

4 February 2026

Pre-buying in RAC leads to good performance

Blue Star (BLSTR IN, **Not Rated**) reported good top-line growth of 4% YoY, driven by growth in electromechanical projects (EMP) pre-buying in RAC, leading to flat growth for the unitary cooling products (UCP). The professional electronics and industrial systems (PE & IS) segment fell 7% YoY. Management expects Q4 to be good for RAC in anticipation of a robust Summer. However, it has moderated growth guidance for the EMP segment to 8-10% in the medium term, due to selective orderbooking. Management targets an EBITDA margin of 6.5-7.0% for EMP in Q4FY26, and 8.5% for UCP. It expects to reach an exit market share of 15% in the RAC industry in the near term.

Steady overall performance led by RAC pre-buying, steady EMP: BLSTR reported revenue growth of 4% YoY to INR 29.3bn, 5% lower than Consensus estimates of INR 30.8bn. Growth was led by pre-buying in RAC ahead of price hikes, due to BEE norm changes and commodity price rises, with the overall UCP segment sales remaining flat YoY while the EMP segment saw steady 9% growth YoY, led by healthy execution of a growing orderbook. The PE & IS segment saw a decline of 7% YoY, due to persisting issues in the medical tech segment.

RAC demand led by pre-buying; Q4 also likely to be robust: The RAC segment saw a revival in demand after a few quarters of slowdown, led by channel filling ahead of BEE norm changes. During the quarter, BLSTR gained market share and retains its target of achieving 15% market share in the near term. Channel inventory currently stands at 5-6 weeks, which is slightly higher than the normal level of four weeks. As per management, the BEE norm changes and a sharp rise in commodity prices are likely to result in a price hike of 10% for the end-customer, which is likely in Q4. However, no price hike has been taken despite higher commodity prices to date.

EMP to moderate at 8-10% growth in the medium term: The EMP business revenue grew by 9% YoY to INR 16.9bn. In 9MFY26, the EMP business has grown by 18% YoY. However, management has a moderate growth target of 8-10% in the medium term in this segment as BLSTR looks to become selective in orderbook, reducing its exposure to low-margin infrastructure projects orders with long execution periods. During the quarter, order inflows fell 17% YoY to INR 14.6bn, due to deferment in order finalizations to the next quarter, resulting in orderbook falling 7% YoY to INR 47.8bn.

EBITDA margin sustains on lower cost: EBITDA margin remains flat at 7.5% in Q3, due to cost reduction initiatives, which helped offset higher discounting provided in RAC to liquidate inventory. Segment-wise, EMP EBIT margin declined 80bp to 6.8%, due to change in product mix towards infra projects, while UCP margin grew 40bp YoY to 8.5%, led by healthy demand. Professional electronics margin expanded 140bp YoY to 9.1%. Management reiterates margin of 6.5-7% for the EMP segment in Q4FY26 and UCP margin of 8.5% for Q4FY26 and FY27. Consequently, Q4FY26 is set to see margin improvement YoY, led by healthy demand.

Key financials

YE March (INR mn)	FY21	FY22	FY23	FY24	FY25
Revenue (INR mn)	42,636	60,641	79,773	96,854	119,677
YoY (%)	(20.5)	42.2	31.6	21.4	23.6
EBITDA (INR mn)	2,398	3,465	4,928	6,649	8,759
EBITDA margin (%)	5.6	5.7	6.2	6.9	7.3
Adj PAT (INR mn)	1,004	1,683	2,301	4,138	5,787
YoY (%)	(31.9)	67.7	36.7	79.8	39.8
Fully DEPS (INR)	10.4	17.5	23.9	20.1	28.1
RoE (%)	11.7	17.5	19.5	21.0	20.4
RoCE (%)	11.2	14.3	16.0	19.5	20.4
P/E (x)	88.5	62.5	57.7	63.4	75.9
EV/EBITDA (x)	37.7	31.0	27.6	39.4	49.9

