

Estimate changes



TP change

Rating change



	NEST IN
Bloomberg Equity Shares (m)	1928
M.Cap.(INRb)/(USD\$)	2660.9 / 28.5
52-Week Range (INR)	1396 / 1085
1, 6, 12 Rel. Per (%)	9/12/13
12M Avg Val (INR M)	1759

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	231.5	263.2	290.2
Sales Gr. (%)	14.6	13.7	10.2
EBITDA	53.7	62.9	70.5
Margin (%)	23.2	23.9	24.3
Adj. PAT	33.0	39.7	44.8
Adj. EPS (INR)	17.1	20.6	23.2
EPS Gr. (%)	7.5	20.4	12.9
BV/Sh.(INR)	27.5	33.7	40.6

Ratios

RoE (%)	70.8	67.3	62.6
RoCE (%)	69.2	69.8	64.4
Payout (%)	70.1	70.1	70.1

Valuations

P/E (x)	81.5	67.7	60.0
P/BV (x)	50.7	41.4	34.3
EV/EBITDA (x)	49.7	42.3	37.5
Div. Yield (%)	0.9	1.0	1.2

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	62.8	62.8	62.8
DII	12.1	11.8	10.8
FII	9.8	9.8	10.3
Others	15.3	15.7	16.2

FII includes depository receipts

CMP: INR1,380

TP: INR1,400 (+1%)

Neutral

Strong quarter; positive comments on demand recovery

- Nestlé India (Nestle) reported strong performance in 4QFY26, with revenue growing 23% YoY (beat; 13% two-year CAGR). Domestic revenue grew 23% YoY (vs. our est. of 17%), driven by double-digit volume growth. Most categories delivered double-digit growth, with steady growth in milk products and nutrition. Nestle experienced market share gains for most of its key segments, reflecting better execution efforts. Export revenue rose 31% YoY.
- We had highlighted in our 4QFY26 preview note ([link](#)) that packaged food companies would continue to outperform as key beneficiaries of GST 2.0. Nestle has delivered strong performance since 2QFY26, backed by its investments in brands, strengthening distribution, and expanding capacity. These initiatives have been supported by a broader market recovery following GST 2.0, as ~85% of Nestle's portfolio has benefited from it.
- Gross margin dipped 50bp YoY to 55.7% (vs. our est. of 55.9%), which was hit by inflation in key commodities such as milk and edible oils. Wheat availability was also affected by unseasonal rains, which led to delayed harvests and lower quality output. Coffee prices continued to soften. Despite these factors, EBITDA margin expanded 60bp YoY to 26.3% (at an all-time high), led by cost efficiencies. EBITDA grew 25% YoY (vs. our est. of 13%). We model an EBITDA margin of 23.9% for FY27E and 24.3% for FY28E.
- The company had faced gross margin pressures over the past four quarters due to raw material inflation. Rising crude prices amid ongoing geopolitical tensions remain a key concern; however, packaged food companies (15–20% crude linkage) are relatively less exposed compared to HPC players (25–30%). That said, persistent geopolitical risks could keep inflation elevated and may weigh on broader demand recovery in 2026.
- We model a revenue/EBITDA/APAT CAGR of 12%/15%/17% over FY26-28E. The stock is trading at 68x/60x FY27/FY28 EPS. **Given its expensive valuation, we reiterate our Neutral rating with a revised TP of INR1,400 (based on 60x P/E Mar'28E).**

All-round beat; raise expectations for food peers

- Third consecutive quarter of revenue beat:** Nestlé's net sales jumped 23% YoY to INR67.5b (est. INR64.3b) in 4QFY26. It is the third consecutive quarter of revenue outperformance. Domestic sales grew 23% YoY to INR64b, while exports jumped 31% YoY to INR2.8b. This growth was fueled by double-digit volume growth. The company has achieved its strongest volume growth in the last five years.

