

## Robust growth across categories...

**About the stock** Nestlé India (NIL) is the largest food company in India with over ₹ 16000 crore of sales. It is broadly present in infant & baby food products, noodles, chocolates & beverage categories. In the last five years, the company has forayed into newer categories and launched more than 110 new products.

- The company has nine manufacturing facilities including newly commissioned plant in Sanand, Gujarat. Its major brands include Maggi, Nescafe, KitKat, Cerelac among others

### Q1CY23 Results: Nestlé India reported robust growth across segments

- Sales were up 21.3% YoY led by a mix of volume & pricing growth
- EBITDA was at ₹ 1095.5 crore, up 18.5% YoY with margins at 22.8%
- Adjusted PAT was at ₹ 736.6 crore (up 23.9% YoY)

**What should investors do?** Nestlé India's share price has given a return of 128% in the last five years (from ₹ 9062 in April 2018 to ₹ 20659 in April 2023).

- We remain positive on growth prospects factoring in 11.7% revenue CAGR along with 260 bps operating margin expansion in next two years
- We maintain our **HOLD** rating on the stock

**Target Price and Valuation:** We value the stock at ₹ 23000, valuing the business 65x CY24 earnings

### Key triggers for future price performance:

- The company is undertaking a capex of ₹ 5000 crore in the next three years to expand the capacity of its existing products. Many of its plant's capacity utilisation has reached their peak
- NIL is increasing its rural footprint from 80,000 villages to 1.2 lakh villages in the next two years. We believe distribution expansion in rural India (contributes 20% to sales) is driving growth in core categories
- Palm oil, crude & wheat prices have declined significantly from their peak. Milk & coffee prices have remained elevated & would continue to remain firm in CY23. However, we believe gross margin has bottomed out in CY22. We expect a 260 bps gross margin expansion in the next two years

**Alternate Stock Idea:** We like Tata Consumer Products in our FMCG coverage.

- Strong innovation & premiumisation strategy in salt and tea is expected to drive margins in these established categories. Newer categories like pulses, spices and dry fruits to drive volume growth given large opportunity size. We value the stock at ₹ 950 on ascribing 52x FY25 earnings multiple



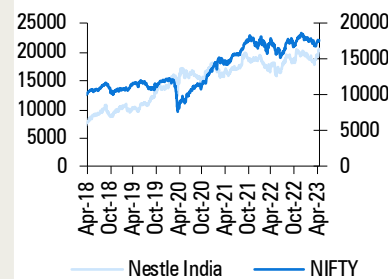
### Particulars

Particulars (₹ crore)	Amount
Market Capitalization	199195
Total Debt (CY22)	217.3
Cash & Investments (CY22)	1,452.2
EV	1,97,960.2
52 week H/L (₹)	21053 / 16000
Equity capital	96.4
Face value (₹)	10.0

### Shareholding pattern

(in %)	Jun-22	Sep-22	Dec-22	Mar-23
Promoter	62.8	62.8	62.8	62.8
FII	11.7	12.1	12.1	12.1
DII	9.1	8.9	9.1	9.2
Others	16.5	16.3	16.1	16.0

### Price Chart



### Recent event & key risks

- NIL has launched food & beverage thickener from Health Science portfolio branded as 'ThickenUp Clear'
- Key Risk:** (i) Persistent inflation in milk & coffee (ii) Stronger than expected volume growth in core business

### Research Analyst

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### Key Financial Summary

Key Financials	CY20	CY21	CY22	5 Year CAGR (CY17-CY22)	CY23E	CY24E	CAGR (CY22-24E)
Net Sales	13290.2	14633.7	16789.5	11.0%	18955.6	20945.3	11.7%
EBITDA	3201.5	3591.5	3712.6	10.6%	4355.0	5171.7	18.0%
EBITDA Margin %	24.1	24.5	22.1		23.0	24.7	
Adjusted Net Profit	2082.4	2320.8	2390.5	14.3%	2891.3	3400.8	19.3%
Adjusted EPS (₹)	216.0	240.7	247.9	14.3%	299.9	352.7	19.3%
P/E	95.7	92.9	83.3		68.9	58.6	
RoNW %	103.1	104.1	87.0		84.5	86.5	
RoCE (%)	54.6	57.3	54.4		57.0	61.6	

