

October 25, 2019

## Q2FY20 Result Update

Change in Estimates |  Target |  Reco

### Change in Estimates

	Current		Previous	
	FY20E	FY21E	FY20E	FY21E
Rating	REDUCE		HOLD	
Target Price	339		339	
Sales (Rs. m)	77,480	86,408	78,855	88,642
% Chng.	(1.7)	(2.5)		
EBITDA (Rs. m)	14,746	15,687	14,847	15,940
% Chng.	(0.7)	(1.6)		
EPS (Rs.)	8.0	8.5	8.1	8.7
% Chng.	(1.2)	(2.0)		

### Key Financials - Standalone

Y/e Mar	FY19	FY20E	FY21E	FY22E
Sales (Rs. m)	73,340	77,480	86,408	96,563
EBITDA (Rs. m)	12,813	14,746	15,687	17,031
Margin (%)	17.5	19.0	18.2	17.6
PAT (Rs. m)	9,299	10,358	11,017	12,034
EPS (Rs.)	7.2	8.0	8.5	9.3
Gr. (%)	14.2	11.3	6.4	9.2
DPS (Rs.)	(4.6)	(5.1)	(5.4)	(5.9)
Yield (%)	(1.2)	(1.3)	(1.4)	(1.5)
RoE (%)	33.6	33.2	32.7	33.1
RoCE (%)	38.2	38.6	38.8	39.8
EV/Sales (x)	6.8	6.4	5.8	5.1
EV/EBITDA (x)	39.2	33.9	31.8	29.2
PE (x)	54.6	49.1	46.1	42.2
P/BV (x)	16.9	15.7	14.5	13.4

### Key Data

### MRCO.BO | MRCO IN

52-W High / Low	Rs.404 / Rs.295
Sensex / Nifty	39,058 / 11,584
Market Cap	Rs.508bn / \$ 7,168m
Shares Outstanding	1,291m
3M Avg. Daily Value	Rs.1536.13m

### Shareholding Pattern (%)

Promoter's	59.99
Foreign	25.56
Domestic Institution	7.54
Public & Others	6.91
Promoter Pledge (Rs bn)	-

### Stock Performance (%)

	1M	6M	12M
Absolute	0.5	10.5	32.3
Relative	(0.7)	9.6	14.2

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## Growth uncertainty ahead; Downgrade to reduce

We are downgrading MRCO to Reduce given that 1) growth headwinds in VAHO and Saffola are becoming structural in nature 2) reduction in trade promotions in tight liquidity conditions can back fire and 3) copra price decline benefits close to being peaked out (prices up 16% from the bottom in July'19) and 3) sharp sales decline in wholesale and Urban GT by 7% and 11% in 1H, contrary to industry trends.

Marico has not changed its medium term guidance of 8-10% volume growth despite 4.5% volume growth in 1H hinging upon 1) upcoming pricing actions in Nov'19 in larger packs of Parachute 2) recovery in CSD channel which grew 5% in 2Q (6-7% of sales) 3) sustained growth in MT and E-commerce and 4) benefits from structural optimization in urban GT distribution and assortments from 4QFY20 onwards.

We believe MRCO shall increase adpro and take more price cuts to ward off competition in Parachute and develop new product segments. We continue to retain our view that Saffola will find it extremely hard to gain back its Mojo, given high pricing in competitive market and declining consumer affinity for blended oils. We expect IBD to report strong volume growth led by Bangladesh while other countries are expected to report stable performance. We expect EBITDA margins to expand 150bps in FY20. We estimate 9% PAT CAGR over FY19-22 and value the stock at 38xSept21 EPS and arrive at target price of Rs339 (earlier Rs339 at 38xJune21). Downgrade to reduce.

Adj. PAT increased 16.9% as gross margins expand 560bps: Net Sales declined 0.4% to 18.3bn. Domestic volume growth at 1%. Gross margins expanded 560bps to 49.6%. EBITDA increased 15.8% to Rs 3.53bn. EBITDA Margins expanded by 270bps to 19.3% led by gross margin expansion despite increase in staff costs, other expenses and ad-spends by 70bps, 100bps and 120bps respectively. Adj. PAT increased 16.9% to Rs 2.53bn. Declared an interim dividend of Rs2.75 per share.