Naveen Trivedi – Research Analyst (Naveen.Trivedi@motilaloswal.com)

Research Analyst: Amey Tiwari (Amey.Tiwari@motilaloswal.com) | **Tanu Jindal** (Tanu.Jindal@MotilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

- **Volume-led growth across most segments:** The confectionery segment grew at a high double-digit pace in both value and volume, led by transaction growth in brands. The prepared dishes and cooking aids product group registered strong value growth, fueled by volume. The powdered and liquid beverages category recorded high double-digit growth (19 quarters in a row). The Milk Products and Nutrition product group showed steady growth. The pet food business delivered strong double-digit growth, propelled by innovation and distribution.
- **Commodity prices remained elevated:** The company's gross margin contracted 50bp YoY to 55.7% (est. 55.9%), given elevated RM prices. Management indicated that milk prices have not softened and are expected to remain elevated through the summer lean season. Edible oil prices remain elevated and have moved higher along with crude prices. Coffee prices continue to decline due to favorable crop yields in Vietnam and forthcoming crops in Brazil. Wheat has been affected by unseasonal rains in Apr'26, resulting in a delayed harvest and lower quantity and quality.
- **All-time high operating margin:** Other expenses grew 26% YoY while employee expenses were flat YoY. EBITDA margin expanded 60bp YoY to 26.3% (est. 24.8%, 21.7% in 3QFY25), at an all-time high. EBITDA grew 25% YoY to INR17.7b (est. INR16b). PBT grew 26% YoY to INR15.5b (est. INR14.1b), while Adj. PAT grew by 30% YoY to INR11.4b (est. INR10.3b).
- In FY26, the revenue, EBITDA, and APAT grew 15%, 11%, and 8%, respectively.

Valuation and view

- We raise our EPS estimates by 4-5% for FY27 and FY28.
- GST 2.0 stimulates consumption, drives affordability, and contributes to the overall growth of the FMCG sector. About 85% of the company's portfolio has benefited from the GST 2.0, leading to strong volumes across LUPs and larger packs. Apart from macro tailwinds, Nestle's own initiatives, such as its investments behind brands, strengthening distribution, and increasing capacity, are cumulatively boosting strong performance delivery.
- Rising crude prices amid ongoing geopolitical tensions remain a key concern; however, packaged food companies (15–20% crude linkage) are relatively less exposed compared to HPC players (25–30%). That said, persistent geopolitical risks could keep inflation elevated and may weigh on broader demand recovery in 2026.
- We model a revenue/EBITDA/APAT CAGR of 12%/15%/17% over FY26-28E. The stock is trading at 68x/60x FY27/FY28 EPS. **Given its expensive valuation, we reiterate our Neutral rating on the stock with a revised TP of INR1,400 (based on 60x P/E Mar'28E).**

Quarterly performance

(INR m)

Y/E December	FY25				FY26				FY25	FY26	FY26E	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Sales	48,140	51,040	47,797	55,039	50,962	56,436	56,670	67,478	2,02,016	2,31,546	64,334	4.9%
YoY Change (%)	3.3	1.3	3.9	4.5	5.9	10.6	18.6	22.6	3.5	14.6	16.9	
Gross Profit	27,751	28,901	26,951	30,914	28,107	30,667	31,582	37,579	1,14,518	1,28,133	35,950	4.5%
Margin (%)	57.6	56.6	56.4	56.2	55.2	54.3	55.7	55.7	56.7	55.3	55.9	
EBITDA	11,239	11,918	11,223	14,124	11,183	12,550	12,311	17,716	48,503	53,704	15,978	10.9%
Margins (%)	23.3	23.3	23.5	25.7	21.9	22.2	21.7	26.3	24.0	23.2	24.8	
YoY Growth (%)	5.4	-4.4	-0.6	5.2	-0.5	5.3	9.7	25.4	2.6	10.7	13.1	
Depreciation	1,127	1,216	1,503	1,553	1,569	1,634	1,744	2,045	5,399	6,992	1,777	
Interest	317	322	346	375	469	464	283	368	1,360	1,583	285	
Other income	391	69	44	84	40	16	117	185	589	404	173	
PBT	10,186	10,448	9,419	12,280	9,185	10,469	10,401	15,488	42,333	45,532	14,090	9.9%
Tax	2,625	3,010	2,264	3,192	2,412	2,753	2,597	3,985	11,085	11,748	3,636	
Rate (%)	25.8	28.8	24.0	26.0	26.3	26.3	25.0	25.7	26.2	25.8	25.8	
Adjusted PAT	7,467	7,792	6,880	8,730	6,466	7,443	7,721	11,378	30,694	32,996	10,347	10.0%
YoY Change (%)	6.4	-3.3	-11.9	-4.5	-13.4	-4.5	12.2	30.3	-3.1	7.5	18.5	

