


**Looking for Sustained Signs of Recovery; Maintain HOLD**

**Est. vs. Actual for Q2FY25:** Revenue – **MISS**; EBITDA – **BEAT**; PAT – **MISS**  
**Changes in Estimates post Q2FY25**

**FY25E/FY26E:** Revenue:-5%/-4%; EBITDA:-11%/-4%

**Recommendation Rationale**

- Resilient growth amid headwinds:** Despite a challenging environment marked by reduced footfalls due to inauspicious periods and extreme weather, the company's consolidated revenue grew by ~13% YoY, driven by strong performances in Ethnic (up 3x YoY), TMRW (up 2x YoY), and a 9% YoY increase in Luxury retail. Gross margins improved by 308bps YoY to 56.5%, supported by a sharp recovery in its demerged ABFRL business, which grew by 31% YoY. EBITDA stood at Rs 361 Cr, up 11.8% YoY, with EBITDA margins at ~10%, a slight decline of 11bps YoY due to higher expenses. Management highlighted EBITDA margin improvements across ABFRL segments (Lifestyle & Pantaloons) and expects strong performance in H2, driven by early recovery signs fueled by the festive and wedding season.
- Demerger on track:** The management highlighted that the demerger is on track and is expected to be completed before the end of FY25.
- Short-term headwinds persist, but long-term prospects remain positive:** The management's renewed focus on profitability marks a positive shift. The previous strategy of enhancing the product lineup through new launches and acquisitions, revitalizing brand positioning, and implementing a digital transformation to boost online sales contributions—including next-generation, digital-first brands under the technology-driven 'House of D2C Brands' venture, TMRW—should underpin long-term growth. However, these initiatives will take time to materialize fully. While H2FY25 appears promising, we await more sustained signs of recovery in performance to solidify confidence in the growth trajectory.

**Sector Outlook: Cautious**

**Company Outlook & Guidance:** Looking for sustained signs of recovery, Hence, we maintain our HOLD rating on the stock.

**Current Valuation:** 18xSep'26 EV/EBITDA (Earlier Valuation: 18xMar'26 EV/EBITDA)

**Current TP:** Rs 300/share(Rs 310/share)

**Recommendation** With a 1% upside potential from the CMP, we maintain our HOLD rating.

**Financial Performance:**

The company's consolidated revenue stood at Rs 3,644 Cr, up ~13% YoY (compared to our estimate of 15% YoY), driven by new businesses in emerging consumer segments. EBITDA was Rs 361 Cr, up 11.8% YoY, with EBITDA margins at ~10%, a decline of 11 bps YoY due to higher other expenses, partially offset by 308 bps of gross margin expansion. The company reported a negative PAT of Rs 215 Cr due to higher depreciation/amortization for brand and retail assets following the inclusion of TCNS and increased costs from elevated borrowings. However, management expects demand to revive from Q3 onwards, driven by the upcoming festive and wedding seasons.

**Key Financials (Consolidated)**

(Rs Cr)	Q2FY25	QoQ (%)	YoY (%)	Axis Est.	Variance (%)
Net Sales	3,644	6.3	12.9	3,675	(0.9)
EBITDA	361	0.8	11.8	357	1.3
EBITDA Margin (%)	9.9	-54bps	-11bps	9.7	21bps
Net Profit	(215)	(0.1)	7.2	(203)	
EPS (Rs)	(2.1)	(0.1)	0.2	(2.0)	

Source: Company, Axis Research

(CMP as of 9<sup>th</sup> November 2024)

CMP (Rs)	297
Upside /Downside (%)	1%
High/Low (Rs)	364/198
Market cap (Cr)	31,894
Avg. daily vol.(6m)Shrs. '000	6162
No. of shares (Cr)	107

**Shareholding (%)**

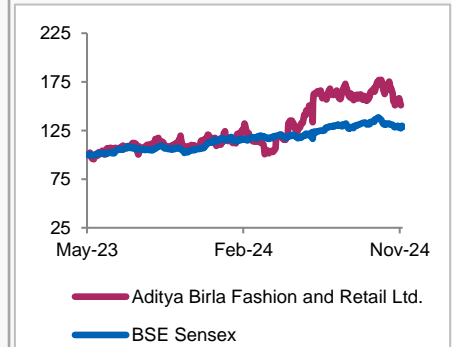
	Mar-24	Jun-24	Sep-24
Promoter	51.9	52.0	49.3
FIs	19.3	19.6	19.1
MFs / UTI	10.1	10.6	11.1
FIs / Banks	0.0	0.0	0.0
Others	18.8	17.8	20.5