Note: Pricing as on 03 February 2026; Source: Company, Elara Securities Research

Rating: **Not Rated**

CMP: **INR 1,793**

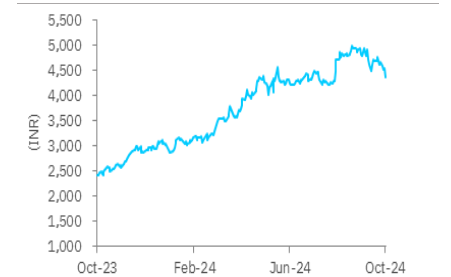
As on 03 February 2026

Key data

Bloomberg	BLSTR IN
Reuters Code	BLUS.NS
Shares outstanding (mn)	206
Market cap (INR bn/USD mn)	369/4,009
EV (INR bn/USD mn)	375/4,071
ADTV 3M (INR mn/USD mn)	705/8
52 week high/low	2,270/1,521
Free float (%)	63

Note: as on 03 February 2026; Source: Bloomberg

Price chart



Source: Bloomberg

Shareholding (%)	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26
Promoter	36.5	36.5	36.5	36.5
% Pledge	0.0	0.0	0.0	0.0
FII	16.9	16.2	16.1	14.7
DII	23.1	23.4	25.3	36.5
Others	23.5	23.9	22.1	12.4

Source: BSE

Price performance (%)	3M	6M	12M
Nifty	(3.5)	1.1	5.7
Blue Star	(7.4)	5.7	(12.8)
NSE Mid-cap	(4.1)	0.4	6.1
NSE Small-cap	(10.9)	(8.6)	(3.3)

Source: Bloomberg

Harshit Kapadia

Capital Goods, Consumer Electricals,
Consumer Electronics
+91 22 6164 8542
harshit.kapadia@elaracapital.com

Associate
Nemish Sundar
nemish.sundar@elaracapital.com

Prathamesh Rane
prathamesh.rane@elaracapital.com



Financials (YE March)

Income Statement (INR mn)	FY21	FY22	FY23	FY24	FY25
Total Revenue	42,636	60,641	79,773	96,854	119,677
Gross Profit	9,922	13,309	17,957	22,934	28,933
EBITDA	2,398	3,465	4,928	6,649	8,759
EBIT	1,475	2,605	4,080	5,674	7,476
Interest expense	647	464	547	581	488
Other income	624	357	309	474	750
Exceptional/ Extra-ordinary items	-	-	1,708	-	112
PBT	1,452	2,498	5,550	5,568	7,849
Tax	471	829	1,547	1,429	1,937
Minority interest/Associates income	-	-	-	-	-
Reported PAT	1,004	1,683	2,301	4,138	5,787
Adjusted PAT	1,004	1,683	2,301	4,138	5,787
Balance Sheet (INR mn)	FY21	FY22	FY23	FY24	FY25
Shareholders' Equity	8,852	10,176	13,307	26,101	30,650
Minority Interest	27	30	32	26	28
Trade Payables	16,049	20,417	25,112	26,166	34,276
Provisions & Other Current Liabilities	5,542	7,432	9,201	10,964	13,173
Total Borrowings	4,828	4,778	5,776	1,666	1,994
Other long term liabilities	(278)	19	484	1,187	2,365
Total liabilities & equity	35,020	42,851	53,911	66,110	82,486
Net Fixed Assets	4,016	5,034	9,198	12,916	16,589
Goodwill	-	-	-	-	-
Intangible assets	-	-	-	-	-
Business Investments / other NC assets	2,408	2,933	2,207	2,793	2,770
Cash, Bank Balances & treasury investments	3,322	2,697	2,473	3,774	4,319
Inventories	8,824	11,442	14,334	14,072	21,492
Sundry Debtors	8,110	11,897	15,488	19,526	19,594
Other Current Assets	8,340	8,848	10,211	13,029	17,723
Total Assets	35,020	42,851	53,911	66,110	82,486
Cash Flow Statement (INR mn)	FY21	FY22	FY23	FY24	FY25
Cashflow from Operations	17,694	435	5,634	4,577	1,831
Capital expenditure	(495)	(289)	73	(1,000)	(1,907)
Acquisitions / divestitures	-	(18)	(278)	298	(157)
Other Business cashflow	76	21	4	25	12
Free Cash Flow	17,275	149	5,433	3,900	(221)
Cashflow from Financing	(16,892)	(774)	(5,657)	(2,599)	767
Net Change in Cash / treasury investments	382	(625)	(224)	1,301	546
Key assumptions & Ratios	FY21	FY22	FY23	FY24	FY25
Dividend per share (INR)	2.0	5.0	6.0	7.0	9.0
Book value per share (INR)	137.2	157.8	206.3	404.7	475.2
RoCE (Pre-tax) (%)	11.2	18.2	23.9	24.2	24.7
ROIC (Pre-tax) (%)	14.6	23.0	28.2	27.9	28.5
ROE (%)	11.7	17.5	19.5	21.0	20.4
Asset Turnover (x)	10.1	13.4	11.2	8.8	8.1
Net Debt to Equity (x)	0.2	0.2	0.2	(0.1)	(0.1)
Net Debt to EBITDA (x)	0.6	0.6	0.7	(0.3)	(0.3)
Interest cover (x) (EBITDA/ int exp)	3.7	7.5	9.0	11.4	17.9
Total Working capital days (WC/rev)	53.1	49.7	42.6	54.8	52.9
Valuation	FY21	FY22	FY23	FY24	FY25
P/E (x)	88.5	62.5	57.7	63.4	75.9
P/Sales (x)	8.6	6.1	4.6	3.8	3.1
EV/ EBITDA (x)	37.7	31.0	27.6	39.4	49.9
EV/ OCF (x)	21.2	860.4	66.5	81.8	204.5
FCF Yield	0.0	0.0	0.0	1.0	(0.1)
Price to BV (x)	13.1	11.4	8.7	4.4	3.8
Dividend yield (%)	0.1	0.3	0.3	0.4	0.5

