**India | Utilities** 16 May 2024

**Quarterly Update**

ElaraCapital

# Indian Energy Exchange

## Volume to rise on soaring power demand

### Volume upbeat as power demand soars and given favorable policy

Surging power demand, rising peak shortages and conducive policy interventions drove volumes on exchanges. Indian Energy Exchange (IEX IN) achieved 110BU volume in FY24, up 13.8% YoY. In Q4FY24, volume increased 15.5% YoY to 30.1BU. The day ahead market (DAM) segment registered 14,916MU volume in Q4FY24, up 4.3% YoY. DAM achieved 53,353MU volume in FY24, up 4.3% YoY. Volume for real time market (RTM) segment increased 26.95% YoY to 7,505MU. RTM achieved 30,125MU volume in FY24, up 24.6% YoY. Total volume in term ahead market (TAM) segment in Q4 was 3,511MU, up 19.3% versus Q4FY23. For FY24, the segment's volume was 14,944MU, up 48% YoY. IEX is optimistic about buoyant trading volumes in FY25/26 on surging power demand. For a 7-8% rise in power demand, volume on IEX may rise 20%.

### Earnings largely as estimated

Q4 consolidated revenue rose 13% YoY to INR 1,212mn, led by robust volume growth on the exchange. EBITDA rose 12.3% YoY to INR 1,045mn. Other income increased 24% YoY to INR 280mn. IEX's profit share from associate (Indian Gas Exchange) declined to INR 21mn in Q4, from INR 35mn/55mn in Q3FY24/Q4FY23. Reported PAT rose 9% YoY to INR 966mn. FY24 revenue increased 15% YoY to INR 4.5bn. Reported PAT increased 15% YoY to INR 3.5bn. IEX has declared a final dividend of INR 1.5/share. It had earlier declared an interim dividend of INR 1/share. Hence, for FY24, it declared a total dividend of INR 2.5/share, resulting in a dividend yield of 1.6%.

### Valuation: Reiterate Buy with a TP of INR 188

We retain our positive outlook on IEX, given the rise in short-term power market share in India along with an increase in the market share of power exchanges. Also, IEX's subsidiary, Indian Gas Exchange, and the upcoming Carbon Credit Exchange offer an edge to the investors. Regulatory overhang in terms of market coupling and increased competition are key long-term concerns. We reiterate **Buy** with a DCF-TP of INR 188 on 30x FY26E P/E.

## Rating: Buy

**Target Price: INR 188**

**Upside: 27%**

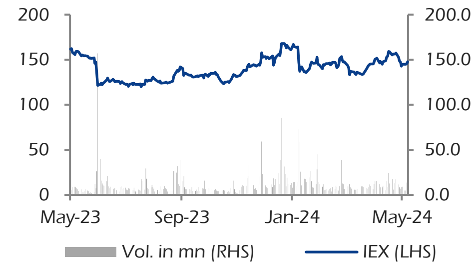
CMP: INR 148 (as on 16 May 2024)

### Key data*

| | |
|---|---|
| Bloomberg /Reuters Code | IEX IN /IIAN.BO |
| Current /Dil Shares O/S (mn) | 900/900 |
| Mkt Cap (INR bn/USD mn) | 132/1,581 |
| Daily Volume (3M NSE Avg) | 9,818,620 |
| Face Value (INR) | 1 |
| **1 USD = INR 83.5** | |

Note: *as on 16 May 2024; Source: Bloomberg

### Price & volume




Source: Bloomberg

| Shareholding (%) | Q1FY24 | Q2FY24 | Q3FY24 | Q4FY24 |
|---|---|---|---|---|
| Promoter | - | - | - | - |
| Institutional Investor | 38.4 | 36.7 | 39.7 | 38.2 |
| Other Investor | 20.8 | 20.9 | 21.4 | 21.1 |
| General Public | 40.8 | 42.3 | 38.9 | 40.7 |

Source: BSE

| Price performance (%) | 3M | 6M | 12M |
|---|---|---|---|
| Nifty | 1.6 | 13.3 | 22.5 |
| Indian Energy Exchange | 1.6 | 8.7 | (7.0) |
| Power Grid | 13.8 | 50.8 | 73.2 |

