

14 November 2024

India | Equity Research | Q2FY25 results review

## Borosil

White Goods

### Capacity addition in core glassware segment drives growth

Takeaways: (1) Borosil reported strong industry leading revenue growth (+16.6% YoY) amid challenging demand environment. Capacity ramp-up in core glassware segment, trade discounts and premiumisation of product portfolio may have driven revenue growth, in our view. (2) Glassware segment had strong 25%/36.2% revenue growth in Q2/H1FY25. We reckon strong growth momentum may continue in H2FY25 led by higher capacity utilisation and product portfolio expansion. (3) Higher ad spends incurred ahead of festive season primarily led to higher other expenses. Resultantly, EBITDA margin contracted 96bps YoY. The company indicated higher ad spends are transient and annual average historical run-rate may be maintained for FY25. (4) Commissioning of borosilicate plant has led to relatively higher depreciation and finance cost, impacting profitability.

We believe Borosil is on track to report revenue CAGR in mid-teens and EBITDA margin in high teens over FY25-26E led by (1) higher utilisation at recently added capacities, (2) increased own production to revenue mix and (3) premiumisation of product portfolio. Maintain **ADD**.

### Q2FY25 result review

Borosil reported revenue/EBITDA growth of 16.6%/9.6% YoY, respectively. PAT declined 1.2% YoY. Its gross margin expanded 416bps YoY led by change in product mix, in our view. However, EBITDA margin contracted 96bps YoY due to higher staff cost and other expenses. Commissioning of borosilicate plant led to higher depreciation and finance cost. Resultantly, profitability dipped in Q2.

### Segment-wise performance

Opalware and non-glassware segments reported revenue growth of 14.5% and 14.3%, respectively, YoY. Glassware segment reported robust revenue growth of 25.0% YoY. We note all segments are driving healthy growth rates. We believe Borosil may have gained market share in Q2FY25 in consumerware segment, in our view.

### Financial Summary

Y/E March (INR mn)	FY24A	FY25E	FY26E	FY27E
Net Revenue	9,423	10,817	12,426	14,289
EBITDA	1,327	1,736	2,262	2,601
EBITDA Margin (%)	14.1	16.0	18.2	18.2
Net Profit	659	714	1,073	1,249
EPS (INR)	5.7	6.0	9.0	10.5
EPS % Chg YoY	54.9	4.1	50.3	16.4
P/E (x)	76.1	73.1	48.7	41.8
EV/EBITDA (x)	38.1	29.3	22.3	19.2
RoCE (%)	8.8	9.2	11.4	11.6
RoE (%)	12.1	10.3	12.5	12.9

#### Aniruddha Joshi

aniruddha.joshi@icicisecurities.com  
+91 22 6807 7249

#### Manoj Menon

manoj.menon@icicisecurities.com

#### Karan Bhuwania

karan.bhuwania@icicisecurities.com

#### Nilesh Patil

nilesh.patil@icicisecurities.com

#### Market Data

Market Cap (INR)	52bn
Market Cap (USD)	619mn
Bloomberg Code	BOROLTD IN
Reuters Code	BORS.BO
52-week Range (INR)	516 /284
Free Float (%)	30.0
ADTV-3M (mn) (USD)	1.9

Price Performance (%)	3m	6m	12m
Absolute	13.0	26.2	28.2
Relative to Sensex	14.6	19.4	8.5

ESG Score	2023	2024	Change
ESG score	NA	NA	NA
Environment	NA	NA	NA
Social	NA	NA	NA
Governance	NA	NA	NA

Note - Score ranges from 0 - 100 with a higher number indicating a higher ESG score.

Source: SES ESG, I-sec research

#### Previous Reports

16-09-2024: [Company Update](#)

29-02-2024: [Initiating Coverage](#)

### Glassware leading the charge

Glassware segment reported strong 25%/32.6% YoY revenue growth in Q2FY25/H1FY25, respectively. We reckon capacity ramp-up at newly added manufacturing facility is driving the segmental growth for the company. With multiple growth levers of (1) higher capacity utilisation, (2) product premiumisation and (3) product portfolio expansion, glassware segment may continue its strong growth in H2FY25, in our view.

### Valuation and risks

We model Borosil to report revenue/PAT CAGR of 14.9%/23.8% over FY24–27E and RoCE of 11.6% in FY27E. We maintain our **ADD** rating. On our DCF-based unchanged target price of INR 468, implied P/E works out to 52/45x FY26/27E EPS.

**Key risks:** (1) Sharp increase in input prices and higher than expected competitive pressure; and (2) failure of some new launches.

