

March 2025

Consumer Sector Q4FY25 Preview

Urban slowdown remains challenging

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Q4FY25 summary and Top picks

- **Our top picks are United Spirits, United Breweries, Pidilite and Marico. We also like Nestle, Berger and Emami.**
- We reckon our coverage shall clock revenue/volume growth of 9%/4% YoY in Q4FY25 while EBITDA shall grow 3% YoY (versus revenue/EBITDA/volume growth of 10%/1%/5% YoY in Q3FY25 and 3%/5%/7% YoY in Q4FY24).
- **Strong summer to help cola, beverages, talcum powder and ice creams. This shall aid Varun Beverages and Emami.**
- **Liquor companies are likely to post a decent showing** aided by premiumisation, Andhra policy and marriage season.
- Strong premiumisation (**beer, spirits and personal care**) continues overall with urban slowdown.
- ITC is likely to report cigarette volume growth of 4% YoY. Small recovery in Paints, but overall, still **challenging for Asian Paints** due to urban slowdown. **We prefer Berger over Asian Paints. Colgate will have a weak quarter.**
- **Margins in soaps, snacks, tea and coconut oil to be under pressure** due to sharp inflation in palm oil, copra and tea. Will **hurt margins** of Tata Consumer, Godrej Consumer, Bikaji and Marico on a YoY basis.
- **We forecast Bikaji Foods, Godrej Consumer, Tata Consumer's Nourish Co and Nestle shall show a sequential improvement in volumes on YoY trends.**
- Rural demand continues to post gradual recovery. **Monsoon this year is likely to be strong.** Urban slowdown (kirana, modern trade weak) to continue in H1FY26 due to low wage growth, higher rentals and high interest expenses (EMI).
- Pricing growth of 2% YoY for most staples companies. Further price hikes are likely in FY26 in select categories.

Q4FY25E performance: Top-tier, mid-tier and laggards

- **Top-tier** : United Spirits, Varun Beverages, United Breweries, Pidilite, Marico, Berger Paints and Emami.
- **Mid-tier**: Adani Wilmar, Nestle, Britannia, Godrej Consumer, Tata Consumer, ITC, CCL Products, Bikaji Foods, Asian Paints, Hindustan Unilever and Dabur.
- **Laggards**: Colgate, Bajaj Consumer and Indigo Paints.
- **Strong revenue growth**: Varun Beverages (aided by M&A), Marico, Tata Consumer, CCL Products, Adani Wilmar and United Spirits.
- **Strong volume growth**: Varun Beverages (aided by M&A, India volume growth at 12%, which is also decent), CCL Products, Berger Paints, Marico, United Spirits, Pidilite and Emami. **We estimate Bikaji Foods, Godrej Consumer, Tata Consumer's Nourish Co and Nestle shall show a sequential improvement in volumes on YoY trends.**
- **EBITDA growth**: Adani Wilmar, Varun Beverages (aided by M&A), United Spirits and Berger Paints to lead EBITDA growth while Bikaji Foods, Colgate, Indigo Paints, Godrej Consumer, Tata Consumer and Bajaj Consumer to be laggards.
- **Decent price hikes**: Marico, Tata Consumer (salt and tea), Nestle (coffee), Britannia and Bikaji Foods.

Stock performance: Percentage change YoY/QoQ

Stock Performance: % change in price YoY

Company	One Year (%)
Bikaji Foods	33
Marico	31
Emami	29
United Spirits	22
United Breweries	11
Britannia	0
Hindustan Unilever	-2
Dabur	-3
Varun Beverages	-4
ITC	-4
CCL Products	-5
Pidilite	-6
Godrej Consumer	-7
Tata Consumer Products	-10
Berger Paints	-11
Colgate	-11
Nestle	-13
Asian Paints	-19
Adani Wilmar	-26
Bajaj consumer care	-27
Indigo Paints	-28

Source: Nuvama Research

Stock performance: % change in price QoQ

Company	One Quarter (%)
Berger Paints	10
Tata Consumer Products	6
Godrej Consumer	6
Nestle	3
Britannia	2
Asian Paints	2
Marico	1
Dabur	0
Pidilite	0
Hindustan Unilever	-3
United Breweries	-5
Emami	-6
Colgate	-11
Bikaji Foods	-13
United Spirits	-15
ITC	-15
Varun Beverages	-17
Bajaj consumer care	-20
Adani Wilmar	-23
CCL Products	-23
Indigo Paints	-31

Source: Nuvama Research

Heatwave helps; monsoon could be blockbuster

- Year 2024 was one of the warmest years, and 2025 could potentially be even hotter.
- The IMD department has forecast an above-normal heatwave.
- This heatwave is likely to benefit summer categories such as cola, beer, talcum powder, sunscreens, ice cream, and cooling hair oils while potentially having a negative impact on out-of-home consumption and wheat crop.
- **This year, monsoon in India is likely to be a blockbuster as per a Europe forecaster.** This shall further improve rural demand. Good monsoons may also possibly ease off some elements of food inflation, thereby easing the current urban slowdown.
- **IMD forecast is an important monitorable; it will arrive in April.**

Particulars	Impact of heatwaves
United Breweries	Summer is the peak season for beer, and the favourable base of the last two years works in UBBL's favour. We anticipate United Breweries to capture market share in the premium beer segment, along with benefiting from a 15% price hike in Telangana.
Varun beverages	The heatwave is expected to benefit Varun Beverages by driving higher demand for its carbonated drinks and beverages, as consumers typically consume more refreshing drinks during hot weather. This increased demand could lead to a boost in volume growth, particularly in India, which may help the company achieve better performance in the quarter.
Emami	During the heatwave, its cooling hair oil and talcum powders could see strong demand.

Source: Company, Nuvama Research

Pricing

- On a YoY basis, many agri costs remain a concern (palm oil, tea, copra, coffee and cocoa).
- This has led many companies to raise prices.
- Consumers have started downtrading, opting for smaller packs and lower-priced alternatives.

Particulars	Commodity inflation YoY	YoY price hike
Palm Oil	~30%	Soap players: 8–9% ; Snacks players: 2% Leading noodle players: 7%
Copra	~30%	Coconut Oil companies: 10%
Tea	25–30%	Tea companies: 4–5%
Edible Oil	NA	Edible Oil companies: ~15%
Coffee	100%+	Coffee players: 20%+
Salt	Up sharply	Salt players have taken price hikes of 6–7%.

Source: Nuvama Research

Volume comparison YoY

In staples, we anticipate Varun Beverages - India, Marico to lead volume growth. In discretionary, we forecast Berger Paints, United Spirits' P&A segment, Pidilite and Emami shall lead the charge. **Varun Beverages – For the domestic business, we anticipate 12–13% YoY volume growth, but on a consolidated basis we expect strong volume growth of 30% due to M&A.**

HUL continues to be affected by YoY volume dip in soaps and tea due to price hikes and grammage cuts

Company name	Q4FY25 (%)
Varun Beverages - Overall	30
Varun Beverages - Domestic	12-13
CCL Products	12
Berger - Deco	9
United Spirits - P&A	8
Bikaji Foods	8
United Spirits - Overall	7
Marico - Domestic	6
Pidilite - C&B	6
Emami - Domestic	6
Indigo Paints - Emulsions	6
Adani Wilmar - Overall	5
United Breweries - Overall	5
Tata Consumer - Salt	4-5
Asian Paints - Deco	4
Britannia	4
ITC - Cigarette	4
Godrej Consumer - Domestic	3-4
Tata Consumer - Tea	3-4
Nestle - Domestic	3
Dabur - Domestic	2
Bajaj Consumer	2
Colgate	1
HUL	FLAT

Source: Nuvama Research

Revenue comparison

- Varun Beverages (aided by M&A), Adani Wilmar, Marico, Tata Consumer, CCL Products are likely to lead top-line growth in Q4FY25.
- However, in Q4FY25, Asian Paints and Colgate are likely to be laggards in revenue terms on a YoY basis.
- **For Bikaji, excluding PLI, revenue is likely to grow 8% YoY. The decrease in overall revenue can be attributed to the bunched-up PLI received for previous quarters in Q4FY24.**

Revenue growth (%)

Company	YoY (%)
Varun Beverages	31
Adani Wilmar	19
Marico	16
Tata Consumer	15
CCL Products	15
United Spirits	10
Godrej Consumer	9
ITC	8
United Breweries	8
Pidilite	7
Emami	7
Indigo Paints	6
Britannia	6
Nestle	5
Berger Paints	5
Bajaj Consumer Care	4
Dabur	3
Hindustan Unilever	2
Colgate	1
Asian Paints	-1
Bikaji Foods	-3

Source: Nuvama Research

2-Yr revenue CAGR

Company	2-year CAGR (%)
CCL Products	27
Varun Beverages	21
United Breweries	14
Bikaji Foods	14
Indigo Paints	12
Tata Consumer	12
Marico	9
United Spirits	9
Pidilite	7
Godrej Consumer	7
Nestle	7
Emami	7
Adani Wilmar	6
Colgate	6
Dabur	4
Berger Paints	4
Britannia	4
Hindustan Unilever	1
ITC	1
Bajaj Consumer Care	1
Asian Paints	-1

Source: Nuvama Research

EBITDA comparison

- In terms of absolute EBITDA growth YoY—Varun Beverages (aided by M&A), Adani Wilmar and United Spirits are likely to lead the pack, whereas Colgate, Indigo Paints, Bajaj Consumer and Bikaji Foods shall lag.

