors, employees, affiliates or representatives of ARSSBL shall be liable for any direct, indirect, special, incidental, consequential, punitive or exemplary damages, including lost profits arising in any way whatsoever from the information / opinions / views contained in this Report. The price and value of the investments referred to in this Report and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance. ARSSBL does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding taxation aspects of any potential investment.

Opinions expressed are our current opinions as of the date appearing on this Research only. We do not undertake to advise you as to any change of our views expressed in this Report. Research Report may differ between ARSSBL's RAs and/ or ARSSBL's associate companies on account of differences in research methodology, personal judgment and difference in time horizons for which recommendations are made. User should keep this risk in mind and not hold ARSSBL, its employees and associates responsible for any losses, damages of any type whatsoever.

ARSSBL and its associates or employees may; (a) from time to time, have long or short positions in, and buy or sell the investments in/ security of company (ies) mentioned herein or (b) be engaged in any other transaction involving such investments/ securities of company (ies) discussed herein or act as advisor or lender / borrower to such company (ies) these and other activities of ARSSBL and its associates or employees may not be construed as potential conflict of interest with respect to any recommendation and related information and opinions. Without limiting any of the foregoing, in no event shall ARSSBL and its associates or employees or any third party involved in, or related to computing or compiling the information have any liability for any damages of any kind.

Details of Associates of ARSSBL and Brief History of Disciplinary action by regulatory authorities & its associates are available on our website i.e. www.rathionline.com

Disclaimers in respect of jurisdiction: 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 or which would subject ARSSBL to any registration or licensing requirement within such jurisdiction(s). No action has been or will be taken by ARSSBL in any jurisdiction (other than India), where any action for such purpose(s) is required. Accordingly, this Report shall not be possessed, circulated and/or distributed in any such country or jurisdiction unless such action is in compliance with all applicable laws and regulations of such country or jurisdiction. ARSSBL requires such recipient to inform himself about and to observe any restrictions at his own expense, without any liability to ARSSBL. Any dispute arising out of this Report shall be subject to the exclusive jurisdiction of the Courts in India.

Statements on ownership and material conflicts of interest, compensation - ARSSBL and Associates

Answers to the Best of the knowledge and belief of ARSSBL/ its Associates/ Research Analyst who is preparing this report

Research analyst or research entity or his associate or his relative has any financial interest in the subject company and the nature of such financial interest.	No
ARSSBL/its Associates/ Research Analyst/ his Relative have actual/beneficial ownership of one per cent or more securities of the subject company, at the end of the month immediately preceding the date of publication of the research report?	No
ARSSBL/its Associates/ Research Analyst/ his Relative have actual/beneficial ownership of one per cent or more securities of the subject company	No
ARSSBL/its Associates/ Research Analyst/ his Relative have any other material conflict of interest at the time of publication of the research report?	No
ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation from the subject company in the past twelve months	No
ARSSBL/its Associates/ Research Analyst/ his Relative have managed or co-managed public offering of securities for the subject company in the past twelve months	No
ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months	No
ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months	No
ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation or other benefits from the subject company or third party in connection with the research report	No
ARSSBL/its Associates/ Research Analyst/ his Relative have served as an officer, director or employee of the subject company.	No
ARSSBL/its Associates/ Research Analyst/ his Relative has been engaged in market making activity for the subject company.	No

NOTICE TO US INVESTORS:

This research report is the product of Anand Rathi Share and Stock Brokers Limited, 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 person(s) 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 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.

Research reports are intended for distribution only to Major U.S. Institutional Investors as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act of 1934 (the Exchange Act) and interpretations thereof by the U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a-6(a)(2). If the recipient of this research report is not a Major U.S. 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 a Major U.S. 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 U.S. Institutional Investors, Anand Rathi Share and Stock Brokers Limited has entered into a Strategic Partnership and chaperoning agreement with a U.S. registered broker-dealer: Banc Trust Securities USA. Transactions in securities discussed in this research report should be affected through Banc Trust Securities USA.

1. ARSSBL or its Affiliates may or may not have been beneficial owners of the securities mentioned in this report.
2. ARSSBL or its affiliates may have or not managed or co-managed a public offering of the securities mentioned in the report in the past 12 months.
3. ARSSBL or its affiliates may have or not received compensation for investment banking services from the issuer of these securities in the past 12 months and do not expect to receive compensation for investment banking services from the issuer of these securities within the next three months.
4. However, one or more of ARSSBL or its Affiliates may, from time to time, have a long or short position in any of the securities mentioned herein and may buy or sell those securities or options thereon, either on their own account or on behalf of their clients.
5. As of the publication of this report, ARSSBL does not make a market in the subject securities.
6. ARSSBL or its Affiliates may or may not, to the extent permitted by law, act upon or use the above material or the conclusions stated above, or the research or analysis on which they are based before the material is published to recipients and from time to time, provide investment banking, investment management or other services for or solicit to seek to obtain investment banking, or other securities business from, any entity referred to in this report.

© 2025. This report is strictly confidential and is being furnished to you solely for your information. All material presented in this report, unless specifically indicated otherwise, is under copyright to ARSSBL. None of the material, its content, or any copy of such material or content, may be altered in any way, transmitted, copied or reproduced (in whole or in part) or redistributed in any form to any other party, without the prior express written permission of ARSSBL. All trademarks, service marks and logos used in this report are trademarks or service marks or registered trademarks or service marks of ARSSBL or its affiliates, unless specifically mentioned otherwise.

As of the publication of this report, ARSSBL does not make a market in the subject securities.

Registration granted by SEBI, Enlistment as RA and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Additional information on recommended securities/instruments is available on request.

Compliance officer: Deepak Kedia, email id: deepakkedia@rathi.com, Contact no. +91 22 6281 7000
Grievance officer: Madhu Jain, email id: grievance@rathi.com, Contact no. +91 22 6281 7191

ARSSBL registered address: Express Zone, A Wing, 10th Floor, Western Express Highway, Diagonally Opposite Oberoi Mall, Malad (E), Mumbai – 400097.
Tel No: +91 22 6281 7000 | Fax No: +91 22 4001 3770 | CIN: U67120MH1991PLC064106.