

In Q2FY25, HCG's performance was aligned on the revenue front but above the earning front due to the low tax rate as subsidiaries turned into profit. HCG recorded the best-ever quarterly revenue which reached INR 5,535mn, with a growth of 13.7% YoY and 5.3% QoQ, driven by a significant volume increase across modalities. EBITDA grew by 20.8% YoY and 12.5% QoQ to INR 1,023mn, driven by strong performance in the Kolkata center. The margin was 18.5%, expanding by 110bps YoY and 118bps QoQ, driven by operational leverage. Adjusted PAT saw robust growth of 32.6% YoY and 48.9% QoQ to INR 180mn. The overall AOR stood at 65.6% compared to 65.8% in Q2FY24.

- **Expansion plan:** During the quarter, HCG successfully operationalized Ahmedabad's new 200 state-of-the-art comprehensive cancer care center. Currently developing 2 state-of-the-art hospitals in Bangalore's Whitefield and North Bangalore areas, totaling 125 beds. By the beginning of FY26, these facilities should be completely operational. In Qatar, an additional 60 beds are planned, with the possibility of growing to 100 beds in the future. With the goal of expanding in the current markets by operationalizing over 900 additional beds across the network within the next 3 years, including this year's addition, construction is scheduled to start this year and operations are anticipated to begin by early FY27. 360 of these beds are fully funded but not yet in use. The company's strategic acquisition of MG Hospital in Vizag is strengthening its presence in one of the most important cancer care markets. The aspiration is to grow faster than the industry growth and is also open to inorganic growth with over 80-100 beds, which should be EBITDA accretive from the beginning of the acquisition.
- **Performance of Emerging Centers:** Kolkata has performed exceptionally well, with a 66% increase in revenue. In addition to raising the margins, this expansion has also raised overall revenue, which has improved the consolidated margin by driving operating leverage and absorbing fixed costs. Although domestic business is still expanding, South Mumbai Center has witnessed difficulties in terms of the decline in international business due to geopolitical situations in key markets but is well set to break even in the year. The business is entering new domestic markets to offset the negative impact. The Borivali facility is also demonstrating strong potential in an attractive market.
- **Outlook and Valuation:** HCG's growth story is based on its continued approach to outperform the industry growth, improve the margin, focusing on the inorganic growth opportunities, South Mumbai center turning EBITDA positive by the end of FY25, and expansion in the Vizag (Top 10 GDP growing city in India). We expect Revenue/EBITDA/PAT to grow at a CAGR of 21%/30%/120.8% over FY24-27E. Factoring these rationales, we have introduced FY27E and valued the stock (based on 14x Sep-FY27E EV/EBITDA), to arrive at a target price of INR 547, with a BUY rating on the stock.

Quarterly performance

Result Snapshot (Rs.mn)	Q2FY25	Q2FY24	YoY (%)	Q1FY25	QoQ (%)
Net Sales	5,535	4,869	13.7	5,256	5.3
Materials consumed	1,442	1,209	19.3	1,332	8.3
Gross Profit	4,093	3,661	11.8	3,924	4.3
Employee Expenses	853	772	10.5	852	0.1
Medical Consultancy Charges	1,179	1063	10.9	1121	5.2
Other Expenses	1,039	980	6.0	1,042	(0.3)
EBITDA	1,023	846	20.8	909	12.5
Depreciation	497	432	15.1	470	5.8
EBIT	525	414	26.8	439	19.7
Interest Cost	360	269	33.8	337	6.7
Other Income	111	34	227.4	88	26.3
Exceptional Items	-	-	NA	-	NA
PBT	277	179	54.4	190	45.7
Tax	70	71	(2.4)	54	30.0
RPAT	180	108	66.7	136	31.9
APAT	180	136	32.6	121	48.9
EPS (Rs)	1.3	1.0	32.6	0.9	48.9

Margin Analysis	Q2FY25	Q2FY24	YoY (bps)	Q1FY25	QoQ (bps)
Gross margin %	73.9	75.2	(124)	74.7	(71)
Employee Exp. % of Sales	15.4	15.8	(44)	16.2	(80)
Medical Consultancy % of Sales	21.3	21.8	(53)	21.3	(2)
Other Op. Exp % of Sales	18.8	21.8	(306)	21.3	(255)
EBITDA Margin (%)	18.5	17.4	110	17.3	118
Tax Rate (%)	25.2	39.8	-1464	28.2	(303)
APAT Margin (%)	3.2	2.8	46	2.3	95

Source: Company, CEBPL

	Nov 12, 2024
CMP (Rs)	466
Target Price (Rs)	547
Potential Upside (%)	17.4

*CMP as on 11th Nov 2024

Company Info

BB Code	HCG IN EQUITY
ISIN	INE075I01017
Face Value (Rs.)	10
52 Week High (Rs.)	507
52 Week Low (Rs.)	310
Mkt Cap (Rs bn.)	64.8
Mkt Cap (\$ bn.)	0.77
Shares o/s (Mn.)/F.F(%)	139/29
Adj. TTM EPS (Rs)	3.8
FY25E EPS (Rs)	18.9

Shareholding Pattern (%)

	Sep-24	Jun-24	Mar-24
Promoters	71.23	71.26	71.28
FII's	4.30	3.95	6.74
DII's	11.64	10.89	8.52
Public	12.84	13.90	13.45