### Exhibit 1: Q2FY25 consolidated result review

Y/E March INR mn	Q2FY25	Q2FY24	YoY % chg.	Q1FY25	QoQ % chg.	H1FY25	H1FY24	YoY % chg.
<b>Revenue</b>	<b>2,739</b>	<b>2,349</b>	<b>16.6</b>	<b>2,168</b>	<b>26.3</b>	<b>4,907</b>	<b>4,109</b>	<b>19.4</b>
<b>Expenditure</b>								
Raw materials	985	943	4.5	687	43.5	1,672	1,572	6.4
% of revenue	36.0	31.7		31.7		34.1	38.2	
Employee cost	256	197	30.0	261	(1.9)	518	387	33.7
% of revenue	9.4	12.1		12.1		10.6	9.4	
Other expenditure	1,090	837	30.2	930	17.1	2,020	1,581	27.7
% of revenue	39.8	42.9		42.9		41.2	38.5	
Total expenditure	2,331	1,977	17.9	1,878	24.1	4,210	3,540	18.9
<b>EBITDA</b>	<b>408</b>	<b>372</b>	<b>9.6</b>	<b>290</b>	<b>40.8</b>	<b>697</b>	<b>569</b>	<b>22.5</b>
EBITDA margin	14.9	15.8		13.4		14.2	13.9	
Other income	94	21	350.7	77	22.1	171	34	409.1
<b>PBDIT</b>	<b>502</b>	<b>393</b>	<b>27.7</b>	<b>367</b>	<b>36.8</b>	<b>869</b>	<b>603</b>	<b>44.1</b>
Depreciation	204	124	64.6	194	5.4	398	249	59.8
<b>PBIT</b>	<b>298</b>	<b>269</b>	<b>10.7</b>	<b>173</b>	<b>72.0</b>	<b>471</b>	<b>354</b>	<b>33.1</b>
Interest	39	20	92.7	44	(10.7)	83	33	147.7
<b>PBT</b>	<b>259</b>	<b>249</b>	<b>4.0</b>	<b>129</b>	<b>100.1</b>	<b>388</b>	<b>320</b>	<b>21.1</b>
Prov. for tax	75	63	19.1	36	107.7	112	85	30.8
% of PBT	29.2	25.5		28.1		28.8	26.7	
<b>PAT</b>	<b>183</b>	<b>185</b>	<b>(1.2)</b>	<b>93</b>	<b>97.1</b>	<b>276</b>	<b>235</b>	<b>17.6</b>
Minority Interest/Share of associate	-	-	-	-	-	-	-	-
<b>Adjusted PAT</b>	<b>183</b>	<b>185</b>	<b>(1.2)</b>	<b>93</b>	<b>97.1</b>	<b>276</b>	<b>235</b>	<b>17.6</b>
Extra ordinary items	(1)	(3)	-	(1)	-	(2)	(4)	-
<b>Reported PAT</b>	<b>182</b>	<b>182</b>	<b>(0.1)</b>	<b>92</b>	<b>98.3</b>	<b>274</b>	<b>231</b>	<b>18.4</b>

Source: Company data, I-Sec research

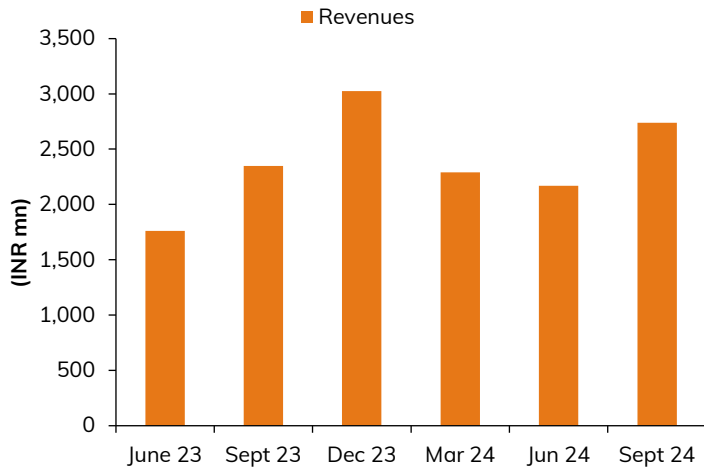
### Exhibit 2: Segment-wise performance

Particulars	Q2FY25	Q2FY24	YoY % chg.	Q1FY25	QoQ % chg.	H1FY25	H1FY24	YoY % chg.
<b>Revenues (INR mn)</b>								
Glassware	610	488	25.0%	557	9.5%	1,167	880	32.6%
Non-Glassware	1,077	942	14.3%	851	26.6%	1,927	1,649	16.9%
Opalware	1,052	919	14.5%	761	38.3%	1,813	1,580	14.7%
<b>Total</b>	<b>2,739</b>	<b>2,349</b>	<b>16.6%</b>	<b>2,168</b>	<b>26.3%</b>	<b>4,907</b>	<b>4,109</b>	<b>19.4%</b>

