Marks & Spencer (MKS.L)

Worldpanel data shows strength in Food offset by weakness in FH&B, lowering 1H27/FY27E earnings; TP to 470p, Buy

MKS.L	12m Price Target: **470p**	Price: **375.6p**	Upside: **25.1%**

GS view: *Post the release of the summer trading data from Worldpanel, we have updated our 1H27 earnings forecast assumptions, raising Food division EBIT (1H27E £261mn, from £232mn) to reflect strong ongoing Worldpanel sales growth data with M&S' last 12 weeks +14.8%, but reducing FH&B division EBIT (1H27E £170mn, from £226mn) given the adverse impact of the shift to M&S' lower margin online channel and profit deleverage of lower store-based sales (on a 2-yr stack). Taken with the recently strong Ocado results, this drives £390mn of 1H27E PBT (from £410mn), and with a largely unchanged 2H27E, FY27E PBT of £925mn (from £942mn). TP to 470p, Buy rated.*

M&S clothing sales slowed in recent weeks with negative 2-yr growth in Worldpanel data (12-weeks to 16th August -1% vs market -1.3%). M&S' online traffic trends remain strong, but app user growth is slowing and discounting is higher yoy as the market has slowed (BRC non-food LFL negative in July and August). While the revenue line has benefited from the accelerated shift to Online over the hot summer trading period, this provides an EBIT margin headwind.

M&S Food continues to grow revenue double digits, driven by significant volume growth, with Worldpanel revenue over the 12 weeks to 6th September +14.8% vs. the grocery market +3.9% (Tesco +2.4%, J Sainsbury +3.5% and Ocado +14.2%), with 2-yr market share gains strong.

1H27E/FY27E adj PBT -4.9%/-1.8% to £390mn/£925mn: these recent trading metrics lower our 1H27E/FY27E earnings forecasts, which now assume 1H27E/FY27E FH&B revenue +16.0%/+6.9% (from +20.8%/+9.0%) and Food +13.4%/+10.1% (from +9.4%/+8.2%). On EBIT margins, we assume 1H27E/FY27E FH&B 8.6%/9.0% (from 11.0%/10.9%) to reflect the adverse mix shift to online, and Food 5.1%/5.7% (from 4.7%/5.2%) assuming some operating cost leverage offsetting gross margin headwinds.

BUY

Richard Edwards
+44(20)7051-6016 | richard.edwards@gs.com
Goldman Sachs International

Ben Williams
+44(20)7051-0661 | ben.williams@gs.com
Goldman Sachs International

Hamish Bogdan
+44(20)7552-2214 | hamish.bogdan@gs.com
Goldman Sachs International

Key Data

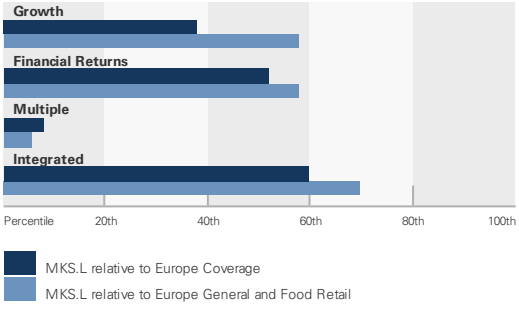
Market cap: £7.4bn / $10.0bn
Enterprise value: £5.7bn / $7.7bn
3m ADTV: £30.0mn / $40.3mn
United Kingdom
Europe General and Food Retail
M&A Rank: 3
Leases incl. in net debt & EV?: Yes

GS Forecast

	3/26	3/27E	3/28E	3/29E
Revenue (£ mn) New	**14,178.1**	**15,448.4**	**16,233.4**	**17,038.0**
Revenue (£ mn) Old	14,178.1	15,348.2	16,124.8	16,919.1
EPS (p) New	**24.02**	**31.43**	**34.32**	**36.97**
EPS (p) Old	24.02	32.20	35.16	38.01
P/E (X)	15.0	12.0	10.9	10.2
Dividend yield (%)	1.2	2.1	2.4	2.7
FCF yield (%)	1.0	6.2	7.5	9.1
CROCI (%)	7.2	8.1	8.4	8.6
N debt/EBITDA (ex lease,X)	(3.9)	(3.1)	(3.1)	(3.1)

	9/25	3/26	9/26E	3/27E
EPS (p)	6.92	17.10	12.14	19.28

GS Factor Profile



Source: Company data, Goldman Sachs Research estimates.
See disclosures for details.

Goldman Sachs does and seeks to do business with companies covered in its research reports. As a result, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision. For Reg AC certification and other important disclosures, see the Disclosure Appendix, or go to www.gs.com/research/hedge.html. Analysts employed by non-US affiliates are not registered/qualified as research analysts with FINRA in the U.S.

BUY

Marks & Spencer (MKS.L)

Rating since Nov 15, 2023

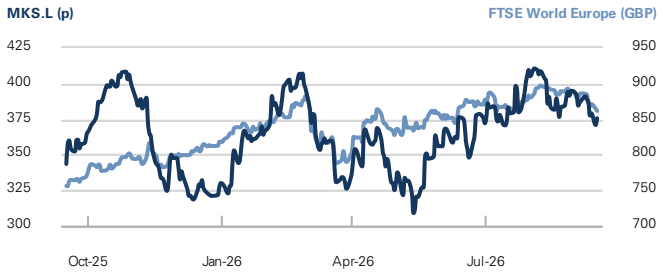
Ratios & Valuation

	3/26	3/27E	3/28E	3/29E
EV/sales (X)	0.4	0.4	0.3	0.3
Lease adj EV/EBITDAR (X)	4.6	3.5	2.9	2.4
EV/EBIT (X)	8.8	5.8	4.9	4.0
P/E (X)	15.0	12.0	10.9	10.2
CROCI (%)	7.2	8.1	8.4	8.6
FCF yield (%)	1.0	6.2	7.5	9.1
Dividend yield (%)	1.2	2.1	2.4	2.7
Net debt (£ mn)	(1,167.4)	(1,678.3)	(2,230.0)	(2,889.0)
Lease adj. net debt (£ mn)	(1,167.4)	(1,678.3)	(2,230.0)	(2,889.0)
EBIT interest cover (X)	33.6	81.3	163.2	(10,319.0)
Turnover (X)	0.8	0.8	0.8	0.8
Capex/D&A (%)	70.5	81.1	77.0	73.0
Capex/sales (X)	4.2	4.5	4.3	4.1

Growth & Margins (%)

	3/26	3/27E	3/28E	3/29E
Total revenue growth	1.9	9.0	5.1	5.0
EBITDA growth	(13.0)	25.9	7.5	6.7
EBIT growth	(30.6)	47.0	7.7	6.5
EBIT margin	5.0	6.7	6.9	7.0
EPS growth	(22.3)	30.8	9.2	7.7
DPS growth	16.7	90.5	12.5	11.1
FCF growth	(85.5)	568.7	20.0	22.4
Working cap. as % of sales	(8.0)	(8.0)	(8.0)	(8.0)

Price Performance



	3m	6m	12m
Absolute	0.1%	4.8%	8.2%
Rel. to the FTSE World Europe (GBP)	0.9%	(0.7)%	(4.2)%

Source: FactSet. Price as of 15 Sep 2026 close.

Income Statement (£ mn)

	3/26	3/27E	3/28E	3/29E
Total revenue	14,178.1	15,448.4	16,233.4	17,038.0
Total operating expenses	(12,824.2)	(13,743.3)	(14,400.3)	(15,082.7)
R&D	–	–	–	–
Other operating inc./(exp.)	–	–	–	–
EBITDA	**1,353.9**	**1,705.1**	**1,833.1**	**1,955.2**
Depreciation & amortisation	(650.7)	(671.1)	(719.1)	(769.2)
EBIT	**703.2**	**1,034.0**	**1,114.0**	**1,186.0**
Net interest inc./(exp.)	(161.7)	(159.0)	(157.0)	(154.0)
Income/(loss) from associates	15.2	60.0	80.0	100.0
Profit/(loss) on disposals	–	–	–	–
Total other net	114.7	(10.0)	(20.0)	(30.0)
Pre-tax profit	**671.4**	**925.0**	**1,017.0**	**1,102.0**
Provision for taxes	(187.0)	(250.9)	(271.7)	(290.6)
Minority interest	23.2	(10.0)	(20.0)	(30.0)
Preferred dividends	–	–	–	–
Net inc. (pre-exceptionals)	**507.6**	**664.2**	**725.3**	**781.4**
Post-tax exceptionals	71.5	–	–	–
Net inc. (post-exceptionals)	**579.1**	**664.2**	**725.3**	**781.4**
EPS (basic, pre-except) (p)	**24.97**	**32.67**	**35.68**	**38.44**
EPS (basic, post-except) (p)	**28.49**	**32.67**	**35.68**	**38.44**
Wtd avg shares out. (basic) (mn)	2,032.6	2,032.6	2,032.6	2,032.6
Tax rate (%)	27.9	27.1	26.7	26.4
Div. payout ratio (%)	16.8	24.5	25.2	26.0
DPS (p)	4.20	8.00	9.00	10.00

Balance Sheet (£ mn)