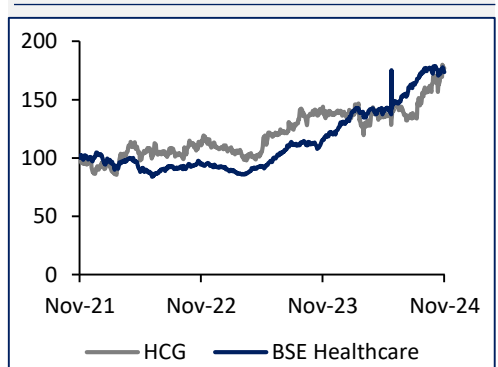
Relative Performance (%)

YTD	3Y	2Y	1Y
BSE HC	73.6	83.7	50.4
HCG	76.9	59.7	24.2

Year end March (INR bn)

Particular	FY24	FY25E	FY26E	FY27E
Revenue	19,121	22,758	27,456	33,865
Gross Profit	14,288	17,114	20,812	25,873
EBITDA	3,217	4,142	5,381	7,044
EBITDA (%)	16.8	18.2	19.6	20.8
EPS (INR)	1.8	6.6	11.0	18.9

Rebased Price Performance



Deepika Murarka

Email: deepika.murarka@choiceindia.com
Ph: +91 22 6707 9513

Maitri Sheth

Email: maitri.sheth@choiceindia.com
Ph: +91 22 6707 9513

CEBPL Estimates vs Actual

Particulars (Rs.mn)	Actual	CEBPL Est.	Deviation (%)
Revenue	5,535	5,603	-1.2
EBIDTA	1,023	986	3.7
EBIDTA Margin (%)	18.5	17.6	88bps
APAT	180	141	27.6

Source: Company, CEBPL

Changes in Estimates

Income Statement (INR Mn.)	FY25E			FY26E			FY27E
	New	Old	Dev. (%)	New	Old	Dev. (%)	New
Net sales	22,758	22,117	2.90	27,456	26,195	4.81	33,865
EBITDA	4,142	3,870	7.02	5,381	4,741	13.50	7,044
EBITDA margin(%)	18.2	17.5	70bps	19.6	18.1	150bps	20.8
APAT	919	621	48.00	1,536	1,083	41.84	2,628
EPS	6.6	4.5	48.00	11.0	7.8	41.84	18.9

Source: Company, CEBPL

Valuation Methodology

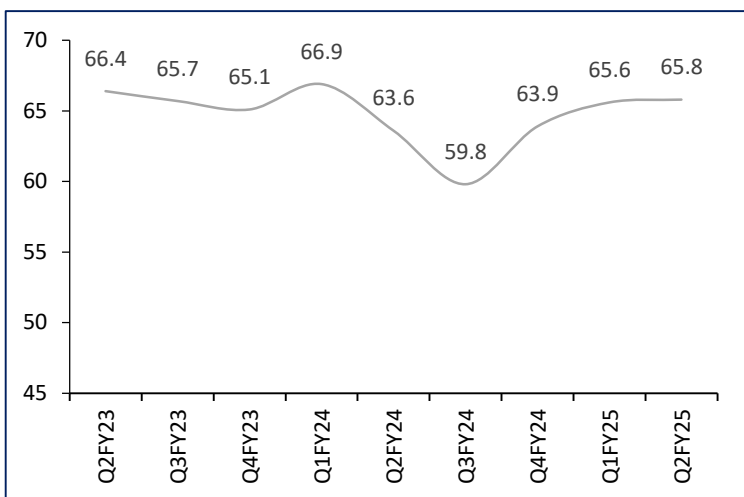
Particulars	Rs. Mn	Allotted Multiple (x)	Value (Rs. Mn)
EBITDA (Sep-FY27E)	6,213	14	86,977
Enterprise Value (A)			86,977
Less: Net Debt (Sep-FY27E) (B)			10,741
Implied Market Cap. (A+B)			76,236
Value per share (Rs.)			547

Source: Company, CEBPL

Management Call - Highlights

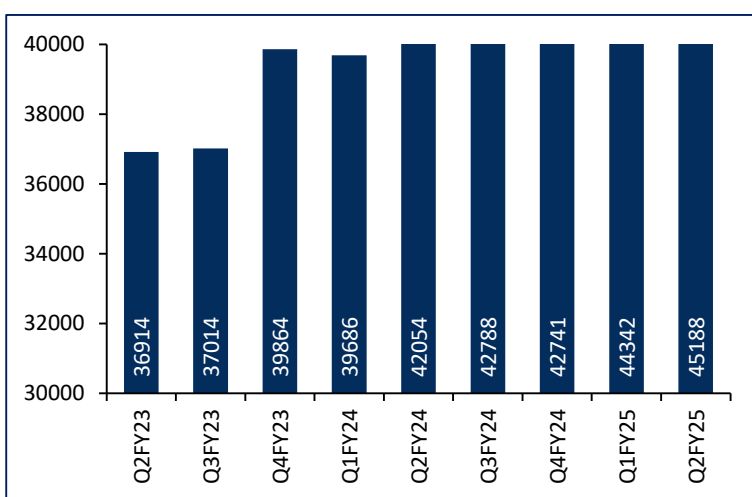
- Proforma revenue growth, including the Vizag acquisition, stands at 20%, with an EBITDA margin of 19%, driven by increased revenue and cost efficiency, leveraging operating efficiencies to boost overall performance.
- Digital initiatives have further streamlined operations and contributed positively to margin growth.
- The oncology segment has grown by 20% after adjusting for last year's temporary closure at MSR Bangalore.
- Revenue growth across all markets has diversified HCG's revenue base, reducing concentration risks and solidifying market leadership in 16 of its 18 locations.
- The domestic business has delivered strong growth, compensating for a 17% decline in international revenue due to geopolitical challenges in markets such as Bangladesh, with expectations for normalization by Q4 of the current fiscal year.
- Expansion through strategic acquisitions continues, with recent additions in Indore and Vizag, contributing to an anticipated 200-300 basis points of growth.
- Focus remains on downfield expansions in Bangalore, Ahmedabad, and Qatar, enhancing network reach and local market penetration.
- With increasing internet usage and evolving consumer behavior, HCG aims to expand its pan-India presence through a blend of physical centers and digital initiatives, raising awareness and access to care.
- Digital initiatives have substantially increased the patient funnel, growing digital channel revenue to 14% of overall revenue in Q2 FY24, compared to 4% in Q2 FY23, with a target of 25% revenue contribution from digital platforms over the next 3-5 years.
- Emerging centers are a focus for revenue growth, with MG Hospital in Vizag progressing as planned, strengthening HCG's regional presence.
- Planned capital expenditure for FY25 is set at INR 250-300 crore, with INR 150 crore already spent by H1 FY25.
- LINAC machine utilization rates have improved to 70%, with additional machines being installed to enhance capacity.
- Triesta and Cyclotron businesses will be separated for independent growth, creating expansion opportunities beyond HCG's core oncology focus.
- Efforts are underway to transition to an outpatient-driven care model as average lengths of stay for oncology treatments fall below two days.
- Focused efforts to reduce digital lead acquisition costs to 1-1.5%, significantly lower than the 6-7% incurred through traditional B2B channels.