Note: Pricing as on 03 February 2026; Source: Company, Elara Securities Research

Revenue CAGR of 25% during FY25-28E

Exhibit 1: Quarterly Performance

YE March (INR mn)	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)
Revenue	29,253	28,074	4.2	24,224	20.8
EBITDA	2,207	2,094	5.4	1,834	20.3
EBITDA Margin (%)	7.5	7.5	9	7.6	(3)
Other Income	119	87	36.1	100	18.7
Interest	221	159	38.7	169	30.6
Depreciation	459	350	31.1	434	5.8
PBT	1,076	1,790	(39.9)	1,322	(18.6)
Tax Rate (%)	25	26	(84)	25	(11)
Adjusted PAT	1,375	1,207	14.0	998	37.8
NPM (%)	4.7	4.3	39.7	4.1	58.0
EPS (INR)	6.7	5.9	14.0	4.9	37.8

Source: Company, Elara Securities Research

Conference call highlights

Business performance

- ▶ Orderbook stood at ~INR 68.9bn, up 1% YoY
- ▶ RAC saw a revival in demand after a few quarters of slowdown
- ▶ Margin improvement was led by cost optimization measures and healthy RAC demand

Electro-mechanical projects and Commercial AC (CAC) business

- ▶ Order inflows of ~INR 14.6bn for EMP, down 17% YoY
- ▶ EMP orderbook of INR 47.8bn, down 7% YoY
- ▶ A few large order finalizations deferred to the next quarter
- ▶ CAC saw healthy order bookings, led by strong demand
- ▶ The US business depends on prospect of the trade deal
- ▶ Segment-wise margin declined, due to the change in product mix
- ▶ Infra projects are low margin and long duration; hence, it is cautious in taking such projects
- ▶ Roughly one-third of revenue are from infra projects, out of which major projects are nearing closure currently
- ▶ Medium-term growth rate of 8-10% for this category
- ▶ We do not need external partner or collaboration for making data center chillers
- ▶ It explores several tie-ups for liquid cooling solutions across various geographies
- ▶ Around 6.5-7.0% margin guidance for Q4FY26 for this segment

RAC

- ▶ Energy label changes have led to a reduction of inventory and revival in growth
- ▶ Gained market share during the quarter
- ▶ Cost reduction initiatives helped to improve margin
- ▶ Would see price rise due to commodity price rises, the INR depreciation, and BEE norm changes (8-10% impact likely)
- ▶ Price rise breakdown: Around 7% due to BEE change, 8-10% due to commodity price rise and 10% reduction due to GST. As a result, there is a likelihood price hike of 10% passed on to customer
- ▶ It has crossed 14% market share, and targets 15%
- ▶ Looks to sustain 8.5% EBIT margin each for UCP for Q4FY26 and FY27