	3/26	3/27E	3/28E	3/29E
Cash & cash equivalents	997.2	1,318.1	1,679.8	2,148.8
Accounts receivable	526.7	573.9	603.1	632.9
Inventory	981.4	1,069.3	1,123.7	1,179.4
Other current assets	86.2	86.2	86.2	86.2
Total current assets	**2,591.5**	**3,047.5**	**3,492.7**	**4,047.3**
Net PP&E	6,409.3	6,633.8	6,784.2	6,906.2
Net intangibles	754.1	754.1	754.1	754.1
Total investments	80.9	80.9	80.9	80.9
Other long-term assets	279.0	199.4	119.8	40.2
Total assets	**10,114.8**	**10,715.7**	**11,231.7**	**11,828.8**
Accounts payable	2,636.0	2,872.2	3,018.1	3,167.7
Short-term debt	117.4	117.4	117.4	117.4
Short-term lease liabilities	181.3	181.3	181.3	181.3
Other current liabilities	20.3	20.3	20.3	20.3
Total current liabilities	**2,955.0**	**3,191.2**	**3,337.1**	**3,486.7**
Long-term debt	552.0	552.0	552.0	552.0
Long-term lease liabilities	2,568.7	2,378.7	2,188.7	1,998.7
Other long-term liabilities	816.2	816.2	816.2	816.2
Total long-term liabilities	**3,936.9**	**3,746.9**	**3,556.9**	**3,366.9**
Total liabilities	**6,891.9**	**6,938.1**	**6,894.0**	**6,853.6**
Preferred shares	**--**	**--**	**--**	**--**
Total common equity	**3,211.6**	**3,766.3**	**4,326.4**	**4,963.9**
Minority interest	**11.3**	**11.3**	**11.3**	**11.3**
Total liabilities & equity	**10,114.8**	**10,715.7**	**11,231.7**	**11,828.8**
Adj for unfunded pensions & GW	–	–	–	–
GCI, nominal (ex cash)	**19,660.2**	**20,454.7**	**21,261.8**	**22,089.0**

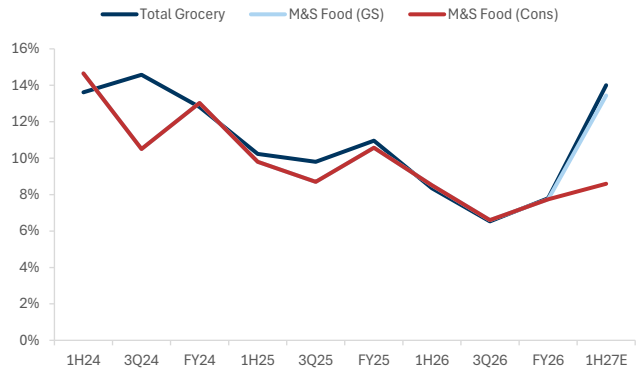
Cash Flow (£ mn)

	3/26	3/27E	3/28E	3/29E
Net income	507.6	664.2	725.3	781.4
D&A add-back	650.7	671.1	719.1	769.2
Minority interest add-back	(23.2)	10.0	20.0	30.0
Net (inc)/dec working capital	(153.7)	101.1	62.5	64.0
Other operating cash flow	113.7	160.0	170.1	180.2
Cash flow from operations	**1,095.1**	**1,606.3**	**1,696.9**	**1,824.9**
Capital expenditures	(594.0)	(700.0)	(700.0)	(700.0)
Acquisitions	(115.7)	–	–	–
Divestitures	(39.4)	(39.4)	(39.4)	(39.4)
Others	–	–	–	–
Cash flow from investing	**(749.1)**	**(739.4)**	**(739.4)**	**(739.4)**
Repayment of lease liabilities	(430.0)	(430.8)	(426.5)	(426.7)
Dividends paid (common & pref)	(77.0)	(115.2)	(169.4)	(189.7)
Inc/(dec) in debt	–	–	–	–
Other financing cash flows	61.4	0.0	0.0	0.0
Cash flow from financing	**(445.6)**	**(546.0)**	**(595.8)**	**(616.4)**
Total cash flow	**(99.6)**	**320.9**	**361.7**	**469.0**
Free cash flow	71.1	475.5	570.5	698.1

Source: Company data, Goldman Sachs Research estimates.

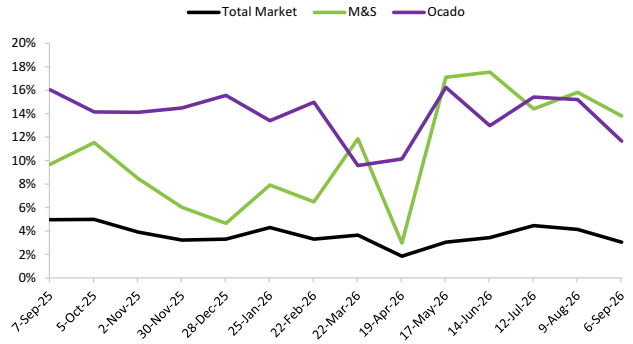
Clothing sales inline with pre-cyber; Food sales growing double-digit

Exhibit 1: 1H consensus in food is well below Worldpanel data
M&S Worldpanel growth and M&S Food growth



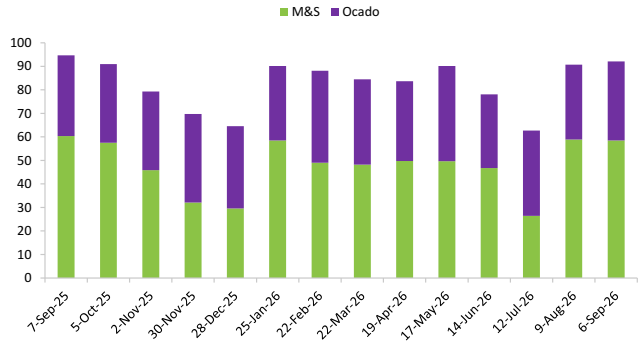
Source: Worldpanel by Numerator, Visible Alpha Consensus Data, Company data, Goldman Sachs Global Investment Research

Exhibit 2: M&S Food is growing above 10% since May
M&S Food vs. Ocado vs. market sales growth (4 week, yoy)



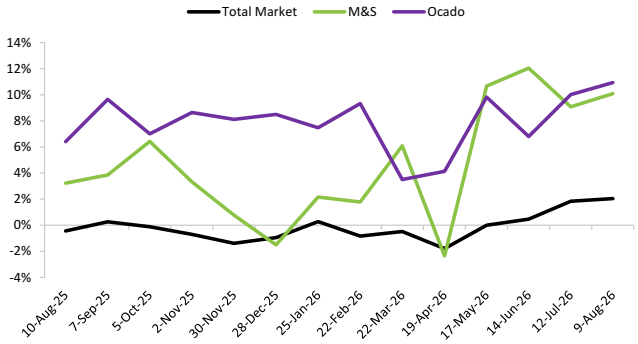
Source: Worldpanel by Numerator

Exhibit 3: Teens growth has led to consistent market share gains on a 2-yr basis (to account for cyber comps)...
M&S and Ocado market share gains, 4-weeks yo2y



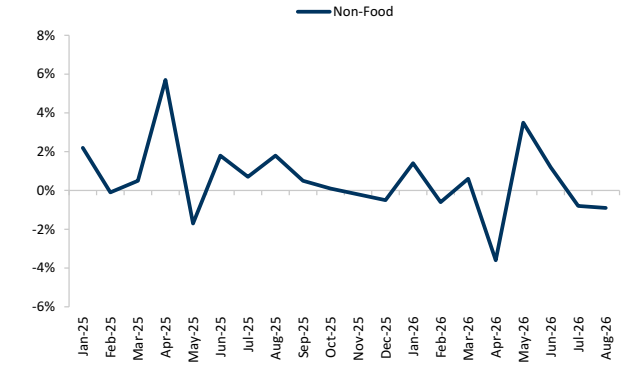
Source: Worldpanel by Numerator

Exhibit 4: ...driven by significant volume growth
M&S Food vs. Ocado vs. market volume/mix growth (4 week, yoy)



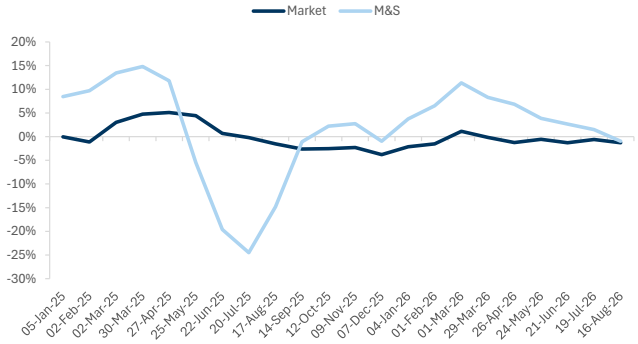
Source: Worldpanel by Numerator

Exhibit 5: BRC non-food LFL growth turned negative in July and August
BRC non-food LFL growth yoy



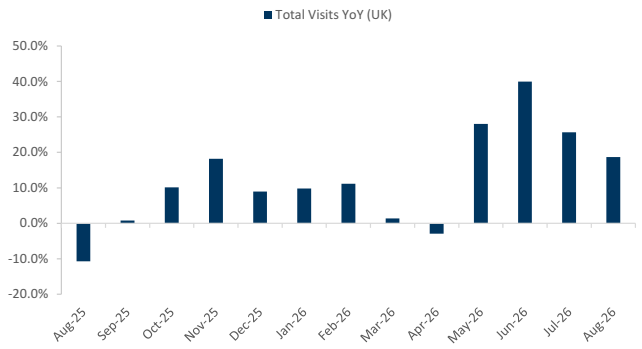
Source: BRC

Exhibit 6: M&S clothing sales relative to the market on a 2-year basis converged in August
M&S 12-week clothing sales vs UK market growth (yo2y)