Total AOR (%)



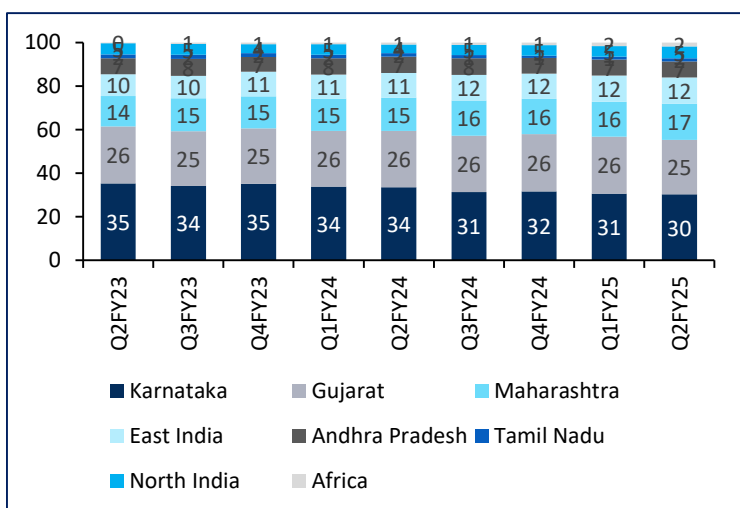
Source: Company, CEBPL

ARPOB (INR)



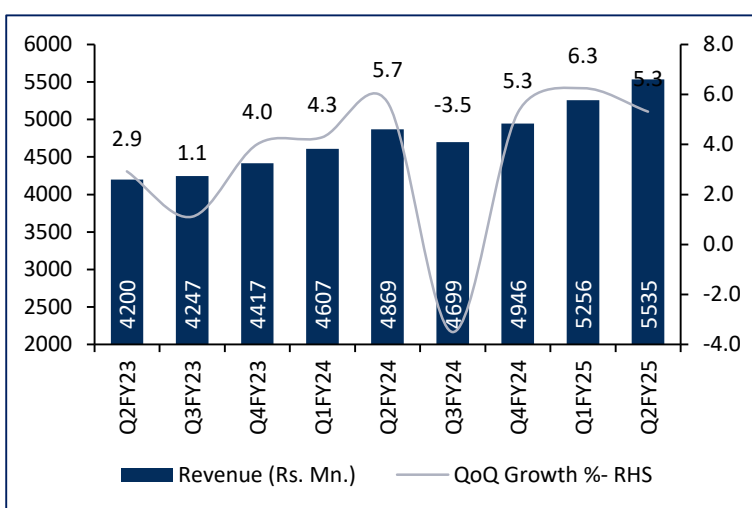
Source: Company, CEBPL

Cluster wise- Revenue break-up (%)



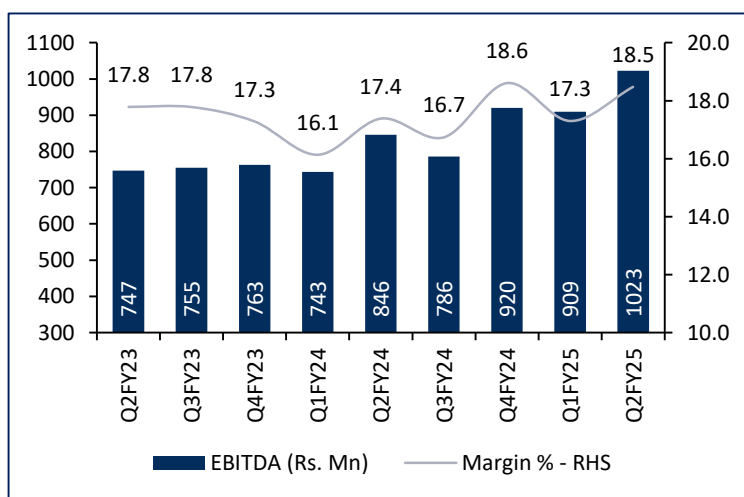
Source: Company, CEBPL

Revenue (Rs. Mn.) & QoQ Growth (%)