Source: Bloomberg

| YE March (INR mn) | Q4FY24 | Q4FY23 | YoY (%) | Q3FY24 | QoQ (%) |
|---|---|---|---|---|---|
| Revenue From Operations | 1,213 | 1,070 | 13.3 | 1,153 | 5.2 |
| Total Expenses | 167 | 139 | 20.3 | 165 | 1.2 |
| EBITDA | 1,046 | 931 | 12.3 | 988 | 5.9 |
| Depreciation | 52 | 49 | 6.4 | 52 | 0.7 |
| EBIT | 993 | 882 | 12.6 | 936 | 6.1 |
| Interest (%) | 7 | 7 | (1.2) | 7 | 0.8 |
| Other Income | 280 | 226 | 24.1 | 259 | 8.0 |
| Pre-exceptional Profit | 1,287 | 1,156 | 11.4 | 1,223 | 5.3 |
| PBT | 1,287 | 1,156 | 11.4 | 1,223 | 5.3 |
| Provision for tax (including deferred tax) | 320 | 273 | 17.5 | 305 | 5.2 |
| Reported PAT | 967 | 883 | 9.5 | 918 | 5.3 |

### Key financials

| YE March | Revenue (INR mn) | YoY (%) | EBITDA (INR mn) | EBITDA margin (%) | Adj PAT (INR mn) | YoY (%) | Fully DEPS (INR) | RoE (%) | RoCE (%) | P/E (x) | P/BV (x) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| FY23 | 4,009 | (5.8) | 3,365 | 86.4 | 2,927 | (3.2) | 3.3 | 39.0 | 50.2 | 45.0 | 16.5 |
| FY24 | 4,492 | 12.0 | 3,769 | 86.9 | 3,399 | 16.1 | 3.8 | 38.4 | 49.6 | 38.8 | 13.6 |
| FY25E | 5,071 | 12.9 | 4,217 | 85.8 | 3,878 | 14.1 | 4.4 | 36.4 | 44.6 | 34.0 | 11.4 |
| FY26E | 5,704 | 12.5 | 4,720 | 85.4 | 4,359 | 12.4 | 4.9 | 34.5 | 42.5 | 30.2 | 9.6 |

Note: pricing as on 16 May 2024; Source: Company, Elara Securities Estimate

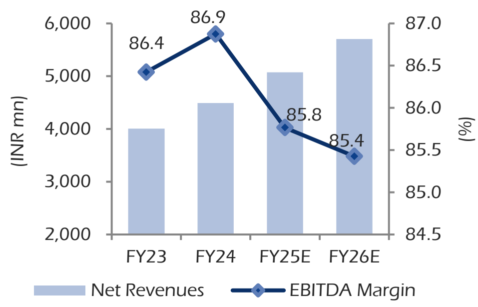
**Rupesh Sankhe** • rupesh.sankhe@elaracapital.com • +91 22 6164 8581
**Ragini Pande** • ragini.pande@elaracapital.com • +91 22 6164 8500
**Elara Securities (India) Private Limited**