Source: Company, ICICI Direct Research

## Key takeaways of recent quarter

### Q1CY23 Results: Milk prices continues to hurt margins; Softening of other commodities ease pressure

- NIL witnessed growth of 21.3% to ₹ 4830.5 crore led by mix of volume & pricing growth. Domestic sales grew 21.2% & exports were up 24.9%. The company witnessed strong growth across categories. It is driving growth in export market through mainstream & ethnic channels
- Prepared dishes segment (noodles, cooking aids) continues to witness strong growth led by media campaigns. NIL is witnessing portfolio upgradation (we believe larger pack getting traction) in this category. Chocolates category growing at robust pace continuing the growth momentum of last two years. KitKat and Munch saw strong growth led by media campaign and consumer engagement
- Beverage segment witnessed healthy growth through market share gains in Nescafe classic, Nescafe sunrise & Nescafe Gold. We believe high raw material prices also led to pricing growth in this category
- Milk product category registered double digit growth during the quarter led by strong growth in Milkmaid. We believe elevated milk prices supported pricing growth in this category
- E-commerce channel is witnessing strong growth with rapid growth in quick commerce. The company is continuing its distribution expansion in rural India with target of 1.2 lakh village expansion by CY24. The company also saw strong growth in out of home channel across brands
- Gross margin contracted 159 bps mainly due to higher milk prices. Though a decline in palm oil & wheat prices benefited the company during the quarter, milk remain the largest raw material for the company. Moreover, green coffee prices also remain at an elevated level. Employee & overhead spends (percentage of sales) were down 56 bps & 64 bps, respectively
- Operating profit grew 18.5% to ₹ 1095.5. Operating margin contracted 62 bps to 22.8%. Net profit grew 23.9% to ₹ 736.6 crore led by higher operating profit, other income & lower taxation. The company announced interim dividend of ₹ 27/ share (on April 12, 2023).
- The company launched new product 'ThickenUp Clear', a food and beverage thickener from its Nestlé Health Science portfolio. ThickenUp Clear can be used to help patients with swallowing difficulties especially in oropharyngeal dysphagia. Newly launched products 'GERBER' cereals & 'CEREGROW' grain selection also performing well for the company. In pet food category, the company launched new product in cat food portfolio

### Nestle India - ESG Disclosure Score\*

ESG Disclosure Score			
Score	CY19	CY20	CY21
Environmental	25.6	19.1	19.1
Social	20.2	24.4	24.4
Governance	78.6	78.6	78.6
<b>Overall ESG Score</b>	<b>41.5</b>	<b>40.7</b>	<b>40.7</b>

Source: Bloomberg, ICICI Direct Research, \*Score ranges

### Exhibit 1: Peer Comparison

Sector / Company	CMP (₹)	TP (₹)	M Cap (₹ Cr)	Sales growth (%)				EBITDA Margins (%)				P/E(x)				RoE (%)				RoCE (%)				
				FY22	FY23E	FY24E	FY25E	FY22	FY23E	FY24E	FY25E	FY22	FY23E	FY24E	FY25E	FY22	FY23E	FY24E	FY25E	FY22	FY23E	FY24E	FY25E	
ITC Limited (ITC)	411	450	Buy	467841	23.1	17.0	8.0	9.5	32.0	33.7	34.5	34.0	33.2	28.0	25.6	23.7	24.5	27.7	28.7	29.9	31.4	36.0	37.5	39.1
Hindustan Unilever (HINLEV)	2489	2800	Hold	604971	11.3	16.3	9.5	9.1	24.8	23.5	24.0	24.1	66.3	59.2	53.3	48.5	18.1	20.3	22.4	24.5	20.2	22.9	25.6	28.0
Nestle (NESIND)	20659	23000	Hold	199195	10.2	14.9	12.8	10.5	24.5	22.1	23.0	24.7	92.9	83.3	68.9	58.6	104.1	87.0	84.5	86.5	57.3	54.4	57.0	61.6

Source: Company, ICICI Direct Research

Nestlé is continuing the strong growth momentum of CY22 with robust 21.3% sales growth in Q1CY23. We believe volume growth is propelled by noodles, chocolate & newly launched products. Further, milk & coffee category has been aided by pricing growth. We also believe rural distribution expansion is also benefiting the company to drive penetration led growth in noodles & cooking aid segment. Though elevated milk prices have been adversely impacting gross margins, price hikes and softening of other commodities (palm, wheat) is helping it minimise the impact. We believe milk prices would remain high until at least November-2023, which would aid pricing led revenue growth in CY23. We remain positive on nestle given its distribution expansion, foray in newer products & pricing growth. We maintain our HOLD rating on the stock with a target price of ₹ 23,000 (earlier ₹ 22000).