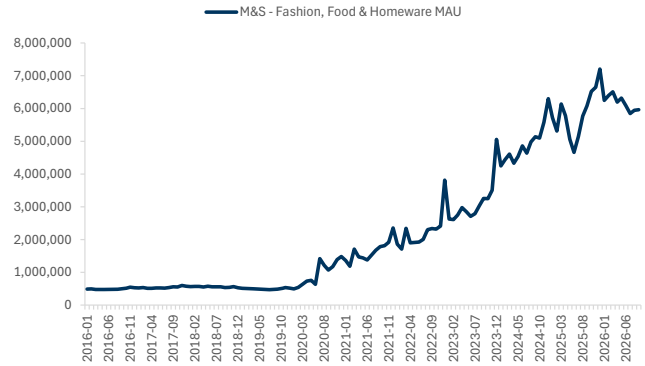
Source: Worldpanel by Numerator

Exhibit 7: Web traffic growth is still strong
M&S monthly web visits growth (yoy)



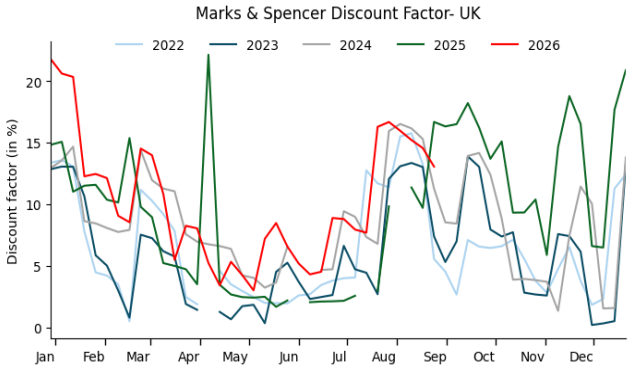
Source: Similarweb

Exhibit 8: UK app MAU yoy growth has stalled since the Sparks refresh boost
M&S monthly active users



Source: SensorTower

Exhibit 9: M&S discounting has been higher yoy through the summer
M&S Discount Factor % yoy



Source: Flywheel

Financials

Exhibit 10: M&S - Interim P&L, FY25-27E
£mn

MKS	2025	2025	2025	2026	2026	2026	2027	2027	2027
Yr end Mar	1H	2H	FY	1H	2H	FY	1HE	2HE	FYE
M&S UK									
Sales	6,203.3	7,053.0	13,256.3	6,229.5	7,405.3	13,634.8	7,110.0	7,778.8	14,888.8
% change	9.7%	9.9%	9.8%	0.4%	5.0%	2.9%	14.1%	5.0%	9.2%
- LFL	6.8%	7.6%	7.2%	0.2%	3.9%	2.1%	12.6%	3.8%	7.8%
- Space change	-1.2%	-1.2%	-1.2%	-1.2%	-0.3%	-0.8%	0.6%	-0.3%	0.2%
- Coefficient	na	na	na	na	na	na	na	na	na
- Sales Conrib to Sales Growth	3.0%	2.3%	2.6%	0.3%	1.1%	0.7%	1.5%	1.2%	1.4%
Total Sales Growth	9.7%	9.9%	9.8%	0.4%	5.0%	2.9%	14.1%	5.0%	9.2%
Gross Profit	2,432.8	2,731.0	5,163.8	2,164.3	2,796.8	4,961.1	2,654.9	2,932.9	5,587.8
Gross Margin	39.2%	38.7%	39.0%	34.7%	37.8%	36.4%	37.3%	37.7%	37.5%
- delta (bp)	19	32	26	-448	-95	-257	260	-6	115
Opex	1,977.5	2,226.9	4,204.4	2,029.1	2,274.1	4,303.2	2,223.9	2,378.9	4,602.8
% change	8.8%	8.4%	8.6%	2.6%	2.1%	2.3%	9.6%	4.6%	7.0%
% sales	31.9%	31.6%	31.7%	32.6%	30.7%	31.6%	31.3%	30.6%	30.9%
% LFL change	5.8%	6.1%	6.0%	2.4%	1.0%	1.6%	8.1%	3.4%	5.6%
UK EBIT	455.3	504.1	959.4	135.2	522.7	657.9	431.0	554.0	985.0
% change	17.3%	23.0%	20.2%	-70.3%	3.7%	-31.4%	218.8%	6.0%	49.7%
% sales	7.3%	7.1%	7.2%	2.2%	7.1%	4.8%	6.1%	7.1%	6.6%
Bank EBIT	8.2	- 0.7	7.5	6.0	0.2	6.2	5.0	5.0	10.0
International									
Sales	321.0	337.0	658.0	255.8	287.5	543.3	263.5	296.1	559.6
- total increase	-37.2%	-36.2%	-36.7%	-20.3%	-14.7%	-17.4%	3.0%	3.0%	3.0%
EBIT	15.2	31.1	46.3	13.3	25.8	39.1	12.3	26.7	39.0
% change	-65.0%	-3.4%	-38.8%	-12.5%	-17.0%	-15.6%	-7.2%	3.3%	-0.3%
% sales	4.7%	9.2%	7.0%	5.2%	9.0%	7.2%	4.7%	9.0%	7.0%
GROUP									
Sales	6,524	7,390	13,914	6,485	7,693	14,178	7,373	8,075	15,448
- total increase	5.8%	6.4%	6.1%	-0.6%	4.1%	1.9%	13.7%	5.0%	9.0%
EBIT	**479**	**535**	**1,013**	**155**	**549**	**703**	**448**	**586**	**1,034**
% change	10.4%	20.9%	15.7%	-67.7%	2.7%	-30.6%	190.2%	6.7%	47.0%
% sales	7.3%	7.2%	7.3%	2.4%	7.1%	5.0%	6.1%	7.3%	6.7%
Ocado JV	**-16.0**	**-12.7**	**-28.7**	**-3.1**	**18.3**	**15.2**	**25.0**	**35.0**	**60.0**
Interest charge	0	2	1	-9	-8	-17	-7	-4	-11
Pension credit/(charge)	0	0	0	0	0	0	0	0	0
Net financing charge	-55	-54	-109	-80	-82	-162	-81	-78	-159
UK Property Charges	0	0	0	100	0	100	0	0	0
PBT	**408**	**468**	**876**	**171**	**485**	**657**	**392**	**543**	**935**
Adj PBT	**408**	**473**	**881**	**184**	**487**	**671**	**390**	**535**	**925**

Source: Company data, Goldman Sachs Global Investment Research

Exhibit 11: M&S - interim divisional P&L, FY25-27E
£mn

MKS	2025	2025	2025	2026	2026	2026	2027	2027	2027
Yr end Mar	1H	2H	FY	1H	2H	FY	1HE	2HE	FYE
FASHION HOME & BEAUTY									
Sales	2,026.8	2,208.5	4,235.3	1,697.6	2,217.9	3,915.5	1,969.2	2,217.9	4,187.1
% change	9.6%	7.1%	8.3%	-16.2%	0.4%	-7.6%	16.0%	0.0%	6.9%
- LFL	5.3%	3.5%	4.4%	-15.2%	-0.6%	-7.6%	17.0%	1.0%	7.9%
- Space change	-2.8%	-1.3%	-2.0%	-1.3%	-1.6%	-1.4%	-1.5%	-2.8%	-2.1%
- Coefficient	100.0%	100.0%	-192.8%	100.0%	100.0%	-3.2%	68.7%	35.8%	47.1%
- Space Contrib to Sales Growth	4.3%	3.6%	3.9%	-1.0%	1.0%	0.0%	-1.0%	-1.0%	-1.0%
Total Sales Growth	9.6%	7.1%	8.3%	-16.2%	0.4%	-7.6%	16.0%	0.0%	6.9%
Gross Profit	1,170.7	1,251.7	2,422.5	953.4	1,180.4	2,133.8	1,137.5	1,246.0	2,383.4
Gross Margin	57.8%	56.7%	57.2%	56.2%	53.2%	54.5%	57.8%	56.2%	56.9%
- delta (bp)	40	190	120	-160	-346	-270	160	296	243
Opex	928.5	1,018.6	1,947.2	907.3	1,013.1	1,920.4	967.5	1,041.0	2,008.4
% change	10.9%	7.3%	9.0%	-2.3%	-0.5%	-1.4%	6.6%	2.7%	4.6%
% sales	45.8%	46.1%	46.0%	53.4%	45.7%	49.0%	49.1%	46.9%	48.0%
% LFL change	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
UK EBIT	242	233	475	46	167	213	170	205	375
% change	8.4%	29.9%	18.0%	-81.0%	-28.2%	-55.1%	268.8%	22.5%	75.7%
% sales	11.9%	10.6%	11.2%	2.7%	7.5%	5.5%	8.6%	9.2%	9.0%
FOOD									
Sales	4,176.5	4,844.5	9,021.0	4,531.9	5,187.4	9,719.3	5,140.8	5,560.9	10,701.6
% change	9.8%	11.2%	10.6%	8.5%	7.1%	7.7%	13.4%	7.2%	10.1%
- LFL	7.5%	9.6%	8.6%	7.6%	5.9%	6.7%	11.0%	5.0%	7.8%
- Space change	1.2%	-1.1%	-0.1%	-1.1%	1.4%	0.2%	3.5%	3.1%	3.3%
- Coefficient	na	na	na	na	na	na	na	na	na
- Space Contrib to Sales Growth	2.3%	1.7%	2.0%	0.9%	1.2%	1.0%	2.4%	2.2%	2.3%
Total Sales Growth	9.8%	11.2%	10.6%	8.5%	7.1%	7.7%	13.4%	7.2%	10.1%
Gross Profit	1,262.1	1,479.3	2,741.4	1,210.9	1,616.4	2,827.2	1,517.5	1,686.9	3,204.4
Gross Margin	30.2%	30.5%	30.4%	26.7%	31.2%	29.1%	29.5%	30.3%	29.9%
- delta (bp)	10	-11	-1	-350	62	-130	280	-82	85
Opex	1,049.0	1,208.3	2,257.3	1,121.8	1,261.0	2,382.7	1,256.5	1,337.9	2,594.4
% change	7.0%	9.4%	8.3%	6.9%	4.4%	5.6%	12.0%	6.1%	8.9%
% sales	25.1%	24.9%	25.0%	24.8%	24.3%	24.5%	24.4%	24.1%	24.2%
% LFL change	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
UK EBIT	213	271	484	89	355	445	261	349	610
% change	29.2%	17.6%	22.5%	-58.2%	31.1%	-8.2%	192.9%	-1.8%	37.2%
% sales	5.1%	5.6%	5.4%	2.0%	6.9%	4.6%	5.1%	6.3%	5.7%