EBITDA growth YoY (%)

Company	YoY
Adani Wilmar	40
Varun Beverages	30
United Spirits	29
Berger Paints	21
Pidilite	19
United Breweries	15
CCL Products	8
Emami	5
Marico	3
Nestle	3
Dabur	2
Hindustan Unilever	2
ITC	-1
Asian Paints	-2
Britannia	-3
Tata consumer	-5
GCPL	-6
Colgate	-13
Indigo Paints	-15
Bajaj Consumer Care	-18
Bikaji Foods	-59

Source: Nuvama Research

2 Yr EBITDA CAGR (%)

Company	2-year CAGR
United Breweries	75
Varun Beverages	27
Pidilite	22
Adani Wilmar	18
United Spirits	18
Nestle	11
Tata consumer	8
Dabur	8
Marico	8
Berger Paints	7
Emami	5
GCPL	4
Bikaji Foods	3
Colgate	1
Hindustan Unilever	1
Indigo Paints	0
Britannia	-2
ITC	-2
Asian Paints	-6
Bajaj Consumer Care	-17
CCL Products	-21

Source: Nuvama Research

EBITDA margin comparison

- Given the raw material inflation, many companies are likely to report a compression in EBITDA margin YoY.

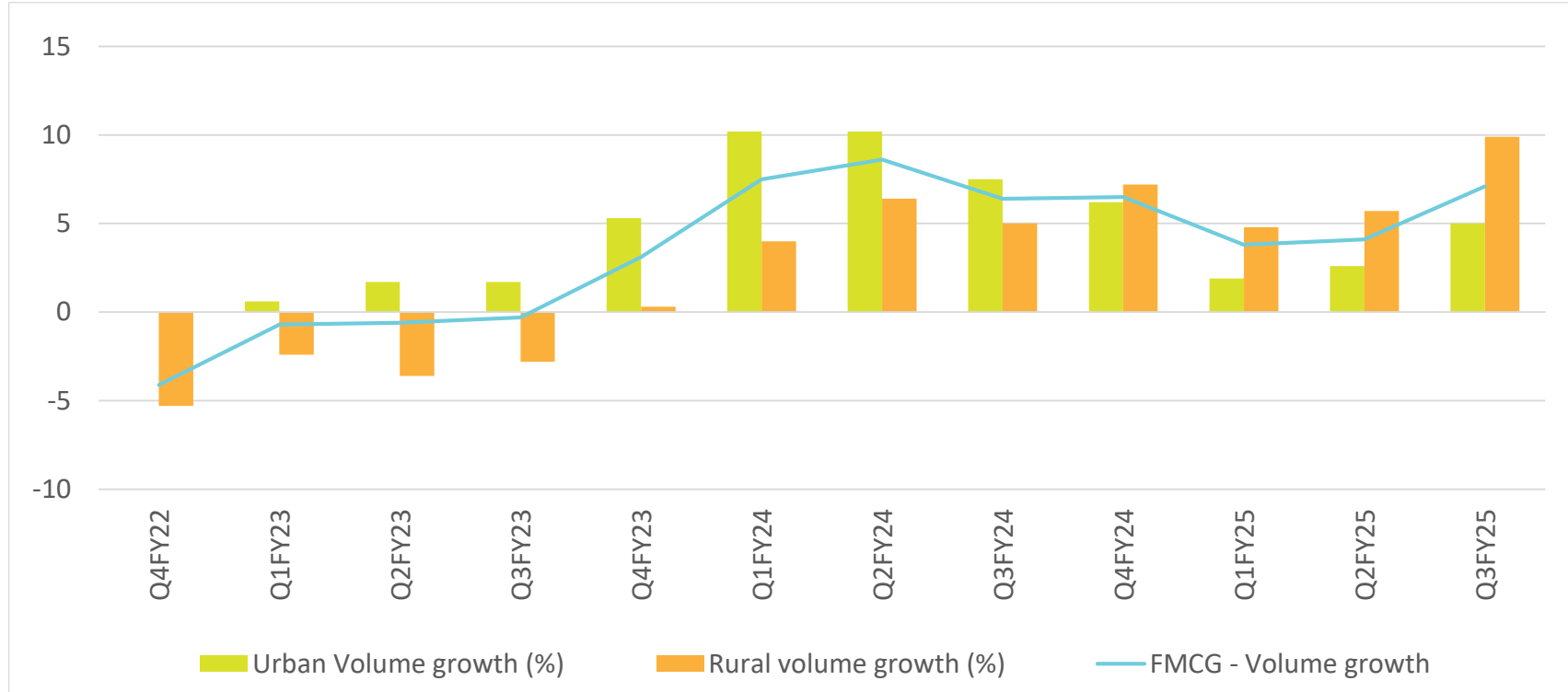
EBITDA margins (%)

Margins (%)	Q3FY25E	Q3FY24	YoY
United Spirits	15.9	13.6	227
Pidilite	22.1	19.9	222
Berger Paints	16.0	13.9	208
Adani Wilmar	3.2	2.7	48
United Breweries	7.1	6.7	41
Hindustan Unilever	23.4	23.4	0
Dabur	16.5	16.6	(14)
Asian Paints	19.2	19.4	(17)
Varun Beverages	22.7	22.9	(20)
Emami	23.2	23.7	(47)
Nestle	24.8	25.4	(59)
CCL Products	15.6	16.3	(69)
Britannia	17.8	19.4	(160)
Marico	17.2	19.4	(225)
Tata consumer	13.2	16.0	(283)
GCPL	19.5	22.5	(296)
Bajaj Consumer Care	11.4	14.5	(307)
ITC	34.8	38.1	(332)
Indigo Paints	17.5	22.0	(448)
Colgate	30.9	35.7	(482)
Bikaji Foods	11.0	26.2	(1,524)

Source: Nuvama Research

FMCG sector volumes – Urban under stress; rural outshines

- According to Nielsen data, the consumer sector expanded 10.6% YoY by value in Q3FY25 (versus 5.7% YoY in Q2FY25). However, pricing growth was 3.2% while overall volumes expanded 7.1% YoY (versus 4.1% YoY in Q2FY25).
- For a third consecutive quarter, rural is growing 2x urban. Volume growth in urban regions is 5% while rural areas logged 9.9% growth.
- For most companies, rural areas have reported stronger growth compared with urban.



Rural continues to outpace urban

*In the overall FMCG sector, rural markets continue to outpace their urban counterparts due to increased distribution of freebies and favourable sentiment due to a good monsoon. Rural demand is anyway doing well, whereas urban markets are experiencing pressure and likely to remain under strain for the next two quarters. **In our view, urban demand will start improving H2FY26 onwards.***

Comments by company

- **Marico** – The company said rural markets were outpacing urban markets, leading to improved sales in these areas.
- **Britannia** – This rural-centric strategy helped the company to enhance its market penetration and also contributed to overall sales growth.
- **Colgate** – In toothpaste, with increasing oral care awareness, rural continued to outpace urban with the latter facing a softer demand environment.
- **Tata Consumer** – In terms of channel performance in GT, urban grew in low-single digit, whereas rural grew in double digits.

Rural urban split

% of sales	Rural	Urban
Nestle	25	75
Godrej Consumer	30	70
Marico	30	70
Varun Beverages	35	65
Tata Consumer	35	65
Britannia	40	60
Colgate	40	60
Hindustan Unilever	40	60
Jyothy labs	40	60
Dabur	45	55
Bajaj consumer	50	50
Emami	55	45

Source: Company, Nuvama Research

Changes in key raw material prices

- **Margins in soaps, snacks, tea, coconut oil to be under pressure due to ~30% YoY inflation in Palm oil, Copra and Tea.**
- Tea prices remain inflationary leading to high pressure on margins
- Palm oil prices remains inflationary which will be negative for FMCG companies such as Bikaji, Godrej Consumer, Britannia, HUL, Nestlé, and ITC Foods
- Copra prices are rising continuously; in response to this, Marico shall take a price hike of 9-10% in Parachute.