- ▶ Channel inventory of 5-6 weeks for the company and channel together compared to normal inventory level of four weeks
- ▶ It has usually have eight weeks of inventory in January, 10 weeks in February and 12 weeks in March if the Summer is strong. Due to in-house manufacturing, inventory of eight weeks is manageable

Commercial refrigeration business

- ▶ Q3 remains muted with all categories other than storage water coolers contraction
- ▶ Category growth rate of 12-15% in the medium term

Professional electronics and industrial systems

- ▶ Med Tech uncertainty still not resolved
- ▶ Industrial solutions sees growth, led by strong demand in automotive and steel industries
- ▶ The data security segment continues to see steady growth

Business outlook and guidance

- ▶ In anticipation of robust demand in FY27, it looks to increase distribution reach
- ▶ Expects strong growth in Q4FY26 for RAC, CAC and refrigeration products
- ▶ Sustain margin improvement in Q4 as well

Disclosures & Confidentiality for non U.S. Investors

The Note is based on our estimates and is being provided to you (herein referred to as the "Recipient") only for information purposes. The sole purpose of this Note is to provide preliminary information on the business activities of the company and the projected financial statements in order to assist the recipient in understanding / evaluating the Proposal. Nothing in this document should be construed as an advice to buy or sell or solicitation to buy or sell the securities of companies referred to in this document. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved) and should consult its own advisors to determine the merits and risks of such an investment. Nevertheless, Elara Securities (India) Private Limited or any of its affiliates is committed to provide independent and transparent recommendation to its client and would be happy to provide any information in response to specific client queries. Elara Securities (India) Private Limited or any of its affiliates have not independently verified all the information given in this Note and expressly disclaim all liability for any errors and/or omissions, representations or warranties, expressed or implied as contained in this Note. The user assumes the entire risk of any use made of this information. Elara Securities (India) Private Limited or any of its affiliates, their directors and the employees may from time to time, effect or have effected an own account transaction in or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for or solicit investment banking or other business from any company referred to in this Note. Each of these entities functions as a separate, distinct and independent of each other. This Note is strictly confidential and is being furnished to you solely for your information. This Note should not be reproduced or redistributed or passed on directly or indirectly in any form to any other person or published, copied, in whole or in part, for any purpose. This Note 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 Elara Securities (India) Private Limited or any of its affiliates to any registration or licensing requirements within such jurisdiction. The distribution of this document in certain jurisdictions may be restricted by law, and persons in whose possession this document comes, should inform themselves about and observe, any such restrictions. Upon request, the Recipient will promptly return all material received from the company and/or the Advisors without retaining any copies thereof. The Information given in this document is as of the date of this report and there can be no assurance that future results or events will be consistent with this information. This Information is subject to change without any prior notice. Elara Securities (India) Private Limited or any of its affiliates reserves the right to make modifications and alterations to this statement as may be required from time to time. However, Elara Securities (India) Private Limited is under no obligation to update or keep the information current. Neither Elara Securities (India) Private Limited nor any of its affiliates, group companies, directors, employees, agents or representatives shall be liable for any damages whether direct, indirect, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. This Note should not be deemed an indication of the state of affairs of the company nor shall it constitute an indication that there has been no change in the business or state of affairs of the company since the date of publication of this Note. The disclosures of interest statements incorporated in this document are provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. Elara Securities (India) Private Limited generally prohibits its analysts, persons reporting to analysts and their family members from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

Any clarifications / queries on the proposal as well as any future communication regarding the proposal should be addressed to Elara Securities (India) Private Limited. It is important to note that any dispute with respect to this research report, would not have access to stock exchange investor redressal forum or arbitration mechanism.

Elara Securities (India) Private Limited was incorporated in July 2007 as a subsidiary of Elara Capital (India) Private Limited.