**Exhibit 2: Variance Analysis**

Particulars (₹ crore)	Q1CY23	Q1CY23E	Q1CY22	YoY (%)	Q4CY22	QoQ (%)	Comments
Total Operating Income	4,830.5	4,488.7	3,980.7	21.3	4,256.8	13.5	Net sales grew 21.3% led by mix of volume as well as pricing growth. It reported robust growth across categories. Milk & coffee category witnessed high pricing growth
Operating Income	22.1	29.5	29.8	-25.7	23.5	-5.9	
Raw Material Expenses	2,231.5	2,080.2	1,775.7	25.7	1,921.5	16.1	Gross margins contracted by 159 bps on account of high milk & coffee prices. Softening of palm oil & wheat prices eased pressure on gross margins
Employee Expenses	454.3	440.2	396.6	14.5	407.0	11.6	Employee spends (% to sales) was down 56 bps
Other operating Expenses	1,049.3	1,007.8	883.7	18.7	955.4	9.8	Overhead spends (% to sales) was down by 64 bps
EBITDA	1,095.5	960.6	924.7	18.5	973.0	12.6	Operating profit was aided by strong growth in sales
EBITDA Margin (%)	22.8	21.5	23.4	-62 bps	23.0	-20 bps	Operating margins impacted by lower gross margins
Depreciation	101.7	103.3	104.3	-2.5	98.7	3.1	
Interest	37.0	35.6	35.6	4.0	44.8	-17.4	
Other Income	33.7	34.4	21.4	57.1	29.6	14.0	Other income was up on account of high cash balance
Exceptional Items	0.0	0.0	0.0	NA	0.0	NA	
PBT	990.5	856.0	806.2	22.8	859.1	15.3	
Tax Outgo	253.8	215.7	211.5	20.0	231.0	9.9	
PAT	736.6	640.3	594.7	23.9	628.1	17.3	Net profit grew by 23.9% led by higher operating profit & lower taxation
Adjusted PAT	736.6	640.3	594.7	23.9	628.1	17.3	

Source: Company, ICICI Direct Research

**Exhibit 3: Change in estimates**

(₹ Crore)	CY23E			CY24E			Comments
	Old	New	% Change	Old	New	% Change	
Net Sales	18,579.8	18955.6	2.0	20,529.4	20945.3	2.0	We revise upwards our sales estimate considering pricing growth in milk & higher volume growth in noodles & chocolate segment
EBITDA	4254.0	4355.0	2.4	4946.5	5171.7	4.6	
EBITDA Margin(%)	22.9	23.0	8 bps	24.1	24.7	60 bps	We revise our operating margin estimate expecting decline in all major commodities in CY24
PAT	2827.1	2891.3	2.3	3244.1	3400.8	4.8	
EPS (₹)	293.2	299.9	2.3	336.5	352.7	4.8	

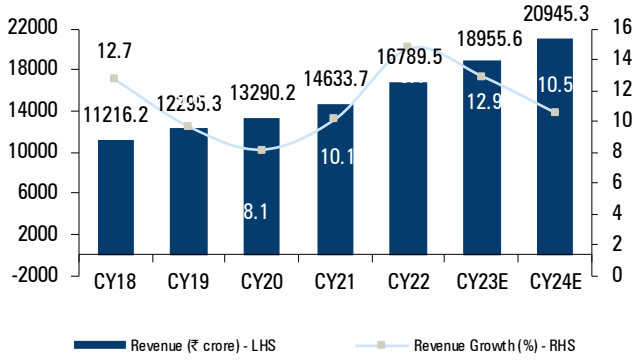
Source: ICICI Direct Research

**Exhibit 4: Assumptions**

	Current				Earlier			Comments
	CY20	CY21	CY22	CY23E	CY24E	CY23E	CY24E	
<b>Gross Sales (₹ crore)</b>								
Milk Product and Nutrition	6,148.8	6,268.3	6,861.5	7,709.6	8,418.9	7,564.1	8,260.0	We revise upwards milk & beverage segment sales estimate accounting higher pricing growth. We slightly revise noodles & chocolate volume growth estimate upwards
Beverages	1,476.3	1,691.8	2,016.3	2,286.5	2,495.5	2,242.9	2,447.9	
Prepared dishes	3,910.8	4,550.1	5,260.0	5,955.1	6,688.7	5,795.6	6,509.6	
Chocolate & confectionery	1,754.3	2,123.1	2,651.8	3,004.5	3,342.2	2,977.2	3,311.8	
<b>Volume Growth (%)</b>								
Overall Volume Growth	2.6	10.5	5.5	10.2	7.3	8.2	7.2	
Milk Product and Nutrition	-0.4	-2.7	2.5	6.0	5.0	6.0	5.0	
Beverages	-21.3	18.0	6.0	8.0	7.0	8.0	7.0	
Prepared dishes	6.6	16.4	6.0	12.0	8.0	9.0	8.0	
Chocolate & confectionery	2.7	10.5	10.0	10.0	8.0	9.0	8.0	