Key raw materials		
Name of the Commodity	YoY (%)	QoQ (%)
Tea	30	(28)
Palm Oil	30	(3)
PFAD	38	7
Brent	(8)	1
Mentha	0	2
Vinyl Acetate	(22)	2

Source: Nuvama Research

Nuvama Consumer Sector – Q4FY25 (INR mn)

Company Name		Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Adani Wilmar	Revenues	1,57,255	1,32,380	18.8	1,68,593	(6.7)
	EBITDA	5,001	3,570	40.1	7,916	(36.8)
	PAT	2,049	1,567	30.7	4,109	(50.1)
	Other income	700	1,042		667	
	Tax	712	563		1,531	
	EBITDA margin	3.2	2.7		4.7	
Asian Paints	Revenues	86,451	87,308	(1.0)	85,494	1.1
	EBITDA	16,599	16,914	(1.9)	16,367	1.4
	PAT	11,449	12,567	(8.9)	11,105	3.1
	Other income	1,500	1,871		1,430	
	Tax	3,850	3,488		3,897	
	EBITDA margin	19.2	19.4		19.1	
Bajaj Consumer Care	Revenues	2,496	2,400	4.0	2,344	6.5
	EBITDA	285	347	(18.0)	262	8.5
	PAT	271	356	(23.8)	253	7.1
	Other income	75	117		76	
	Tax	60	80		58	
	EBITDA margin	11.4	14.5		11.2	
Berger Paints	Revenues	26,463	25,203	5.0	29,751	(11.1)
	EBITDA	4,234	3,509	20.7	4,717	(10.2)
	PAT	2,594	2,226	16.5	2,960	(12.3)
	Other income	200	159		202	
	Tax	870	714		984	
	EBITDA margin	16.0	13.9		15.9	

Source: Nuvama Research

Nuvama Consumer Sector – Q4FY25 (INR mn) (continued)

Company Name		Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Bikaji Foods	Revenues	5,957	6,144	(3.0)	7,149	(16.7)
	EBITDA	655	1,612	(59.4)	555	18.1
	PAT	349	1,162	(70.0)	286	22.0
	Other income	79	115	(31.3)	79	(0.0)
	Tax	126	385		107	
	EBITDA margin	11.0	26.2		7.8	
Britannia	Revenues	43,148	40,694	6.0	45,926	(6.0)
	EBITDA	7,659	7,875	(2.7)	8,449	(9.3)
	PAT	5,207	5,383	(3.3)	5,817	(10.5)
	Other income	650	573		625	
	Tax	1,787	1,980		1,961	
	EBITDA margin	17.8	19.4		18.4	
CCL Products	Revenues	8,357	7,267	15.0	7,584	10.2
	EBITDA	1,301	1,181	10.1	1,244	4.5
	PAT	704	652	7.9	630	11.6
	Other income	25	41		28	
	Tax	84	52		88	
	EBITDA margin	16	16		16	
Colgate	Revenues	15,050	14,900	1.0	14,618	3.0
	EBITDA	4,650	5,322	(12.6)	4,544	2.3
	PAT	3,313	3,798	(12.8)	3,228	2.6
	Other income	220	227		204	
	Tax	1,140	1,315		1,097	
	EBITDA margin	30.9	35.7		31.1	

Source: Nuvama Research

Nuvama Consumer Sector – Q4FY25 (INR mn) (continued)

Company Name		Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Dabur	Revenues	29,026	28,146	3.1	33,553	(13.5)
	EBITDA	4,775	4,668	2.3	6,822	(30.0)
	PAT	3,554	3,495	1.7	5,226	(32.0)
	Other income	1,300	1,289		1,280	
	Tax	1,070	1,114		1,418	
	EBITDA margin	16.5	16.6		20.3	
Emami	Revenues	9,532	8,912	7.0	10,495	(9.2)
	EBITDA	2,211	2,110	4.8	3,387	(34.7)
	PAT	1,739	1,489	16.8	2,790	(37.7)
	Other income	150	107		149	
	Tax	141	225		224	
	EBITDA margin	23.2	23.7		32.3	
Godrej Consumer	Revenues	36,742	33,856	8.5	37,684	(2.5)
	EBITDA	7,165	7,604	(5.8)	7,559	(5.2)
	PAT	4,522	4,824	(6.3)	4,983	(9.2)
	Other income	830	638		831	
	Tax	1,842	2,087		1,834	
	EBITDA margin	19.5	22.5		20.1	
Hindustan Unilever	Revenues	1,49,869	1,46,930	2.0	1,51,950	(1.4)
	EBITDA	35,040	34,350	2.0	35,700	(1.8)
	PAT	24,912	24,060	3.5	30,010	(17.0)
	Other income	3,150	2,200		3,120	
	Tax	9,018	8,410		9,770	
	EBITDA margin	23.4	23.4		23.5	
Indigo Paints	Revenues	4,094	3,849	6.4	3,426	19.5
	EBITDA	716	846	(15.3)	572	25.3
	PAT	443	544	(18.6)	358	23.6
	Other income	40	42		31	
	Tax	149	183		92	
	EBITDA margin	17.5	22.0		16.7	

Source: Nuvama Research

Nuvama Consumer Sector – Q4FY25 (INR mn) (continued)

Company Name		Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
ITC	Revenues	1,69,960	1,56,814	8.4	1,70,528	(0.3)
	EBITDA	59,146	59,778	(1.1)	58,284	1.5
	PAT	48,244	48,716	(1.0)	54,214	(11.0)
	Other income	8,900	7,746		10,866	
	Tax	16,081	14,662		16,522	
	EBITDA margin	34.8	38.1		34.2	
Marico	Revenues	26,534	22,780	16.5	27,940	(5.0)
	EBITDA	4,551	4,420	3.0	5,330	(14.6)
	PAT	3,311	3,180	4.1	3,960	(16.4)
	Other income	400	150		420	
	Tax	940	790		1,120	
	EBITDA margin	17.2	19.4		19.1	
Nestle India	Revenues	55,322	52,676	5.0	47,797	15.7
	EBITDA	13,720	13,373	2.6	11,027	24.4
	PAT	9,067	9,241	(1.9)	6,958	30.3
	Other income	50	268		44	
	Tax	3,022	3,164		2,264	
	EBITDA margin	24.8	25.4		23.1	
Pidilite	Revenues	31,073	29,019	7.1	33,689	(7.8)
	EBITDA	6,867	5,769	19.0	7,984	(14.0)
	PAT	4,785	3,006	59.2	5,524	(13.4)
	Other income	560	489		558	
	Tax	1,664	1,219		1,947	
	EBITDA margin	22.1	19.9		23.7	

Source: Nuvama Research

Nuvama Consumer Sector – Q4FY25 (INR mn) (contd)

Company Name		Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Tata consumer	Revenues	45,328	39,269	15.4	44,436	2.0
	EBITDA	5,983	6,296	(5.0)	5,647	5.9
	PAT	3,436	4,324	(20.5)	2,911	18.0
	Other income	470	385		516	
	Tax	1,117	260		1,022	
	EBITDA margin	13	16		13	
United Spirits	Revenues	29,448	26,660	10.5	34,320	(14.2)
	EBITDA	4,668	3,620	28.9	5,880	(20.6)
	PAT	3,088	4,150	(25.6)	5,380	(42.6)
	Other income	400	2,290		1,900	
	Tax	1,029	760		1,480	
	EBITDA margin	15.9	13.6		17.1	
United Breweries	Revenues	23,041	21,334	8.0	20,003	15.2
	EBITDA	1,636	1,428	14.5	1,415	15.6
	PAT	805	816	(1.3)	643	25.3
	Other income	110	265	(58.4)	101	8.5
	Tax	276	282		228	
	EBITDA margin	7.1	6.7		7.1	
Varun Beverages*	Revenues	56,557	43,173	31.0	36,888	53.3
	EBITDA	12,838	9,888	29.8	5,800	121.4
	PAT	6,868	5,373	27.8	1,851	270.9
	Other income	250	84		446	
	Tax	2,169	1,678		585	
	EBITDA margin	22.7	22.9		15.7	

Source: Nuvama Research

* For Varun Beverages Q4FY25/Q4FY24/Q3FY25 represent Q1CY25/Q1CY24/Q4CY24.

Hindustan Unilever

- Overall, in Q4, YoY trends of Q3 continue for HUL and for the sector (as per Nielsen trends).
- In Q4FY25, we reckon revenue shall inch up 2% YoY (up 1.8% in Q3FY25; 0.4% in Q4FY24).
- Volumes are likely to remain flat YoY (flat in Q3FY25; up 2% in Q4FY24).
- EBITDA to grow 2% YoY in Q4FY25 (inched up 0.8% in Q3FY25; inched down 1% in Q4FY24).
- We anticipate overall demand trends to remain similar to Nielsen and Company.
- We forecast 2% price hike in Q4FY25 on an overall portfolio basis, with price hikes taken in mid-Q3FY25 now flowing fully in Q4FY25; but offset by price cuts in detergents (Home Care) to pass on RM deflation in crude oil-related inputs. Other commodity costs remain benign.
- Home care and hair care shall continue their good growth momentum in volumes while tea and soaps shall experience pressure due to grammage cuts and price hikes.
- Sunscreen and ice creams are faring well, but it does not move the overall needle by much.
- Gross margins shall decline 107bp YoY to 50.8% due to palm oil and tea inflation. However, EBITDA margins shall expand 25bp YoY to 23.4%, due to a cut in A&P spends and other costs (we expect 9.5% of sales).