## Financials (YE March)

| Income Statement (INR mn) | FY23 | FY24 | FY25E | FY26E |
|---|---|---|---|---|
| Net Revenues | 4,009 | 4,492 | 5,071 | 5,704 |
| **EBITDA** | **3,365** | **3,769** | **4,217** | **4,721** |
| Add:- Non operating Income | 732 | 1,017 | 926 | 1,042 |
| OPBIDTA | 4,097 | 4,786 | 5,143 | 5,762 |
| Less :- Depreciation & Amortization | 186 | 205 | 206 | 216 |
| **EBIT** | **3,911** | **4,581** | **4,938** | **5,546** |
| Less:- Interest Expenses | 25 | 28 | 28 | 28 |
| **PBT** | **3,887** | **4,552** | **4,909** | **5,518** |
| Less :- Taxes | 960 | 1,154 | 1,031 | 1,159 |
| **Adjusted PAT** | **2,927** | **3,399** | **3,878** | **4,359** |
| **Reported PAT** | **2,927** | **3,399** | **3,878** | **4,359** |
| **Balance Sheet (INR mn)** | **FY23** | **FY24** | **FY25E** | **FY26E** |
| Share Capital | 891 | 891 | 891 | 891 |
| Reserves | 7,100 | 8,831 | 10,708 | 12,802 |
| Other liabilities | 352 | 408 | 408 | 408 |
| **Total Liabilities** | **8,343** | **10,130** | **12,007** | **14,101** |
| Gross Block | 1,908 | 2,008 | 2,108 | 2,208 |
| Less:- Accumulated Depreciation | 806 | 1,000 | 1,206 | 1,422 |
| Net Block | 1,102 | 1,008 | 902 | 786 |
| Add:- Capital work in progress | 38 | 42 | 42 | 42 |
| Investments | 12,188 | 12,702 | 12,702 | 12,702 |
| Net Working Capital | (5,556) | (5,101) | (5,546) | (6,226) |
| Other Assets | 570 | 1,479 | 3,907 | 6,797 |
| **Total Assets** | **8,342** | **10,130** | **12,007** | **14,101** |
| **Cash Flow Statement (INR mn)** | **FY23** | **FY24** | **FY25E** | **FY26E** |
| Cash profit adjusted for non-cash items | 4,097 | 4,786 | 5,143 | 5,762 |
| Add/Less : Working Capital Changes | (2,721) | (912) | 445 | 680 |
| Operating Cash Flow | 417 | 2,719 | 4,557 | 5,284 |
| Less:- Capex | (178) | (115) | (100) | (100) |
| Free Cash Flow | 239 | 2,605 | 4,457 | 5,184 |
| Financing Cash Flow | (1,720) | (1,768) | (2,030) | (2,294) |
| Investing Cash Flow | (178) | (115) | (100) | (100) |
| **Net change in Cash** | **(1,482)** | **837** | **2,428** | **2,890** |
| **Ratio Analysis** | **FY23** | **FY24** | **FY25E** | **FY26E** |
| **Income Statement Ratios (%)** | | | | |
| Revenue Growth | (5.8) | 12.0 | 12.9 | 12.5 |
| EBITDA Growth | (2.0) | 16.8 | 7.5 | 12.0 |
| PAT Growth | (3.2) | 16.1 | 14.1 | 12.4 |
| EBITDA Margin | 86.4 | 86.9 | 85.8 | 85.4 |
| Net Margin | 61.7 | 61.7 | 64.7 | 64.6 |
| **Return & Liquidity Ratios** | | | | |
| ROE (%) | 39.0 | 38.4 | 36.4 | 34.5 |
| ROCE (%) | 50.2 | 49.6 | 44.6 | 42.5 |
| **Per Share data & Valuation Ratios** | | | | |
| Diluted EPS (INR/Share) | 3.3 | 3.8 | 4.4 | 4.9 |
| EPS Growth (%) | (3.2) | 16.1 | 14.1 | 12.4 |
| DPS (INR/Share) | 1.9 | 2.0 | 2.2 | 2.5 |
| P/E Ratio (x) | 45.0 | 38.8 | 34.0 | 30.2 |
| EV/EBITDA (x) | 29.0 | 24.6 | 22.4 | 19.5 |
| EV/Sales (x) | 27.7 | 23.7 | 21.4 | 18.7 |
| Price/Book (x) | 16.5 | 13.6 | 11.4 | 9.6 |
| Dividend Yield (%) | 1.3 | 1.6 | 1.8 | 2.0 |

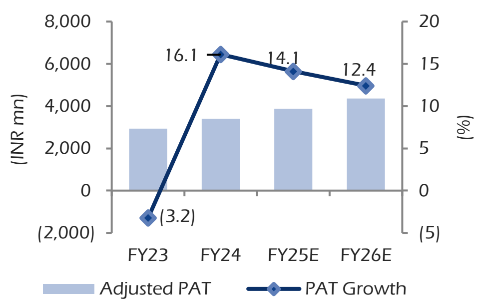
Note: pricing as on 16 May 2024; Source: Company, Elara Securities Estimate