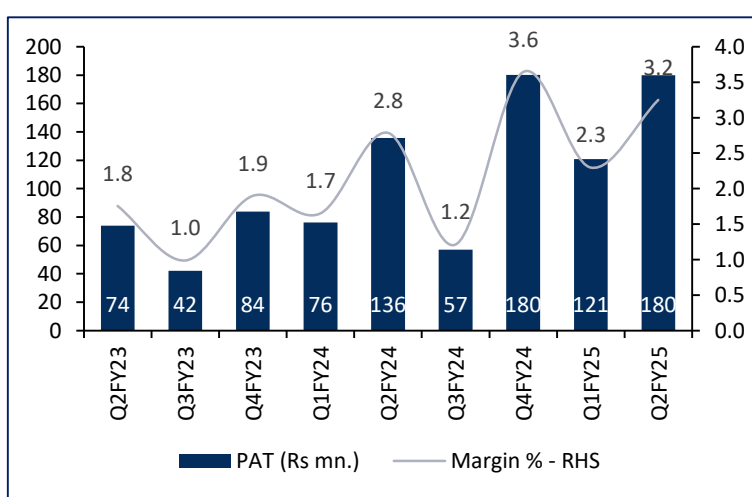
Source: Company, CEBPL

EBITDA (Rs mn) & Margin (%)



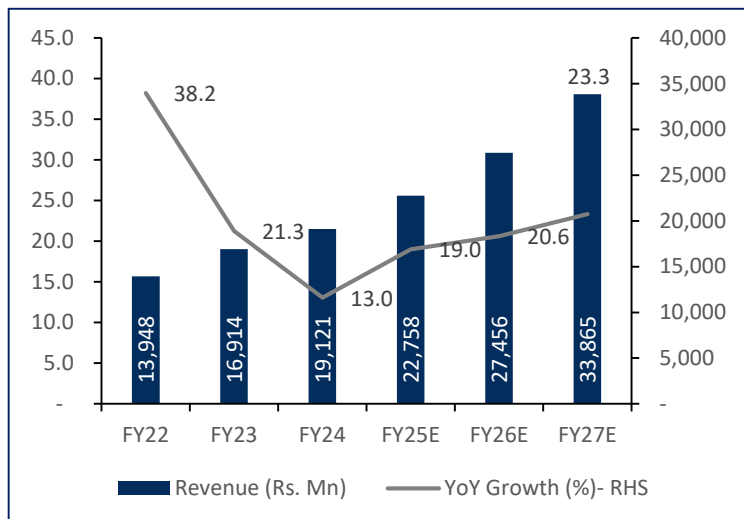
Source: Company, CEBPL

PAT (Rs mn) & Margin (%)



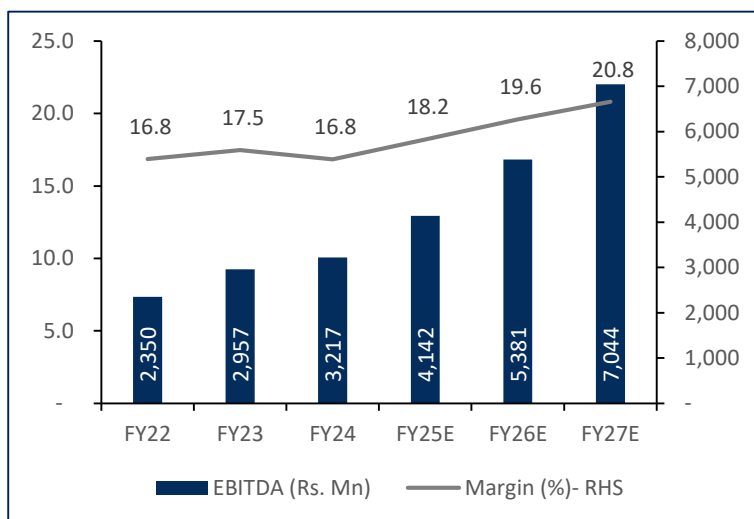
Source: Company, CEBPL

Revenue (Rs mn) & YoY growth (%)



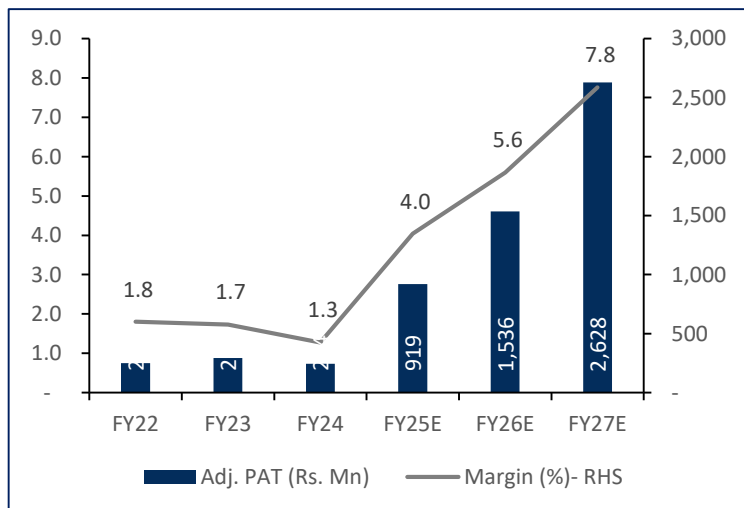
Source: Company, CEBPL

EBITDA (Rs mn) & Margin (%)