**Financial & Valuations**

Y/E Mar (Rs Cr)	FY25E	FY26E	FY27E
Net Sales	15,758	18,109	20,701
EBITDA	1,774	2,425	3,118
Net Profit	-650	-312	57
EPS (Rs)	(5.8)	(2.8)	0.5
EV/EBITDA (x)	(51.6)	(107.5)	588.5
P/BV (x)	21.0	15.3	11.8
ROE (%)	9.9	10.9	10.7

**Change in Estimates (%)**

Y/E Mar	FY25E	FY26E
Sales	-5%	-4%
EBITDA	-11%	-4%

**Relative performance**


Source: Ace Equity, Axis Securities

**PreeyamTolia**

Research Analyst  
 email: preeyam.tolia@axissecurities.in

**SuhaneeShome**

Research Associate  
 email: suhanee.shome@axissecurities.in

## Outlook

We believe the management's renewed focus on profitability is a step in the right direction. Additionally, its prior strategy of enhancing the product lineup through new launches and acquisitions, refreshing brand positioning, and advancing digital transformation to boost online sales contributions—including next-generation digital-first brands under the technology-led 'House of D2C Brands' venture, TMRW—should support long-term growth. However, these initiatives will require time to deliver substantial results, and the demand environment continues to pose challenges. **While H2FY25 shows potential, we seek more sustained signs of recovery in performance. Therefore, we maintain our HOLD rating on the stock.**

## Valuation & Recommendation

**We maintain a HOLD rating on the stock with the revised TP of Rs 300/ share implying an upside of 1% from CMP.**

## Other ConCall Key Highlights

- A. **Proposed Aditya Birla Lifestyle Brands Limited (ABLBL):** The proposed ABLBL segment reported revenue of Rs 1,975 Cr in Q2FY25, with an EBITDA of Rs 302 Cr. EBITDA margins for the segment stood at 15.3%.

**It comprises mainly 4 brands.**

**1) Lifestyle Brands:- Steady growth with a strategic focus on Fresh Merchandise and Expansion (Louis Philippe, Van Heusen, Allen Solly, Peter England, Simon Carter)**

In Q2FY25, the lifestyle brand segment reported revenue of Rs 1,636 Cr, marking a 3% YoY increase. EBITDA stood at Rs 302 Cr, with a strong margin of 18.4%. Comparable-store sales (LTL) grew by 3.4%, driven by a strategic focus on casual, trend-oriented fashion and enhanced in-store experiences. Profitability was further supported by effective cost-control measures, tight markdown management, and efficient inventory practices. During the quarter, the company opened 29 high-quality stores in key markets while exiting underperforming locations. The product line was refined to include more casual, contemporary styles to meet evolving consumer preferences. The wholesale segment faced challenges due to weaker secondary sales, but the e-commerce channel demonstrated over 20% growth, contributing to improved profitability. As of September 2024, the company operated 2,569 lifestyle brand stores.

**2) Youth Western Wear Brands:- Youthful flair drives growth for Western Brand (American Eagle & Forever 21)**

The Youth Western brand achieved a remarkable 31% YoY growth in Q2FY25. To bolster its market presence, the brand launched a nationwide campaign featuring a new ambassador, enhancing visibility across diverse media platforms. Currently, the brand is available in 69 exclusive stores and over 200 department and trade counters, positioning it well for sustained momentum in the youth fashion segment.

**3) Sportswear Brand:- Sportswear expansion & innovations fuel growth (Reebok)**

The sportswear brand has expanded its footprint considerably, now available in 169 stores and over 900 trade outlets. In Q2FY25, the brand achieved a notable 10% growth in same-store sales, underpinned by innovation as a core part of Reebok's strategy. Significant product launches in H1 included the "MaxFoam," aimed at enhancing athletic performance, and the women-focused "SpaceFoam," both of which garnered strong consumer engagement and interest.