Source: Company data, Goldman Sachs Global Investment Research

Exhibit 12: GSe vs Consensus

Marks & Spencer	1H27E		GSe vs.	FY27E		GSe vs.	FY28E		GSe vs.	FY29E		GSe vs.
Mar y/e	GSe	Consensus	Consensus	GSe	Consensus	Consensus	GSe	Consensus	Consensus	GSe	Consensus	Consensus
Group sales growth (%)	**13.7%**	**11.6%**	**212bps**	**9.0%**	**8.7%**	**29bps**	**5.1%**	**5.9%**	**-86bps**	**5.0%**	**5.5%**	**-54bps**
UK sales growth (%)	**14.1%**	**11.6%**	**252bps**	**9.2%**	**8.5%**	**74bps**	**5.2%**	**5.6%**	**-42bps**	**5.0%**	**5.2%**	**-16bps**
- Food	13.4%	8.6%	481bps	10.1%	7.8%	234bps	6.0%	6.4%	-38bps	6.2%	6.0%	17bps
- FB&H	16.0%	19.6%	-358bps	6.9%	10.2%	-323bps	3.0%	3.6%	-60bps	2.0%	3.1%	-113bps
- International	3.0%	3.0%	4bps	3.0%	3.5%	-48bps	3.0%	3.5%	-48bps	3.0%	3.7%	-66bps
UK LFL growth (%)	**12.6%**	**10.2%**	**248bps**	**7.8%**	**7.0%**	**88bps**	**3.7%**	**3.9%**	**-22bps**	**3.4%**	**3.5%**	**-5bps**
- Food	11.0%	6.9%	412bps	7.8%	6.0%	176bps	4.0%	4.3%	-30bps	4.0%	4.0%	5bps
- FB&H	17.0%	15.9%	109bps	7.9%	9.2%	-122bps	3.0%	3.5%	-47bps	2.0%	3.0%	-99bps
UK Gross Margin	**37.3%**	**37.3%**	**6bps**	**37.5%**	**37.7%**	**-13bps**	**37.4%**	**37.5%**	**-5bps**	**37.2%**	**37.3%**	**-6bps**
- UK FB&H	57.8%	57.2%	52bps	56.9%	56.7%	26bps	56.9%	56.8%	9bps	56.9%	56.9%	3bps
- UK Food	29.5%	29.2%	36bps	29.9%	29.9%	5bps	30.0%	29.8%	22bps	30.0%	29.8%	27bps
Group EBIT	**448**	**486**	**-7.8%**	**1,034**	**1,100**	**-6.0%**	**1,114**	**1,211**	**-8.0%**	**1,186**	**1,293**	**-8.3%**
- UK FB&H	170	224	-24.2%	375	465	-19.3%	405	514	-21.2%	428	547	-21.7%
- UK Food	261	232	12.5%	610	565	7.9%	658	607	8.4%	703	641	9.7%
- International	12	13	-8.4%	39	38	3.1%	41	42	-2.3%	45	45	-0.5%
Group EBIT margin	**6.1%**	**5.5%**	**62bps**	**6.7%**	**5.8%**	**85bps**	**6.9%**	**6.1%**	**80bps**	**7.0%**	**6.1%**	**82bps**
- UK FB&H	8.6%	11.0%	-236bps	9.0%	10.8%	-182bps	9.4%	11.5%	-210bps	9.7%	11.8%	-211bps
- UK Food	5.1%	4.7%	38bps	5.7%	5.4%	30bps	5.8%	5.4%	35bps	5.8%	5.4%	41bps
- International	4.7%	5.0%	-29bps	7.0%	6.7%	28bps	7.1%	7.2%	-7bps	7.6%	7.5%	9bps
PBT	**390**	**405**	**-3.7%**	**925**	**946**	**-2.2%**	**1,017**	**1,069**	**-4.9%**	**1,102**	**1,168**	**-5.7%**
Diluted EPS	13.4	14.0	-4.3%	31.8	32.2	-1.4%	35.0	35.6	-1.6%	38.0	38.0	0.0%
DPS (£pence)	2.7	2.8	-4.5%	8.0	8.2	-2.1%	9.0	9.9	-9.2%	10.0	11.2	-11.0%

Source: Visible Alpha Consensus Data

Exhibit 13: M&S UK divisional P&L, FY22-31E
£mn

MKS	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Yr end Mar	FY	FY	FY	FY	FY	FYE	FYE	FYE	FYE	FYE
FASHION HOME & BEAUTY										
Sales	3,308.3	3,658.3	3,910.7	4,235.3	3,915.5	4,187.1	4,312.7	4,399.0	4,487.0	4,576.7
% change	50.5%	10.6%	6.9%	8.3%	-7.6%	6.9%	3.0%	2.0%	2.0%	2.0%
- LFL	50.8%	11.2%	5.2%	4.4%	-7.6%	7.9%	3.0%	2.0%	2.0%	2.0%
- Space change	-0.5%	-2.0%	-2.4%	-2.0%	-1.4%	-2.1%	-3.5%	-1.7%	0.0%	0.0%
- Coefficient	74.2%	31.6%	-69.9%	-192.8%	-3.2%	47.1%	0.0%	0.0%	0.0%	0.0%
- Space Contrib to Sales Growth	-0.4%	-0.6%	1.7%	3.9%	0.0%	-1.0%	0.0%	0.0%	0.0%	0.0%
Total Sales Growth	50.5%	10.6%	6.9%	8.3%	-7.6%	6.9%	3.0%	2.0%	2.0%	2.0%
Gross Profit	1,899.0	1,993.8	2,190.0	2,422.5	2,133.8	2,383.4	2,454.9	2,504.0	2,554.1	2,605.2
Gross Margin	57.4%	54.5%	56.0%	57.2%	54.5%	56.9%	56.9%	56.9%	56.9%	56.9%
- delta (bp)	357	-290	150	120	-270	243	0	0	0	0
Opex	1,568.3	1,670.0	1,787.2	1,947.2	1,920.4	2,008.4	2,049.9	2,076.0	2,107.1	2,140.2
% change	19.5%	6.5%	7.0%	9.0%	-1.4%	4.6%	2.1%	1.3%	1.5%	1.6%
% sales	47.4%	45.6%	45.7%	46.0%	49.0%	48.0%	47.5%	47.2%	47.0%	46.8%
% LFL change	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
UK EBIT	331	324	403	475	213	375	405	428	447	465
% change	-355.6%	-2.1%	24.4%	18.0%	-55.1%	75.7%	8.0%	5.7%	4.4%	4.0%
% sales	10.0%	8.9%	10.3%	11.2%	5.5%	9.0%	9.4%	9.7%	10.0%	10.2%
FOOD										
Sales	6,639.6	7,218.0	8,158.8	9,021.0	9,719.3	10,701.6	11,344.3	12,045.3	12,663.6	13,308.0
% change	10.8%	8.7%	13.0%	10.6%	7.7%	10.1%	6.0%	6.2%	5.1%	5.1%
- LFL	9.2%	5.4%	11.3%	8.6%	6.7%	7.8%	4.0%	4.0%	3.0%	3.0%
- Space change	1.6%	5.0%	1.6%	-0.1%	0.2%	3.3%	2.2%	2.2%	2.1%	2.1%
- Coefficient	na	na	na	na	na	na	na	na	na	na
- Space Contrib to Sales Growth	1.6%	3.3%	1.7%	2.0%	1.0%	2.3%	2.0%	2.2%	2.1%	2.1%
Total Sales Growth	10.8%	8.7%	13.0%	10.6%	7.7%	10.1%	6.0%	6.2%	5.1%	5.1%
Gross Profit	2,045.0	2,143.7	2,480.3	2,741.4	2,827.2	3,204.4	3,407.7	3,618.3	3,804.0	3,997.6
Gross Margin	30.8%	29.7%	30.4%	30.4%	29.1%	29.9%	30.0%	30.0%	30.0%	30.0%
- delta (bp)	106	-110	70	-1	-130	85	10	0	0	0
Opex	1,767.2	1,895.7	2,085.0	2,257.3	2,382.7	2,594.4	2,749.7	2,915.3	3,064.0	3,220.6
% change	12.6%	7.3%	10.0%	8.3%	5.6%	8.9%	6.0%	6.0%	5.1%	5.1%
% sales	26.6%	26.3%	25.6%	25.0%	24.5%	24.2%	24.2%	24.2%	24.2%	24.2%
% LFL change	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
UK EBIT	278	248	395	484	445	610	658	703	740	777
% change	30.1%	-10.7%	59.4%	22.5%	-8.2%	37.2%	7.9%	6.8%	5.3%	5.0%
% sales	4.2%	3.4%	4.8%	5.4%	4.6%	5.7%	5.8%	5.8%	5.8%	5.8%