E: MOSL Estimates


Key highlights from the management commentary
Category performance in 4QFY26

- Prepared Dishes and Cooking Aids:** Prepared Dishes and Cooking Aids product group posted strong volume-driven growth, fueled by engaging urban consumers and expanding rural reach, leading to gains in both market share and penetration. Focused innovations such as 'Double Masala' and the expanded 'Spicy Range', together with increased media investments behind core brands, helped sustain and accelerate growth momentum.
- Milk Products and Nutrition:** The Milk Products and Nutrition product group showed resilience, delivering steady growth. Nestle expanded its portfolio accessibility and value by introducing new and larger pack sizes. Everyday Dairy Whitener continued to strengthen the portfolio, with strong reach in South and East India. Advanced, Nestle's science-led infant nutrition proposition with NAN ExcellaPro (5HMOs + probiotics), expanded the CERELAC No Refined Sugar range and boosted the toddler portfolio through high-impact, differentiated multi-channel communication.
- Confectionery:** The confectionery segment grew at a high double-digit pace in both value and volume, underpinned by strong underlying transaction growth. Increased distribution, innovations, and the ongoing visicooler program helped sustain this momentum. Witnessed strong distribution gains, while consumer-relevant brand activations drove penetration growth. Launched KITKAT Pops; expanded the tablets range with MILKYBAR Butterscotch tablets; and extended MUNCH MAX with the launch of MUNCH MAX Crunchies. Further expanded the premium KITKAT portfolio with the launch of KITKAT Salted Caramel and Hazelnut.
- Powdered and Liquid Beverages:** The Powdered and Liquid Beverages segment delivered high double-digit growth (19 consecutive quarters), driven by increased coffee penetration, accelerated premiumization, supported by strong brand equity, and an expanded footprint. Accelerated Ready-to-Drink journey

with the launch of innovative Vietnamese Latte and Iced Cappuccino variants, reinforcing RTD as a key pillar of future growth.

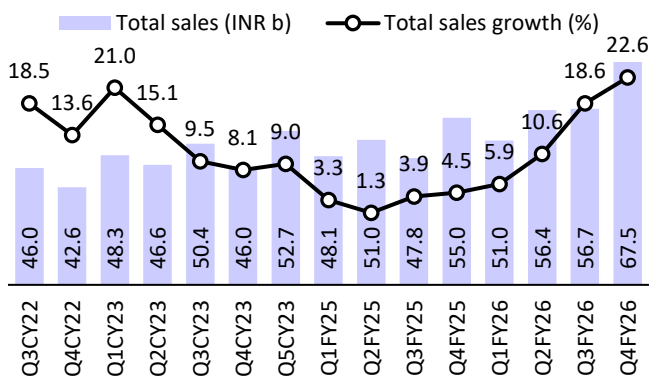
- **Pet Care:** The Pet food business reported high double-digit growth, driven by a strong innovation pipeline to expand penetration, trials, and wider distribution.
- NESPRESSO continued its growth path with the opening of the second boutique in India in Gurugram, which has resonated well with coffee connoisseurs.
- Nestlé Professional (Out-of-Home) delivered sustained, penetration-led, volume-driven growth.