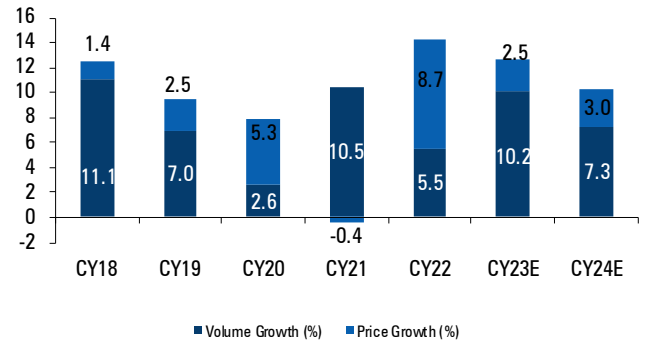
Source: ICICI Direct Research

Exhibit 5: Revenue growth trend



Source: ICICI Direct Research, Company

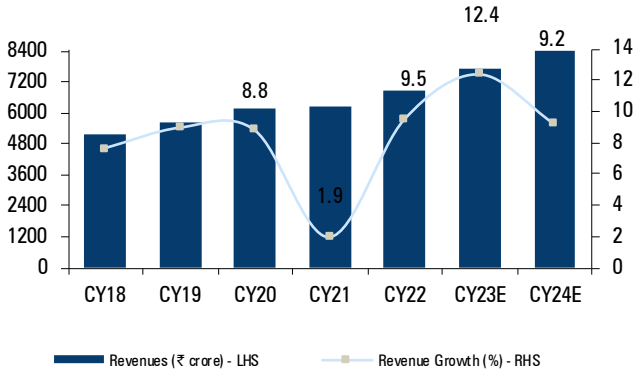
Exhibit 6: Volume growth to drive revenue



Source: ICICI Direct Research, Company

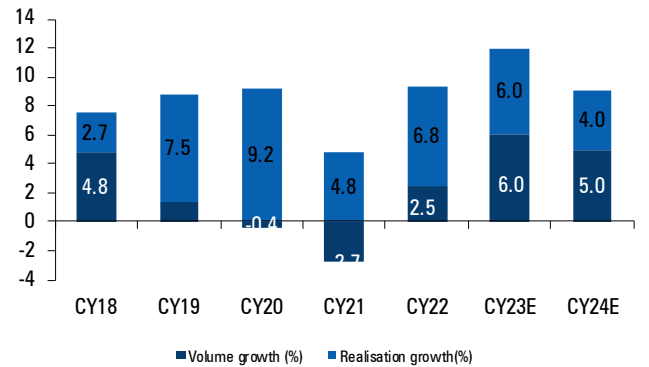
Milk products & nutrition

Exhibit 7: Milk products segment revenue growth



Source: ICICI Direct Research, Company

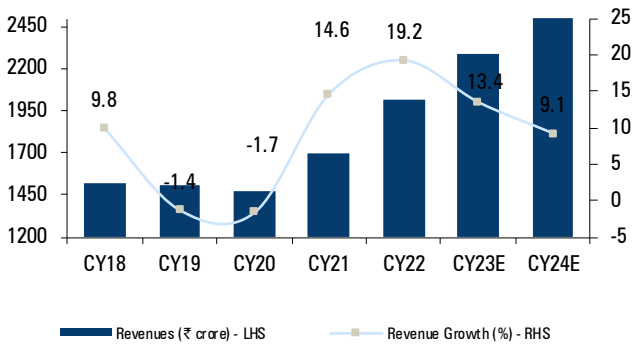
Exhibit 8: Revenue growth to be mix of volume & price growth