Elara Securities (India) Private Limited is a SEBI registered Stock Broker in the Capital Market and Futures & Options Segments of National Stock Exchange of India Limited [NSE] and BSE Limited [BSE] and a Depository Participant registered with Central Depository Services (India) Limited [CDSL].

Elara Securities (India) Private Limited's business, amongst other things, is to undertake all associated activities relating to its broking business.

The activities of Elara Securities (India) Private Limited were neither suspended nor has it defaulted with any stock exchange authority with whom it is registered in last five years. However, during the routine course of inspection and based on observations, the exchanges have issued advise letters or levied minor penalties on Elara Securities (India) Private Limited for minor operational deviations in certain cases. Elara Securities (India) Private Limited has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has the certificate of registration been cancelled by SEBI at any point of time.

Elara Securities (India) Private Limited offers research services primarily to institutional investors and their employees, directors, fund managers, advisors who are registered or proposed to be registered.

Details of Associates of Elara Securities (India) Private Limited are available on group company website www.elaracapital.com

Elara Securities (India) Private Limited is maintaining arms-length relationship with its associate entities.

Research Analyst or his/her relative(s) may have financial interest in the subject company. Elara Securities (India) Private Limited does not have any financial interest in the subject company, whereas its associate entities may have financial interest. Research Analyst or his/her relative does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Elara Securities (India) Private Limited does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Associate entities of Elara Securities (India) Private Limited may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Research Analyst or his/her relative or Elara Securities (India) Private Limited or its associate entities does not have any other material conflict of interest at the time of publication of the Research Report.

Artificial Intelligence (AI) tools may have been used only for compilation or collating publicly available research data or internally generated research data during the information gathering and/or summarizing the final report.

Research Analyst or his/her relative(s) has not served as an officer, director or employee of the subject company.

Research analyst or Elara Securities (India) Private Limited have not received any compensation from the subject company in the past twelve months. Associate entities of Elara Securities (India) Private Limited may have received compensation from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities have not managed or co-managed public offering of securities for the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associates have not received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company or third party in connection with the Research Report in the past twelve months.

Disclaimer & Standard warning

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

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

Disclaimer for non U.S. Investors

The information contained in this note is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

Disclosures for U.S. Investors

Rule 15a6 Disclosure: This research report ("Report") was prepared, approved, published, and distributed by Elara Securities (India) Private Limited a company located outside of the United States (the "**Foreign Counterparty**"). Avior Capital Markets US LLC ("**Avior US**"), a US registered broker-dealer, distributes this Report in the US on behalf of the Foreign Counterparty. Only major U.S. institutional investors (as defined in Rule 15a-6 under the US Securities Exchange Act of 1934 (the "**Exchange Act**") may receive this Report under the exemption in Rule 15a-6. A US institutional investor must effect any transaction in the securities described in this Report through Avior US.

Neither the Report nor any analyst who prepared or approved the Report is subject to US legal requirements or the Financial Industry Regulatory Authority, Inc. ("**FINRA**") or other US regulatory requirements concerning research reports or research analysts. The Foreign Counterparty is not a registered broker-dealer under the Exchange Act nor is it a member of the Financial Industry Regulatory Authority, Inc., or any other US self-regulatory organisation.

Disclosures on Subject Companies: Analysts of the Foreign Counterparty produced this material solely for informational purposes and the use of the intended recipient. No person may reproduce, this Report under any circumstances. No person may copy or make this Report available to any other person other than the intended recipient.

Avior US distributes this Report in the United States of America. The Foreign Counterparty distributes this Report elsewhere in the world. This document is not an offer, or invitation by or on behalf of Avior US, the Foreign Counterparty, their affiliates, or any other person, to buy or sell any security.

Avior US and the Foreign Counterparty and their affiliates obtained the information contained herein from published information and other sources, which Avior US and the Foreign Counterparty and their affiliates reasonably consider to be reliable.

Avior US and the Foreign Counterparty accept no liability or responsibility whatsoever for the accuracy or completeness of any such information. All estimates, expressions of opinion and other subjective judgments contained herein are valid as of the date of this document. Avior US assumes responsibility for the Report content with regards to research distributed in the US.