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	1,49,869	1,46,930	2.0	1,51,950	(1.4)
EBITDA	35,040	34,350	2.0	35,700	(1.8)
PAT	24,912	24,060	3.5	30,010	(17.0)
Other income	3,150	2,200		3,120	
Tax	9,018	8,410		9,770	
EBITDA margin	23.4	23.4		23.5	

Source: Company, Nuvama Research

ITC

- Overall weak quarter on profits due to FMCG and paper business.
- Cigarette volumes shall increase 4% YoY on a base of 2% growth in Q4FY24 (6% in Q3FY25 on a base of 2% decline). We anticipate cigarette net revenue/EBIT to grow 6.9%/4.8% YoY (8.1%/4.1% in Q3FY25; 8.1%/5% YoY in Q4FY24).
- We forecast overall revenue shall grow 8.4% YoY (8.3% YoY in Q3FY25 and 1.8% YoY in Q4FY24).
- FMCG: As expected, we estimate weak sales and margins in Q4FY25. We forecast sales shall grow 4.2% YoY (4% in Q3FY25 and 7.2% in Q4FY24), but EBITDA margins are likely to decrease sharply (EBITDA likely to decline 15% YoY in Q4) due to RM inflation in palm oil, *maida* and negative pricing in notebooks. ITC has not undertaken short-term measures such as cutting A&P.
- Agri sales are likely to surge 20% YoY on a soft base of 13.4% decrease in Q4FY24 (up 9.7% YoY in Q3FY25 on a base of 2% decline;). This strong growth is due to higher leaf tobacco and value added (coffee and spices portfolios doing well) portfolio. Agri profit shall surge ~29% YoY. Leaf tobacco has reported 20%/40% inflation YoY/2Y, which is beneficial for ITC along with liberalisation of government exports in other commodities.
- Paper business: We estimate 4.5% YoY sales growth (3.1% growth in Q3FY25 and 6.7% decline in Q4FY24), but ~19% YoY dip in profits due to high competition from imports and lack of operating leverage.
- EBITDA to decline 1% YoY (inched up 1.6% YoY in Q3FY25 and fell 0.8% YoY in Q4FY24).
- Overall gross margin is likely to decline ~500bp YoY to 54.9%, whereas EBITDA margin shall decline 237bp YoY to 34.8%.
- We reckon adjusted PAT shall decline 1% YoY in Q4FY25.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	1,69,960	1,56,814	8.4	1,70,528	(0.3)
EBITDA	59,146	59,778	(1.1)	58,284	1.5
PAT	48,244	48,716	(1.0)	54,214	(11.0)
Other income	8,900	7,746		10,866	
Tax	16,081	14,662		16,522	
EBITDA margin	34.8	38.1		34.2	

Source: Company, Nuvama Research

Varun Beverages

- We reckon consolidated revenue shall surge 31% YoY (38.3% in Q4CY24; 10.9% in Q1CY24) driven by M&A (BevCo and DRC) and 13% YoY revenue growth in India business.
- We estimate consolidated volumes shall soar 30% YoY (38.1% in Q4CY24; 7.2% in Q1CY24). In the base quarter, the BevCo effect was there for only four days and DRC was not yet acquired.
- We forecast consolidated EBITDA shall surge 29.8% YoY (38.7% in Q4CY24; 23.9% in Q1CY24).
- Domestic: We estimate 12–13% YoY India volume growth (5% in Q4CY24; 4.4% in Q1CY24) while revenue shall grow 13% YoY — given high temperature in India. The loading for the upcoming summer season starts in March. We expect stable gross and EBITDA margins for the India business. We remain watchful on disruption from Campa Cola from a one–two year’s perspective.
- Margins: We estimate consolidated EBITDA margins shall marginally decline 20bp YoY to 22.7%.
- New launches: During the quarter, Sting Gold (malt-flavoured energy drink) was launched in India and is faring well. Gatorade was introduced at a INR20 price point for 250ml in India (earlier INR50 for 500ml).

	Q1CY25	Q1CY24	YoY growth (%)	Q4CY24	QoQ growth (%)
Revenues	56,557	43,173	31.0	36,888	53.3
EBITDA	12,838	9,888	29.8	5,800	121.4
PAT	6,868	5,373	27.8	1,851	270.9
Other income	250	84		446	
Tax	2,169	1,678		585	
EBITDA margin	22.7	22.9		15.7	

Source: Company, Nuvama Research

Colgate-Palmolive

- Overall, a challenging quarter for Colgate due to by urban slowdown, higher trade promotions by the oral care industry and a high base. We forecast Dabur shall grow faster than Colgate in toothpaste given Dabur's higher salience in Rural India.
- We reckon revenue shall increase 1% YoY on a high base of 10.4% (4.7% YoY in Q3FY25 on 8.2% base).
- Volumes are likely to grow 1% YoY in Q4FY25 (5% in Q3FY25).
- Pricing and mix growth: We estimate pricing shall be negative at -1% YoY due to higher trade promotions by the oral care industry. Although Colgate has taken a 3% price hike at the MRP level, that is negated by higher promotions by the entire industry.
- We anticipate the premium part of Colgate's portfolio to continue to report strong growth momentum with mid-teens growth of 15% YoY driven by brands such as Colgate Strong Teeth, Total and Visible White to do well.
- The key slowdown is in mass end, hurt by consumers downtrading to smaller packs/more promotions.
- Palmolive is likely to grow in high teens at 17% YoY and much faster than oral care.
- EBITDA margin shall decline 482bp YoY to 30.9% since ad spends remain high for Colgate as its focus is on spreading awareness in rural areas, pushing premium products and spreading awareness in urban as well as rural India about brushing twice daily.
- EBITDA shall dip 12.6% YoY (17.8% growth in Q4FY24; fell 3% YoY in Q3FY25).

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	15,050	14,900	1.0	14,618	3.0
EBITDA	4,650	5,322	(12.6)	4,544	2.3
PAT	3,313	3,798	(12.8)	3,228	2.6
Other income	220	227		204	
Tax	1,140	1,315		1,097	
EBITDA margin	30.9	35.7		31.1	

Source: Company, Nuvama Research

Dabur

- Consolidated revenue shall grow 3.1% YoY (up 3.1% YoY in Q3FY25 and 5.1% in Q4FY24).
- Domestic volume growth: We anticipate 2% growth YoY (up 1.2% in Q3FY25 and 4.2% in Q4FY24;).
- EBITDA shall grow 2.3% YoY (up 2.1% YoY in Q3FY25 and 13.9% in Q4FY24).
- We anticipate pricing to marginally decline ~0.5% in Q4FY25, as price hikes taken in light of ongoing food inflation across the portfolio shall be offset by price cuts in the beverages business.
- The international business is likely to turn in 15% sales growth in constant currency, but slower growth in INR terms (we forecast 7–8% growth) due to forex impact.
- Gross margin shall decline 60bp YoY to 48%, due to higher inflation in edible oil, surfactants and incinerated gold — this leads to EBITDA margins declining 14bp YoY to 16.5%.
- We reckon A&P as a percentage of sales shall be 6.9%.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	29,026	28,146	3.1	33,553	(13.5)
EBITDA	4,775	4,668	2.3	6,822	(30.0)
PAT	3,554	3,495	1.7	5,226	(32.0)
Other income	1,300	1,289		1,280	
Tax	1,070	1,114		1,418	
EBITDA margin	16.5	16.6		20.3	

Source: Company, Nuvama Research

Tata Consumer Products

- We forecast overall revenue shall increase 15.4% YoY (grew 16.8% in Q3FY25 and 8.5% YoY in Q4FY24).
- We estimate overall EBITDA shall fall 5% YoY (decreased 1.3% YoY in Q3FY25 and surged 23% YoY in Q4FY24) led by high tea costs.
- Capital Foods and Organic India: We reckon Capital Foods revenue shall improve 5% QoQ while Organic India revenue shall remain flat QoQ. Together both these acquisitions shall report revenue of ~INR3207mn (~INR3090mn in Q3FY25). In the base quarter, Capital Foods was there for only two months while Organic India was accounted from Q1FY25 onwards.
- India tea business is likely to report volume growth of 3–4% YoY (7% in Q3FY25; 0% in Q4FY24) and value growth of 10% YoY (9% in Q3FY25; 3% in Q4FY24). Overall India beverage sales are likely to grow 13–14% YoY (16% in Q3FY25; 3% in Q4FY24) led by better pricing.
- We expect Tata Consumer's RTD business to post 10% YoY value growth (down 2% in Q3FY25; grew 13% in Q4FY24) and 25–30% volume growth (up 14% in Q3FY25).
- In India Foods, we anticipate salt revenue to grow 10–11% YoY (7% in Q3FY25) due to price hikes (likely 7%) with volume growth of 4–5% (up 1% in Q3FY25 and 3% in Q4FY24). Within salt, value-added salt shall post stronger growth.
- On the other hand, Sampann is likely to grow 25%–30% and Soufull shall continue to deliver strong growth. Overall, India foods business (LTL) revenue is likely to increase 14% YoY (11% each in Q3FY25 and Q4FY24).
- The International business shall grow marginally – likely 1% YoY (16% in Q3FY25 and 7% in Q4FY24) in CC terms. Within international business US shall witness 5–6% YoY value and volume growth, but this shall be offset by mid-single digit value/volume decline YoY in the UK due to high base (Red Sea issue).
- Non branded: We reckon it shall grow 10% YoY (8.7% in Q3FY25; 4% in Q4FY25) due to strong coffee realisations in the plantation business.
- Margins: We estimate gross margins/EBITDA margins shall decline 442bp/283bp YoY to 41.7%/13.2%.
- A steep decline in PAT is due to lower tax rate in base relating to restructuring of corporate structure in the US (one time gain in tax line of INR920mn).