**4) Innerwear Business:- Innerwear Athleisure bounces back with fresh momentum (Van Heusen)**

After multiple quarters of decline, the Innerwear-Athleisure segment experienced a positive turnaround in Q2FY25. The addition of over 800 new trade outlets in H1FY25 has expanded the brand's presence to over 35,800 points of sale. Both e-commerce and retail channels maintained robust performance, with comparable-store sales increasing by 3% and e-commerce revenue growing by 24% YoY, indicating improved profitability. This recovery highlights the segment's resilience and strategic efforts to capture market momentum.

**B. Demerged Aditya Birla Fashion and Retail Ltd-** This segment has grown by 31% to Rs 1838 Cr in Q2FY25. This performance underscores the strength of the portfolio expansion strategy, aimed at establishing footholds in high-potential, large consumer markets for the future.

It comprises of:-

**1) Masstige/Value Retail:- Pantaloons Elevates Performance with Strategic Growth and Margin Gains (Pantaloons & Style up)**

The Pantaloons segment achieved solid progress in Q2, with sales reaching Rs 1,082 Cr, marking a 3% growth YoY with LTL growth of 1.3%. Enhanced gross margins fueled a remarkable 65% rise in EBITDA to Rs 162 Cr, with margin expanding by 560 bps to a strong 15%. The success stemmed from product upgrades, markdown efficiency, and rigorous cost management. Style Up also continued its momentum, adding 5 new stores to its network for a total of 35, driven by a fresh approach to product selection and improving store metrics. In Q2, Pantaloons also benefited from an on-trend AW24 collection and exclusive curated merchandise, further enhancing its appeal. The total retail network as of Sep'24 is 417 stores.

**2) Ethnic Brand—**The ethnic business overall portfolio grew by 3x vs last year to reach Rs 454Cr primarily led by the inclusion of TCNS and Tarun Tahiliani Kurti wear business. One of the comprehensive ethnic wear portfolio comprises of-

• **Designer-led brands drive exceptional growth (Sabyasachi, Shantanu & Nikhil and House of Masaba)-**

The designer-led ethnic portfolio saw impressive growth, up 32% YoY, largely due to the addition of GFPL. House of Masaba delivered a remarkable 123% revenue increase compared to last year, fueled by substantial expansion in its beauty line, Lovechild, which achieved nearly 10x growth YoY through wider distribution and strong organic online sales. By the end of Q2FY25, Lovechild had extended to over 35 offline touchpoints and opened 17 exclusive stores.

Apparel and accessories from Sabyasachi continued to gain popularity among celebrities and high-profile events, showing robust growth this quarter. Shantanu & Nikhil recorded a 10% increase in revenue, with its prêt label, S&N, posting a 24% uplift driven by like-for-like (LTL) growth and wider distribution, now reaching 20 stores.

Further, there is the addition of another brand named Tarun Tahiliani to the designer-led brand portfolio, marking a significant milestone. With an increased stake of 51% in the couture label—one of India's leading luxury designer brands—this strategic acquisition bolsters the company's presence in the ethnic wear segment, enhancing its luxury ethnic fashion lineup and reinforcing its market position.

• **Premium ethnic wear brands:- Uplifted demand fuels growth across the brand (Jaypore, Tasva and TCNS)**

The premium ethnic wear segment saw strong Q2 momentum, with TCNS achieving revenue of Rs 254 Cr—a 13% YoY growth—driven by improved store performance and a favourable response to fresh merchandise. Further, TCNS delivered its third consecutive quarter of positive LTL growth, reaching 3% in Q2, and posted a positive EBITDA—a testament to focused merchandising and sales enhancements. The men's premium brand, TASVA, recorded a 79% sales increase YoY, benefiting from early festive demand and standout in-store experiences, pushing retail LTL growth to 26%. Jaypore, another brand in this portfolio, posted a 15% revenue growth with a solid 6% LTL, expanding its reach to 27 locations, including 11 new stores over the past 18 months.

**3) Luxury Retail(The collective & Mono Brands portfolio, Galeries Lafayette) –**

The luxury retail segment, featuring "The Collective" and a range of mono brands, achieved a solid 9% YoY revenue growth, highlighting its resilience and profitability amidst market headwinds. E-commerce, fueled by the collective.in, surged by 24% YoY, underscoring robust online demand. With a total of 40 stores across formats, the brand continues to reinforce its upscale positioning and broaden its reach within the luxury market.