Source: Company data, Goldman Sachs Global Investment Research

Exhibit 14: M&S - Summary P&L, FY22-31E
£mn

MKS	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Yr end Mar	FY	FY	FY	FY	FY	FYE	FYE	FYE	FYE	FYE
M&S UK										
Sales	9,947.9	10,876.3	12,069.5	13,256.3	13,634.8	14,888.8	15,657.0	16,444.3	17,150.6	17,884.7
% change	21.4%	9.3%	11.0%	9.8%	2.9%	9.2%	5.2%	5.0%	4.3%	4.3%
- LFL	20.3%	7.3%	9.3%	7.2%	2.1%	7.8%	3.7%	3.4%	2.7%	2.7%
- Space change	0.3%	0.7%	-0.7%	-1.2%	-0.8%	0.2%	-1.0%	0.1%	1.0%	1.0%
- Coefficient	358.4%	na	na	na	na	na	na	na	na	na
- Sales Conrib to Sales Growth	1.1%	2.0%	1.7%	2.6%	0.7%	1.4%	1.4%	1.6%	1.6%	1.5%
Total Sales Growth	21.4%	9.3%	11.0%	9.8%	2.9%	9.2%	5.2%	5.0%	4.3%	4.3%
Gross Profit	3,944.0	4,137.5	4,670.3	5,163.8	4,961.1	5,587.8	5,862.7	6,122.3	6,358.2	6,602.8
Gross Margin	39.6%	38.0%	38.7%	39.0%	36.4%	37.5%	37.4%	37.2%	37.1%	36.9%
- delta (bp)	345	-160	65	26	-257	115	-9	-21	-16	-15
Opex	3,335.5	3,565.7	3,872.2	4,204.4	4,303.2	4,602.8	4,799.7	4,991.3	5,171.2	5,360.8
% change	15.7%	6.9%	8.6%	8.6%	2.3%	7.0%	4.3%	4.0%	3.6%	3.7%
% sales	33.5%	32.8%	32.1%	31.7%	31.6%	30.9%	30.7%	30.4%	30.2%	30.0%
% LFL change	14.7%	4.9%	6.9%	6.0%	1.6%	5.6%	2.8%	2.4%	2.0%	2.1%
UK EBIT	608.5	571.8	798.1	959.4	657.9	985.0	1,063.0	1,131.0	1,187.0	1,242.0
% change	622.7%	-6.0%	39.6%	20.2%	-31.4%	49.7%	7.9%	6.4%	5.0%	4.6%
% sales	6.1%	5.3%	6.6%	7.2%	4.8%	6.6%	6.8%	6.9%	6.9%	6.9%
Bank EBIT	13.0	- 0.5	2.2	7.5	6.2	10.0	10.0	10.0	10.0	10.0
International										
Sales	937.2	1,055.0	1,039.8	658.0	543.3	559.6	576.4	593.7	611.5	629.8
- total increase	20.3%	12.6%	-1.4%	-36.7%	-17.4%	3.0%	3.0%	3.0%	3.0%	3.0%
EBIT	73.6	84.8	75.6	46.3	39.1	39	41	45	47	49
% change	63.2%	15.2%	-10.8%	-38.8%	-15.6%	-0.3%	5.1%	9.8%	4.4%	4.3%
% sales	7.9%	8.0%	7.3%	7.0%	7.2%	7.0%	7.1%	7.6%	7.7%	7.8%
GROUP										
Sales	10,885	11,931	13,109	13,914	14,178	15,448	16,233	17,038	17,762	18,515
- total increase	21.3%	9.6%	9.9%	6.1%	1.9%	9.0%	5.1%	5.0%	4.2%	4.2%
EBIT	**695**	**656**	**876**	**1,013**	**703**	**1,034**	**1,114**	**1,186**	**1,244**	**1,301**
% change	429.4%	-5.6%	33.5%	15.7%	-30.6%	47.0%	7.7%	6.5%	4.9%	4.6%
% sales	6.4%	5.5%	6.7%	7.3%	5.0%	6.7%	6.9%	7.0%	7.0%	7.0%
Ocado JV	**14**	**-29.5**	**-37.3**	**-28.7**	**15.2**	**60.0**	**80.0**	**100.0**	**110.0**	**115.0**
Interest charge	-85	-53	-12	1	-17	-11	-6	0	6	12
Pension credit/(charge)	13	19	0	0	0	0	0	0	0	0
Net financing charge	-186	-145	-122	-109	-162	-159	-157	-154	-151	-149
UK Property Charges	0	0	0	0	100	0	0	0	0	0
PBT	**523**	**482**	**716**	**876**	**657**	**935**	**1,037**	**1,132**	**1,203**	**1,268**
Adj PBT	**523**	**482**	**716**	**881**	**671**	**925**	**1,017**	**1,102**	**1,168**	**1,230**
Tax rate	18.2%	25.9%	30.2%	26.7%	28.5%	29.0%	29.0%	29.0%	29.0%	29.0%
Tax charge	93	132	228	241	187	254	278	299	317	334
Minority	2	3	-6	-4	-23	10	20	30	35	38
Earnings	428	346	495	638	493	671	739	803	851	896
Average shares (Dil)	2,018	2,034	2,076	2,076	2,113	2,113	2,113	2,113	2,113	2,113
Average shares (Basic)	1,958	1,964	1,973	1,973	2,033	2,033	2,033	2,033	2,033	2,033
Adj EPS (Dil), p	**21.21**	**17.02**	**23.83**	**30.93**	**24.02**	**31.43**	**34.32**	**36.97**	**39.09**	**41.13**
- adj growth %	1847.7%	-19.7%	40.0%	29.8%	-22.3%	30.8%	9.2%	7.7%	5.7%	5.2%
DPS, p	-	-	3.00	3.60	4.20	8.00	9.00	10.00	10.50	11.00
- growth %	NA	NA	NA	20.0%	16.7%	90.5%	12.5%	11.1%	5.0%	4.8%

Source: Company data, Goldman Sachs Global Investment Research

Exhibit 15: M&S - Cashflow, FY22-31E
£mn

MKS	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Yr end Mar	FY	FY	FY	FY	FY	FYE	FYE	FYE	FYE	FYE
CASHFLOW										
EBIT	695	656	876	1,013	703	1,034	1,114	1,186	1,244	1,301
Ocado JV	14	-30	-37	-29	15	60	80	100	110	115
Exceptional	0	0	0	0	0	0	0	0	0	0
Depreciation	343	342	354	401	459	479	529	579	629	679
ROU asset depreciation	168	181	172	142	191	192	190	190	192	194
Cash lease payments	-344	-354	-346	-362	-430	-431	-426	-427	-431	-435
Delta Working Capital	240	-10	77	-39	-154	101	62	64	58	60
Other	0	0	51	33	-101	0	0	0	0	0
NET CASH FROM OPERATIONS	**1,115**	**786**	**1,147**	**1,159**	**684**	**1,435**	**1,549**	**1,693**	**1,802**	**1,914**
Net Interest paid	-80	-67	-31	-3	-12	-6	-1	5	11	16
Tax Paid	-8	-71	-191	-208	-7	-254	-278	-299	-317	-334
GROSS CASHFLOW	**1,028**	**649**	**925**	**948**	**665**	**1,175**	**1,270**	**1,398**	**1,496**	**1,596**
Ord Dividend	0	0	-20	-61	-77	-115	-169	-190	-207	-217
Capex	-214	-409	-423	-459	-594	-700	-700	-700	-700	-700
Asset disposals	-37	-37	-0	-41	-39	-39	-39	-39	-39	-39
Acquisitions	-41	0	0	0	-116	0	0	0	0	0
Share Issues	0	0	57	16	0	0	0	0	0	0
Other	-46	-138	-138	-12	61	0	0	0	0	0
CASH GENERATION (DECLINE)	**690**	**64**	**401**	**392**	**-100**	**321**	**362**	**469**	**550**	**640**
CLOSING NET DEBT (CASH)	420	356	-46	-438	-338	-659	-1,021	-1,490	-2,040	-2,679

Source: Company data, Goldman Sachs Global Investment Research

Cashflow and valuation

Following the above earnings adjustments, we decrease our DCF-derived 12-month price target to 470p (from 490p). This implies 13.7x 2028E P/E (11.8x EV/NOPAT). Buy rated.