Source: Company data, I-Sec research

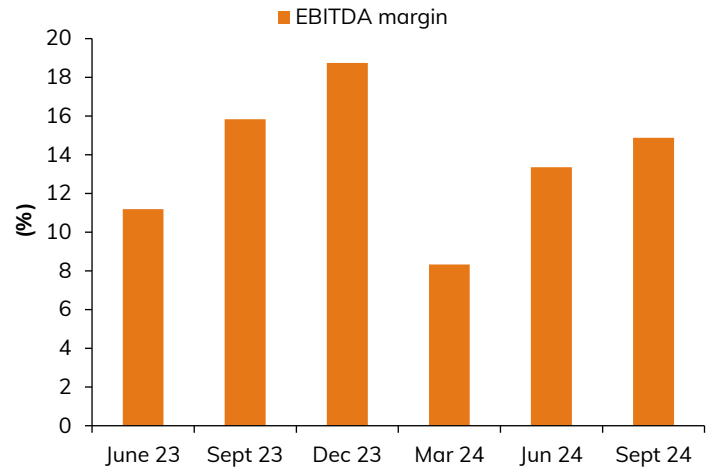
### Key charts – quarterly

**Exhibit 3: Revenue trend**



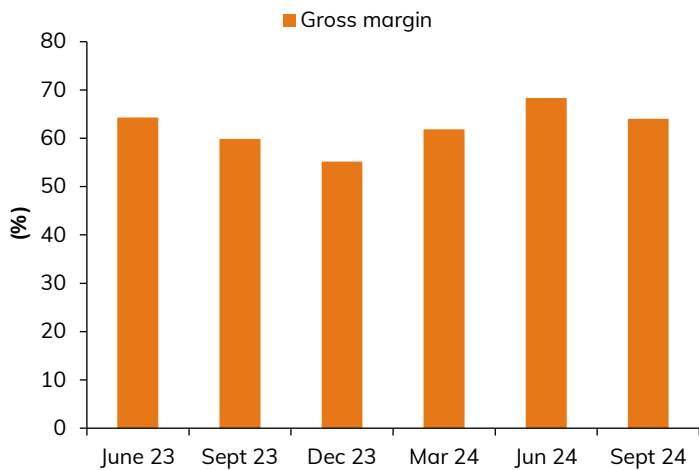
Source: Company data, I-Sec research

**Exhibit 4: EBITDA margin**



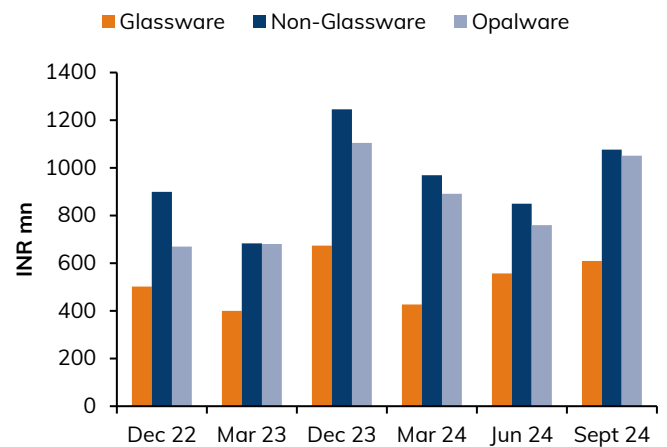
Source: Company data, I-Sec research

**Exhibit 5: Gross margin**



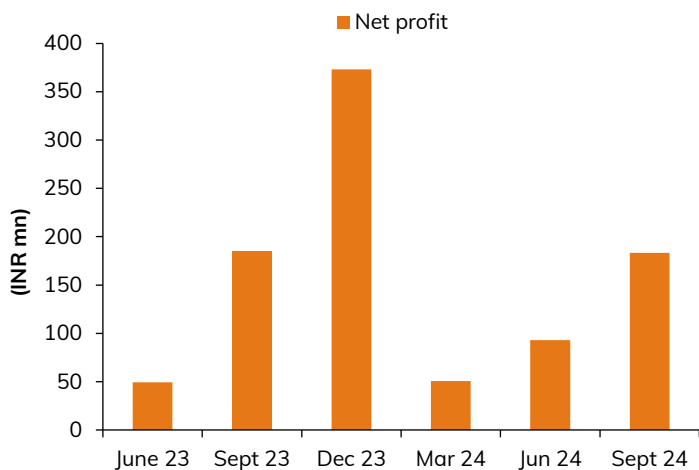
Source: Company data, I-Sec research

**Exhibit 6: Revenue trend – vertical-wise**



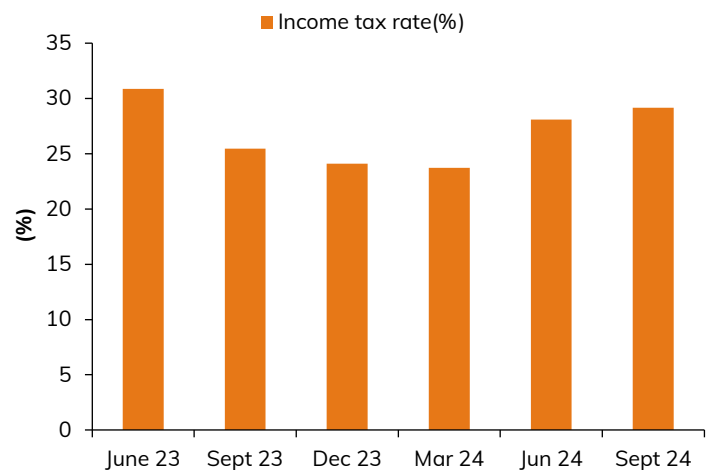
Source: Company data, I-Sec research

**Exhibit 7: PAT trend**



Source: Company data, I-Sec research

**Exhibit 8: Effective tax rate**



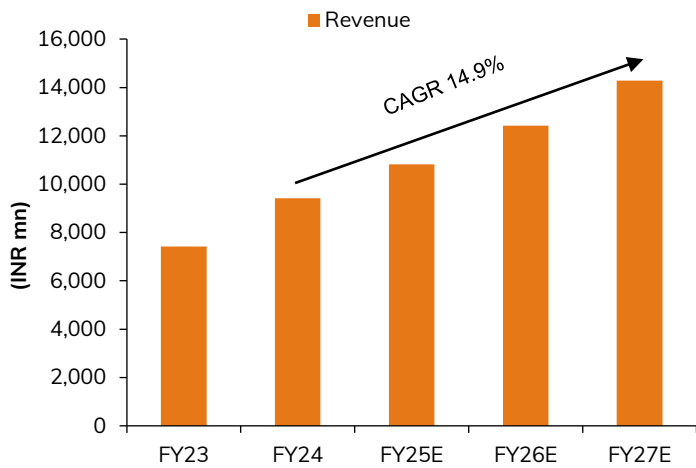
Source: Company data, I-Sec research

## Q2FY25 result and conference call highlights

- Borosil registered strong performance in H1FY25 YoY. Revenue grew 19.4% YoY. It was the top performer amongst industry players during the quarter. Despite challenging business environment, the company registered industry leading revenue growth (+16.6% YoY) in Q2FY25.
- Advertisement and promotional (A&P) expenses increased materially during the quarter YoY which led to higher other expenses. A&P spends seem inflated as part of festival-led requirement. Borosil indicated it is transient and A&P expenses may normalise to average run rate on annual basis.
- Depreciation and finance cost: Commissioning of borosilicate plant has largely led to higher depreciation and finance cost.
- Strong growth in Larah segment: Since its acquisition in CY16, Larah has significantly increased its market share. Product portfolio revamp and change in market positioning may have led to higher market share. The company has introduced premium dinner set collection in Larah segment.
- Borosil indicated that cookware and small domestic appliances have registered strong growth in Q2FY25 YoY.
- QIP proceeds: Borosil aims to utilise the QIP proceeds (INR1.5bn) for (1) prepayment of long-term loans, (2) payment of working capital loans. It has utilised INR 1.05bn/0.39bn on repaying working capital loans and payment of long-term loans.
- Borosil had net debt of ~INR 0.9bn as of Sep'24.
- Gross margin expansion (+416bps YoY) was primarily led by the change in product mix.
- Other income increased due to higher shared service income. Shared service income contributed INR 84mn/45mn in H1/Q2FY25, respectively.
- Other expenses increased by 30% YoY, primarily on higher ad spends (incremental spend of INR 120-130mn) during the quarter.