Other highlights

- Nestlé's Out-of-Home business delivered strong customer acquisition, supported by innovation and premiumisation across categories, including expansion of the beverage portfolio with NESCAFÉ Duo Gusto (hot and cold offerings) and the introduction of low- and zero-sugar beverage options. Recipe-led innovations included MAGGI Coconut Milk powder's expansion into coastal cuisines and tapping into emerging café and bakery applications for MILKMAID.
- **E-commerce:** E-Commerce growth momentum continued, led by strong Quick Commerce performance—driven by improved availability, a curated platform-specific pack portfolio across relevant categories, targeted on- and off-platform media interventions, and strong festive participation throughout the year.
- **Organized trade:** It delivered double-digit growth across key categories, led by impactful in-store activations, improved visibility, and store expansion.
- **Commodity prices:** Coffee prices continue to trend lower, supported by a favourable crop in Vietnam and the forthcoming crop in Brazil. Cocoa prices remain subdued, reflecting improved supply and moderated demand. Sugar prices remain stable. Edible oil prices are firm and have moved higher in line with global crude oil prices, supported by increased diversion to biodiesel. Wheat has been affected by unseasonal rains in April, resulting in a delayed harvest and lower quantity and quality. Milk prices have firmed and are expected to remain elevated through the summer lean season.