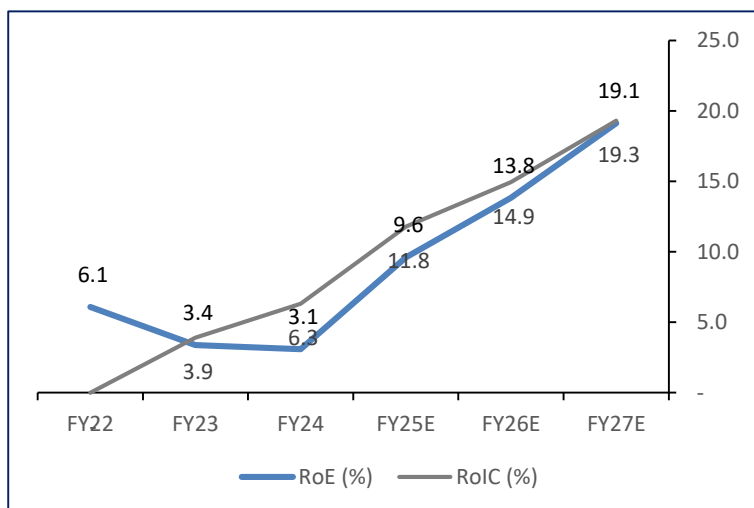
Source: Company, CEBPL

Adj. PAT (Rs mn) & Margin (%)



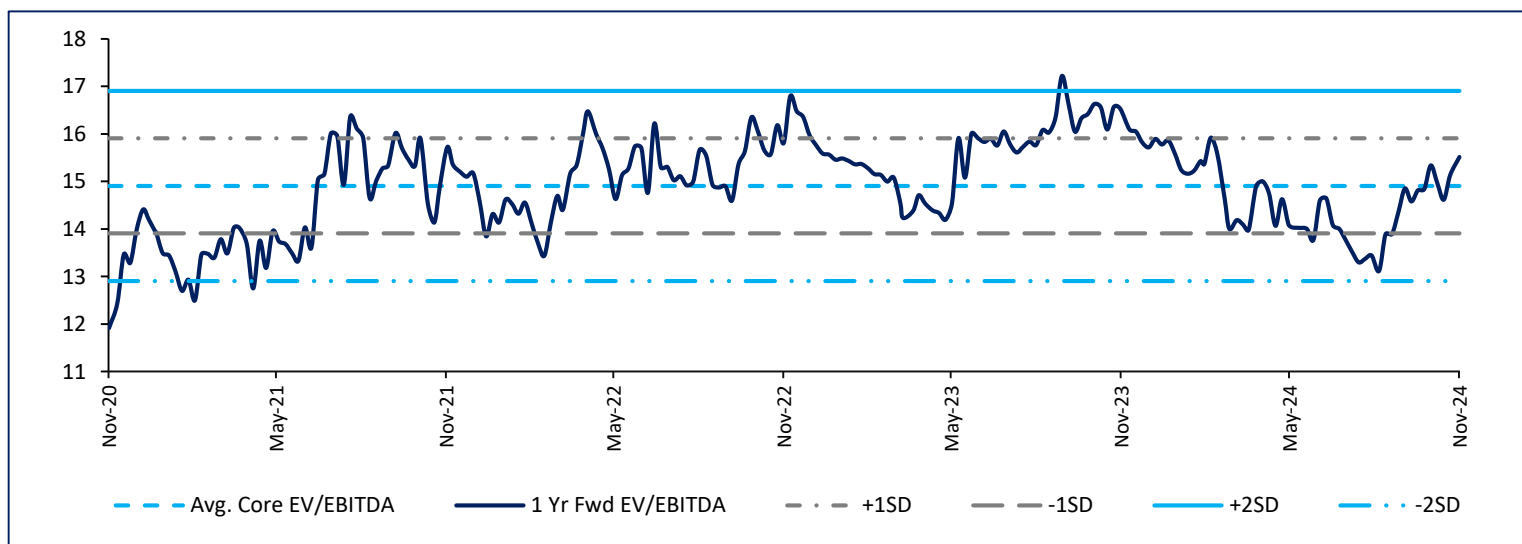
Source: Company, CEBPL

RoE (%) & RoIC (%)



Source: Company, CEBPL

1 Year Forward EV/EBITDA (x) band



Source: Company, CEBPL

Income statement (Consolidated in INR Mn.)

Particular	FY22	FY23	FY24	FY25E	FY26E	FY27E
Revenue	13,948	16,914	19,121	22,758	27,456	33,865
Gross profit	10,399	12,673	14,288	17,114	20,812	25,873
EBITDA	2,350	2,957	3,217	4,142	5,381	7,044
Depreciation	1,583	1,635	1,744	1,879	2,082	2,292
EBIT	767	1,322	1,473	2,263	3,299	4,752
Interest expense	978	1,035	1,087	1,237	1,349	1,349
Other Income	157	162	169	341	275	339
EO Items	946	-	39	-	-	-
Profit from Associate	(14)	(0)	4	4	4	4
Minority Interest	148	117	(68)	(68)	(68)	(68)
Reported PAT	537	293	266	919	1,536	2,628
Adjusted PAT	251	293	244	919	1,536	2,628
EPS	1.8	2.1	1.8	6.6	11.0	18.9
NOPAT	340	519	823	1,629	2,375	3,421

Balance sheet (Consolidated in INR Mn.)