Source: ICICI Direct Research, Company

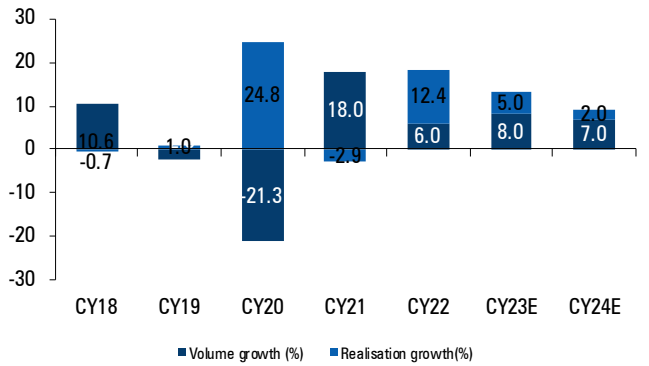
Beverages

Exhibit 9: Beverages revenue growth expected



Source: ICICI Direct Research, Company

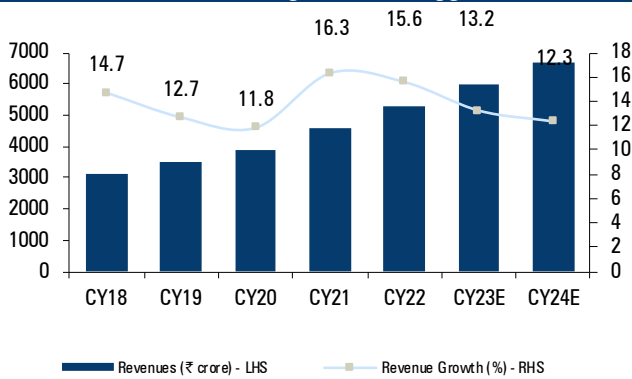
Exhibit 10: Beverage segment volume & value growth (%)