Neither Avior US nor the Foreign Counterparty has managed or co-managed a public offering of securities for the subject company in the past 12 months, have not received compensation for investment banking services from the subject company in the past 12 months and do not expect to receive and does not intend to seek compensation for investment banking services from the subject company in the next three months. Avior US and the Foreign Counterparty have not owned any class of equity securities of the subject company. There are no other actual, material conflicts of interest of Avior US and the Foreign Counterparty at the time of the publication of this Report. As of the publication of this Report, Avior US nor the Foreign Counterparty makes a market in the subject securities.

Avior US and its affiliates, to the fullest extent permissible by law, accept no liability of any nature whatsoever for any claims, damages or losses arising from, or in connection with, the contents of this Report or the use, reliance, publication, distribution, dissemination, disclosure, alteration or reproduction of this Report, or any views or recommendations recorded therein.

Participants in foreign exchange transactions may incur risks arising from several factors, including the following: (i) exchange rates can be volatile and are subject to large fluctuations; (ii) the value of currencies may be affected by numerous market factors, including world and national economic, political and regulatory events, events in equity and debt markets and changes in interest rates; and (iii) currencies may be subject to devaluation or government imposed exchange controls which could affect the value of the currency. Investors in securities such as ADRs, whose values are affected by the currency of an underlying security, effectively assume currency risk.

Subject to the applicable laws, all transactions should be executed through Avior US. Aside from within this Report, important conflict disclosures can also be found at <https://aviorcapital.us/us-regulatory-disclosures/> and Investors are strongly encouraged to review this information before investing.

Additional Disclaimer for UK Investors

Note that Elara Securities (India) Private Limited ("**Foreign Counterparty**") has concluded a MiFID II research intermediary agreement with Avior Capital Markets International Limited ("**Avior UK**"), regulated by the Financial Conduct Authority (FRN: 191074), pursuant to which Avior UK distributes the Foreign Counterparty's research in the UK, in return for which the Foreign Counterparty pays Avior UK a percentage of the income received in relation to such research. This research report including any recommendations recorded therein ("**Report**") have been prepared by the Foreign Counterparty, and not by Avior UK.

The Report: (a) has been objectively prepared from public sources which are believed to be reliable and therefore constitutes independent investment research and is presented as such; and (b) may only be distributed to, and relied on by, qualifying investors, who are permitted to receive same in the UK.

Securities, money market instruments, strategies, financial or investment instruments mentioned in this Report may not be suitable for all investors. The information and opinions provided in this Report do not constitute a personal recommendation/investment advice and take no account of the investor's individual circumstances. Investors should consider this Report as only a single factor in making any investment decisions and, if appropriate, should seek advice from an investment advisor. This Report is not an offer, or invitation by or on behalf of Avior UK, the Foreign Counterparty, their affiliates, or any other person, to buy or sell any security.

Save as disclosed otherwise, the Foreign Counterparty's relationship with Avior UK is not reasonably expected to impair the objective presentation of the recommendations in the Report, including any interests or conflicts of interest concerning any financial instruments or the issuers to which the recommendations, directly or indirectly, relate. The Report is deemed to be first disseminated at the date and time recorded on the relevant distribution platform, data network or email (as applicable), and which information is available on request. A list of the Foreign Counterparty's research reports disseminated in the UK over the past 12 months is also available on request.

Avior UK does not assume any responsibility or liability of any nature whatsoever arising from or in connection with the content, use, reliance or dissemination of the Report or any recommendation in respect thereof and disclaims any such liability.

Certification by Each of the Authors of this Report

The analyst(s) (singular includes plural) ("Analyst") certifies that the views expressed in this Report are an accurate representation of the Analyst's personal opinions on the stock or sector as covered and reported on by the Analyst hereinabove. The Analyst furthermore certifies that no part of the Analyst's compensation was, is, or will be related, directly or indirectly, to the specific recommendations or views as expressed in this document. The Analyst is principally responsible for the preparation of this Report and does not have any material conflict of interest at the time of publication of this Report. The Analyst(s) has not served as an officer, director or employee of the subject company in the last 12-month period ending on the last day of the month immediately preceding the date of publication of the Report.