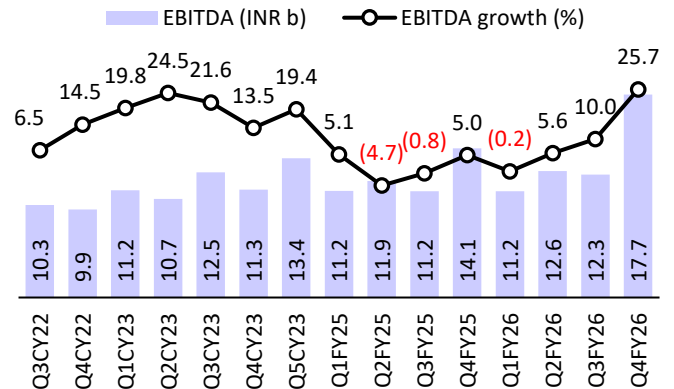
Key exhibits

Exhibit 1: Total sales rose 23% YoY to INR67.5b



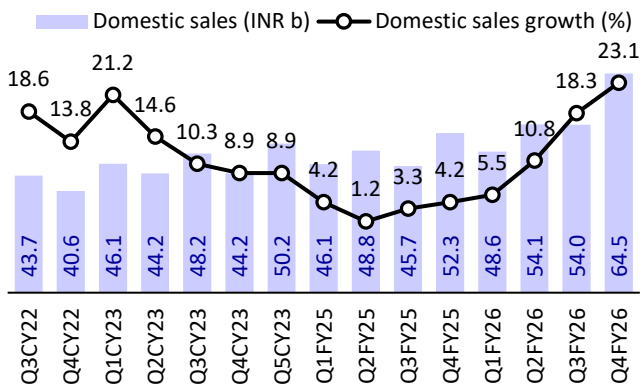
Sources: Company reports, MOFSL

Exhibit 2: EBITDA grew 26% YoY to INR17.7b



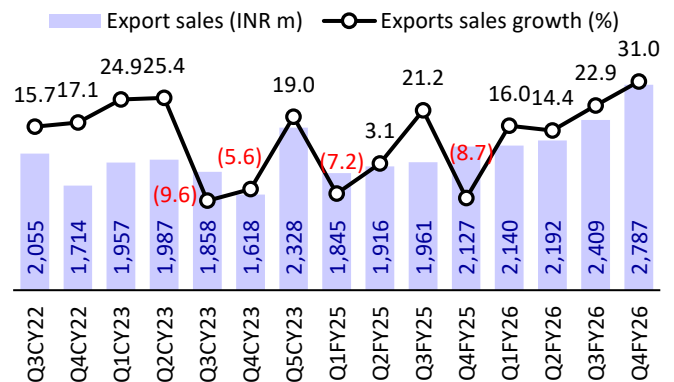
Source: Company reports, MOFSL

Exhibit 3: Domestic sales rose 23% YoY to INR64.5b



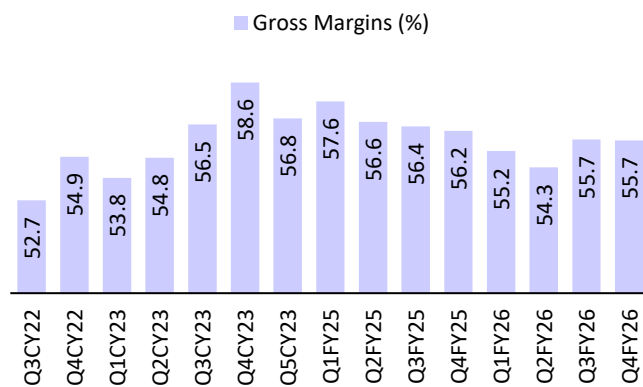
Sources: Company reports, MOFSL

Exhibit 4: Exports were up 31% YoY to INR2,787m



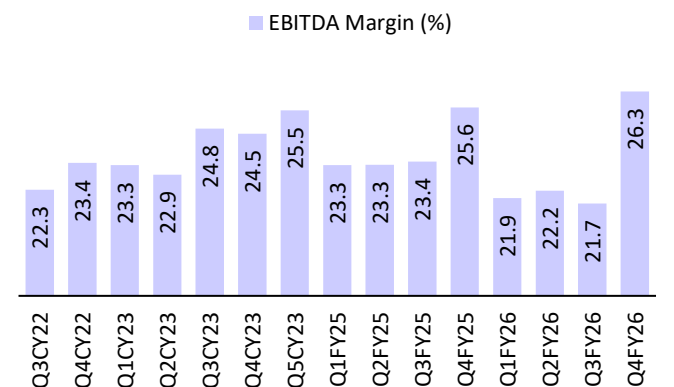
Sources: Company reports, MOFSL

Exhibit 5: Gross margin contracted 50bp YoY to 55.7%



Sources: Company reports, MOFSL

Exhibit 6: EBITDA margin expanded 60bp YoY to 26.3%

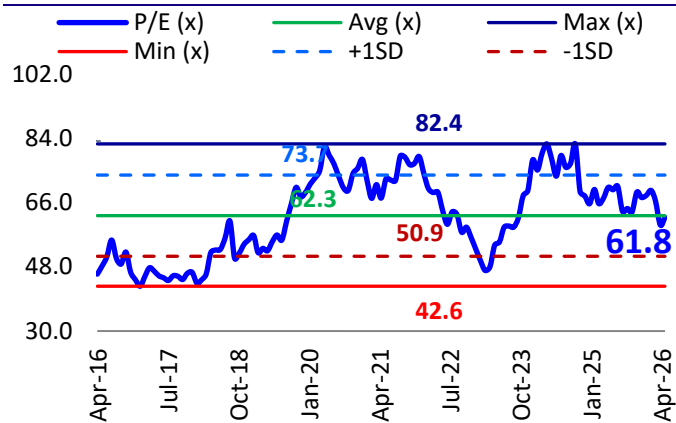


Sources: Company reports, MOFSL

Valuation and view

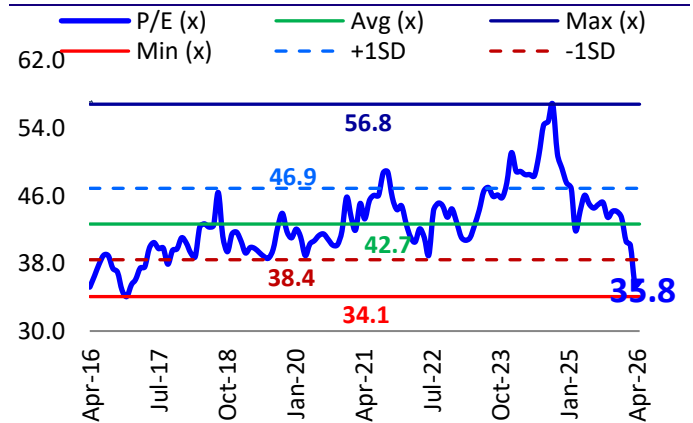
- We raise our EPS estimates by 4-5% for FY27 and FY28.
- GST 2.0 stimulates consumption, drives affordability, and contributes to the overall growth of the FMCG sector. About 85% of the company’s portfolio has benefited from the GST 2.0, leading to strong volumes across LUPs and larger packs. Apart from macro tailwinds, Nestle’s own initiatives, such as its investments behind brands, strengthening distribution, and increasing capacity, are cumulatively boosting strong performance delivery.
- Rising crude prices amid ongoing geopolitical tensions remain a key concern; however, packaged food companies (15–20% crude linkage) are relatively less exposed compared to HPC players (25–30%). That said, persistent geopolitical risks could keep inflation elevated and may weigh on broader demand recovery in 2026.
- We model a revenue/EBITDA/APAT CAGR of 12%/15%/17% over FY26-28E. The stock is trading at 68x/60x FY27/FY28 EPS. **Given its expensive valuation, we reiterate our Neutral rating on the stock with a revised TP of INR1,400 (based on 60x P/E Mar'28E).**