**Benign Copra Powers Standalone and Bangladesh margins:** Standalone sales declined by 2.8% to Rs 14.54bn, EBITDA increased 12.8% to Rs 2.62bn as margins expanded by 250bps. Adj. PAT increased 14.8% to Rs 2.59bn. India business declined by 2.8% with 9.5% EBIT growth on 217bps margin expansion. IBD sales increased 8.3% to Rs 4.31bn, EBIT increased 24.8% to Rs 800mn on 270bps margin expansion

**Volumes disappoint across segments:** Parachute volumes declined 1%. Saffola volumes grew 1%. Saffola foods franchise grew 34%. Masala oats market share increased to 79%. VAHO volume was flat. Premium Hair Nourishment grew 7% while Male Grooming declined marginally. International sales increased by 9% in constant currency led by 15% CC growth in Bangladesh sales (46% of IBD).

**Exhibit 1: 2QFY20 Results: Sales declined 0.4%, Domestic volume up only 1%; IBD sales in CC up 9%**

Y/e March (Rs mn)	Q2FY20	Q2FY19	YoY gr. (%)	Q1FY20	1HFY20	1HFY19	YoY gr. (%)
<b>Net Sales</b>	18,290	18,368	(0.4)	21,660	39,950	38,636	3.4
COGS	9,210	10,287	(10.5)	11,370	20,580	21,983	(6.4)
<i>% of Net Sales</i>	50.4	56.0		52.5	51.5	56.9	
<b>Gross Profit</b>	<b>9,080</b>	<b>8,081</b>	<b>12.4</b>	<b>10,290</b>	<b>19,370</b>	<b>16,653</b>	<b>16.3</b>
<i>% of Net Sales</i>	49.6	44.0		47.5	48.5	43.1	
Advertising & Promotion	1,970	1,758	12.0	2,190	4,160	3,415	21.8
<i>% of Net Sales</i>	10.8	9.6		10.1	10.4	8.8	
<b>Total Expenses</b>	<b>14,760</b>	<b>15,321</b>	<b>(3.7)</b>	<b>17,050</b>	<b>31,810</b>	<b>31,921</b>	<b>(0.3)</b>
<b>EBITDA</b>	<b>3,530</b>	<b>3,048</b>	<b>15.8</b>	<b>4,610</b>	<b>8,140</b>	<b>6,716</b>	<b>21.2</b>
<i>Margins (%)</i>	19.3	16.6		21.3	20.4	17.4	
Depreciation	350	310	12.9	350	700	630	11.1
<b>EBIT</b>	<b>3,180</b>	<b>2,738</b>	<b>16.2</b>	<b>4,260</b>	<b>7,440</b>	<b>6,086</b>	<b>22.3</b>
Interest	130	100	30.0	120	250	190	31.6
Other Income	350	292	19.8	280	630	532	18.4
<b>PBT</b>	<b>3,400</b>	<b>2,930</b>	<b>16.0</b>	<b>4,420</b>	<b>7,820</b>	<b>6,428</b>	<b>21.7</b>
Tax	880	776	13.4	1,080	1,960	1,689	16.0
<i>Effective tax rate (%)</i>	25.9	26.5		24.4	25.1	26.3	
<b>Adjusted PAT</b>	<b>2,530</b>	<b>2,164</b>	<b>16.9</b>	<b>3,340</b>	<b>5,870</b>	<b>4,749</b>	<b>23.6</b>