Particular	FY22	FY23	FY24	FY25E	FY26E	FY27E
Net worth	8,703	8,605	8,258	9,177	10,713	13,341
Minority Interest	134	89	393	393	393	393
Deferred tax	(47)	71	(10)	(10)	(10)	(10)
Total debt	9,147	9,012	12,744	14,744	15,244	14,744
Other liabilities & provisions	360	491	485	485	485	485
Total Net Worth & liabilities	18,297	18,268	21,870	24,789	26,825	28,953
Net Fixed Assets	15,502	15,559	17,615	16,273	17,190	17,898
Capital Work in progress	217	182	832	832	832	832
Goodwill	1,813	1,812	2,229	2,229	2,229	2,229
Investments & Others	1,394	1,564	1,759	2,280	2,533	3,252
Cash & bank balance	1,975	1,966	3,031	3,888	4,096	4,410
Loans & Advances & other assets	574	429	401	401	402	402
Net Current Assets	1,185	964	1,664	3,174	4,040	4,742
Total Assets	18,297	18,268	21,870	24,789	26,825	28,953
Net Debt	7,172	7,046	9,713	10,856	11,148	10,333

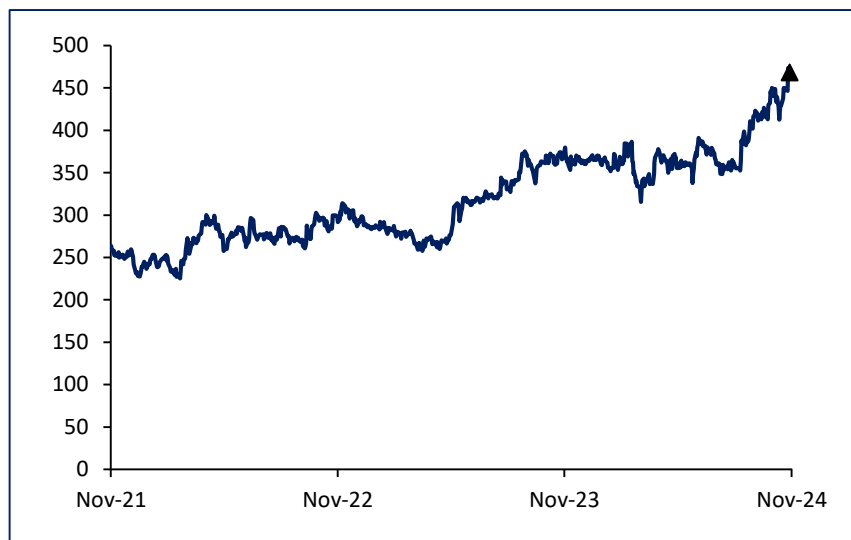
Source: Company, CEBPL

Cash Flows (INR Mn.)	FY22	FY23	FY24	FY25E	FY26E	FY27E
CFO	2,201	2,515	2,845	3,087	3,699	5,062
Capex	(704)	(1,816)	(4,644)	(3,138)	(3,203)	(3,669)
FCF	1,497	699	(1,799)	(51)	497	1,393
CFI	1,246	(1,330)	(2,258)	(3,288)	(3,253)	(3,719)
CFF	(1,549)	(1,401)	(640)	763	(849)	(1,849)

Ratio Analysis	FY22	FY23	FY24	FY25E	FY26E	FY27E
Growth Ratios						
Revenue (%)	38.2	21.3	13.0	19.0	20.6	23.3
EBITDA (%)	92.1	25.8	8.8	28.8	29.9	30.9
PAT (%)	(133.5)	16.7	(16.8)	276.3	67.1	71.1
Margin ratios						
EBITDA margins (%)	16.8	17.5	16.8	18.2	19.6	20.8
PAT Margins (%)	1.8	1.7	1.3	4.0	5.6	7.8
Performance ratios						
OCF/EBITDA (X)	0.9	0.9	0.9	0.7	0.7	0.7
OCF/IC (%)	15.0	17.7	17.1	0.2	0.2	0.3
RoE %	2.9	3.4	3.0	9.6	13.8	19.1
ROCE %	4.3	7.5	6.9	9.5	12.7	16.9
RoIC(Post tax) %	(1.0)	3.5	5.8	11.8	14.9	19.3
ROIC(Pre tax) %	(1.0)	9.0	10.3	16.4	20.8	26.8
Turnover Ratio (Days)						
Inventory	8	8	8	8	8	8
Debtors	57	55	56	60	64	64
Payables	51	50	54	52	50	50
Cash Conversion Cycle	14	13	11	16	22	22
Financial Stability ratios						
Net debt to Equity (x)	0.8	0.8	1.2	1.2	1.0	0.8
Net debt to EBITDA (x)	3.1	2.4	3.0	2.6	2.1	1.5
Interest Coverage (x)	0.8	1.3	1.4	1.8	2.4	3.5
Valuation metrics						
Fully diluted shares (mn)	139	139	139	139	139	139
Price (Rs)	466	466	466	466	466	466
Market Cap(Rs. Mn)	64,800	64,849	64,930	64,930	64,930	64,930
PE(x)	258	221	266	71	42	25
EV (Rs.mn)	71,838	71,806	74,250	75,393	75,685	74,870
EV/EBITDA (x)	31	24	23	18	14	11
Book value (Rs/share)	63	62	59	66	77	96
Price to BV (x)	7.4	7.5	7.9	7.1	6.1	4.9
EV/OCF (x)	33	29	26	24	20	15

Source: Company, CEBPL

Historical recommendations and target price: HealthCare Global



HealthCare Global

1.	21-03-2023	OUTPERFORM,	Target Price Rs.317
2.	26-05-2023	NEUTRAL,	Target Price Rs.306
2.	14-08-2023	NEUTRAL,	Target Price Rs.344
3.	12-11-2023	NEUTRAL,	Target Price Rs.392
4.	11-02-2024	NEUTRAL,	Target Price Rs.384
5.	31-05-2024	REDUCE,	Target Price Rs.376
6.	09-08-2024	REDUCE,	Target Price Rs.370
7.	12-11-2024	BUY,	Target Price Rs.547