Exhibit 7: Nestlé's P/E (x)



Sources: Company reports, MOFSL

Exhibit 8: Consumer sector's P/E (x)



Sources: Company reports, MOFSL

Exhibit 9: We raise our EPS estimates by 4-5% for FY27 and FY28

(INR b)	New		Old		Change (%)	
	2027E	2028E	2027E	2028E	2027E	2028E
Net Sales	263.2	290.2	256.1	281.6	2.8	3.0
EBITDA	62.9	70.5	60.3	67.6	4.3	4.3
Adjusted PAT	39.7	44.8	37.9	43.0	4.7	4.3

Source: MOFSL

Financials and valuations

Income Statement									(INR M)
Y/E December	CY19	CY20	CY21	CY22	FY24*	FY25	2026	2027E	2028E
Net Sales	1,23,689	1,33,500	1,47,406	1,68,970	2,43,939	2,02,016	2,31,546	2,63,242	2,90,151
Change (%)	9.5	7.9	10.4	14.6	15.5	3.5	14.6	13.7	10.2
Gross Profit	71,450	76,761	83,924	91,471	1,36,853	1,14,518	1,28,133	1,46,362	1,62,484
Margin (%)	57.8	57.5	56.9	54.1	56.1	56.7	55.3	55.6	56.0
EBITDA	29,275	32,619	35,960	38,146	59,088	48,503	53,704	62,873	70,529
Change (%)	6.1	11.4	10.2	6.1	23.9	2.6	10.7	17.1	12.2
Margin (%)	23.7	24.4	24.4	22.6	24.2	24.0	23.2	23.9	24.3
Depreciation	3,164	3,704	3,910	4,030	5,378	5,399	6,992	7,547	8,387
Int. and Fin. Ch.	1,198	1,642	2,017	1,546	1,455	1,360	1,583	1,504	1,429
Other Inc.- Rec.	2,469	1,459	1,201	1,010	1,480	589	404	502	529
PBT	27,382	28,732	31,234	33,580	53,735	42,333	45,532	54,324	61,242
Change (%)	6.5	4.9	8.7	7.5	60.0	-1.5	7.6	19.3	12.7
Margin (%)	22.1	21.5	21.2	19.9	22.0	21.0	19.7	20.6	21.1
Total Tax	7,054	7,304	7,389	8,655	13,560	11,085	11,748	13,954	15,749
Tax	7,470	7,634	7,444	8,686	13,157	10,952	11,410	13,954	15,749
Deferred Tax	-416	-331	-55	-32	404	134	338	0	0
Tax Rate (%)	25.8	25.4	23.7	25.8	25.2	26.2	25.8	25.7	25.7
Adjusted PAT	19,944	20,964	23,311	24,362	39,577	30,694	32,996	39,714	44,824
Change (%)	15.8	5.1	11.2	4.5	30.0	-3.1	7.5	20.4	12.9
Margin (%)	16.1	15.7	15.8	14.4	16.2	15.2	14.3	15.1	15.4
Non-rec. (Exp)/Inc.	249	140	2,127	457	249	-1,382	-1,995	0	0
Reported PAT	19,696	20,824	21,184	23,905	39,328	32,076	34,991	39,714	44,824