Exhibit 16: M&S Cashflow and valuation

	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2033E	2033E	2033E	2033E
EBIT	1,034	1,114	1,186	1,244	1,301	1,347	1,395	1,444	1,495	1,548	1,603
Tax	-300	-323	-344	-361	-377	-391	-404	-419	-434	-449	-465
Ocado JV	30	40	50	55	63	71	79	87	95	103	111
Depreciation/Amortisation	671	719	769	821	873	893	913	933	933	933	933
Rent	-431	-426	-427	-433	-440	-444	-449	-453	-458	-462	-467
Capex	-700	-700	-700	-700	-700	-700	-700	-700	-700	-700	-700
Other/pension	-40	-40	-40	-40	-40	-40	-40	-40	-40	-40	-40
Delta Working Capital	101	62	64	58	60	52	54	56	58	60	62
Free Cashflow	**365**	**446**	**559**	**644**	**740**	**788**	**848**	**908**	**950**	**993**	**1,037**
Free Cashflow/Sales	2.4%	2.7%	3.3%	3.6%	4.0%	4.1%	4.3%	4.4%	4.5%	4.5%	4.5%
Residual Value											12,650
Total Free Cashflow	365	446	559	644	740	788	848	908	950	993	13,687
Discount Factor	1.000	0.974	0.876	0.788	0.708	0.637	0.573	0.515	0.463	0.417	0.375
Discounted Free Cashflow	365	434	489	507	524	502	485	468	440	414	5,127

M&S	
M&S NPV	9,755
Cash (Debt)	338
Pension surplus	-79
Total Valuation (£m)	10,015
# shares	2113.4
Valuation per share, p	470

M&S DCF Assumptions

	Rf	Rm	Beta	Re
Inputs	4.4%	8.0%	0.85	11.2%
Growth rate				3.0%

M&S - Cashflow Forecast Assumptions

	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2033E	2033E	2033E	2033E
Sales	15,448	16,233	17,038	17,762	18,515	19,170	19,848	20,550	21,277	22,030	22,810
- growth	9.0%	5.1%	5.0%	4.2%	4.2%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%
- LFL (UK)	7.8%	3.7%	3.4%	2.7%	2.7%	2.5%	2.5%	2.5%	2.5%	2.5%	2.5%
- Space	1.1%	1.4%	1.5%	1.5%	1.5%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Opening sqM (000)	16,500	16,310	16,170	16,330	16,490	16,650	16,810	16,970	17,130	17,290	17,450
Closing sqM (000)	16,310	16,170	16,330	16,490	16,650	16,810	16,970	17,130	17,290	17,450	17,610
# new sqft (000)	-190	-140	160	160	160	160	160	160	160	160	160
COGS	6,581	6,915	7,258	7,567	7,887	8,166	8,455	8,754	9,064	9,385	9,717
EBIT	1,034	1,114	1,186	1,244	1,301	1,347	1,395	1,444	1,495	1,548	1,603
EBIT/Sales	6.7%	6.9%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%
- growth	47.0%	7.7%	6.5%	4.9%	4.6%	3.5%	3.5%	3.5%	3.5%	3.5%	3.5%
Depreciation/Amortisation	671	719	769	821	873	893	913	933	933	933	933
- depn/sales	4.3%	4.4%	4.5%	4.6%	4.7%	4.7%	4.6%	4.5%	4.4%	4.2%	4.1%
Capex	-700	-700	-700	-700	-700	-700	-700	-700	-700	-700	-700
- capex/sales	4.5%	4.3%	4.1%	3.9%	3.8%	3.7%	3.5%	3.4%	3.3%	3.2%	3.1%
- growth	17.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Working Capital	-1,229	-1,291	-1,355	-1,413	-1,473	-1,525	-1,579	-1,635	-1,693	-1,753	-1,815
- working capital/sales	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%	-8.0%

Source: Company data, Goldman Sachs Global Investment Research

Downside risks to our thesis and price target include: A weaker UK consumer environment following higher UK mortgage costs and cashflow headwinds (see HAC); market share loss in both FH&B and Food due to more aggressive pricing competition;

lower profitability (and possible working capital outflows) in response to price deflation; poor revenue synergy or store sales cannibalisation from Ocado; ongoing losses from the Ocado JV as a consequence of slower sales trend/ worse margin recovery trend; FX/commodities headwinds creating downside risks to FH&B margins.

Disclosure Appendix

Reg AC

We, Richard Edwards, Ben Williams, Hamish Bogdan and Sarthak Shrivastava, hereby certify that all of the views expressed in this report accurately reflect our personal views about the subject company or companies and its or their securities. We also certify that no part of our compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in this report.

Unless otherwise stated, the individuals listed on the cover page of this report are analysts in Goldman Sachs' Global Investment Research division.

Contributing Authors: Richard Edwards Goldman Sachs International, Ben Williams Goldman Sachs International, Hamish Bogdan Goldman Sachs International, Sarthak Shrivastava Goldman Sachs India SPL.

Unless otherwise stated, the individuals listed in the Contributing Authors disclosure of this report are analysts in Goldman Sachs' Global Investment Research division.

GS Factor Profile

The Goldman Sachs Factor Profile provides investment context for a stock by comparing key attributes to the market (i.e. our universe of rated stocks) and its sector peers. The four key attributes depicted are: Growth, Financial Returns, Multiple (e.g. valuation) and Integrated (a composite of Growth, Financial Returns and Multiple). Growth, Financial Returns and Multiple are calculated by using normalized ranks for specific metrics for each stock. The normalized ranks for the metrics are then averaged and converted into percentiles for the relevant attribute. The precise calculation of each metric may vary depending on the fiscal year, industry and region, but the standard approach is as follows:

Growth is based on a stock's forward-looking sales growth, EBITDA growth and EPS growth (for financial stocks, only EPS and sales growth), with a higher percentile indicating a higher growth company. **Financial Returns** is based on a stock's forward-looking ROE, ROCE and CROCI (for financial stocks, only ROE), with a higher percentile indicating a company with higher financial returns. **Multiple** is based on a stock's forward-looking P/E, P/B, price/dividend (P/D), EV/EBITDA, EV/FCF and EV/Debt Adjusted Cash Flow (DACF) (for financial stocks, only P/E, P/B and P/D), with a higher percentile indicating a stock trading at a higher multiple. The **Integrated** percentile is calculated as the average of the Growth percentile, Financial Returns percentile and (100% - Multiple percentile).

Financial Returns and Multiple use the Goldman Sachs analyst forecasts at the fiscal year-end at least three quarters in the future. Growth uses inputs for the fiscal year at least seven quarters in the future compared with the year at least three quarters in the future (on a per-share basis for all metrics).

For a more detailed description of how we calculate the GS Factor Profile, please contact your GS representative.

M&A Rank

Across our global coverage, we examine stocks using an M&A framework, considering both qualitative factors and quantitative factors (which may vary across sectors and regions) to incorporate the potential that certain companies could be acquired. We then assign a M&A rank as a means of scoring companies under our rated coverage from 1 to 3, with 1 representing high (30%-50%) probability of the company becoming an acquisition target, 2 representing medium (15%-30%) probability and 3 representing low (0%-15%) probability. For companies ranked 1 or 2, in line with our standard departmental guidelines we incorporate an M&A component into our target price. M&A rank of 3 is considered immaterial and therefore does not factor into our price target, and may or may not be discussed in research.

Quantum

Quantum is Goldman Sachs' proprietary database providing access to detailed financial statement histories, forecasts and ratios. It can be used for in-depth analysis of a single company, or to make comparisons between companies in different sectors and markets.

Disclosures

The rating(s) for Marks & Spencer is/are relative to the other companies in its/their coverage universe: Ahold Delhaize NV, Associated British Foods, B&M European Value Retail PLC, Carrefour, Douglas AG, Hennes & Mauritz, Inditex, J Sainsbury, JD Sports Fashion Plc, Kingfisher, Marks & Spencer, Next, ON Holding, Ocado Group, Pepco Group, Puma, Tesco, Zalando SE, adidas

Company-specific regulatory disclosures

The following disclosures relate to relationships between The Goldman Sachs Group, Inc. (with its affiliates, "Goldman Sachs") and companies covered by Goldman Sachs Global Investment Research and referred to in this research.

Goldman Sachs expects to receive or intends to seek compensation for investment banking services in the next 3 months: Marks & Spencer (375.6p)

Goldman Sachs had an investment banking services client relationship during the past 12 months with: Marks & Spencer (375.6p)

Goldman Sachs had a non-investment banking securities-related services client relationship during the past 12 months with: Marks & Spencer (375.6p)

Goldman Sachs had a non-securities services client relationship during the past 12 months with: Marks & Spencer (375.6p)

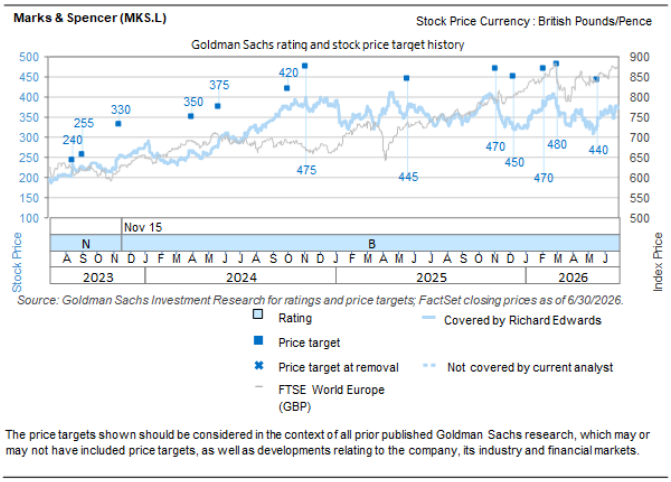
Distribution of ratings/investment banking relationships

Goldman Sachs Investment Research global Equity coverage universe

	Rating Distribution			Investment Banking Relationships		
	Buy	Hold	Sell	Buy	Hold	Sell
Global	50%	34%	16%	65%	59%	43%

As of July 1, 2026, Goldman Sachs Global Investment Research had investment ratings on 3,104 equity securities. Goldman Sachs assigns stocks as Buys and Sells on various regional Investment Lists; stocks not so assigned are deemed Neutral. Such assignments equate to Buy, Hold and Sell for the purposes of the above disclosure required by the FINRA Rules. See 'Ratings, Coverage universe and related definitions' below. The Investment Banking Relationships chart reflects the percentage of subject companies within each rating category for whom Goldman Sachs has provided investment banking services within the previous twelve months.