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	45,328	39,269	15.4	44,436	2.0
EBITDA	5,983	6,296	(5.0)	5,647	5.9
PAT	3,436	4,324	(20.5)	2,911	18.0
Other income	470	385		516	
Tax	1,117	260		1,022	
EBITDA margin	13.2	16.0		12.7	

Source: Company, Nuvama Research

Godrej Consumer

- We anticipate consolidated revenue to grow 8.5% YoY (3% growth in Q3FY25; grew 5.8% in Q4FY24).
- Domestic business: We forecast 3–4% YoY volume growth in Q4FY25 on a high base of 15% (flat volume growth in Q3FY25 on a base of 12%). We expect strong volume growth of high single digit/early double digits in liquid detergent, hair colour and air fresheners, 3–4% volume growth in HI (mild improvement) and a muted performance in soaps (low-single digit volume decline).
- We expect home care revenue to grow 6% YoY (4% in Q3FY25; 5% in Q4FY24), while personal care shall grow 5% YoY (2% in Q3FY25; 4% in Q4FY24).
- In soaps, we reckon blended price increase to be in high-single digit in Q4FY25. Soaps volumes shall be hurt mainly by downtrading to smaller packs.
- Indonesia: Likely to clock mid-single digit volume growth/high-single digit revenue growth.
- GAUM: Likely to report low-single digit volume/value growth along with improvement in margins.
- We forecast domestic EBITDA margins shall fall 500bp YoY to 22% due to inflation in palm oil hurting soap margins (partly due to HUL's disruption); this is one-third of the domestic business.
- Consolidated EBITDA shall decline 5.8% YoY (fell 12.9% in Q3FY25 but grew 21.2% in Q4FY24).
- We forecast consolidated gross/EBITDA margin shall decline 192bp/296bp YoY to 54.2%/19.5%.
- We estimate adjusted PAT* shall decline 6.3% YoY. *In Q4FY24, an exceptional item of INR23.8bn with respect to restructuring of East Africa business was excluded while calculating adjusted PAT.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	36,742	33,856	8.5	37,684	(2.5)
EBITDA	7,165	7,604	(5.8)	7,559	(5.2)
PAT	4,522	4,824	(6.3)	4,983	(9.2)
Other income	830	638		831	
Tax	1,842	2,087		1,834	
EBITDA margin	19.5	22.5		20.1	

Source: Company, Nuvama Research

Britannia

- We estimate overall revenue shall grow 6% YoY (up 7.9% in Q3FY25; 1.1% in Q4FY24).
- We expect volume to grow 4% YoY (6% in Q3FY25; 8% in Q4FY24).
- We anticipate EBITDA to decline 2.7% YoY (up 2.9% in Q3FY25; inch down 1.7% in Q4FY24).
- Pricing: We forecast pricing growth of ~2%. We expect a further improvement in coming quarters.
- Gross margin shall decline 503bp to 39.1%, but decline in EBITDA margins to be 160bp to 17.8% due to cut in A&P spends.
- However, in Q3FY25, there was an impact of INR750mn for provisioning of the stock appreciation rights in the employee cost. In Q4FY25, we do not see a significant impact of the same and hence staff cost is likely to be ~4.1% of sales. We shall continue to monitor the same.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	43,148	40,694	6.0	45,926	(6.0)
EBITDA	7,659	7,875	(2.7)	8,449	(9.3)
PAT	5,207	5,383	(3.3)	5,817	(10.5)
Other income	650	573		625	
Tax	1,787	1,980		1,961	
EBITDA margin	17.8	19.4		18.4	

Source: Company, Nuvama Research

Nestle India

- We reckon consolidated revenue to grow 5% YoY (up 3.9% in Q3FY25; 9.3% in Q4FY24).
- Domestic sales likely to grow 5-6% YoY (up 3.3% in Q3FY25; 8.9% in Q4FY24) , while domestic volumes to grow 3% YoY (up 2% in Q3FY25; 5% in Q4FY24). Overall demand trends, have improved sequentially given marginal recovery in urban - however slowdown still persists.
- Exports revenue likely to grow 7% YoY (up 21.2% in Q3FY25 {one off}; 19% in Q4FY24)
- We expect gradual price hikes of ~2% in Q4FY25 (~1% in Q3FY25; ~4% in Q4FY24) mainly led by coffee but certain price hikes seen across portfolios (eg – in Maggi Noodles recently increased the price of 70gm pack from INR14 to INR15).
- We reckon EBITDA to grow 2.6% YoY owing to high base (up 0.4% in Q3FY25; 20.5% in Q4FY24).
- Given cocoa, coffee and palm oil cost remains inflationary, Gross/EBITDA margin is likely to decline 20bp/59bp YoY to 57%/24.8%.
- As the urban slowdown tapers down (likely by Q2FY26) we estimate a demand trends to further improve from here on.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	55,322	52,676	5.0	47,797	15.7
EBITDA	13,720	13,373	2.6	11,027	24.4
PAT	9,067	9,241	(1.9)	6,958	30.3
Other income	50	268		44	
Tax	3,022	3,164		2,264	
EBITDA margin	24.8	25.4		23.1	

Source: Company, Nuvama Research

Marico

- We reckon revenue shall grow 16.5% YoY (up 15.4% YoY in Q3FY25; 1.7% YoY in Q4FY24).
- We anticipate domestic volume to grow 6% YoY in Q4FY25 (up 6% YoY in Q3FY25; 3% YoY in Q4FY24). Overall in terms of domestic demand, slight moderation versus December quarter in YoY trends in Parachute Core and Saffola edible oils is likely to be compensated by faster volume growth in Foods and Digital
- We expect EBITDA to grow 3% YoY in Q4FY25 (up 3.9% YoY in Q3FY25; 12.5% YoY in Q4FY24).
- Parachute sales are likely to grow ~13% YoY (up 15% in Q3FY25; 2% in Q4FY24). We estimate Parachute volumes to inch up 2% YoY (up 3% in Q3FY25; 2% in Q4FY24) while price hikes are likely to be 9–10% YoY for the quarter.
- VAHO sales are likely to decline 1% YoY (down 2% YoY in Q3FY25; down 7% YoY in Q4FY24) .
- We expect Saffola edible oils sales to surge 23% YoY (up 24% YoY in Q3FY25; down 16% YoY in Q4FY24) aided by pricing. We expect Saffola Edible Oil volumes to grow 2% YoY (up ~3% in Q3FY25; ~5% in Q4FY25).
- We expect Foods and Digital First portfolio to maintain its strong growth momentum and grow 25%-plus YoY (up 31% YoY in Q3FY25; 24% YoY in Q4FY24).
- International business: We anticipate 13% YoY growth in CC terms (up 16% YoY in Q3FY25; 10% YoY in Q4FY24).
- Owing to inflation in key RM such as copra and edible oils, we expect gross/EBITDA margins to decline 288bp/225bp YoY to 48.7%/17.2%.
- For FY26, we expect a moderation in copra prices—in our view at this juncture we expect some correction, not a very sharp correction. We will continue to monitor this as clarity will come in Q1FY26.
- For full year FY25 – we expect Marico to clock EBITDA margins of ~19.8% (versus guidance of 20%).

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	26,534	22,780	16.5	27,940	(5.0)
EBITDA	4,551	4,420	3.0	5,330	(14.6)
PAT	3,311	3,180	4.1	3,960	(16.4)
Other income	400	150		420	
Tax	940	790		1,120	
EBITDA margin	17.2	19.4		19.1	

Source: Company, Nuvama Research

Bikaji Foods

- We expect standalone revenue growth of 9.5% YoY (grew 7.6% in Q3FY25; 12% in Q4FY24).
- Standalone volume growth of 7.5% YoY (recovered from 3% in Q3FY25; 14.5% in Q4FY24).
- EBITDA margins to recover QoQ, but will be under high pressure on a YoY basis due to palm oil
- Ex of PLI, we estimate EBITDA shall decrease 25% YoY (fell 49% in Q3FY25; grew 9% in Q4FY24)
- We anticipate consolidated revenue (ex-PLI) to grow 11.5% YoY (revenue grew 12% in Q3FY25; 13% in Q4FY24). Including PLI, we estimate revenue shall decline 3% YoY as base quarter had very high PLI of INR936mn. We expect cumulative for previous quarters to be received in Q4FY24. We also anticipate a PLI benefit of ~INR150mn in Q4FY25.
- The Hazelnut Factory to add up INR80–100mn to overall revenues in Q4FY25 (INR135mn in Q3FY25) with a slight QoQ decline as Q3 is a festive quarter.
- We expect pricing growth of 2% YoY. Price hikes are largely in Bhujia and namkeen. We anticipate further price hikes of 1–2% in Q1FY26. There may be some adverse impact of volume grammage cut in INR5 and INR10 price packs to pass on RM inflation.
- EBITDA (including PLI) to fall 59.4% YoY as base quarter had very high PLI of INR936mn (declined 26.0% in Q3FY25; up 160.7% in Q4FY24).
- Margins: We reckon higher palm oil cost (25% of RM) shall lead to a 1345bp YoY dip translating to gross margin of 29.8%. This shall result in a 428bp YoY dip in EBITDA margin to 8.7% (ex-PLI). Including PLI, we anticipate EBITDA margins of 11%.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	5,957	6,144	(3.0)	7,149	(16.7)
EBITDA	655	1,612	(59.4)	555	18.1
PAT	349	1,162	(70.0)	286	22.0
Other income	79	115		79	
Tax	126	385		107	
EBITDA margin	11.0	26.2		7.8	