Source: ICICI Direct Research, Company

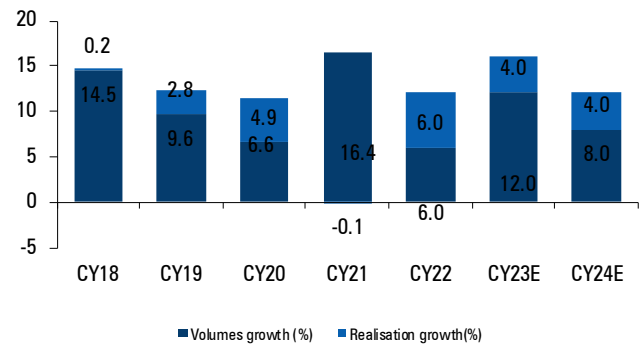
Prepared dishes

Exhibit 11: Robust revenue growth in Maggi continues



Source: ICICI Direct Research, Company

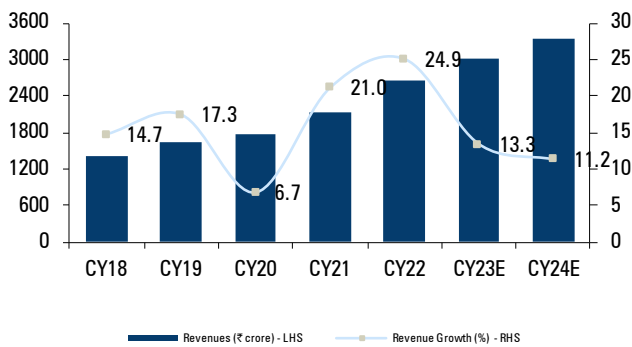
Exhibit 12: Strong volume growth trend



Source: ICICI Direct Research, Company

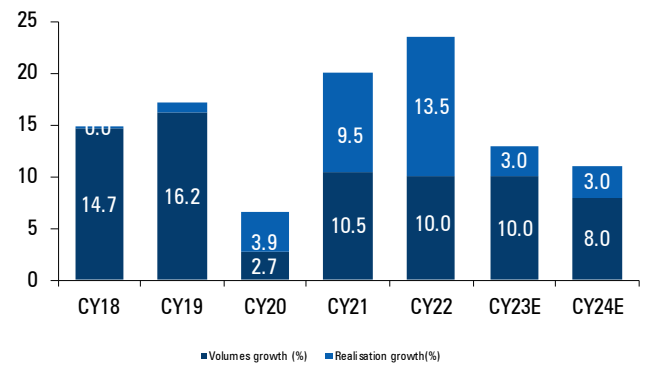
Chocolate & confectionery

Exhibit 13: Sales to gain traction, going forward



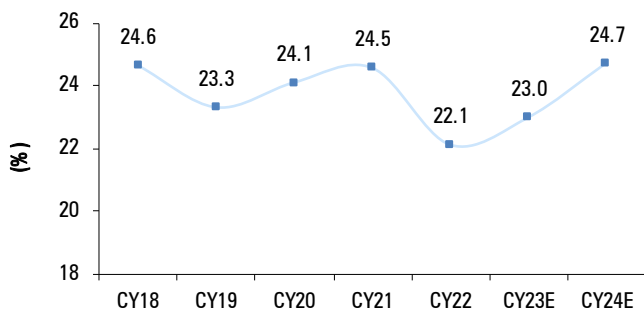
Source: ICICI Direct Research, Company

Exhibit 14: Volumes to recover in CY22



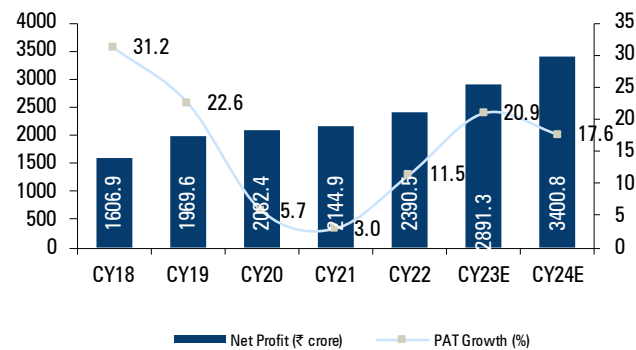
Source: ICICI Direct Research, Company

Exhibit 15: EBITDA margin to remain at elevated levels



Source: ICICI Direct Research, Company

Exhibit 16: Adjusted PAT to grow at 19.3% CAGR in CY22-24E



Source: ICICI Direct Research, Company

Exhibit 17: Valuations

	Sales (₹ cr)	Growth (%)	EPS (₹)	Growth (%)	PE (x)	EV/EBITDA (x)	RoNW (%)	RoCE (%)
CY21	14633.7	10.1	222.4	3.0	92.9	55.3	104.1	57.3
CY22	16789.5	14.7	247.9	11.5	83.3	53.4	87.0	54.4
CY23E	18955.6	12.9	299.9	20.9	68.9	45.5	84.5	57.0
CY24E	20945.3	10.5	352.7	17.6	58.6	38.2	86.5	61.6

Source: Company, ICICI Direct Research

## Financial Summary

Exhibit 18: Profit and loss statement				
	₹ crore			
(Year-end December)	CY21	CY22	CY23E	CY24E
<b>Total operating income</b>	<b>14,709.4</b>	<b>16,897.0</b>	<b>19,063.1</b>	<b>21,063.4</b>
Growth (%)	10.2	14.9	12.8	10.5
Raw Material Expenses	6,318.9	7,749.9	8,528.5	9,084.5
Employee Expenses	1,521.3	1,635.5	1,895.6	2,178.3
Marketing Expenses	0.0	0.0	0.0	0.0
Administrative Expenses	29.5	102.0	113.7	125.7
Other expenses	3,248.2	3,697.1	4,170.2	4,503.2
Total Operating Expenditure	11,117.9	13,184.4	14,708.0	15,891.8
<b>EBITDA</b>	<b>3,591.5</b>	<b>3,712.6</b>	<b>4,355.0</b>	<b>5,171.7</b>
Growth (%)	12.2	3.4	17.3	18.8
Depreciation	390.2	403.0	469.4	593.1
Interest	201.2	154.6	144.9	157.9
Other Income	120.1	101.0	124.6	125.9
PBT	3,120.3	3,256.0	3,865.4	4,546.6
Others	236.5	0.0	0.0	0.0
Total Tax	738.9	865.5	974.1	1,145.7
<b>PAT</b>	<b>2,144.9</b>	<b>2,390.5</b>	<b>2,891.3</b>	<b>3,400.8</b>
Growth (%)	3.0	11.5	20.9	17.6
EPS (₹)	222.4	247.9	299.9	352.7