Analyst Certification: In connection with the companies or securities that; each analyst identified in this Report certifies that: The views expressed on the subject companies and securities in this Report reflect their personal views. No part of his or her compensation was, is or will be directly or indirectly dependent on the specific recommendations or views expressed in this Report.

Note that:

- (i) The Foreign Counterparty is the employer of the research analyst(s) responsible for the content of this Report, and
- (ii) Research analysts preparing this Report are resident outside the United States and are not associated persons of any US regulated broker-dealer. Therefore, the analyst(s) are not subject to supervision by a US broker-dealer and are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with US rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

Avior Capital Markets US, LLC is a FINRA registered broker-dealer (CRD # 172595) formed for that purpose in the State of Delaware with its principal office at 45 Rockefeller Plaza, Suite 2335, New York, New York 10111.

Avior Capital Markets International Limited is regulated by the Financial Conduct Authority (FRN: 191074), with its principal office at 10 South Street, Elgin, Scotland IV30 1LE.

Elara Securities (India) Private Limited is a SEBI-registered Research Analyst (Regn. No.: INH000000933), Stock Broker (Regn. No.: INZ000238236) and Depository Participant (Regn. No.: IN-DP-370-2018). Its registered address is One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India

India

Elara Securities (India) Private Limited
One International Center, Tower 3,
21st Floor, Senapati Bapat Marg,
Elphinstone Road (West)
Mumbai – 400 013, India
Tel : +91 22 6164 8500

Europe

Elara Capital Plc.
6th Floor, The Grove,
248A Marylebone Road,
London, NW1 6JZ,
United Kingdom
Tel : +44 20 7486 9733

USA

Elara Securities Inc.
230 Park Avenue, Suite 2415,
New York, NY 10169, USA
Tel: +1 212 430 5870
Fax: +1 212 208 2501

Asia / Pacific

Elara Capital (Asia) Pte.Ltd.
One Marina Boulevard,
Level 20,
Singapore 018989
Tel : +65 6978 4047



Managing Director

Harendra Kumar | harendra.kumar@elaracapital.com | +91 22 6164 8571



Head of Research

Dr Bino Pathiparampil | bino.pathiparampil@elaracapital.com | +91 22 6164 8572

Sales Team



India

Hitesh Danak - hitesh.danak@elaracapital.com - +91 22 6164 8543
Ashok Agarwal - ashok.agarwal@elaracapital.com - +91 22 6164 8558
Himani Sanghavi - himani.sanghavi@elaracapital.com - +91 22 6164 8586



India, APAC & Australia

Sudhanshu Rajpal - sudhanshu.rajpal@elaracapital.com - +91 22 6164 8508
Joshua Saldanha - joshua.saldanha@elaracapital.com - +91 22 6164 8541
Shraddha Shrikhande - shraddha.shrikhande@elaracapital.com - +91 22 6164 8567
Suyash Maheshwari - suyash.maheshwari@elaracapital.com - +91 22 4204 8698



India & UK

Prashin Lalvani - prashin.lalvani@elaracapital.com - +91 22 6164 8544



India & US

Karan Rathod - karan.rathod@elaracapital.com - +91 22 6164 8570



Corporate Access, Conference & Events

Anita Nazareth - anita.nazareth@elaracapital.com - +91 22 6164 8520
Tina D'souza - tina.dsouza@elaracapital.com - +91 22 6164 8595

By clicking this link, you acknowledge and agree to the [Terms and Conditions of Research Services](#)

Access our reports on Bloomberg: Type **RESP ESEC <GO>**

Also available on **Thomson & Reuters**

Elara Securities (India) Private Limited

Registered Office Address: One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India Tel : +91 22 6164 8500
CIN: U74992MH2007PTC172297 | SEBI Research Analyst Registration No.: INH000000933
Member of BSE Limited and National Stock Exchange of India Limited | SEBI REGN. NO.: INZ000238236
Member of Central Depository Services (India) Limited | SEBI REGN. NO.: IN-DP-370-2018
Investor Grievance Email ID: investor.grievances@elaracapital.com - Tel. +91 22 6164 8509
Compliance Officer: Mr. Anand Rao - Email ID: anand.rao@elaracapital.com - Tel. +91 22 6164 8509