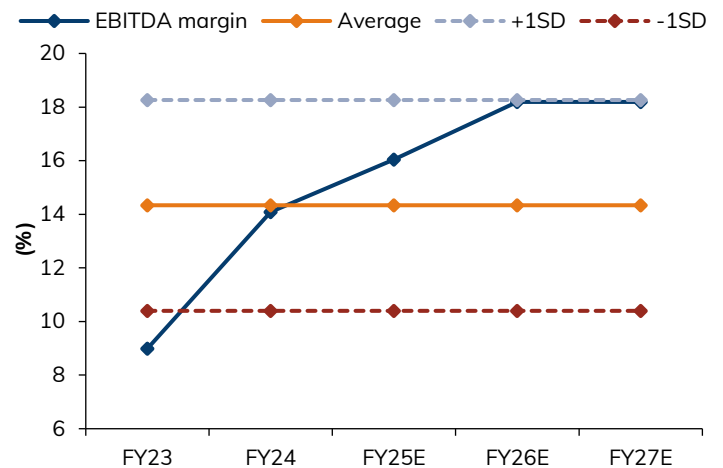
### Key charts – annual

**Exhibit 9: Revenue trend**



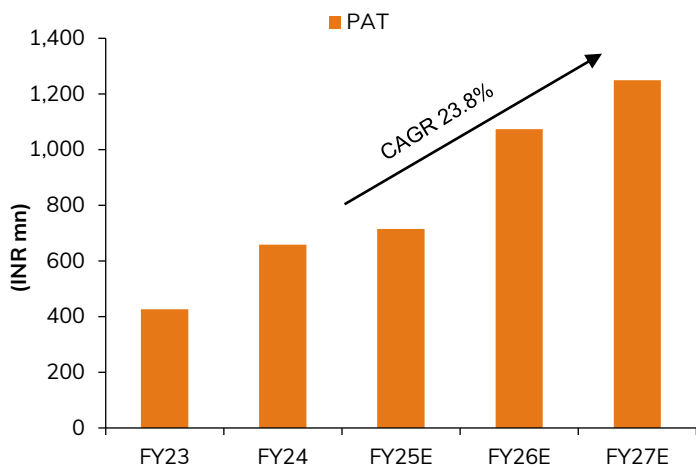
Source: Company data, I-Sec research

**Exhibit 10: EBITDA margin**



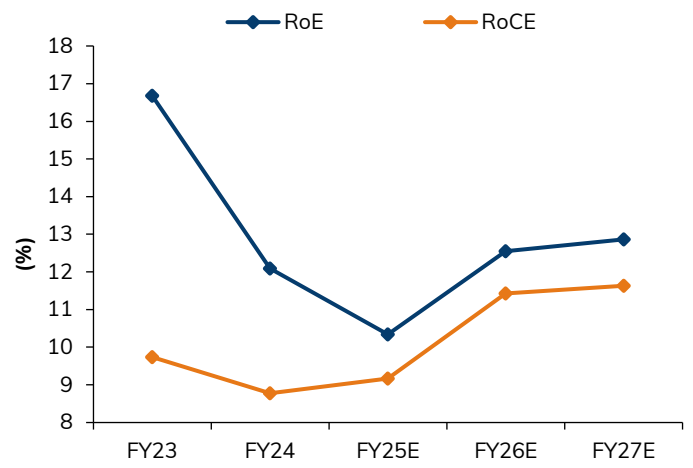
Source: Company data, I-Sec research

**Exhibit 11: Net profit trend**



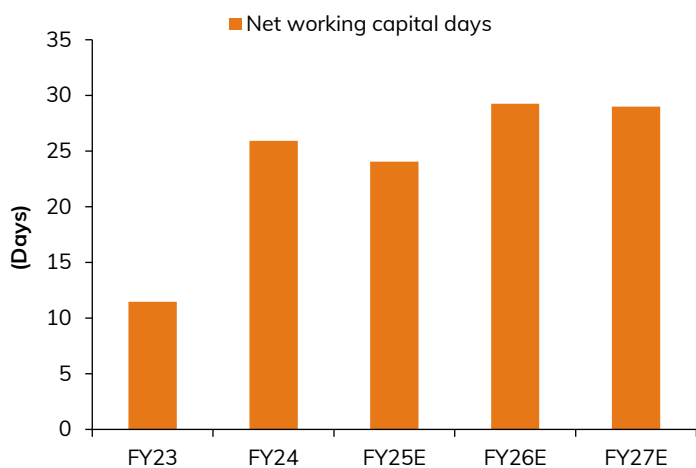
Source: Company data, I-Sec research

**Exhibit 12: Return ratios**



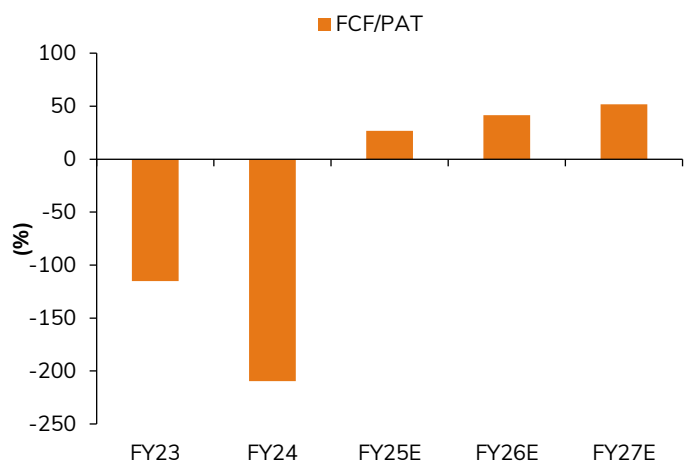
Source: Company data, I-Sec research

**Exhibit 13: Net working capital days**



Source: Company data, I-Sec research

**Exhibit 14: Effective tax rate**



Source: Company data, I-Sec research

## Valuation and risks

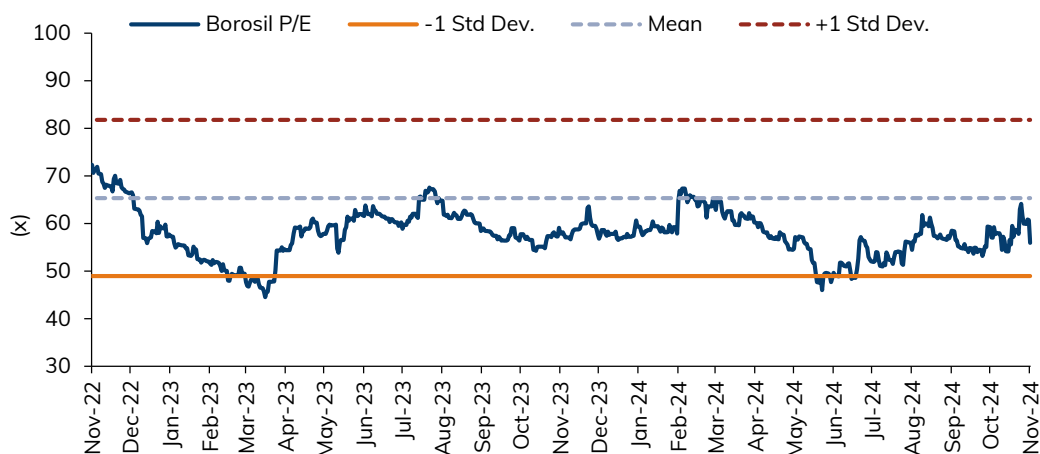
We model Borosil to report revenue/PAT CAGR of 14.9%/23.8% over FY24–27E and RoCE of 11.6% in FY27E. We retain **ADD** on the stock. On our DCF-based unchanged target price of INR 468, implied P/E works out to 52x/45x FY26/27E EPS.

### Exhibit 15: DCF-based valuation

Particulars	
Cost of Equity (%)	11.0%
Terminal growth rate (%)	5.0%
Discounted interim cash flows (INR mn)	19,298
Discounted terminal value (INR mn)	36,578
Total equity value (INR mn)	55,876
<b>Value per share (INR)</b>	<b>468</b>

Source: Company data, I-Sec research

### Exhibit 16: Mean PE (x) and standard deviations



Source: I-Sec research, Bloomberg

## Risks

### Sharp increase in input prices and higher than expected competitive pressures

Increase in input prices and/or higher than expected competitive pressures could result in downside to our estimates.