Balance Sheet									(INR M)
Y/E December	CY19	CY20	CY21	CY22	FY24*	FY25	2026	2027E	2028E
Share Capital	1,928	1,928	1,928	1,928	1,928	1,928	1,928	1,928	1,928
Reserves	17,394	18,265	18,916	22,663	31,481	38,174	51,164	63,026	76,414
Net Worth	19,323	20,193	20,845	24,592	33,409	40,102	53,093	64,954	78,342
Loans	531	317	275	267	311	7,533	244	544	844
Capital Employed	19,854	20,511	21,120	24,858	33,720	47,635	53,337	65,499	79,187
Gross Block	36,092	39,983	51,169	54,740	63,337	87,960	1,06,616	1,18,616	1,30,616
Less: Accum. Depn.	13,825	18,189	21,229	24,303	28,734	33,224	43,712	51,259	59,646
Net Fixed Assets	22,267	21,794	29,940	30,437	34,603	54,736	62,904	67,357	70,970
Capital WIP	1,433	6,386	2,462	3,584	17,417	11,726	5,070	5,070	5,070
Investments	17,511	14,638	7,740	7,775	4,639	5,750	7,056	7,056	7,056
Curr. Assets, L&A	29,371	35,981	41,699	47,735	48,572	49,721	58,542	74,366	92,812
Inventory	12,831	14,165	15,802	19,288	20,894	28,501	25,693	29,412	32,248
Account Receivables	1,243	1,649	1,653	1,919	3,005	3,632	3,295	3,746	4,129
Cash and Bank Balance	13,081	17,699	7,354	9,456	7,789	957	13,409	24,488	39,227
Others	2,217	2,468	16,890	17,073	16,886	16,632	16,146	16,721	17,209
Curr. Liab. and Prov.	50,549	58,487	60,980	64,929	71,390	74,044	79,370	87,485	95,855
Account Payables	14,947	15,166	17,349	19,338	22,379	23,735	29,667	34,165	37,226
Other Liabilities	5,678	8,452	7,083	9,528	14,089	12,849	14,192	15,592	17,133
Provisions	29,924	34,869	36,548	36,064	34,922	37,459	35,511	37,728	41,497
Net Curr. Assets	-21,177	-22,506	-19,281	-17,194	-22,818	-24,323	-20,827	-13,118	-3,043
Def. Tax Liability	-180	199	258	256	-120	-254	-866	-866	-866
Appl. of Funds	19,854	20,511	21,120	24,858	33,720	47,635	53,337	65,499	79,187

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E December	CY19	CY20	CY21	CY22	FY24*	FY25	2026	2027E	2028E
Basic (INR)									
EPS	10.3	10.9	12.1	12.6	20.5	15.9	17.1	20.6	23.2
Cash EPS	12.0	12.8	14.1	14.7	23.3	18.7	20.7	24.5	27.6
BV/Share	10.0	10.5	10.8	12.8	17.3	20.8	27.5	33.7	40.6
DPS	17.1	10.0	10.0	11.0	16.1	13.5	12.0	14.4	16.3
Payout (%)	165.3	92.0	82.7	87.1	78.4	84.8	70.1	70.1	70.1
Valuation (x)									
P/E	134.9	128.3	115.4	110.4	68.0	87.6	81.5	67.7	60.0
Cash P/E	116.4	109.1	98.8	94.7	59.8	74.5	67.3	56.9	50.6
EV/Sales	21.5	19.9	18.1	15.8	11.0	13.3	11.5	10.1	9.1
EV/EBITDA	90.9	81.5	74.4	70.1	45.3	55.5	49.7	42.3	37.5
P/BV	139.2	133.2	129.1	109.4	80.5	67.1	50.7	41.4	34.3
Dividend Yield (%)	1.2	0.7	0.7	0.8	1.2	1.0	0.9	1.0	1.2
Return Ratios (%)									
RoE	71.2	106.1	113.6	107.2	136.5	83.5	70.8	67.3	62.6
RoCE	74.5	112.2	122.0	113.4	140.9	79.3	69.2	69.8	64.4
Working Capital Ratios									
Debtor (Days)	3.7	4.5	4.1	4.1	4.5	6.6	5.2	5.2	5.2
Asset Turnover (x)	4.3	6.6	7.1	7.4	8.3	5.0	4.6	4.4	4.0
Leverage Ratio									
Debt/Equity (x)	0.0	0.0	0.0	0.0	0.0	0.2	0.0	0.0	0.0