**4) TMRW portfolio soars with digital-first strategy-**

TMRW's portfolio witnessed a stellar expansion, doubling its sales YoY in Q2FY25, fueled by its digital-first, strategic growth model. This diverse portfolio balances well-established brands with strong consumer loyalty alongside promising emerging brands. With an emphasis on offline growth, TMRW is scaling its retail presence through exclusive brand outlets and partnerships. Key milestones include Bewakoof's 2 exclusive brand outlets and over 30 department store partnerships, TIGR's debut offline store, and a robust brand-building push across channels. WROGN's latest campaign, "Love is Respect," underscores the brand's commitment to connecting with consumers.

**Debt:** The company's net debt in Q2FY25 stood at Rs 3,759 Cr. The management also highlighted that the debt may come down to Rs 400-500 Cr by the end of FY25, as much of their portfolio is heavily skewed towards wedding and festival-related periods during H2 FY25.

## Key Risks to Our Estimates and TP

- Increase in competitive intensity; Weakening of demand environment.

## Change in Estimates

	Old		New		% change	
	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Revenue	16,595	18,899	15,758	18,109	-5%	-4%
EBITDA	1,990	2,529	1,774	2,425	-11%	-4%

Source: Company, Axis Securities

**Results Review**

Rs Cr.	Q2FY24	Q1FY25	Axis Sec	Q2FY25	% Change (YoY)	% Change (QoQ)	Var (%) Axis Sec Est
<b>Total Revenue</b>	<b>3,226</b>	<b>3,428</b>	<b>3,675</b>	<b>3,644</b>	<b>12.9</b>	<b>6.3</b>	<b>(0.9)</b>
COGS	1,504	1,489	1,654	1,586	5.5	6.5	(4.1)
<b>Gross Profit</b>	<b>1,723</b>	<b>1,939</b>	<b>2,022</b>	<b>2,058</b>	<b>19.4</b>	<b>6.1</b>	<b>1.8</b>
<b>GM%</b>	<b>53.4</b>	<b>56.6</b>	<b>55.0</b>	<b>56.5</b>	<b>308bps</b>	<b>-8bps</b>	<b>147bps</b>
<b>Expenditure</b>							
Employee expenses	423	469	508	519	22.6	10.7	2.2
Other Exp	976	1,111	1,157	1,177	20.6	6.0	1.8
<b>Total Expenditure</b>	<b>2,903</b>	<b>3,069</b>	<b>3,319</b>	<b>3,283</b>	<b>13.1</b>	<b>6.9</b>	<b>(1.1)</b>
<b>EBIDTA</b>	<b>323</b>	<b>358</b>	<b>357</b>	<b>361</b>	<b>11.8</b>	<b>0.8</b>	<b>1.3</b>
<b>EBITDA Margin (%)</b>	<b>10.0</b>	<b>10.5</b>	<b>9.7</b>	<b>9.9</b>	<b>-11bps</b>	<b>-54bps</b>	<b>21bps</b>
Depreciation	389	436	460	461	18.6	5.7	0.2
<b>EBIT</b>	<b>(65.5)</b>	<b>(77.6)</b>	<b>(103.2)</b>	<b>(99.7)</b>	<b>52.2</b>	<b>28.5</b>	<b>(3.4)</b>
Interest	208	220	238	250	20.0	13.9	5.1
Oth. Inc.	46	48	66	52	12.7	7.8	(22.3)
Exceptional Items	-	-	-	23	0.0	0.0	0.0
Share of profits	(0)	(0)	-	(3)			
<b>PBT</b>	<b>(229)</b>	<b>(250)</b>	<b>(275)</b>	<b>(324)</b>	<b>42.0</b>	<b>30.0</b>	<b>18.1</b>
Tax	(28)	(35)	(71)	(64)	125.3	83.5	(11.0)
Effective Tax Rate(%)	12.3	13.9	26.0	22.8	1050bps	896bps	-316bps
<b>PAT</b>	<b>(200)</b>	<b>(215)</b>	<b>(203)</b>	<b>(215)</b>	<b>7.2</b>	<b>(0.1)</b>	<b>(5.6)</b>
<b>PAT Margin (%)</b>	<b>(6.21)</b>	<b>(6.27)</b>	<b>(5.53)</b>	<b>(5.89)</b>	<b>32bps</b>	<b>38bps</b>	<b>-36bps</b>
EPS (Rs)	(2.1)	(2.1)	(2.0)	(2.1)	0.2	(0.1)	5.6