### Failure of some new launches

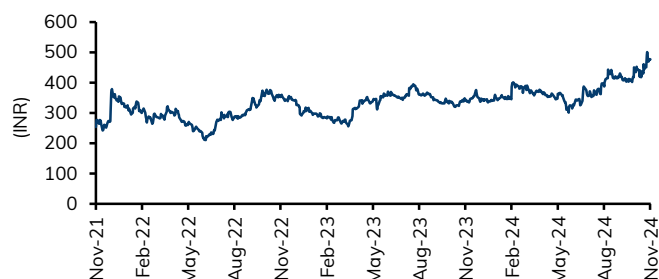
Failure of some new products may impact our earnings estimates.

### Exhibit 17: Shareholding pattern

%	Mar'24	Jun'24	Sep'24
Promoters	70.2	67.4	67.4
Institutional investors	2.3	5.7	6.2
MFs and others	1.4	2.9	3.0
FIs/Banks	0.1	0.9	0.0
Insurance	0.0	0.0	0.0
FIIIs	0.9	1.9	3.2
Others	27.6	26.9	26.4

Source: Bloomberg

### Exhibit 18: Price chart



Source: Bloomberg

## Financial Summary

### Exhibit 19: Profit & Loss

(INR mn, year ending March)

	FY24A	FY25E	FY26E	FY27E
<b>Net Sales</b>	<b>9,423</b>	<b>10,817</b>	<b>12,426</b>	<b>14,289</b>
Operating Expenses	8,095	9,081	10,164	11,689
<b>EBITDA</b>	<b>1,327</b>	<b>1,736</b>	<b>2,262</b>	<b>2,601</b>
EBITDA Margin (%)	14.1	16.0	18.2	18.2
Depreciation & Amortization	539	770	905	1,040
EBIT	788	966	1,356	1,561
Interest expenditure	88	93	31	31
Other Non-operating Income	178	82	109	140
<b>Recurring PBT</b>	<b>878</b>	<b>954</b>	<b>1,434</b>	<b>1,670</b>
<b>Profit / (Loss) from Associates</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Less: Taxes	220	241	361	421
PAT	659	714	1,073	1,249
Less: Minority Interest	-	-	-	-
Extraordinaries (Net)	(5)	-	-	-
<b>Net Income (Reported)</b>	<b>654</b>	<b>714</b>	<b>1,073</b>	<b>1,249</b>
<b>Net Income (Adjusted)</b>	<b>659</b>	<b>714</b>	<b>1,073</b>	<b>1,249</b>

Source Company data, I-Sec research

### Exhibit 20: Balance sheet

(INR mn, year ending March)