Source: Company, ICICI Direct Research

Exhibit 19: Cash flow statement				
	₹ crore			
(Year-end December)	CY21	CY22	CY23E	CY24E
Profit after Tax	2,144.9	2,390.5	2,891.3	3,400.8
Add: Depreciation	390.2	403.0	469.4	593.1
(Inc)/dec in Current Assets	411.9	-541.3	-1,537.4	719.2
Inc/(dec) in CL	110.7	443.5	382.1	354.3
<b>CF from operating activities</b>	<b>3,057.6</b>	<b>2,695.8</b>	<b>2,205.5</b>	<b>5,067.5</b>
(Inc)/dec in LT loans & adv	-2.5	-6.7	55.8	0.0
(Inc)/dec in other investments	30.1	150.5	-20.0	-20.0
(Inc)/dec in Fixed Assets	-812.4	-564.9	-1,320.0	-2,020.0
Others	14.2	-49.0	82.7	100.0
<b>CF from investing activities</b>	<b>-2,132.6</b>	<b>-469.4</b>	<b>269.0</b>	<b>-1,940.0</b>
Issue/(Buy back) of Equity	0.0	0.0	0.0	0.0
Inc/(dec) in loan funds	120.2	-0.4	0.0	0.0
Dividend paid & dividend tax	-1,928.4	-2,024.8	-2,217.7	-2,892.6
Inc/(dec) in Sec. premium	0.0	0.0	0.0	0.0
Others	-6.7	153.6	0.0	0.0
<b>CF from financing activities</b>	<b>-1,814.9</b>	<b>-1,871.6</b>	<b>-2,217.7</b>	<b>-2,892.6</b>
Net Cash flow	-889.8	354.8	256.8	234.9
Opening Cash	1,769.9	880.0	1,234.8	1,491.6
<b>Closing Cash</b>	<b>880.0</b>	<b>1,234.8</b>	<b>1,491.6</b>	<b>1,726.5</b>

Source: Company, ICICI Direct Research

Exhibit 20: Balance Sheet				
	₹ crore			
(Year-end December)	CY21	CY22	CY23E	CY24E
<b>Liabilities</b>				
Equity Capital	96.4	96.4	96.4	96.4
Reserve and Surplus	2,132.7	2,652.0	3,325.6	3,833.9
Total Shareholders funds	2,229.1	2,748.4	3,422.1	3,930.3
Total Debt	217.7	217.3	217.3	217.3
Deferred Tax Liability	0.0	33.0	33.0	33.0
Long Term Provisions	3,284.5	3,205.2	3,305.2	3,405.2
<b>Total Liabilities</b>	<b>5,751.3</b>	<b>6,221.3</b>	<b>6,977.5</b>	<b>7,585.8</b>
<b>Assets</b>				
Gross Block	5,155.7	5,608.4	6,908.4	8,908.4
Less: Acc Depreciation	2,161.7	2,564.7	3,034.1	3,627.3
Net Block	2,994.0	3,043.7	3,874.3	5,281.2
Capital WIP	246.2	358.4	378.4	398.4
Total Fixed Assets	3,240.2	3,402.1	4,252.7	5,679.5
LT Loans & Advances	49.1	55.8	0.0	0.0
Inventory	1,580.2	1,928.8	2,077.3	2,295.4
Debtors	165.3	191.9	207.7	229.5
Loans and Advances	11.9	10.3	207.7	229.5
Current Investments	246.0	413.7	1,589.2	608.3
Cash	880.0	1,234.8	1,491.6	1,726.5
Total Current Assets	2,883.4	3,779.4	5,573.6	5,089.2
Creditors	1,734.9	1,933.8	2,285.1	2,524.9
Provisions	138.5	160.7	311.6	344.3
Other Current Liabilities	729.9	952.2	832.2	914.0
Total Current Liabilities	2,603.2	3,046.7	3,428.9	3,783.2
Net Current Assets	280.1	732.7	2,144.7	1,306.0
<b>Application of Funds</b>	<b>5,751.3</b>	<b>6,221.3</b>	<b>6,977.5</b>	<b>7,585.8</b>

Source: Company, ICICI Direct Research

Exhibit 21: Key ratios				
(Year-end December)	CY21	CY22	CY23E	CY24E
<b>Per share data (₹)</b>				
EPS	222.4	247.9	299.9	352.7
Cash EPS	262.9	289.7	348.5	414.2
BV	231.2	285.0	354.9	407.6
DPS	200.0	210.0	230.0	300.0
Cash Per Share	224.2	266.0	314.7	376.2
<b>Operating Ratios (%)</b>				
EBITDA Margin	24.5	22.1	23.0	24.7
PBT / Net Sales	19.7	19.4	20.4	21.7
PAT Margin	14.7	14.2	15.3	16.2
Inventory days	39.4	41.9	40.0	40.0
Debtor days	4.1	4.2	4.0	4.0
Creditor days	43.3	42.0	44.0	44.0
<b>Return Ratios (%)</b>				
RoE	104.1	87.0	84.5	86.5
RoCE	57.3	54.4	57.0	61.6
RoIC	68.9	71.1	75.3	83.0
<b>Valuation Ratios (x)</b>				
P/E	92.9	83.3	68.9	58.6
EV / EBITDA	55.3	53.4	45.5	38.2
EV / Net Sales	13.6	11.8	10.4	9.4
Market Cap / Sales	13.6	11.9	10.5	9.5
Price to Book Value	89.4	72.5	58.2	50.7
<b>Solvency Ratios</b>				
Debt/EBITDA	0.1	0.1	0.1	0.1
Debt / Equity	0.1	0.1	0.1	0.1
Current Ratio	0.8	0.9	1.2	0.9
Quick Ratio	0.2	0.2	0.6	0.3