Source: Company, PL

**Exhibit 2: Consolidated Segmental: Domestic sales declined 2.8%, IBD sales up 8.3% led by Bangladesh**

(Rs m)	2QFY18	3QFY18	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20
<b>Net Sales</b>	<b>15,363</b>	<b>16,243</b>	<b>14,801</b>	<b>20,268</b>	<b>18,368</b>	<b>18,610</b>	<b>16,090</b>	<b>21,660</b>	<b>18,290</b>
Domestic	12,000	12,846	11,569	16,276	14,389	14,494	12,400	17,310	13,980
International	3,363	3,397	3,232	3,992	3,980	4,116	3,690	4,350	4,310
<b>Sales Growth %</b>	<b>6.5</b>	<b>14.7</b>	<b>11.9</b>	<b>19.8</b>	<b>19.6</b>	<b>14.6</b>	<b>8.7</b>	<b>6.9</b>	<b>-0.4</b>
Domestic	11.5	18.8	11.7	22.6	19.9	12.8	7.2	6.4	-2.8
International	-8.4	1.2	12.7	9.4	18.4	21.2	14.2	9.0	8.3
<b>EBIT</b>	<b>2,763</b>	<b>3,149</b>	<b>2,738</b>	<b>3,769</b>	<b>3,162</b>	<b>3,639</b>	<b>3,000</b>	<b>4,710</b>	<b>3,570</b>
Domestic	2,180	2,708	2,398	2,976	2,457	2,852	2,400	3,650	2,690
International	583	441	340	793	705	787	600	1,060	880
<b>EBIT Growth %</b>	<b>1.2</b>	<b>4.6</b>	<b>0.4</b>	<b>8.1</b>	<b>14.4</b>	<b>15.5</b>	<b>9.6</b>	<b>25.0</b>	<b>12.9</b>
Domestic	1.4	7.4	-4.4	8.2	12.7	5.3	0.1	22.7	9.5
International	0.5	-9.8	56.9	7.6	21.0	78.3	76.7	33.6	24.8
<b>EBIT Margins %</b>	<b>18.0</b>	<b>19.4</b>	<b>18.5</b>	<b>18.6</b>	<b>17.2</b>	<b>19.6</b>	<b>18.6</b>	<b>21.7</b>	<b>19.5</b>
Domestic	18.2	21.1	20.7	18.3	17.1	19.7	19.4	21.1	19.2
International	17.3	13.0	10.5	19.9	17.7	19.1	16.3	24.4	20.4
<b>Capital Employed</b>	<b>15,705</b>	<b>16,627</b>	<b>20,488</b>	<b>20,280</b>	<b>20,071</b>	<b>18,892</b>	<b>20,850</b>	<b>18,930</b>	<b>19,610</b>
Domestic	9,214	10,020	13,013	13,108	12,401	11,206	13,920	11,910	12,740
International	6,491	6,607	7,475	7,172	7,670	7,686	6,930	7,020	6,870
<b>International Sales Growth %</b>									
Bangladesh (46%)	5.0	12.0	17.0	9.0	10.0	16.0	12.0	11.0	15.0
MENA (15%)	-7.0	15.0	61.0	17.0	19.0	8.0	5.0	-20.0	-3.0
South Africa (8%)	1.0	1.0	23.0	7.0	18.0	0.0	0.0	6.0	-2.0
SE Asia (26%)	-8.0	-4.0	-3.0	0.0	14.0	13.0	4.0	8.0	1.0

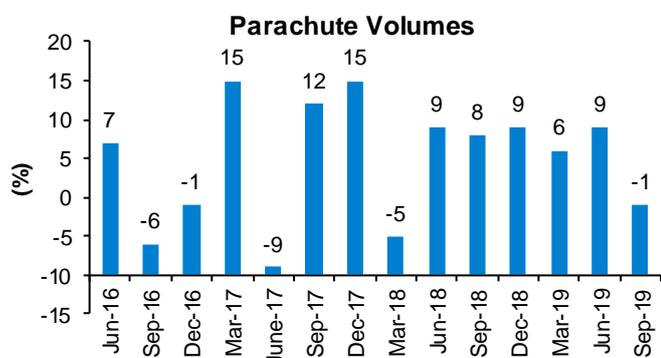
Source: Company, PL

**Exhibit 3: Marico has registered market share gains in Saffola oats and VAHO**

Market Share (%)	Q2FY18	Q3FY18	Q4FY17	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20
Coconut Oil	59	59	59	59	59	59	59	60	60
Saffola	67	68	69	70	71	72	73	73	75
Hair Oil VAHO	34	34	34	34	34	34	34	34	35
Livon & Silk and Shine	83	83	82	81	78	76	75	63	64
Hair Creams/Gel	62	63	63	63	62	61	60	60	60
Saffola Oats	27	28	28	29	29	29	29	30	31
Shanti Amla	42	43	45	NA	NA	40	42	44	44
Parachute Bangladesh	87	87	87	87	87	87	86	84	84
Hair Oils Bangladesh	19	21	21	21	22	23	23	22	22
X Men Shampoo Vietnam	39	40	39	39	39	40	39	38	37
x Men Deodorant Vietnam	31	31	28	29	30	30	31	31	31