Source: Company, Axis Securities

## Financials (Consolidated)

### Profit & Loss

(Rs Cr)

Y/E Dec	FY24	FY25E	FY26E	FY27E
<b>Net sales</b>	<b>13,996</b>	<b>15,758</b>	<b>18,109</b>	<b>20,701</b>
Growth, %	12.7	12.6	14.9	14.3
Other operating income	0	0	0	0
Total income	13,996	15,758	18,109	20,701
Raw material expenses	-6,267	-6,894	-7,721	-8,648
Employee expenses	-1,826	-2,027	-2,291	-2,588
Other Operating expenses	-4,450	-5,063	-5,672	-6,347
<b>EBITDA (Core)</b>	<b>1,453</b>	<b>1,774</b>	<b>2,425</b>	<b>3,118</b>
Growth, %	(2.7)	22.1	36.8	28.6
Margin, %	10.4	11.3	13.4	15.1
Depreciation	-1,655	-1,877	-2,062	-2,247
<b>EBIT</b>	<b>-203</b>	<b>-104</b>	<b>363</b>	<b>871</b>
Growth, %	(176.0)	(48.8)	(450.3)	139.9
Margin, %	(1.4)	(0.7)	2.0	4.2
Other Income	238	198	208	218
Non-recurring Items	0	0	0	0
<b>Pre-tax profit</b>	<b>-842</b>	<b>-879</b>	<b>-421</b>	<b>77</b>
Tax provided	93	228	110	-20
<b>Profit after tax</b>	<b>-749</b>	<b>-650</b>	<b>-312</b>	<b>57</b>
<b>Net Profit</b>	<b>-736</b>	<b>-650</b>	<b>-312</b>	<b>57</b>
Growth, %	1,137.4	(11.6)	(52.0)	(118.3)
Unadj. shares (cr)	113	113	113	113

Source: Company, Axis Securities

### Balance Sheet

(Rs Cr)

As of 31st Mar, Rs Cr	FY24A	FY25E	FY26E	FY27E
Debtors	1,279	1,440	1,655	1,891
Inventory	4,505	5,073	5,829	6,664
Loans & advances	0	0	0	0
Other current assets	1,565	1,565	1,565	1,565
Total current assets	8,692	8,640	9,585	11,155
Investments	108	108	108	108
Gross fixed assets	16,621	18,421	19,921	21,421
Less: Depreciation	-4,758	-6,636	-8,698	-10,945
Add: Capital WIP	171	171	171	171
Net fixed assets	12,034	11,957	11,395	10,647
Non-current assets	1,577	1,577	1,577	1,577
<b>Total assets</b>	<b>22,411</b>	<b>22,282</b>	<b>22,664</b>	<b>23,487</b>
Current liabilities	6,908	7,429	8,123	8,889
Provisions	0	0	0	0
Total current liabilities	6,908	7,429	8,123	8,889
Non-current liabilities	10,782	10,782	10,782	10,782
Total liabilities	17,690	18,211	18,905	19,671
Paid-up capital	1,015	1,015	1,015	1,015
Reserves & surplus	3,019	2,369	2,057	2,114
Shareholders' equity	4,721	4,071	3,759	3,816
<b>Total equity &amp; liabilities</b>	<b>22,411</b>	<b>22,282</b>	<b>22,664</b>	<b>23,487</b>

Source: Company, Axis Securities

**Cash Flow**

(Rs Cr)