	FY24A	FY25E	FY26E	FY27E
Total Current Assets	3,975	3,660	4,696	5,904
of which cash & cash eqv.	69	459	904	1,553
Total Current Liabilities & Provisions	3,237	2,488	2,796	3,215
<b>Net Current Assets</b>	<b>738</b>	<b>1,172</b>	<b>1,900</b>	<b>2,689</b>
Investments	1,097	1,097	1,097	1,097
Net Fixed Assets	5,469	6,204	6,549	7,009
ROU Assets	-	-	-	-
Capital Work-in-Progress	255	-	-	-
Total Intangible Assets	-	-	-	-
Other assets	-	-	-	-
Deferred Tax assets	-	-	-	-
<b>Total Assets</b>	<b>7,559</b>	<b>8,473</b>	<b>9,546</b>	<b>10,795</b>
<b>Liabilities</b>				
<b>Borrowings</b>	<b>1,630</b>	<b>330</b>	<b>330</b>	<b>330</b>
<b>Deferred Tax Liability</b>	<b>129</b>	<b>129</b>	<b>129</b>	<b>129</b>
provisions	-	-	-	-
other Liabilities	-	-	-	-
Equity Share Capital	115	119	119	119
Reserves & Surplus	5,685	7,895	8,968	10,217
<b>Total Net Worth</b>	<b>5,800</b>	<b>8,014</b>	<b>9,087</b>	<b>10,336</b>
Minority Interest	-	-	-	-
<b>Total Liabilities</b>	<b>7,559</b>	<b>8,473</b>	<b>9,546</b>	<b>10,795</b>

Source Company data, I-Sec research

### Exhibit 21: Quarterly trend

(INR mn, year ending March)

	Dec-23	Mar-24	Jun-24	Sep-24
Net Sales	3,025	2,289	2,168	2,739
% growth (YOY)	46	29.7	23.2	16.6
EBITDA	567	191	290	408
Margin %	18.7	8.3	13.4	14.9
Other Income	77	67	77	94
Extraordinaries	(0)	(1)	(1)	(1)
Adjusted Net Profit	373	50	93	183

Source Company data, I-Sec research

### Exhibit 22: Cashflow statement

(INR mn, year ending March)

	FY24A	FY25E	FY26E	FY27E
<b>Operating Cashflow</b>	<b>360</b>	<b>1,440</b>	<b>1,695</b>	<b>2,149</b>
Working Capital Changes	(798)	(44)	(283)	(140)
Capital Commitments	(1,739)	(1,250)	(1,250)	(1,500)
<b>Free Cashflow</b>	<b>(1,379)</b>	<b>190</b>	<b>445</b>	<b>649</b>
<b>Other investing cashflow</b>	<b>664</b>	<b>-</b>	<b>-</b>	<b>-</b>
Cashflow from Investing Activities	(1,075)	(1,250)	(1,250)	(1,500)
Issue of Share Capital	31	1,500	-	-
Interest Cost	-	-	-	-
Inc (Dec) in Borrowings	656	(1,300)	-	-
Dividend paid	-	-	-	-
Others	-	-	-	-
Cash flow from Financing Activities	687	200	-	-
<b>Chg. in Cash &amp; Bank balance</b>	<b>(28)</b>	<b>390</b>	<b>445</b>	<b>649</b>
Closing cash & balance	54	459	904	1,553

Source Company data, I-Sec research

### Exhibit 23: Key ratios

(Year ending March)

	FY24A	FY25E	FY26E	FY27E
<b>Per Share Data (INR)</b>				
Reported EPS	5.7	6.0	9.0	10.5
Adjusted EPS (Diluted)	5.7	6.0	9.0	10.5
Cash EPS	10.5	12.4	16.6	19.2
Dividend per share (DPS)	-	-	-	-
Book Value per share (BV)	50.6	67.2	76.2	86.6
Dividend Payout (%)	-	-	-	-
<b>Growth (%)</b>				
Net Sales	27.1	14.8	14.9	15.0
EBITDA	98.9	30.8	30.3	15.0
EPS (INR)	54.9	4.1	50.3	16.4
<b>Valuation Ratios (x)</b>				
P/E	76.1	73.1	48.7	41.8
P/CEPS	41.9	35.2	26.4	22.8
P/BV	8.6	6.5	5.7	5.1
EV / EBITDA	38.1	29.3	22.3	19.2
P / Sales	5.3	4.8	4.2	3.6
Dividend Yield (%)	-	-	-	-
<b>Operating Ratios</b>				
Gross Profit Margins (%)	59.7	60.5	61.5	61.5
EBITDA Margins (%)	14.1	16.0	18.2	18.2
Effective Tax Rate (%)	25.0	25.2	25.2	25.2
Net Profit Margins (%)	7.0	6.6	8.6	8.7
NWC / Total Assets (%)	9.8	13.8	19.9	24.9
Net Debt / Equity (x)	0.1	(0.2)	(0.2)	(0.2)
Net Debt / EBITDA (x)	0.4	(0.7)	(0.7)	(0.9)
<b>Profitability Ratios</b>				
RoCE (%)	8.8	9.2	11.4	11.6
RoE (%)	12.1	10.3	12.5	12.9
RoIC (%)	11.4	11.1	14.3	15.1
Fixed Asset Turnover (x)	1.6	1.4	1.3	1.3
Inventory Turnover Days	110	82	86	86
Receivables Days	40	31	31	31
Payables Days	136	86	84	84

Source Company data, I-Sec research

This report may be distributed in Singapore by ICICI Securities, Inc. (Singapore branch). Any recipients of this report in Singapore should contact ICICI Securities, Inc. (Singapore branch) in respect of any matters arising from, or in connection with, this report. The contact details of ICICI Securities, Inc. (Singapore branch) are as follows: Address: 10 Collyer Quay, #40-92 Ocean Financial Tower, Singapore - 049315, Tel: +65 6232 2451 and email: navneet\_babbar@icicisecuritiesinc.com, Rishi\_agrawal@icicisecuritiesinc.com.