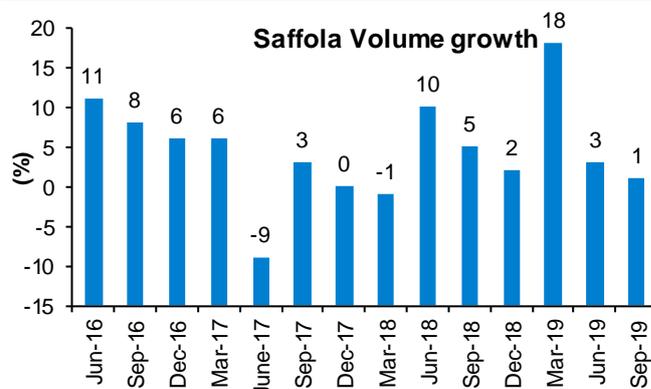
Source: Company, PL

**Exhibit 4: Parachute volumes declined 1% growth**



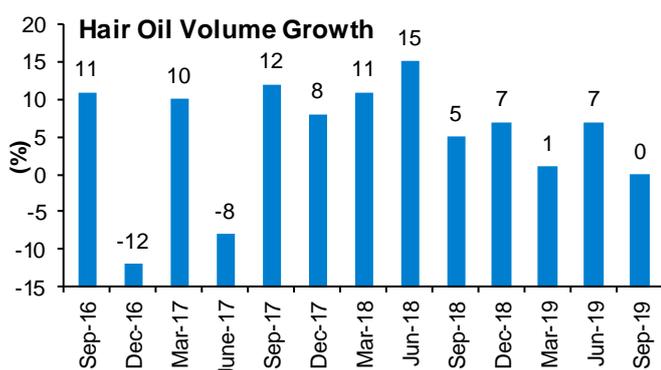
Source: Company, PL

**Exhibit 5: Saffola: Volumes continue to disappoint**



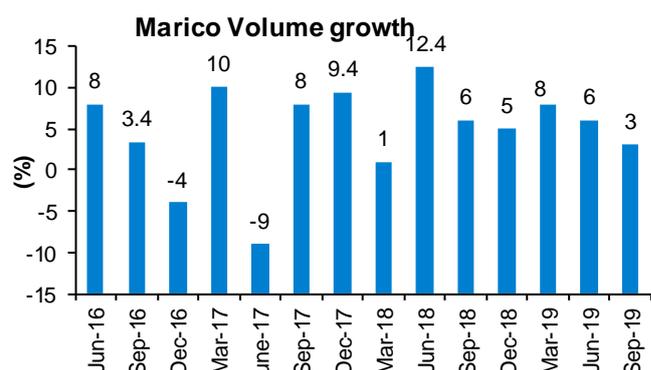
Source: Company, PL

**Exhibit 6: VAHO had a muted volume growth in 2Q**



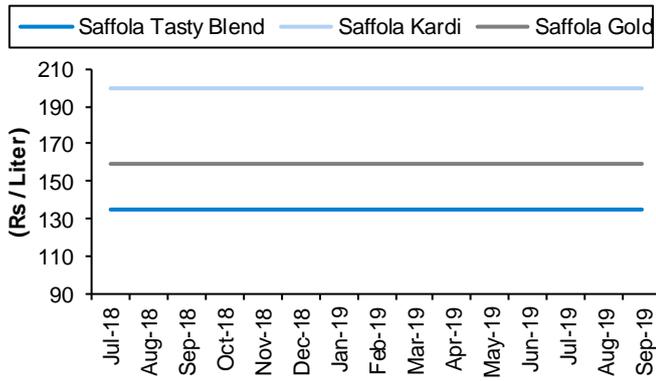
Source: Company, PL

**Exhibit 7: Domestic FMCG Volume up 3%**



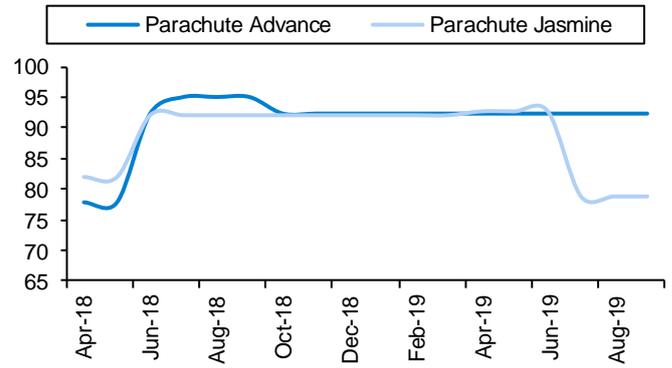
Source: Company, PL

**Exhibit 8: Saffola: Not changed price since a year**



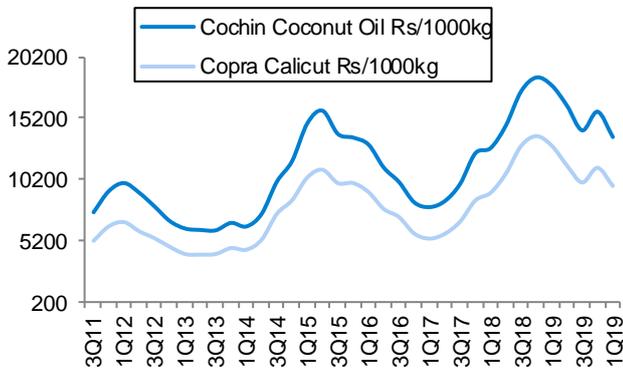
Source: Company, PL

**Exhibit 9: Jasmine prices cut by 14.9% in 2Q**



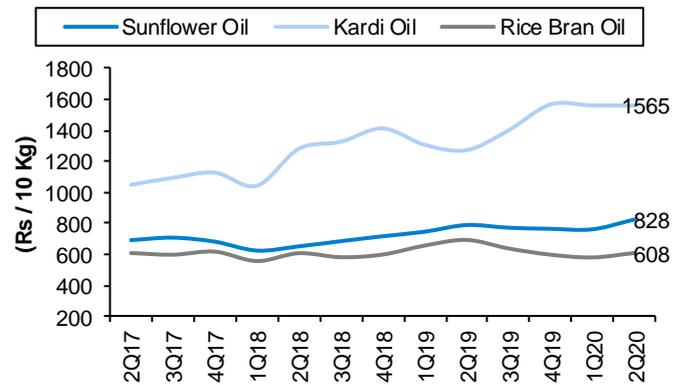
Source: Company, PL

**Exhibit 10: Copra: Prices down 10% YoY and up 5.4% QoQ**

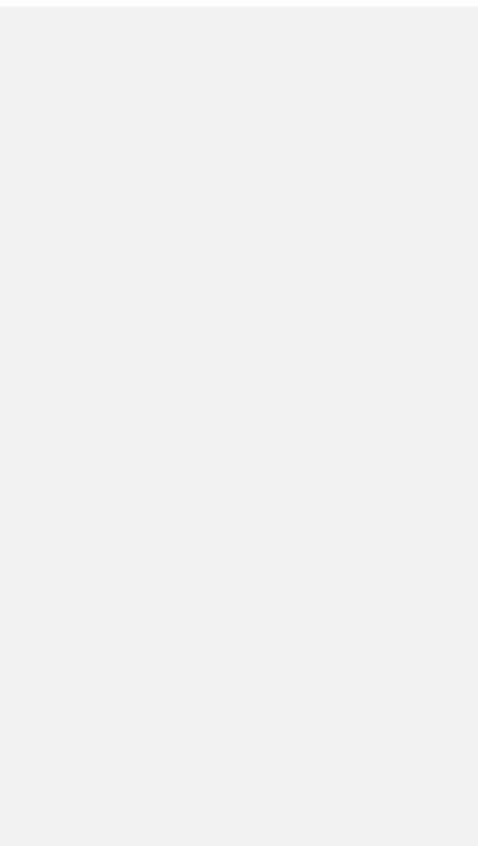


Source: Company, PL

**Exhibit 11: Kardi Oil price up 23.1% YoY and flattish QoQ**



Source: Company, PL



## Financials

### Income Statement (Rs m)

Y/e Mar	FY19	FY20E	FY21E	FY22E
<b>Net Revenues</b>	<b>73,340</b>	<b>77,480</b>	<b>86,408</b>	<b>96,563</b>
YoY gr. (%)	16.0	5.6	11.5	11.8
Cost of Goods Sold	40,167	39,970	45,495	51,445
Gross Profit	33,173	37,510	40,913	45,118
Margin (%)	45.2	48.4	47.3	46.7
Employee Cost	4,660	5,036	5,617	6,277
Other Expenses	-	-	-	-
<b>EBITDA</b>	<b>12,813</b>	<b>14,746</b>	<b>15,687</b>	<b>17,031</b>