Y/E Mar, Rs Cr	FY24A	FY25E	FY26E	FY27E
Pre-tax profit	-842	-879	-421	77
Depreciation	1,655	1,877	2,062	2,247
Chg in working capital	673	-208	-277	-305
Total tax paid	99	228	110	-20
<b>Cash flow from operating activities</b>	<b>1,586</b>	<b>1,019</b>	<b>1,473</b>	<b>1,999</b>
Capital expenditure	-5,126	-1,800	-1,500	-1,500
Chg in marketable securities	-698	0	0	0
<b>Cash flow from investing activities</b>	<b>-5,848</b>	<b>-1,800</b>	<b>-1,500</b>	<b>-1,500</b>
Free cash flow	-4,262	-781	-27	499
Equity raised/(repaid)	66	0	0	0
Dividend (incl. tax)	0	0	0	0
<b>Cash flow from financing activities</b>	<b>2,663</b>	<b>0</b>	<b>0</b>	<b>0</b>
Net chg in cash	-1,599	-781	-27	499
Opening cash balance	701	462	-318	-345
Closing cash balance	462	-318	-345	154

Source: Company, Axis Securities

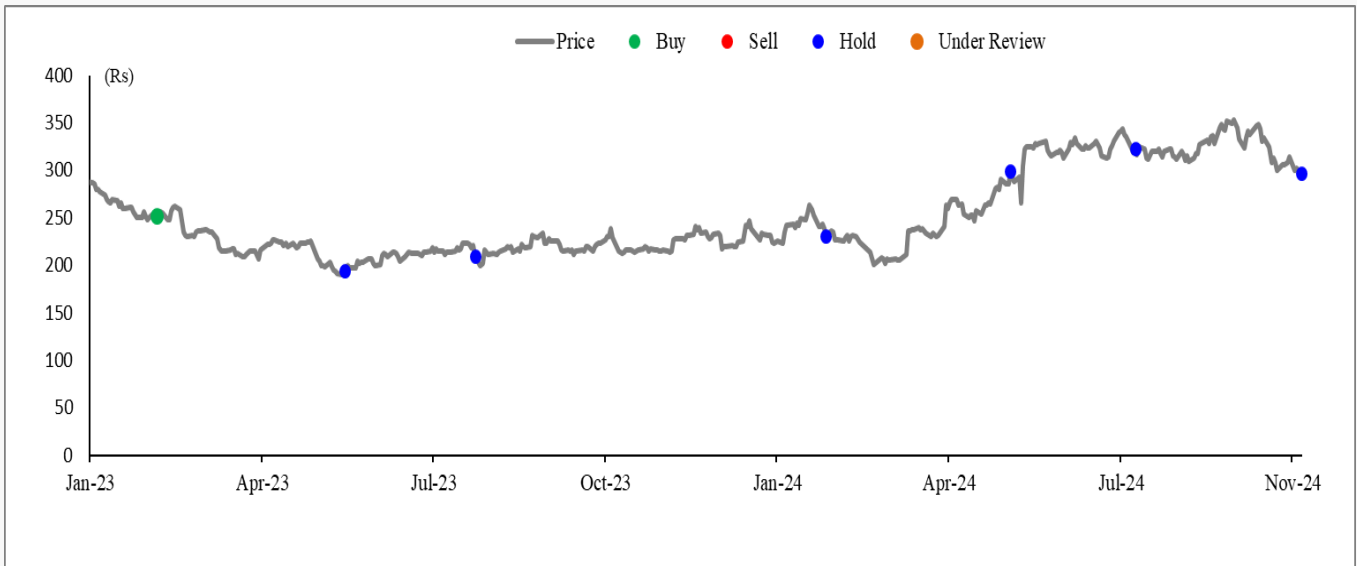
**Ratio Analysis**

(%)