Source: Company, Nuvama Research

Emami

- Revenue shall grow 7% YoY (5.3% in Q3FY25; 6.6% YoY in Q4FY24).
- Volume shall grow 6% YoY (6% in Q3FY25; 6.4% in Q4FY24) with broad-based growth aided by some recovery in laggard segments (Kesh King, S&H, Man Company).
- EBITDA shall grow 5% YoY (7.6% increase in Q3FY25; 5.6% growth in Q4FY24).
- Pricing growth: We anticipate ~1–2% growth in Q4FY25.
- International business shall report 5% YoY CC growth due to underperformance in Bangladesh.
- Gross margins to expand 152bp YoY to 67.3% while EBITDA margins to decline 57bp YoY to 23.2% due to higher A&P spends for the relaunch of Smart and Handsome.
- Portfolio performance
 - Talcum powder is likely to post double-digit sales growth.
 - Kesh King and Smart and Handsome to report low-single digit revenue growth. Kesh King has declined 10% in Q3FY25/12% in 9MFY25.
 - Helios Lifestyle (The Man Co and Brillare) shall report a low-single digit decline against its double-digit decline trajectory, indicating signs of improvement.
 - Pain management shall be subdued in Q4FY25 as also seen in earlier quarters.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	9,532	8,912	7.0	10,495	(9.2)
EBITDA	2,211	2,110	4.8	3,387	(34.7)
PAT	1,739	1,489	16.8	2,790	(37.7)
Other income	150	107		149	
Tax	141	225		224	
EBITDA margin	23.2	23.7		32.3	

Source: Company, Nuvama Research

Bajaj Consumer Care

- Consolidated revenue shall grow 4% YoY (4.9% decline in Q4FY24; 2.4% decline in Q3FY25).
- Standalone volumes: We anticipate ~2% volume growth (Q4FY24: flat; Q3FY25: low-single digit decline).
- EBITDA shall decrease 18% YoY (16.7% decline in Q4FY24; 27.2% decline in Q3FY25).
- Non-ADHO is likely to outpace ADHO.
- Urban demand continues to remain challenging while rural demand is likely to see some improvement.
- Organised trade is likely to post higher growth than general trade.
- International business to account for 6–7% of the overall business and anticipate the same to grow ~10% YoY CC growth.
- Gross/EBITDA margin would decline 263bp/307bp YoY to 52.9%/11.4%.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	2,496	2,400	4.0	2,344	6.5
EBITDA	285	347	(18.0)	262	8.5
PAT	271	356	(23.8)	253	7.1
Other income	75	117		76	
Tax	60	80		58	
EBITDA margin	11.4	14.5		11.2	

Source: Company, Nuvama Research

United Spirits

- We estimate P&A net sales shall grow 12.2% YoY (16.1% in Q3FY25; 6.6% in Q4FY24).
- We forecast P&A volumes shall grow 8% YoY (11.2% in Q3FY25, 3.7% in Q4FY24).
- We reckon overall revenue shall grow 10.5% YoY (14.8% in Q3FY25 Q4FY24: 6.9%).
- Overall EBITDA likely to grow 29% YoY (Q3FY25: 19.7%; Q4FY24: 7.1%). A steep increase in EBITDA is due to a favourable base and operating leverage.
- We expect overall volumes to grow 7% YoY (Q4FY24: 3.7%; Q3FY25: 10.2%).
- We anticipate Popular net sales to remain flat YoY (up 9.5% in Q3FY25 and up 3% in Q4FY24).
- We expect Popular volumes to broadly remain flat YoY (up 5.9% in Q3FY25 and up 4% in Q4FY24).
- Popular segment reported high growth in Q3FY25 due to one-offs (duty reduction in Karnataka leading to pipeline build-up).
- We estimate gross/EBITDA margin shall expand 108bp/227bp YoY to 44.4%/15.9%.
- We reckon A&P as a percentage of sales shall be 12% for Q4FY25 (down 23bp YoY).
- We anticipate a steep decline in PAT (YoY/QoQ) due to higher other income relating to dividend from RCSPL in Q4FY24 and Q3FY25.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	29,448	26,660	10.5	34,320	(14.2)
EBITDA	4,668	3,620	28.9	5,880	(20.6)
PAT	3,088	4,150	(25.6)	5,380	(42.6)
Other income	400	2,290		1,900	
Tax	1,029	760		1,480	
EBITDA margin	15.9	13.6		17.1	

Source: Company, Nuvama Research

United Breweries

- Net revenue: We anticipate 8% YoY growth (9.6% in Q3FY25; 20.8% in Q4FY24).
- We expect overall volume to increase 5% YoY (8.4% in Q3FY25; 10.9% in Q4FY24) in spite of no sales for 12 days in Telangana in Q4FY25 and disruption for entire beer industry in January in Karnataka. UP and Assam are likely to see stronger growth.
- EBITDA is likely to increase 14.5% YoY(-3.1% in Q3FY25; 166% in Q4FY24).
- We expect premium segment to grow much faster and its volumes to grow 25% YoY (35% in Q3FY25; 21% in Q4FY24).
- Performance by state: We expect Andhra to continue to do well. In Telangana, price hikes of 15% (applicable for half of the quarter) shall aid in some margin expansion, as it contributes 17% to UBBL's overall volumes. In Karnataka, the mix has improved as the company is prioritising Kingfisher post the tax changes.
- EBITDA margin: We forecast EBITDA margins to inch up 41bp YoY to 7.1%.
- Gross margin: Given improving bottle return rates (YoY), price hikes granted in Telangana and better mix in Karnataka, we reckon gross margin shall expand 109bp YoY to 43%.
- A decline in PAT YoY is due to higher other income and lower depreciation cost in the base.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	23,041	21,334	8.0	20,003	15.2
EBITDA	1,636	1,428	14.5	1,415	15.6
PAT	805	816	(1.3)	643	25.3
Other income	110	265		101	
Tax	276	282		228	
EBITDA margin	7.1	6.7		7.1	

Source: Company, Nuvama Research

Pidilite

- We reckon revenue shall grow 7.1% YoY (7.9% YoY in Q4FY24; 7.6% YoY in Q3FY25).
- India Consumer & Bazaar (C&B): We estimate India C&B volumes shall grow 6% YoY (12.7% in Q4FY24; 7.3% in Q3FY25).
- We anticipate EBITDA to grow 19% YoY (25.6% in Q4FY24; 7.5% YoY in Q3FY25).
- B2B businesses: We forecast a 20% volume growth for Q4FY25 (25.2% in Q4FY24; 21.7% in Q3FY25).
- Gross margin shall increase 28bp YoY to 53.7%, whereas EBITDA margin shall increase 222bp YoY to 22.1%.
- In terms of pricing, a certain amount of pressure is seen. If there is inflation, the company maintains passing on 75% of the inflation.
- A steep increase YoY in PAT is due to an exceptional item in the base quarter.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	31,073	29,019	7.1	33,689	(7.8)
EBITDA	6,867	5,769	19.0	7,984	(14.0)
PAT	4,785	3,006	59.2	5,524	(13.4)
Other income	560	489		558	
Tax	1,664	1,219		1,947	
EBITDA margin	22.1	19.9		23.7	

Source: Company, Nuvama Research

Asian Paints

- We reckon consolidated revenue shall decline 1% YoY (Q3FY25: 6.1% decline; Q4FY24: remained flat).
- We anticipate volumes to grow 4% YoY in Q4FY25 (Q3FY25: grew 1.6%; Q4FY24: grew 10%).
- Pricing continues to be negative due to an adverse mix, down trading and muted demand.
- We forecast EBITDA shall decline 1.9% YoY (Q3FY25: 20.4% YoY decline; Q4FY24: 9.3% YoY decline).
- Gross/EBITDA margin shall decline 101bp/17bp YoY to 42.7%/19.2%.
- Demand remained challenging in urban while rural shall continue to improve gradually. However, we expect B2B to grow in double digit, due to promising capital outlay.
- Outlook: We estimate APL shall grow slower than Berger even in Q4FY25 as APL dominates big cities, which are facing the brunt of the slowdown. However, we anticipate a gradual improvement in FY26.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	86,451	87,308	(1.0)	85,494	1.1
EBITDA	16,599	16,914	(1.9)	16,367	1.4
PAT	11,449	12,567	(8.9)	11,105	3.1
Other income	1,500	1,871		1,430	
Tax	3,850	3,488		3,897	
EBITDA margin	19.2	19.4		19.1	