YoY gr. (%)	12.6	15.1	6.4	8.6
Margin (%)	17.5	19.0	18.2	17.6
Depreciation and Amortization	960	1,396	1,470	1,570
<b>EBIT</b>	<b>11,853</b>	<b>13,350</b>	<b>14,217</b>	<b>15,460</b>
Margin (%)	16.2	17.2	16.5	16.0
Net Interest	240	508	478	431
Other Income	1,030	1,234	1,229	1,309
<b>Profit Before Tax</b>	<b>12,643</b>	<b>14,076</b>	<b>14,967</b>	<b>16,339</b>
Margin (%)	17.2	18.2	17.3	16.9
Total Tax	3,164	3,529	3,752	4,096
Effective tax rate (%)	25.0	25.1	25.1	25.1
<b>Profit after tax</b>	<b>9,479</b>	<b>10,547</b>	<b>11,215</b>	<b>12,242</b>
Minority interest	180	189	198	208
Share Profit from Associate	-	-	-	-
<b>Adjusted PAT</b>	<b>9,299</b>	<b>10,358</b>	<b>11,017</b>	<b>12,034</b>
YoY gr. (%)	14.2	11.4	6.4	9.2
Margin (%)	12.7	13.4	12.7	12.5
Extra Ord. Income / (Exp)	1,880	-	-	-
<b>Reported PAT</b>	<b>11,179</b>	<b>10,358</b>	<b>11,017</b>	<b>12,034</b>
YoY gr. (%)	37.2	(7.3)	6.4	9.2
Margin (%)	15.2	13.4	12.7	12.5
Other Comprehensive Income	(180)	-	-	-
Total Comprehensive Income	10,999	10,358	11,017	12,034
<b>Equity Shares O/s (m)</b>	<b>1,290</b>	<b>1,291</b>	<b>1,291</b>	<b>1,291</b>
<b>EPS (Rs)</b>	<b>7.2</b>	<b>8.0</b>	<b>8.5</b>	<b>9.3</b>

Source: Company Data, PL Research

### Balance Sheet Abstract (Rs m)

Y/e Mar	FY19	FY20E	FY21E	FY22E
<b>Non-Current Assets</b>				
<b>Gross Block</b>	<b>13,803</b>	<b>14,853</b>	<b>15,903</b>	<b>16,953</b>
Tangibles	12,391	13,441	14,491	15,541