	FY24A	FY25E	FY26E	FY27E
<b>Per Share data</b>				
EPS (INR)	(6.5)	(5.8)	(2.8)	0.5
Growth, %	1,615.8	(11.6)	(52.0)	(118.3)
Book NAV/share (INR)	35.7	30.0	27.2	27.7
FDEPS (INR)	(6.5)	(5.8)	(2.8)	0.5
CEPS (INR)	8.1	10.9	15.5	20.4
CFPS (INR)	15.1	7.3	11.2	15.8
DPS (INR)	-	-	-	-
<b>Return ratios</b>				
Return on assets (%)	0.6	1.4	3.0	4.6
Return on equity (%)	(18.2)	(19.2)	(10.2)	1.8
Return on capital employed (%)	1.0	2.1	4.6	7.3
<b>Turnover ratios</b>				
Asset turnover (x)	3.0	2.6	3.1	3.7
Sales/Total assets (x)	0.7	0.7	0.8	0.9
Sales/Net FA (x)	1.4	1.3	1.6	1.9
Working capital/Sales (x)	0.0	0.0	0.1	0.1
Receivable days	33.4	33.4	33.4	33.4
Inventory days	117.5	117.5	117.5	117.5
Payable days	120.3	121.5	124.5	127.0
Working capital days	11.5	15.0	18.7	21.7
<b>Liquidity ratios</b>				
Current ratio (x)	1.3	1.2	1.2	1.3
Quick ratio (x)	0.6	0.5	0.5	0.5
Interest cover (x)	(0.2)	(0.1)	0.4	0.9
Total debt/Equity (%)	1.0	1.2	1.4	1.3
Net debt/Equity (%)	0.9	1.3	1.5	1.3
<b>Valuation</b>				
Price/Book (x)	8.3	9.9	10.9	10.7
EV/Net sales (x)	2.6	2.4	2.1	1.8
EV/EBITDA (x)	25.0	21.0	15.3	11.8
EV/EBIT (x)	(179.6)	(358.5)	102.4	42.1

Source: Company, Axis Securities

## Aditya Birla Fashion Price Chart and Recommendation History



Date	Reco	TP	Research
08-Feb-23	BUY	325	Result Update
23-May-23	HOLD	200	Result Update
07-Aug-23	HOLD	200	Result Update
13-Nov-23	HOLD	205	Result Update
19-Feb-24	HOLD	220	Result Update
30-May-24	HOLD	275	Result Update
08-Aug-24	HOLD	310	Result Update
11-Nov-24	HOLD	300	Result Update

Source: Axis Securities Research



Axis Securities Limited is a subsidiary company of Axis Bank Ltd. Axis Bank Ltd. is a listed public company and one of India's largest private sector banks and has various subsidiaries engaged in businesses of Asset management, NBFC, Merchant Banking, Trusteeship, Venture Capital, Stock Broking, the details in respect of which are available on [www.axisbank.com](http://www.axisbank.com).

Axis Securities Limited, is registered as a

- Stock Broker, Depository Participant, Portfolio Manager, Investment Adviser and Research Analyst with Securities and Exchange Board of India
- Corporate Agent with Insurance Regulatory and Development Authority of India
- Point of Presence with Pension Fund Regulatory and Development Authority
- Distributor for Mutual Funds with AMFI

Registration Details:

SEBI Single Reg. No.- NSE, BSE, MSEI, MCX & NCDEX – INZ000161633 | SEBI Depository Participant Reg. No. IN-DP-403-2019 | Portfolio Manager Reg. No.- INP000000654 | Investment Advisor Reg No. INA000000615 | SEBI-Research Analyst Reg. No. INH000000297 | IRDA Corporate Agent (Composite) Reg. No. CA0073| PFRDA – POP Reg. No. POP387122023 | Mutual Fund Distributor ARN- 64610.

Compliance Officer Details: Name – Mr. Maneesh Mathew, Tel No. – 022-68555574, Email id – [compliance.officer@axisdirect.in](mailto:compliance.officer@axisdirect.in);

Registered Office Address – Axis Securities Limited, Unit No.002, Building- A, Agastya Corporate Park, Piramal Realty, Kamani Junction, Kurla (W), Mumbai – 400070.

Administrative office address: Axis Securities Limited, Aurum Q Parc, Q2 Building, Unit No. 1001, 10th Floor, Level – 6, Plot No. 4/1 TTC, Thane – Belapur Road, Ghansoli, Navi Mumbai, Pin Code – 400710.

In case of any grievances please call us at 022-40508080 or write to us [helpdesk@axisdirect.in](mailto:helpdesk@axisdirect.in).

We hereby declare that our activities were neither suspended nor we have defaulted with any stock exchange authority with whom we are registered in last five years. However, SEBI, Exchanges, Clearing Corporations and Depositories etc. have conducted the routine inspection and based on their observations have issued advise/warning/show cause notices/deficiency letters/ or levied penalty or imposed charges for certain deviations observed in inspections or in normal course of business, as a Stock Broker / Depository Participant/Portfolio Manager. We have not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has our certificate of registration been cancelled by SEBI at any point of time.