Institutional Research Team

Jathin kaithavalappil	AVP – Automobile /Real Estate	jathin.jayan@choiceindia.coM	+91 22 6707 9994
Deepika Murarka	Analyst - Pharmaceuticals / Healthcare	deepika.murarka@choiceindia.com	+91 22 6707 9513
Ashutosh Murarka	Analyst – Cement / Building Material	ashutosh.murarka@choiceindia.com	+91 22 6707 9442
Putta Ravi Kumar	Analyst – Defence	ravi.putta@choiceindia.com	+91 22 6707 9908
Aayush saboo	Associate – Real Estate	aayush.saboo@choiceindia.com	+91 22 6707 9811
Maitri Sheth	Analyst – Pharmaceuticals / Healthcare	maitri.sheth@choiceindia.com	+91 22 6707 9811
Bharat Kumar Kudikyala	Associate – Cement / Building Material	bharat.kudikyala@choiceindia.com	+91 22 6707 9798
Arshay Agarwal	Associate – BFSI	arshay.agarwal@choiceindia.com	+91 22 6707 9811
Heet Chheda	Associate – Automobile	heet.chheda@choiceindia.com	+91 22 6707 9422
Rushil Katiyar	Associate - Information Technology	Rushil.katiyar@choiceindia.com	+91 22 6707 9811
CA Sheetal Murarka	Vice President - Institutional Sales	sheetal.murarka@choiceindia.com	+91 22 6707 9857
Nitesh Jalan	AVP – Institutional Sales	nitesh.jalan@choiceindia.com	+91 22 6707 9877 /878 /879

CHOICE RATING DISTRIBUTION & METHODOLOGY

BUY	The security is expected to generate greater than or = 15% over the next 24 months
HOLD	The security expected to show upside or downside returns by 14% to -5% overhead 24 months
SELL	The security expected to show Below -5% next 24 months

Disclaimer

Research Disclaimer and Disclosure inter-alia as required under Securities and Exchange Board of India (Research Analysts) Regulations, 2014

Choice Equity Broking Private Limited-Research Analyst - INH000000222. (CIN. NO.: U65999MH2010PTC198714). Reg. Add.: Sunil Patodia Tower, J B Nagar, Andheri(East), Mumbai 400099. Tel. No. 022-6707 9999

Compliance Officer-Prashant Salian, Email Id – Prashant.salain@choiceindia.com Contact no. 022- 67079999- Ext-2310

Grievance Officer-Deepika Singhvi Tel.022-67079999- Ext-834. Email- ig@choiceindia.com

Investment in securities market are subject to market risks. Read all the related documents carefully before investing. Registration granted by SEBI, and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

This Research Report (hereinafter referred as “Report”) has been prepared by Choice Equity Broking Private Limited as a Research Entity (hereinafter referred as “CEBPL RE” Limited. The Research Analysts, strategists are principally responsible for the preparation of “CEBPL RE” research. The research analysts have received compensation based upon various factors, which may include quality of research, investor client feedback, stock picking, competitive factors and firm revenues etc.

Whilst CEBPL has taken all reasonable steps to ensure that this information is correct, CEBPL does not offer any warranty as to the accuracy or completeness of such information. Any person

placing reliance on the report to undertake trading does so entirely at his or her own risk and CEBPL does not accept any liability as a result. Securities and Derivatives markets may be subject to rapid and unexpected price movements and past performance is not necessarily an indication of future performance.

General Disclaimer: This ‘Report’ is strictly meant for use by the recipient and is not for circulation. This Report does not take into account particular investment objectives, financial situations or specific needs of individual clients nor does it constitute a personal recommendation. The recommendations, if any, made herein are expression of views and/or opinions and should not be deemed or construed to be neither advice for the purpose of purchase or sale of any security, derivatives or any other security through CEBPL nor any solicitation or offering of any investment

/trading opportunity on behalf of the issuer(s) of the respective security (ies) referred to herein. These information / opinions / views are not meant to serve as a professional investment guide

for the readers. No action is solicited based upon the information provided herein. Recipients of this “Report” should rely on information/data arising out of their own Study/investigations. It is advised to seek independent professional advice and arrive at an informed trading/investment decision before executing any trades or making any investments.

This ‘Report’ has been prepared on the basis of publicly available information, internally developed data and other sources believed by CEBPL to be reliable. CEBPL or its directors, employees, affiliates or representatives shall not be responsible for, or warrant for the accuracy, completeness, adequacy and reliability of such information / opinions / views. Though due care has been taken to ensure that the disclosures and opinions given are fair and reasonable, none of the directors, employees, affiliates or representatives of CEBPL shall be liable for any direct, indirect, special, incidental, consequential, punitive or exemplary damages, including lost profits arising in any way whatsoever from the information / opinions / views contained in this Report.