Intangibles	1,413	1,413	1,413	1,413
<b>Acc: Dep / Amortization</b>	<b>7,363</b>	<b>8,399</b>	<b>9,444</b>	<b>10,563</b>
Tangibles	6,501	7,507	8,522	9,612
Intangibles	863	892	922	952
<b>Net fixed assets</b>	<b>6,440</b>	<b>6,454</b>	<b>6,459</b>	<b>6,390</b>
Tangibles	5,890	5,933	5,968	5,929
Intangibles	550	520	491	461
Capital Work In Progress	450	210	220	230
Goodwill	5,030	5,030	5,030	5,030
Non-Current Investments	880	906	935	966
Net Deferred tax assets	1,760	1,748	1,547	1,356
Other Non-Current Assets	740	777	822	873
<b>Current Assets</b>				
Investments	3,910	4,649	4,839	4,828
Inventories	14,110	14,186	16,595	18,912
Trade receivables	5,170	4,882	4,735	5,291
Cash & Bank Balance	5,520	7,247	7,999	8,941
Other Current Assets	3,080	3,099	3,456	3,573
<b>Total Assets</b>	<b>47,420</b>	<b>49,410</b>	<b>52,878</b>	<b>56,660</b>
<b>Equity</b>				
Equity Share Capital	1,290	1,291	1,291	1,291
Other Equity	28,700	31,084	33,681	36,518
<b>Total Networkth</b>	<b>29,990</b>	<b>32,375</b>	<b>34,972</b>	<b>37,809</b>
<b>Non-Current Liabilities</b>				
Long Term borrowings	170	120	70	21
Provisions	-	-	-	-
Other non current liabilities	200	220	242	266
<b>Current Liabilities</b>				
ST Debt / Current of LT Debt	3,350	3,150	2,650	2,150
Trade payables	9,440	9,048	9,957	10,827
Other current liabilities	4,040	4,250	4,720	5,287
<b>Total Equity &amp; Liabilities</b>	<b>47,420</b>	<b>49,410</b>	<b>52,878</b>	<b>56,660</b>