### Revenue & margin growth trend



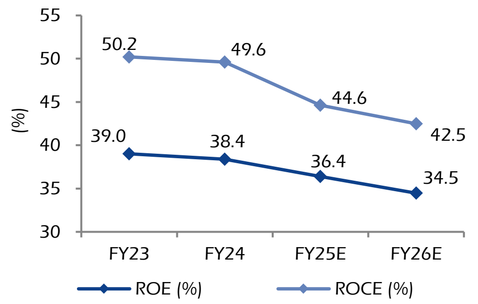

Source: Company, Elara Securities Estimate

### Adjusted profit growth trend




Source: Company, Elara Securities Estimate

### Return ratios




Source: Company, Elara Securities Estimate

## Conference call highlights

**Easing supply-side constraint led by falling fuel price…**

- Supply-side constraints continued to ease through FY24 leading to no palpable fuel crunch.
- FY24 coal production increased ~12% YoY to ~1,000MT. Q4FY24 production rose 10% YoY at 256MT.
- Imported coal prices dropped to USD 56.6/tonne in Q4FY24 from USD 77/tonne in Q4FY23.
- Coal inventory, as of 31 March 2024, was at ~20 days, higher by ~six days compared with 31 March 2023.
- e-auction premium eased since 2023, down from the premium of 278% over notified price in Jan '23 to a premium of 72% in Mar '24.
- Imported gas prices were lower – Prices in Q4 were lower by 41% to <USD 10/MMBTU. FY24 prices were at USD 11.6/MMBTU.
- In FY24, the sell liquidity on the exchange increased 16.9% YoY, driving ~12% YoY decline in the DAM price from INR 5.94/unit in FY23 to INR 5.24/unit in FY24. The DAM price on the exchange reduced ~20% YoY from INR 6.08/unit in Q4FY23 to INR 4.89/unit in Q4FY24.

**Growth in gas demand may yield opportunity for gas exchange**

- IGX traded 8.7mn MMBTU volume in Q4FY24.
- The government's vision of increasing the share of natural gas in total energy basket from ~6.3% to 15% by 2030 will increase gas consumption in the economy from ~180MMSCMD to >500MMSCMD.

**Favorable regulatory initiatives**

- The Ministry of Power (MoP) amended late payment surcharge rules, which mandates generators to offer un requisitioned surplus (URS) power in the market.
- CERC implemented the Indian Electricity Grid Code; sharing of Inter-State Transmission Charges Regulations; and GNA Regulations on 1 October 2023.
- CERC issued an order to spike the frequency of REC auctions on the power exchanges to twice a month and allowed fungibility of different types of RECs. Consequently, REC volume in Q4 increased twice vis-à-vis Q4FY23 (volume may grow going forward). REC price also hit a record low of INR 270.
- MoP offered repowering and life extension for wind power projects allowing such generators to supply excess power on power exchange.
- MoP finalized Viability Gap Funding mechanism for battery energy storage systems (BESS). BESS would deliver electricity during hours of peak demand. One of the avenues for charging and discharging of BESS is through power exchanges. This is expected to increase liquidity on exchanges.
- Spot markets share may increase to 25% as per Draft NEP 2022.

**IEX volume: Growth drivers**

- Electricity consumption grew by 9% in FY23 and 7.7% in FY24, and may further increase by 6% in the next seven years.
- CEA expects power demand to soar >260GW in FY25.
- The government highlighted the need for add thermal capacity to meet increasing peak load in the country. India seeks to add 80GW of new thermal capacity by FY32 to meet forecast demand. Already, 27GW of thermal capacity is under construction and 20GW may be commissioned in less than a year.
- Also, 140GW of green energy capacity is under tendering and implementation. This is over and above 50GW of RE capacity that the government plans to add every year to achieve 500GW RE capacity by 2030.
- The Ministry of Coal amended Shakti Policy in November to allow power plants, including private generators without PPAs, to sell power on all the segments of power exchanges.

**Future products**

- A petition was filed with CERC for term ahead contracts up to 11 months;
- Launch of Derivatives will provide price hedging opportunity and lead to lower volatility in prices, thus increasing liquidity in the spot market.