"In case of eligible investors based in Japan, charges for brokerage services on execution of transactions do not in substance constitute charge for research reports and no charges are levied for providing research reports to such investors."

New I-Sec investment ratings (all ratings based on absolute return; All ratings and target price refers to 12-month performance horizon, unless mentioned otherwise)  
**BUY: >15% return; ADD: 5% to 15% return; HOLD: Negative 5% to Positive 5% return; REDUCE: Negative 5% to Negative 15% return; SELL: < negative 15% return**

#### ANALYST CERTIFICATION

I/We, Aniruddha Joshi, CA; Manoj Menon, MBA, CMA; Karan Bhuwania, MBA; Nilesh Patil, MBA; authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report. Analysts are not registered as research analysts by FINRA and are not associated persons of the ICICI Securities Inc. It is also confirmed that above mentioned Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months and do not serve as an officer, director or employee of the companies mentioned in the report.

#### Terms & conditions and other disclosures:

ICICI Securities Limited (ICICI Securities) is a full-service, integrated investment banking and is, inter alia, engaged in the business of stock brokering and distribution of financial products. Registered Office Address: ICICI Venture House, Appasaheb Marathe Marg, Prabhadevi, Mumbai - 400 025. CIN: L67120MH1995PLC086241, Tel: (91 22) 6807 7100. ICICI Securities is Sebi registered stock broker, merchant banker, investment adviser, portfolio manager, Research Analyst and Alternative Investment Fund. ICICI Securities is registered with Insurance Regulatory Development Authority of India Limited (IRDAI) as a composite corporate agent and with PFRDA as a Point of Presence. ICICI Securities Limited Research Analyst SEBI Registration Number – INH000000990. ICICI Securities Limited SEBI Registration is INZ000183631 for stock broker. ICICI Securities AIF Trust's SEBI Registration number is IN/AIF3/23-24/1292 ICICI Securities is a subsidiary of ICICI Bank which is India's largest private sector bank and has its various subsidiaries engaged in businesses of housing finance, asset management, life insurance, general insurance, venture capital fund management, etc. ("associates"), the details in respect of which are available on [www.icicibank.com](http://www.icicibank.com).

ICICI Securities is one of the leading merchant bankers/ underwriters of securities and participate in virtually all securities trading markets in India. We and our associates might have investment banking and other business relationship with a significant percentage of companies covered by our Investment Research Department. ICICI Securities and its analysts, persons reporting to analysts and their relatives are generally prohibited from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover.

Recommendation in reports based on technical and derivative analysis centre on studying charts of a stock's price movement, outstanding positions, trading volume etc as opposed to focusing on a company's fundamentals and, as such, may not match with the recommendation in fundamental reports. Investors may visit [icidirect.com](http://icidirect.com) to view the Fundamental and Technical Research Reports.

Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein.

ICICI Securities Limited has two independent equity research groups: Institutional Research and Retail Research. This report has been prepared by the Institutional Research. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the Retail Research.

The information and opinions in this report have been prepared by ICICI 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 ICICI Securities. While we would endeavour to update the information herein on a reasonable basis, ICICI Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent ICICI 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 ICICI Securities policies, in circumstances where ICICI Securities might be acting in an advisory capacity to this company, or in certain other circumstances.

This report is based on information obtained 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. ICICI 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. ICICI 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.

ICICI 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.

ICICI 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.

ICICI 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.

ICICI Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. ICICI 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 ICICI Securities nor Research Analysts and their relatives have any material conflict of interest at the time of publication of this report.

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

ICICI Securities or its subsidiaries collectively 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 ICICI Securities and ICICI Securities as a 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.

ICICI Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.

Neither the Research Analysts nor ICICI Securities have been engaged in market making activity for the companies mentioned in the report.

We submit that no material disciplinary action has been taken on ICICI Securities by any Regulatory Authority impacting Equity Research Analysis activities.

This report is not directed 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, regulation or which would subject ICICI Securities and affiliates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.

This report has not been prepared by ICICI Securities, Inc. However, ICICI Securities, Inc. has reviewed the report and, in so far as it includes current or historical information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.



---

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. None of the research recommendations promise or guarantee any assured, minimum or risk free return to the investors.

Name of the Compliance officer (Research Analyst): Mr. Atul Agrawal, Contact number: 022-40701000, E-mail Address : [complianceofficer@icicisecurities.com](mailto:complianceofficer@icicisecurities.com)

For any queries or grievances: [Mr. Bhavesh Soni](mailto:Mr. Bhavesh Soni) Email address: [headservicequality@icicidirect.com](mailto:headservicequality@icicidirect.com) Contact Number: 18601231122

---