Cash Flow Statement

(InR M)

Y/E December	CY19	CY20	CY21	CY22	FY24*	FY25	2026	2027E	2028E
OP/(loss) before Tax	26,750	28,128	28,838	32,560	52,889	43,161	46,738	53,668	60,573
Int./Div. Received	17	265	90	181	260	351	495	1,504	1,429
Depn. and Amort.	3,164	3,704	3,902	4,030	5,378	5,399	6,992	7,547	8,387
Others	-2,497	-1,489	-1,307	-683	-1,302	-2,192	-967	-502	-529
Direct Taxes Paid	-6,729	-7,029	-7,286	-8,412	-12,988	-10,244	-10,713	-13,954	-15,749
Incr in WC	1,632	966	-1,522	-302	-2,489	-7,112	7,930	-1,069	895
CF from Operations	22,337	24,545	22,714	27,374	41,748	29,364	50,476	47,194	55,006
Others	11,723	4,374	7,958	890	1,981	1,156	325	4,941	4,298
Incr in FA	-1,522	-4,741	-7,308	-5,407	-18,783	-20,044	-8,263	-12,000	-12,000
Free Cash Flow	20,815	19,804	15,406	21,967	22,965	9,320	42,213	35,194	43,006
Pur of Investments	-159	0	-13,522	472	4,736	1,173	1,701	0	0
CF from Invest.	10,043	-368	-12,872	-4,046	-12,066	-17,714	-6,237	-7,059	-7,702
Incr in Debt	0	0	0	0	0	0	0	0	0
Dividend Paid	-35,563	-18,898	-19,283	-20,247	-30,082	-24,586	-23,140	-27,852	-31,436
Others	163	-661	-903	-980	-1,267	6,105	-8,647	-1,204	-1,129
CF from Fin. Activity	-35,400	-19,559	-20,186	-21,227	-31,349	-18,481	-31,787	-29,056	-32,565
Incr/Decr of Cash	-3,020	4,618	-10,345	2,101	-1,667	-6,832	12,452	11,079	14,739
Add: Opening Balance	16,101	13,081	17,699	7,354	9,456	7,789	957	13,409	24,488
Closing Balance	13,081	17,699	7,354	9,456	7,788	956	13,408	24,488	39,227

E: MOFSL Estimates

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

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

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

Disclosures:

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

MOFSL, it's associates, Research Analyst or their relatives may have any financial interest in the subject company. MOFSL and/or its associates and/or Research Analyst or their relatives may have actual beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may have any other potential conflict of interests at the time of publication of the research report or at the time of public appearance, however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

In the past 12 months, MOFSL or any of its associates may have:

- a) received any compensation/other benefits from the subject company of this report
- b) managed or co-managed public offering of securities from subject company of this research report,
- c) received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
- d) received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.

- MOFSL and it's associates have not received any compensation or other benefits from the subject company or third party in connection with the research report.
- Subject Company may have been a client of MOFSL or its associates during twelve months preceding the date of distribution of the research report.
- Research Analyst may have served as director/officer/employee in the subject company.
- MOFSL and research analyst may engage in market making activity for the subject company.

MOFSL and its associate company(ies), and Research Analyst and their relatives from time to time may have:

- a) a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein.
- (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures. To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report. MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Disclosure of Interest Statement	Nestlé India
Analyst ownership of the stock	No

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to subject company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Financial Services Limited (SEBI Reg No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

MOTILAL Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and

interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motalal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motalal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act of Singapore. Accordingly, if a Singapore person is not, or ceases to be, such an investor, they must immediately discontinue any use of this Report and inform MOCMSPL.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may 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. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. 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. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed 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, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motalal Oswal only.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

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

Registered Office Address: Motalal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motalaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai - 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motalaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motalaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motalaloswal.com
Mr. Ajay Menon	022 40548083	am@motalaloswal.com

Registration details of group entities.: Motalal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. Motalal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motalaloswal.com. In case of grievances for any of the services rendered by Motalal Oswal Financial Services Limited (MOFSL) write to grievances@motalaloswal.com, for DP to dpgrievances@motalaloswal.com.