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

By referring to any particular sector, Axis Securities does not provide any promise or assurance of favourable view for a particular industry or sector or business group in any manner.

Registration granted by SEBI, membership of BASL (in case of IAs) and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. None of the research recommendations promise or guarantee any assured, minimum or risk-free return to the investors. Our research should not be considered as an advertisement or advice, professional or otherwise. This research report and its respective content by Axis Securities made available on this page or otherwise do not constitute an offer to sell or purchase or subscribe for any securities or solicitation of any investments or investment services for the residents of Canada and / or USA or any jurisdiction where such an offer or solicitation would be illegal.

Subject company(ies) may have been client during twelve months preceding the date of distribution of the research report. Derivatives are a sophisticated investment device. The investor is requested to take into consideration all the risk factors before actually trading in derivative contracts.

Past performance should not be taken as an indication or guarantee of future performance, and no representation or warranty, express or implied, is made regarding future performance. Information, opinions and estimates contained in this report reflect a judgment of its original date of publication by ASL and are subject to change without notice. The price, value of and income from any of the securities or financial instruments mentioned in this report can fall as well as rise. The value of securities and financial instruments is subject to exchange rate fluctuation that may have a positive or adverse effect on the price or income of such securities or financial instruments.

The information and opinions in this report have been prepared by Axis Securities and are subject to change without any notice. The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of Axis Securities. The report must not be used as a singular basis of any investment decision. The views herein are of a general nature and do not consider the risk appetite, investment objective or the particular circumstances of an individual investor. The investor is requested to take into consideration all the risk factors including their financial condition, suitability to risk return profile and the like and take professional advice before investing.

While we would endeavour to update the information herein on a reasonable basis, Axis Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent Axis Securities from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or Axis Securities policies, in circumstances where Axis Securities might be acting in an advisory capacity to this company, or in certain other circumstances.

This report is based on information obtained in good faith from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. Axis Securities will not treat recipients as customers by virtue of their receiving this report. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. Axis Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance. Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice. Axis Securities or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months. Axis Securities or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction. Axis Securities or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the companies mentioned in the report in the past twelve months. Axis Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. Axis Securities or its associates or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither Axis Securities nor Research Analysts and / or their relatives have any material conflict of interest at the time of publication of this report. Please note that Axis Securities has a proprietary trading desk. This desk maintains an arm's length distance with the Research team and all its activities are segregated from Research activities. The proprietary desk operates independently, potentially leading to investment decisions that may deviate from research views.

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

Research Analyst may have served as an officer, director or employee of subject company(ies). Axis Securities or Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report. Since associates of Axis Securities and Axis Securities as an entity are engaged in various financial service businesses, they might have financial interests or actual/beneficial ownership of one percent or more or other material conflict of interest in various companies including the subject company/companies mentioned in this report. Axis Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report. Certain transactions -including those involving futures, options and other derivatives as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. Reports based on technical analysis centres on studying charts of a stock's price movement and trading volume, as opposed to focusing on a company's fundamentals and as such, may not match with a report on a company's fundamentals.

We and our affiliates/associates, officers, directors, and employees, Research Analyst(including relatives) worldwide may: (a) from time to time, have long or short positions in, and buy or sell the securities thereof, of company (ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company/company (ies) discussed herein or act as advisor or lender / borrower to such company (ies) or have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of Research Report or at the time of public appearance. Axis Securities may have proprietary long/short position in the above mentioned scrip(s) and therefore may be considered as interested. This should not be construed as invitation or solicitation to do business with Axis Securities. Axis Securities is also a Portfolio Manager. Portfolio Management Team (PMS) takes its investment decisions independent of the PCG research and accordingly PMS may have positions contrary to the PCG research recommendation.

**RATING SCALE: Definitions of ratings**

<b>Ratings</b>	<b>Expected absolute returns over 12 – 18 months</b>
BUY	More than 10%
HOLD	Between 10% and -10%
SELL	Less than -10%
NOT RATED	We have forward looking estimates for the stock, but we refrain from assigning valuation and recommendation.
UNDER REVIEW	We will revisit our recommendation, valuation and estimates on the stock following recent events
NO STANCE	We do not have any forward-looking estimates, valuation or recommendation for the stock

Note: Returns stated in the rating scale are our internal benchmark.