Source: Company, Nuvama Research

Berger Paints

- We expect revenue to grow 5% YoY (3.1% YoY in Q4FY24; 3.2% YoY in Q3FY25). Premium and luxury sales to do well in Q4FY25.
- We anticipate volume to grow 9% YoY (13.9% YoY in Q4FY24; 7.4% YoY in Q3FY25).
- However, EBITDA is likely to grow 20.7% YoY due to low base (4.8% YoY decrease in Q4FY24; 1.7% YoY decline in Q3FY25).
- The volume and value gap of 5% is due to price decrease and stronger sales of high volume and low value products such as texture paints, tile adhesives, etc and muted sales of high-value products such as enamel.
- Gross margin shall improve 134bp YoY to 42% (due to premium doing better), while EBITDA margins shall improve 208bp YoY to 16% due to low base.
- Outlook: We forecast Asian shall grow slower than Berger even in Q4FY25 as APL dominates big cities, which are facing the brunt of the slowdown. However, we estimate a gradual improvement in FY26 for both APL and Berger.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	26,463	25,203	5.0	29,751	(11.1)
EBITDA	4,234	3,509	20.7	4,717	(10.2)
PAT	2,594	2,226	16.5	2,960	(12.3)
Other income	200	159		202	
Tax	870	714		984	
EBITDA margin	16.0	13.9		15.9	

Source: Company, Nuvama Research

Indigo Paints

- We reckon revenue shall grow 6.4% YoY (18.3% in Q4FY24; 3.2% decline in Q3FY25).
- EBITDA shall decline 15.3% YoY. (17.9% in Q4FY24; 8.1% decline in Q3FY25).
- Emulsions: We anticipate volumes to increase ~6% YoY.
- Gross margin shall decline 186bp YoY to 47% due to higher discounts, compressing EBITDA margins 448bp YoY to 17.5%.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	4,094	3,849	6.4	3,426	19.5
EBITDA	716	846	(15.3)	572	25.3
PAT	443	544	(18.6)	358	23.6
Other income	40	42		31	
Tax	149	183		92	
EBITDA margin	17.5	22.0		16.7	

Source: Company, Nuvama Research

Adani Wilmar

- We reckon revenue shall grow 18.8% YoY (31.4% in Q3FY25 on a base of 16.9% decline; 4.6% decline in Q4FY24) — due to favourable base.
- We anticipate overall volumes to inch up ~5% YoY (5% in Q3FY25; 3% in Q4FY24).
- EBITDA shall grow 40.1% YoY. (up 57% in Q3FY25 on a base of 16.7% decline; 0.5% decline in Q4FY24).
- Edible Oils: We anticipate volume/value growth of ~2%/22% YoY (4%/38% in Q3FY25; 11%/-5.5% in Q4FY24).
- Foods and FMCG: We anticipate volume/value growth of ~15%/17% YoY (23%/22% in Q3FY25; 9%/15.7% in Q4FY24).
- Industry Essentials: We anticipate volume to decline 2% due to lower sales in castor and oil meal while value to grow 5% YoY (-3%/4% in Q3FY25; -22%/-11.5% in Q4FY24).
- Gross margin shall decline 100bp YoY to 12.5% while EBITDA margins shall expand 48bp YoY to 3.2%.

	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	1,57,255	1,32,380	18.8	1,68,593	(6.7)
EBITDA	5,001	3,570	40.1	7,916	(36.8)
PAT	2,049	1,567	30.7	4,109	(50.1)
Other income	700	1,042		667	
Tax	712	563		1,531	
EBITDA margin	3.2	2.7		4.7	

Source: Company, Nuvama Research

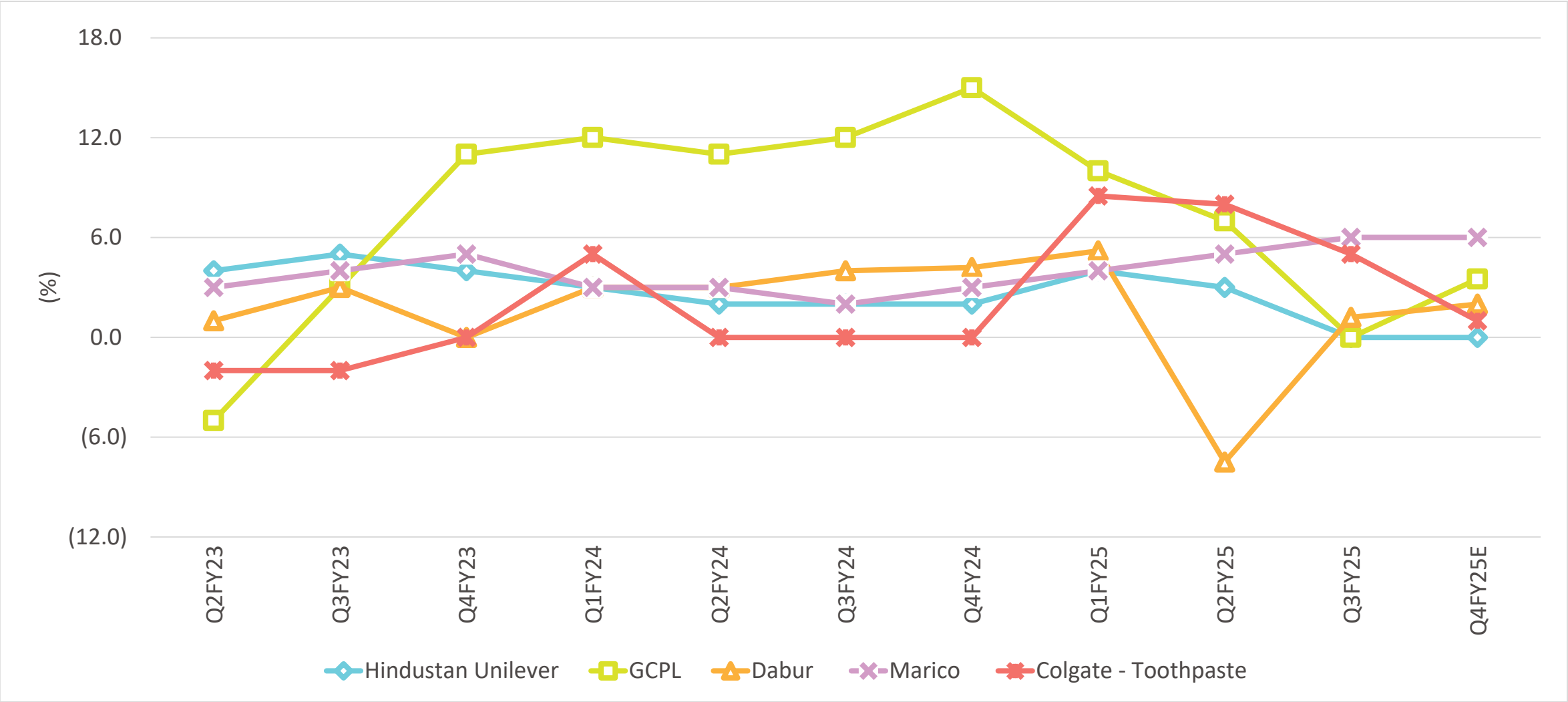
CCL Products

- We reckon revenue shall grow 15% YoY (14.1% in Q3FY25 on a base of 24%; 39.8% in Q4FY24).
- We anticipate overall volumes to expand ~12% YoY (4% in Q3FY25; and 10% in Q4FY24).
- We expect EBITDA to grow ~10% YoY (4.5% in Q3FY25 on a base of 10% and 12.2% in Q4FY24).
- Gross margin shall fall ~393bp YoY to 39.1% due to higher input cost, leading to EBITDA margins declining 69bp YoY to 15.6%.
- We expect pricing growth to be ~20%-plus YoY.