The price and value of the investments referred to in this Report and the income from them may tend to go down as well as up, and investors may incur losses on any investments. Yester performance shall not be a guide for future performance. CEBPL does not provide tax advice to its clients, and all investors are strongly advised to take advice of their tax advisers regarding

taxation aspects of any potential investment. Opinions are based on the current scenario as of the date appearing on this ‘Report’ only. CEBPL does not undertake to advise you as to any change of our views expressed in this “Report’ may differ on account of differences in research methodology, personal judgment and difference in time horizons for which recommendations are made. User should keep this risk in mind and not hold CEBPL, its employees and associates responsible for any losses, damages of any type whatsoever. Find (Choice Equity Broking Pvt. Ltd.—Research Analyst] | NHCHB | Capital IQ | Email: institutional.equities@choiceindia.com | Ph: +91 22 6707 9919

Disclaimers in respect of jurisdiction: This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would subject “CEBPL RE” to any registration or licensing requirement within such jurisdiction(s). No action has been or will be taken by “CEBPL RE” in any jurisdiction (other than India), where any action for such purpose(s) is required. Accordingly, this ‘Report’ shall not be possessed, circulated and/or distributed in any such country or jurisdiction unless such action is in compliance with all applicable laws and regulations of such country or jurisdiction. “CEBPL” requires such recipient to inform himself about and to observe any restrictions at his own expense, without any liability to “CEBPL”. Any dispute arising out of this Report shall be subject to the exclusive jurisdiction of the Courts in Mumbai (India).

Statements on ownership and material conflicts of interest, compensation - CEBPL and Associates reciprocates to the best of the knowledge and belief of CEBPL/ its Associates/ research Analyst who is preparing this report.

Disclosures of Interest (Additional):

1. “CEBPL”, its research Analyst(s), or its associates or relatives of the Research Analyst does not have any financial interest in the company(ies) covered in this report.
2. “CEBPL” its research Analyst, or its associates or relatives of the research analyst
3. affiliates collectively do not hold more than 1 of the securities of the company(ies) covered in this report as of the end of the month immediately preceding the distribution of the research report.
4. “CEBPL”, its research analyst, his/her associate, his/her relative, do not have any other material conflict of interest at the time of publication of this research report.
5. “CEBPL”, its research analyst, and its associates have not received compensation for investment banking or merchant banking or brokerage services or for any other products or services from the company(ies) covered in this report, in the past twelve months.
6. “CEBPL”, its research analyst, or its associates have not managed or co-managed in the previous twelve months, a private or public offering of securities for the company (ies) covered in this report.
7. “CEBPL”, or its associates have not received compensation or other benefits from the company(ies) covered in this report or from any third party, in connection with the research report.
8. CEBPL research analyst has not served as an Officer, Director, or employee of the company (ies) covered in the Research report.
9. “CEBPL”, its research analyst has not been engaged in market making activity for the company(ies) covered in the Research report.

Details of Associates of CEBPL and Brief History of Disciplinary action by regulatory authorities are available on our website i.e. [www. https://choiceindia.com/research-listing](https://choiceindia.com/research-listing)

The details of CEBPL, its research analyst and its associates pertaining to the companies covered in the Research report are given below

Sr. No.	Particulars	Yes / No
1.	Whether compensation has been received from the company(ies) covered in the Research report in the past 12 months for investment banking transaction by CEBPL	No
2.	Whether Research Analyst, CEBPL or its associates or relatives of the Research Analyst affiliates collectively hold more than 1 of the company(ies) covered in the Research report	No
3.	Whether compensation has been received by CEBPL or its associates from the company(ies) covered in the Research report	No
4.	CEBPL or its affiliates have managed or co-managed in the previous twelve months a private or public offering of securities for the company(ies) covered in the Research report	No
5.	CEBPL, its research analyst, his associate, or its associates have received compensation for investment banking or merchant banking or brokerage services or for any other products or services from the company(ies) covered in the Research report, in the last twelve months	No

Copyright: The copyright in this research report belongs exclusively to CEBPL. All rights are reserved. Any unauthorized use or disclosure is prohibited. No reprinting or reproduction, in whole or in part, is permitted without the CEBPL’s prior consent, except that a recipient may reprint it for internal circulation only and only if it is reprinted in its entirety.

This “Report” is for distribution only under such circumstances as may be permitted by applicable law. This “Report” has no regard to the specific investment objectives, financial situation or particular needs of any specific recipient, even if sent only to a single recipient. This “Report” is not guaranteed to be a complete statement or summary of any securities, markets, reports or developments referred to in this research report. Neither CEBPL nor any of its directors, officers, employees or agents shall have any liability, however arising, for any error, inaccuracy or incompleteness of fact or opinion in this “report” or lack of care in this report’s preparation or publication, or any losses or damages which may arise from the use of this research report.

Information barriers may be relied upon by CEBPL, such as “Chinese Walls” to control the flow of information within the areas, units, divisions, groups, or affiliates of CEBPL.

Investing in any non-U.S. securities or related financial instruments (including ADRs) discussed in this research report may present certain risks. The securities of non-U.S. issuers may not be registered with, or be subject to the regulations of, the U.S. Securities and Exchange Commission. Information on such non-U.S. securities or related financial instruments may be limited. Foreign companies may not be subject to audit and reporting standards and regulatory requirements comparable to those in effect within the United States. The value of any investment or income from any securities or related financial instruments discussed in this research report denominated in a currency other than U.S. dollars is subject to exchange rate fluctuations that may have a positive or adverse effect on the value of or income from such securities or related financial instruments.

Past performance is not necessarily a guide to future performance and no representation or warranty, express or implied, is made by CEBPL with respect to future performance. Income from investments may fluctuate. The price or value of the investments to which this research report relates, either directly or indirectly, may fall or rise against the interest of investors. Any recommendation or opinion contained in this research report may become outdated as a consequence of changes in the environment in which the issuer of the securities under analysis operates, in addition to changes in the estimates and forecasts, assumptions and valuation methodology used herein.

No part of the content of this research report may be copied, forwarded or duplicated in any form or by any means without the prior written consent of CEBPL and CEBPL accepts no liability whatsoever for the actions of third parties in this respect.

The details of CEBPL, its research analyst and its associates pertaining to the companies covered in the Research report are given below