Price target and rating history chart(s)



The price targets shown should be considered in the context of all prior published Goldman Sachs research, which may or may not have included price targets, as well as developments relating to the company, its industry and financial markets.

Target price history table(s)

Marks & Spencer (MKS.L)

Date of report	Target price (£)	Closing price (£)
28-Jul-26	490	400
20-May-26	440	348.5
03-Mar-26	480	372.2
05-Feb-26	470	385
10-Dec-25	450	321.2
05-Nov-25	470	385
21-May-25	445	374.7
06-Nov-24	475	398.2
03-Oct-24	420	370.3
22-May-24	375	288
02-Apr-24	350	262
15-Nov-23	330	255.1

Price targets shown in table(s) are unadjusted for corporate actions.

Regulatory disclosures

Disclosures required by United States laws and regulations

See company-specific regulatory disclosures above for any of the following disclosures required as to companies referred to in this report: manager or co-manager in a pending transaction; 1% or other ownership; compensation for certain services; types of client relationships; managed/co-managed public offerings in prior periods; directorships; registered market maker. Goldman Sachs trades or may trade as a principal in debt securities (or in related derivatives) of issuers discussed in this report.

The following are additional required disclosures: **Ownership and material conflicts of interest:** Goldman Sachs policy prohibits its analysts, professionals reporting to analysts and members of their households from owning securities of any company in the analyst's area of coverage. **Analyst compensation:** Analysts are paid in part based on the profitability of Goldman Sachs, which includes investment banking revenues. **Analyst as officer or director:** Goldman Sachs policy generally prohibits its analysts, persons reporting to analysts or members of their households from serving as an officer, director or advisor of any company in the analyst's area of coverage. **Non-U.S. Analysts:** Non-U.S. analysts may not be associated persons of Goldman Sachs & Co. LLC and therefore may not be subject to FINRA Rule 2241 or FINRA Rule 2242 restrictions on communications with a subject company, public appearances and trading in securities covered by the analysts.

Additional disclosures required under the laws and regulations of jurisdictions other than the United States

The following disclosures are those required by the jurisdiction indicated, except to the extent already made above pursuant to United States laws and regulations. **Australia:** Goldman Sachs Australia Pty Ltd and its affiliates are not authorised deposit-taking institutions (as that term is defined in the Banking Act 1959 (Cth)) in Australia and do not provide banking services, nor carry on a banking business, in Australia. This research, and any access to it, is intended only for "wholesale clients" within the meaning of the Australian Corporations Act, unless otherwise agreed by Goldman Sachs. In producing research reports, members of Global Investment Research of Goldman Sachs Australia may attend site visits and other meetings hosted by the companies and other entities which are the subject of its research reports. In some instances the costs of such site visits or meetings may be met in part or in whole by the issuers concerned if Goldman Sachs Australia considers it is appropriate and reasonable in the specific circumstances relating to the site visit or meeting. To the extent that the contents of this document contains any financial product advice, it is general advice only and has been prepared by Goldman Sachs without taking into account a client's objectives, financial situation or needs. A client should, before acting on any such advice, consider the appropriateness of the advice having regard to the client's own objectives, financial situation and needs. A copy of certain Goldman Sachs Australia and New Zealand disclosure of interests and a copy of Goldman Sachs' Australian Sell-Side Research Independence Policy Statement are available at: https://www.goldmansachs.com/disclosures/australia-new-zealand/index.html. **Brazil:** Disclosure information in relation to CVM Resolution n. 20 is available at https://www.gs.com/worldwide/brazil/area/gir/index.html. Where applicable, the Brazil-registered analyst primarily responsible for the content of this research report, as defined in Article 20 of CVM Resolution n. 20, is the first author named at the beginning of this report, unless indicated otherwise at the end of the text. **Canada:** This information is being provided to you for information purposes only and is

not, and under no circumstances should be construed as, an advertisement, offering or solicitation by Goldman Sachs & Co. LLC for purchasers of securities in Canada to trade in any Canadian security. Goldman Sachs & Co. LLC is not registered as a dealer in any jurisdiction in Canada under applicable Canadian securities laws and generally is not permitted to trade in Canadian securities and may be prohibited from selling certain securities and products in certain jurisdictions in Canada. If you wish to trade in any Canadian securities or other products in Canada please contact Goldman Sachs Canada Inc., an affiliate of The Goldman Sachs Group Inc., or another registered Canadian dealer. **Hong Kong:** Further information on the securities of covered companies referred to in this research may be obtained on request from Goldman Sachs (Asia) L.L.C. **India:** Further information on the subject company or companies referred to in this research may be obtained from Goldman Sachs (India) Securities Private Limited, Research Analyst - SEBI Registration Number INH000001493, 10th Floor, Ascent-Worli, Sudam Kalu Ahire Marg, Worli, Mumbai-400 025, India, Corporate Identity Number U74140MH2006FTC160634, Phone +91 22 6616 9000, Fax +91 22 6616 9001. Goldman Sachs may beneficially own 1% or more of the securities (as such term is defined in clause 2 (h) the Indian Securities Contracts (Regulation) Act, 1956) of the subject company or companies referred to in this research report. Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. Goldman Sachs (India) Securities Private Limited compliance officer and investor grievance contact details, a copy of the annual compliance audit report and other relevant information and disclosures can be found at this link: https://www.goldmansachs.com/worldwide/india/research-analyst. **Japan:** See below. **Korea:** This research, and any access to it, is intended only for "professional investors" within the meaning of the Financial Services and Capital Markets Act, unless otherwise agreed by Goldman Sachs. Further information on the subject company or companies referred to in this research may be obtained from Goldman Sachs (Asia) L.L.C., Seoul Branch. **New Zealand:** Goldman Sachs New Zealand Limited and its affiliates are neither "registered banks" nor "deposit takers" (as defined in the Reserve Bank of New Zealand Act 1989) in New Zealand. This research, and any access to it, is intended for "wholesale clients" (as defined in the Financial Advisers Act 2008) unless otherwise agreed by Goldman Sachs. A copy of certain Goldman Sachs Australia and New Zealand disclosure of interests is available at: https://www.goldmansachs.com/disclosures/australia-new-zealand/index.html. **Russia:** Research reports distributed in the Russian Federation are not advertising as defined in the Russian legislation, but are information and analysis not having product promotion as their main purpose and do not provide appraisal within the meaning of the Russian legislation on appraisal activity. Research reports do not constitute a personalized investment recommendation as defined in Russian laws and regulations, are not addressed to a specific client, and are prepared without analyzing the financial circumstances, investment profiles or risk profiles of clients. Goldman Sachs assumes no responsibility for any investment decisions that may be taken by a client or any other person based on this research report. **Singapore:** Goldman Sachs (Singapore) Pte. (Company Number: 198602165W), which is regulated by the Monetary Authority of Singapore, accepts legal responsibility for this research, and should be contacted with respect to any matters arising from, or in connection with, this research. **Taiwan:** This material is for reference only and must not be reprinted without permission. Investors should carefully consider their own investment risk. Investment results are the responsibility of the individual investor. **United Kingdom:** Persons who would be categorized as retail clients in the United Kingdom, as such term is defined in the rules of the Financial Conduct Authority, should read this research in conjunction with prior Goldman Sachs research on the covered companies referred to herein and should refer to the risk warnings that have been sent to them by Goldman Sachs International. A copy of these risks warnings, and a glossary of certain financial terms used in this report, are available from Goldman Sachs International on request.

European Union and United Kingdom: Disclosure information in relation to Article 6 (2) of the European Commission Delegated Regulation (EU) (2016/958) supplementing Regulation (EU) No 596/2014 of the European Parliament and of the Council (including as that Delegated Regulation is implemented into United Kingdom domestic law and regulation following the United Kingdom's departure from the European Union and the European Economic Area) with regard to regulatory technical standards for the technical arrangements for objective presentation of investment recommendations or other information recommending or suggesting an investment strategy and for disclosure of particular interests or indications of conflicts of interest is available at https://www.gs.com/disclosures/europeanpolicy.html which states the European Policy for Managing Conflicts of Interest in Connection with Investment Research.

Japan: Goldman Sachs Japan Co., Ltd. is a Financial Instrument Dealer registered with the Kanto Financial Bureau under registration number Kinsho 69, and a member of Japan Securities Dealers Association, Financial Futures Association of Japan Type II Financial Instruments Firms Association, and Investment Management Association of Japan. Sales and purchase of equities are subject to commission pre-determined with clients plus consumption tax. See company-specific disclosures as to any applicable disclosures required by Japanese stock exchanges, the Japanese Securities Dealers Association or the Japanese Securities Finance Company.