Source: Company, ICICI Direct Research

Exhibit 22: ICICI Direct coverage universe (FMCG)

	CMP	TP	M Cap	EPS (₹)				P/E (x)				Price/Sales (x)				RoCE (%)			RoE (%)					
	(₹)	(₹) Rating		(₹ Cr)	FY22	FY23E	FY24E	FY25E	FY22	FY23E	FY24E	FY25E	FY22	FY23E	FY24E	FY25E	FY22	FY23E	FY24E	FY25E	FY22	FY23E	FY24E	FY25E
Colgate (COLPAL)	1,574	1,440	Hold	39,473	39.6	37.7	40.3	41.7	39.7	41.7	39.1	37.8	7.8	7.6	7.1	6.7	77.8	81.9	92.8	99.9	62.2	62.4	70.9	76.5
Dabur India (DABIND)	528	700	Buy	97,880	9.9	10.3	12.0	13.4	53.5	51.4	43.8	39.2	9.0	8.5	7.7	6.9	24.9	23.9	26.1	27.2	20.8	20.5	22.2	22.7
Hindustan Unilever (HINLEV)	2,489	2,800	Hold	6,04,971	37.5	42.0	46.7	51.3	66.3	59.2	53.3	48.5	12.0	10.3	9.4	8.6	20.2	22.9	25.6	28.0	18.1	20.3	22.4	24.5
ITC Limited (ITC)	411	450	Buy	4,67,841	12.4	14.7	16.0	17.4	33.2	28.0	25.6	23.7	7.9	6.8	6.2	5.7	31.4	36.0	37.5	39.1	24.5	27.7	28.7	29.9
Jyothy Lab (JYOLAB)	195	215	Hold	7,485	4.3	6.7	7.8	8.5	45.9	29.3	25.1	23.0	3.5	3.1	2.8	2.6	18.7	27.5	31.4	32.6	16.6	24.2	27.0	27.9
Marico (MARLIM)	490	555	Hold	63,710	9.7	10.3	11.1	12.4	50.4	47.6	44.0	39.5	6.7	6.5	6.0	5.6	41.2	44.0	46.2	49.9	37.5	38.5	40.6	43.8
Nestle (NESIND)	20,659	23,000	Hold	1,99,195	222.4	247.9	299.9	352.7	92.9	83.3	68.9	58.6	13.6	11.9	10.5	9.5	57.3	54.4	57.0	61.6	104.1	87.0	84.5	86.5
Patanjali Foods (RUCSOY)	927	1,750	Buy	50,721	27.3	30.9	43.5	52.7	34.0	30.0	21.3	17.6	2.1	1.7	1.5	1.4	13.2	15.6	17.3	19.0	13.1	11.3	14.2	15.3
Tata Consumer Products (TAT)	735	950	Buy	66,879	11.0	14.3	15.8	18.3	66.7	51.2	46.5	40.2	5.4	4.9	4.4	4.0	8.4	8.8	10.3	11.5	7.0	7.6	9.0	10.2
Varun Beverage (VARBEV)	1,441	1,340	Hold	79,300	17.2	23.9	26.1	30.0	83.6	60.4	55.3	48.1	9.0	6.0	5.4	4.9	17.1	23.8	27.2	30.6	18.3	30.4	26.6	25.5
VST Industries (VSTIND)	3,372	3,300	Hold	4,807	207.4	214.1	229.4	263.9	16.3	15.8	14.7	12.8	4.1	3.6	3.4	3.2	39.2	41.8	49.1	49.4	30.0	31.9	36.9	37.1
Zydus Wellness (ZYDWEL)	1,520	2,000	Buy	8,979	48.5	55.0	67.4	75.6	31.3	27.6	22.5	20.1	4.5	4.0	3.6	3.2	6.1	6.8	8.1	9.2	6.4	7.1	8.3	9.0

Source: Bloomberg, ICICI Direct Research

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Reduce: -15% to -5%;

Sell: <-15%



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