Source: Company Data, PL Research

**Cash Flow (Rs m)**

Y/e Mar	FY19	FY20E	FY21E	FY22E
PBT	12,643	14,076	14,967	16,339
Add. Depreciation	960	1,396	1,470	1,570
Add. Interest	240	508	478	431
Less Financial Other Income	1,030	1,234	1,229	1,309
Add. Other	(2,079)	(32)	150	133
Op. profit before WC changes	11,764	15,948	17,065	18,473
Net Changes-WC	1,227	(609)	(1,435)	(1,549)
Direct tax	(3,164)	(3,529)	(3,752)	(4,096)
<b>Net cash from Op. activities</b>	<b>9,827</b>	<b>11,811</b>	<b>11,878</b>	<b>12,828</b>
Capital expenditures	(1,557)	(1,170)	(1,485)	(1,511)
Interest / Dividend Income	-	-	-	-
Others	28	-	-	-
<b>Net Cash from Inv. activities</b>	<b>(1,529)</b>	<b>(1,170)</b>	<b>(1,485)</b>	<b>(1,511)</b>
Issue of share cap. / premium	1,887	(220)	(209)	(212)
Debt changes	393	(250)	(550)	(550)
Dividend paid	(6,820)	(7,937)	(8,404)	(9,182)
Interest paid	(240)	(508)	(478)	(431)
Others	-	-	-	-
<b>Net cash from Fin. activities</b>	<b>(4,780)</b>	<b>(8,914)</b>	<b>(9,641)</b>	<b>(10,374)</b>
<b>Net change in cash</b>	<b>3,519</b>	<b>1,727</b>	<b>752</b>	<b>942</b>
Free Cash Flow	8,270	10,641	10,393	11,317

Source: Company Data, PL Research

**Quarterly Financials (Rs m)**

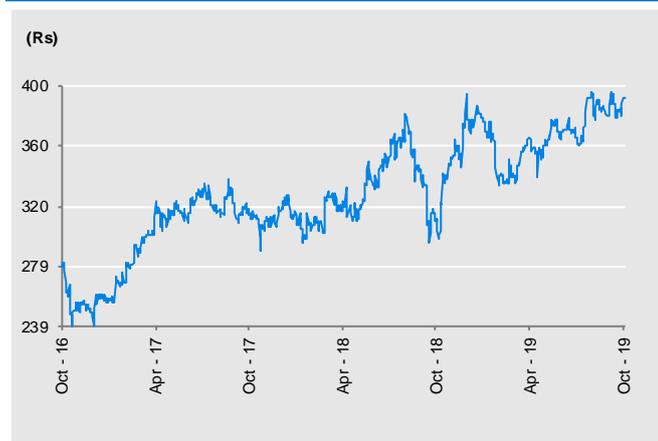
Y/e Mar	Q3FY19	Q4FY19	Q1FY20	Q2FY20
<b>Net Revenue</b>	<b>18,610</b>	<b>16,090</b>	<b>21,660</b>	<b>18,290</b>
YoY gr. (%)	14.6	8.7	6.9	(0.4)
Raw Material Expenses	9,994	8,200	11,370	9,210
Gross Profit	8,616	7,890	10,290	9,080
Margin (%)	46.3	49.0	47.5	49.6
<b>EBITDA</b>	<b>3,489</b>	<b>2,830</b>	<b>4,610</b>	<b>3,530</b>
YoY gr. (%)	15.5	12.2	29.9	20.0
Margin (%)	18.8	17.6	21.3	19.3
Depreciation / Depletion	226	290	350	350
<b>EBIT</b>	<b>3,264</b>	<b>2,540</b>	<b>4,260</b>	<b>3,180</b>
Margin (%)	17.5	15.8	19.7	17.4
Net Interest	48	80	120	130
Other Income	216	280	280	350
<b>Profit before Tax</b>	<b>3,431</b>	<b>2,740</b>	<b>4,420</b>	<b>3,400</b>
Margin (%)	18.4	17.0	20.4	18.6
Total Tax	914	560	1,080	880
Effective tax rate (%)	26.6	20.4	24.4	25.9
<b>Profit after Tax</b>	<b>2,517</b>	<b>2,180</b>	<b>3,340</b>	<b>2,520</b>
Minority interest	-	10	-	(10)
Share Profit from Associates	-	-	-	-
<b>Adjusted PAT</b>	<b>2,517</b>	<b>2,170</b>	<b>3,340</b>	<b>2,530</b>
YoY gr. (%)	12.7	18.4	30.8	15.9
Margin (%)	13.5	13.5	15.4	13.8
Extra Ord. Income / (Exp)	-	1,880	(190)	-
<b>Reported PAT</b>	<b>2,517</b>	<b>4,050</b>	<b>3,150</b>	<b>2,530</b>
YoY gr. (%)	12.7	121.1	23.3	15.9
Margin (%)	13.5	25.2	14.5	13.8
Other Comprehensive Income	(191)	(290)	10	(50)
<b>Total Comprehensive Income</b>	<b>2,326</b>	<b>3,760</b>	<b>3,160</b>	<b>2,480</b>
Avg. Shares O/s (m)	1,291	1,291	1,291	1,291
<b>EPS (Rs)</b>	<b>1.9</b>	<b>1.7</b>	<b>2.6</b>	<b>2.0</b>