Ratings, coverage universe and related definitions

Buy (B), Neutral (N), Sell (S) Analysts recommend stocks as Buys or Sells for inclusion on various regional Investment Lists. Being assigned a Buy or Sell on an Investment List is determined by a stock's total return potential relative to its coverage universe. Any stock not assigned as a Buy or a Sell on an Investment List with an active rating (i.e., a stock that is not Rating Suspended, Not Rated, Early-Stage Biotech, Coverage Suspended or Not Covered), is deemed Neutral. Each region manages Regional Conviction Lists, which are selected from Buy rated stocks on the respective region's Investment Lists and represent investment recommendations focused on the size of the total return potential and/or the likelihood of the realization of the return across their respective areas of coverage. The addition or removal of stocks from such Conviction Lists are managed by the Investment Review Committee or other designated committee in each respective region and do not represent a change in the analysts' investment rating for such stocks.

Total return potential represents the upside or downside differential between the current share price and the price target, including all paid or anticipated dividends, expected during the time horizon associated with the price target. Price targets are required for all covered stocks. The total return potential, price target and associated time horizon are stated in each report adding or reiterating an Investment List membership.

Coverage Universe: A list of all stocks in each coverage universe is available by primary analyst, stock and coverage universe at https://www.gs.com/research/hedge.html.

Not Rated (NR). The investment rating, target price and earnings estimates (where relevant) are removed pursuant to Goldman Sachs policy when Goldman Sachs is acting in an advisory capacity in a merger or in a strategic transaction involving this company, when there are legal, regulatory or policy constraints due to Goldman Sachs' involvement in a transaction, and in certain other circumstances. **Early-Stage Biotech (ES).** An investment rating and a target price are not assigned pursuant to Goldman Sachs policy when this company has neither a drug, treatment or medical device that has passed a Phase II clinical trial nor a license to distribute a post-Phase II drug, treatment or medical device. **Rating Suspended (RS).** Goldman Sachs Research has suspended the investment rating and price target for this stock, because there is not a sufficient fundamental basis for determining an investment rating or target price. The previous investment rating and target price, if any, are no longer in effect for this stock and should not be relied upon. **Coverage Suspended (CS).** Goldman Sachs has suspended coverage of this company. **Not Covered (NC).** Goldman Sachs does not cover this company.

Global product; distributing entities

Goldman Sachs Global Investment Research produces and distributes research products for clients of Goldman Sachs on a global
in Goldman Sachs offices around the world produce research on industries and companies, and research on macroeconomics, cu
and portfolio strategy. This research is disseminated in Australia by Goldman Sachs Australia Pty Ltd (ABN 21 006 797 897); in Bra
do Brasil Corretora de Títulos e Valores Mobiliários S.A.; Public Communication Channel Goldman Sachs Brazil: 0800 727 5764 an
contatogoldmanbrasil@gs.com. Available Weekdays (except holidays), from 9am to 6pm. Canal de Comunicação com o Público G
0800 727 5764 e/ou contatogoldmanbrasil@gs.com. Horário de funcionamento: segunda-feira à sexta-feira (exceto feriados), da
by Goldman Sachs & Co. LLC; in Hong Kong by Goldman Sachs (Asia) L.L.C.; in India by Goldman Sachs (India) Securities Private Lt



Goldman Sachs Japan Co., Ltd.; in the Republic of Korea by Goldman Sachs (Asia) L.L.C., Seoul Branch; in New Zealand by Goldman Sachs New Zealand Limited; in Russia by OOO Goldman Sachs; in Singapore by Goldman Sachs (Singapore) Pte. (Company Number: 198602165W); and in the United States of America by Goldman Sachs & Co. LLC. Goldman Sachs International has approved this research in connection with its distribution in the United Kingdom.

Goldman Sachs International ("GSI"), authorised by the Prudential Regulation Authority ("PRA") and regulated by the Financial Conduct Authority ("FCA") and the PRA, has approved this research in connection with its distribution in the United Kingdom.

European Economic Area: Goldman Sachs Bank Europe SE ("GSBE") is a credit institution incorporated in Germany and, within the Single Supervisory Mechanism, subject to direct prudential supervision by the European Central Bank and in other respects supervised by German Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht, BaFin) and Deutsche Bundesbank and disseminates research within the European Economic Area.

General disclosures

This research is for our clients only. Other than disclosures relating to Goldman Sachs, this research is based on current public information that we consider reliable, but we do not represent it is accurate or complete, and it should not be relied on as such. The information, opinions, estimates and forecasts contained herein are as of the date hereof and are subject to change without prior notification. We seek to update our research as appropriate, but various regulations may prevent us from doing so. Other than certain industry reports published on a periodic basis, the large majority of reports are published at irregular intervals as appropriate in the analyst's judgment.

Goldman Sachs conducts a global full-service, integrated investment banking, investment management, and brokerage business. We have investment banking and other business relationships with a substantial percentage of the companies covered by Global Investment Research. Goldman Sachs & Co. LLC, the United States broker dealer, is a member of SIPC (https://www.sipc.org).

Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients and principal trading desks that reflect opinions that are contrary to the opinions expressed in this research. Our asset management area, principal trading desks and investing businesses may make investment decisions that are inconsistent with the recommendations or views expressed in this research.

The analysts named in this report may have from time to time discussed with our clients, including Goldman Sachs salespersons and traders, or may discuss in this report, trading strategies that reference catalysts or events that may have a near-term impact on the market price of the equity securities discussed in this report, which impact may be directionally counter to the analyst's published price target expectations for such stocks. Any such trading strategies are distinct from and do not affect the analyst's fundamental equity rating for such stocks, which rating reflects a stock's return potential relative to its coverage universe as described herein.

We and our affiliates, officers, directors, and employees will from time to time have long or short positions in, act as principal in, make a market or act as liquidity provider in, and buy or sell, any securities, derivatives, or other financial instruments referred to in this research (including any financial instruments issued by the companies referred to herein), unless otherwise prohibited by regulation or Goldman Sachs policy.

The views attributed to third party presenters at Goldman Sachs arranged conferences, including individuals from other parts of Goldman Sachs, do not necessarily reflect those of Global Investment Research and are not an official view of Goldman Sachs.

Any third party referenced herein, including any salespeople, traders and other professionals or members of their household, may have positions in the products mentioned that are inconsistent with the views expressed by analysts named in this report.

This research is not an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Clients should consider whether any advice or recommendation in this research is suitable for their particular circumstances and, if appropriate, seek professional advice, including tax advice. The price and value of investments referred to in this research and the income from them may fluctuate. Past performance is not a guide to future performance, future returns are not guaranteed, and a loss of original capital may occur. Fluctuations in exchange rates could have adverse effects on the value or price of, or income derived from, certain investments.

Certain transactions, including those involving futures, options, and other derivatives, give rise to substantial risk and are not suitable for all investors. Investors should review current options and futures disclosure documents which are available from Goldman Sachs sales representatives or at https://www.theocc.com/about/publications/character-risks.jsp and https://www.goldmansachs.com/disclosures/cftc_fcm_disclosures. Transaction costs may be significant in option strategies calling for multiple purchase and sales of options such as spreads. Supporting documentation will be supplied upon request.

Differing Levels of Service provided by Global Investment Research: The level and types of services provided to you by Goldman Sachs Global Investment Research may vary as compared to that provided to internal and other external clients of GS, depending on various factors including your individual preferences as to the frequency and manner of receiving communication, your risk profile and investment focus and perspective (e.g., marketwide, sector specific, long term, short term), the size and scope of your overall client relationship with GS, and legal and regulatory constraints. As an example, certain clients may request to receive notifications when research on specific securities is published, and certain clients may request that specific data underlying analysts' fundamental analysis available on our internal client websites be delivered to them electronically through data feeds or otherwise. No change to an analyst's fundamental research views (e.g., ratings, price targets, or material changes to earnings estimates for equity securities), will be communicated to any client prior to inclusion of such information in a research report broadly disseminated through electronic publication to our internal client websites or through other means, as necessary, to all clients who are entitled to receive such reports.

All research reports are disseminated and available to all clients simultaneously through electronic publication to our internal client websites. Not all research content is redistributed to our clients or available to third-party aggregators, nor is Goldman Sachs responsible for the redistribution of our research by third party aggregators. For research, models or other data related to one or more securities, markets or asset classes (including related services) that may be available to you, please contact your GS representative or go to https://research.gs.com.

Disclosure information is also available at https://www.gs.com/research/hedge.html or from Research Compliance, 200 West Street, New York, NY 10282.

© 2026 Goldman Sachs.

You are permitted to store, display, analyze, modify, reformat, and print the information made available to you via this service only for your own use. You may not resell or reverse engineer this information to calculate or develop any index for disclosure and/or marketing or create any other derivative works or commercial product(s), data or offering(s) without the express written consent of Goldman Sachs. You are not permitted to publish, transmit, or otherwise reproduce this information, in whole or in part, in any format to any third party without the express written consent of Goldman Sachs. This foregoing restriction includes, without limitation, using, extracting, downloading or retrieving this information, in whole or in part, to train or finetune a machine learning or artificial intelligence system, or to provide or reproduce this information, in whole or in part, as a prompt or input to any such system.