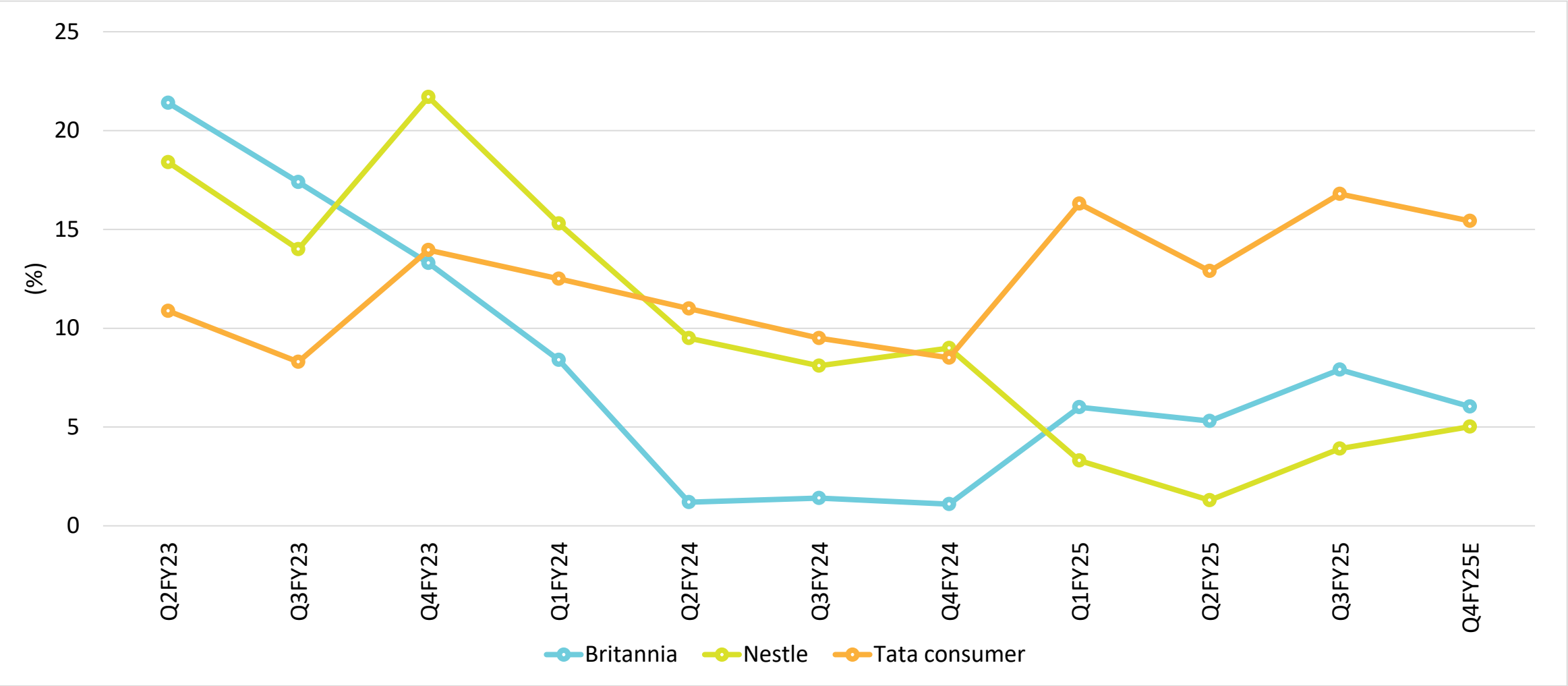
	Q4FY25E	Q4FY24	YoY growth (%)	Q3FY25	QoQ growth (%)
Revenues	8,357	7,267	15.0	7,584	10.2
EBITDA	1,301	1,181	10.1	1,244	4.5
PAT	704	652	7.9	630	11.6
Other income	25	41		28	
Tax	84	52		88	
EBITDA margin	15.6	16.3		16.4	

Source: Company, Nuvama Research

Consumer staples: Volume trajectory (YoY)

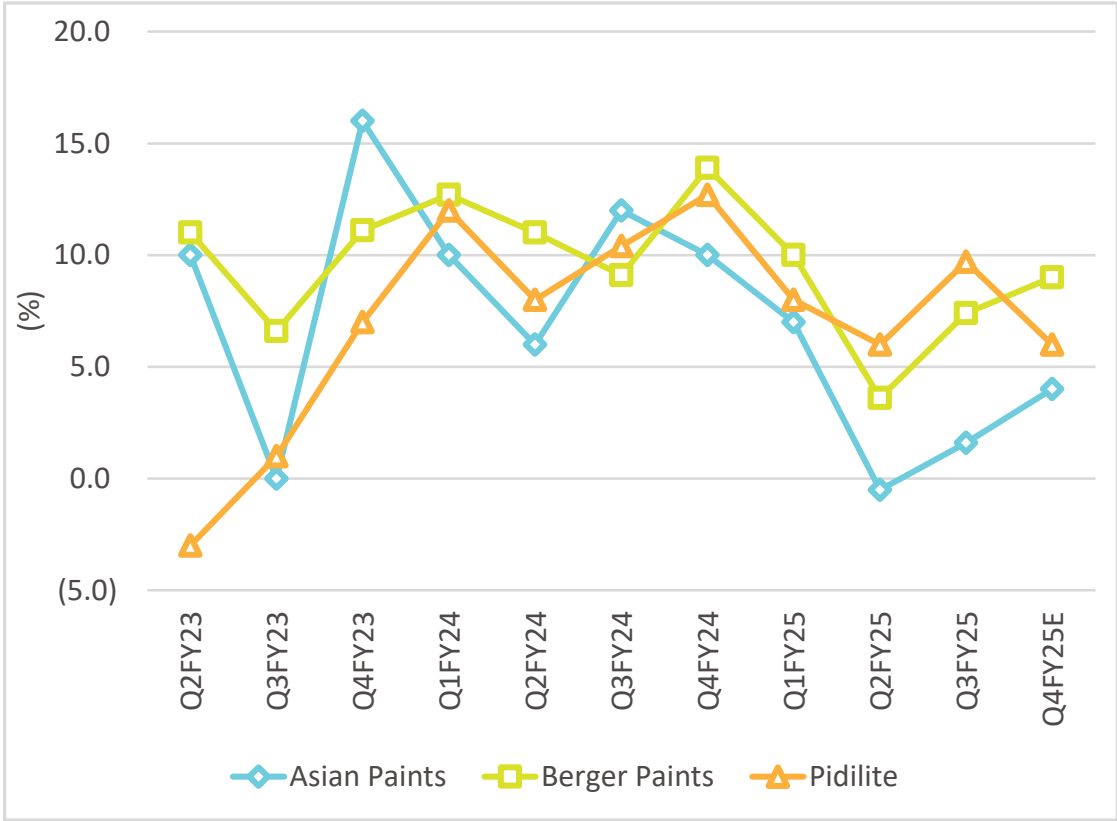


Food companies: Revenue trajectory (YoY)

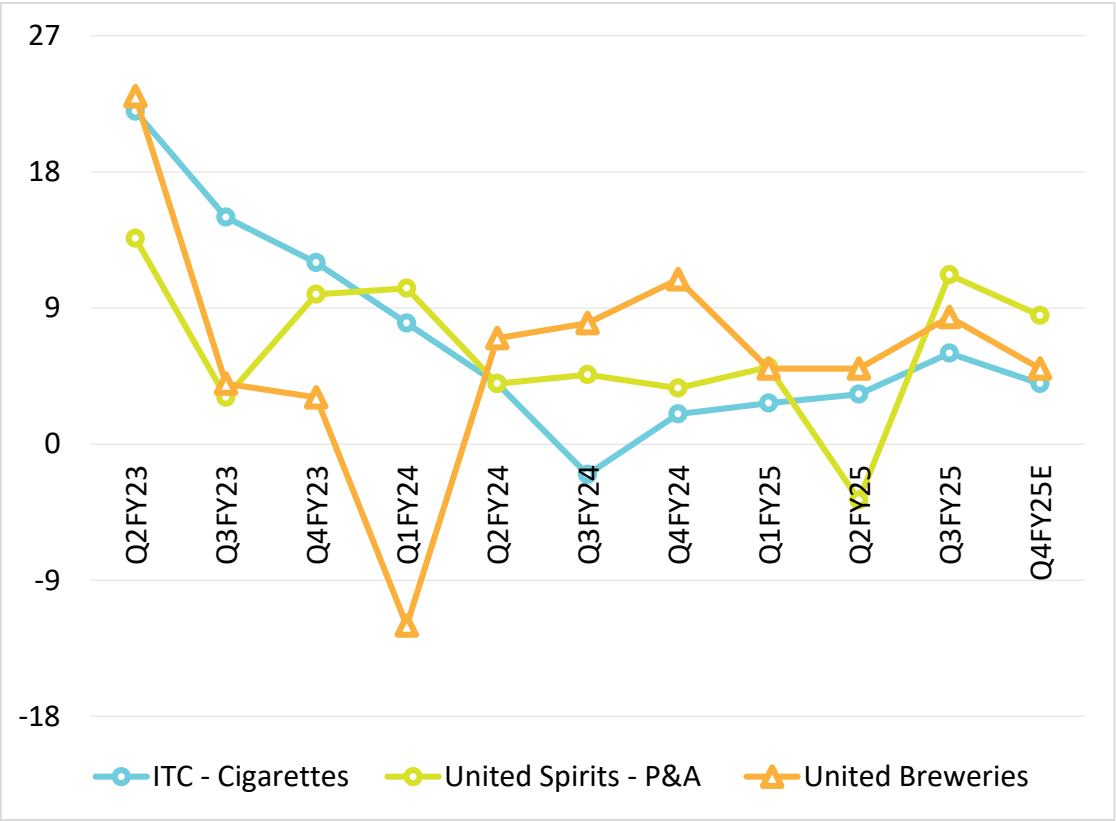


Consumer Discretionary: Volume trajectory (YoY)

Paints and Adhesives (YoY)



Discretionary companies (YoY)



All price charts cannot be included given the large of number of companies in our coverage. Specific charts may be available upon request

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