Source: Company Data, PL Research

**Key Financial Metrics**

Y/e Mar	FY19	FY20E	FY21E	FY22E
<b>Per Share(Rs)</b>				
EPS	7.2	8.0	8.5	9.3
CEPS	8.0	9.1	9.7	10.5
BVPS	23.2	25.1	27.1	29.3
FCF	6.4	8.2	8.1	8.8
DPS	(4.6)	(5.1)	(5.4)	(5.9)
<b>Return Ratio(%)</b>				
RoCE	38.2	38.6	38.8	39.8
ROIC	31.2	35.6	35.5	36.0
RoE	33.6	33.2	32.7	33.1
<b>Balance Sheet</b>				
Net Debt : Equity (x)	(0.2)	(0.3)	(0.3)	(0.3)
Net Working Capital (Days)	49	47	48	51
<b>Valuation(x)</b>				
PER	54.6	49.1	46.1	42.2
P/B	16.9	15.7	14.5	13.4
P/CEPS	49.5	43.2	40.7	37.4
EV/EBITDA	39.2	33.9	31.8	29.2
EV/Sales	6.8	6.4	5.8	5.1
Dividend Yield (%)	(1.2)	(1.3)	(1.4)	(1.5)

Source: Company Data, PL Research

**Price Chart**
**Recommendation History**


No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	3-Oct-19	Hold	339	384
2	1-Aug-19	Hold	357	363
3	4-Jul-19	Hold	351	374
4	6-May-19	Hold	351	340
5	5-Apr-19	Hold	371	357
6	5-Feb-19	Hold	371	364
7	10-Jan-19	Accumulate	387	387
8	7-Jan-19	BUY	387	387
9	1-Nov-18	BUY	377	320

**Analyst Coverage Universe**

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Asian Paints	Accumulate	1,855	1,767
2	Avenue Supermarts	Reduce	1,647	1,843
3	Britannia Industries	Accumulate	3,307	2,903
4	Colgate Palmolive	Reduce	1,267	1,564
5	Crompton Greaves Consumer Electricals	BUY	303	255
6	Dabur India	Hold	464	434
7	Emami	Accumulate	373	317
8	Future Retail	BUY	477	381
9	GlaxoSmithKline Consumer Healthcare	Hold	8,631	8,456
10	Havells India	Reduce	580	670
11	Hindustan Unilever	Accumulate	2,083	2,009
12	ITC	BUY	344	249
13	Jubilant FoodWorks	BUY	1,753	1,435
14	Kansai Nerolac Paints	Accumulate	507	496
15	Marico	Hold	339	384
16	Nestle India	Hold	12,149	13,710
17	Pidilite Industries	Accumulate	1,429	1,393
18	Titan Company	BUY	1,282	1,296
19	Voltas	Hold	626	674

**PL's Recommendation Nomenclature (Absolute Performance)**

<b>Buy</b>	: > 15%
<b>Accumulate</b>	: 5% to 15%
<b>Hold</b>	: +5% to -5%
<b>Reduce</b>	: -5% to -15%
<b>Sell</b>	: < -15%
<b>Not Rated (NR)</b>	: No specific call on the stock
<b>Under Review (UR)</b>	: Rating likely to change shortly



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