**Market share**

- Exchange volume may increase with the rise in short-term market share. Short-term market share of exchanges has spiked from 35% five years ago to 55% currently. Long duration contracts (LDC) were introduced, which resulted in an increase in volumes.

- IEX's share in DAM and RTM market was at 99.9%. In TAM market, the share was at 55% and in day ahead contingency (DAC) it is 50%. For certificate market, it is 70%. It has an 83% overall market share and 87% market share in electricity volumes.
- LDC volume was 10BU in FY24 and overall LDC volume for the market was 20BU.

**Shadow coupling proposal**

- Per order released on 6 Feb 2024, CERC implemented simulations on market coupling for three months and found no merit in coupling of plain vanilla DAM or RTM market.
- IEX is exploring another alternative of coupling RTM market with security constraint economic dispatch (SCED) market. Simulation will span four months. Software development is still underway.
- CERC will decide as regards continuing with market coupling post the simulation.

**Lower gas volumes on IGX**

- In FY24, gas volumes were 20% lower than FY23 as gas prices have only pared in the past 2-3 months. Though gas prices came down from USD 25/MMBTU to USD 15/MMBTU, gas prices were still high.
- Domestic gas production increased, most of which is sold via the option route, of which significant quantity does not come on the exchanges.

**Volume: RTM up; DAM subdued in April and May**

- RTM volumes rose in April and May due to sale of un requisitioned power on the exchanges.
- DAM volumes are declining as many bilateral contracts are materializing to ensure power supply by the states ahead of the election season.

**Renewable energy certificate**

- About 3.248mn RECs (equivalent to 3,248MU) were traded in Q4FY24. REC traded volume in Q4FY24 increased by ~98% YoY. About 7.539mn RECs (equivalent to 7,539MU) were traded in FY24. REC's traded volume in FY24 increased by ~26% YoY.
- IEX is bullish on the REC market.
- Many industries are seeking to buy RECs to meet their RPO obligation.

**Staff Paper by CERC on rationalization of bidding**

- We do not see any impact of staff paper.
- Generators are quoting prices well within the range given by CERC.

**Exhibit 1: Change in estimates**

| (INR mn) | Old | | New | | % Chg | |
|---|---|---|---|---|---|---|
| | FY25E | FY26E | FY25E | FY26E | FY25E | FY26E |
| Sales | 5,103 | 5,737 | 5,071 | 5,704 | (0.6) | (0.6) |
| EBITDA | 4,273 | 4,794 | 4,217 | 4,721 | (1.3) | (1.5) |
| PAT | 3,581 | 4,033 | 3,878 | 4,359 | 8.3 | 8.1 |

Source: Elara Securities Estimate

## Coverage History


| | Date | Rating | Target Price | Closing Price |
|---|---|---|---|---|
| 1 | 23-Apr-2020 | Buy | INR 191 | INR 157 |
| 2 | 15-Oct-2020 | Buy | INR 235 | INR 194 |
| 3 | 22-Jan-2021 | Accumulate | INR 262 | INR 233 |
| 4 | 21-May-2021 | Accumulate | INR 392 | INR 372 |
| 5 | 17-Dec-2021 | Accumulate | INR 269* | INR 256* |
| 6 | 28-Apr-2022 | Buy | INR 291 | INR 215 |
| 7 | 26-Jul-2022 | Buy | INR 236 | INR 154 |
| 8 | 21-Oct-2022 | Buy | INR 215 | INR 135 |
| 9 | 23-Jan-2023 | Buy | INR 200 | INR 139 |
| 10 | 18-Sep-2023 | Buy | INR 188 | INR 133 |

Bonus issue 2:1

## Guide to Research Rating

| | |
|---|---|
| BUY | Absolute Return >+20% |
| ACCUMULATE | Absolute Return +5% to +20% |
| REDUCE | Absolute Return -5% to +5% |
| SELL | Absolute Return < -5% |

### 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], in the Capital Market Segment of 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.

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

The research analyst did not receive compensation from Indian Energy Exchange Limited.

Elara Capital Inc.'s affiliate did not manage an offering for Indian Energy Exchange Limited.

Elara Capital Inc.'s affiliate did not receive compensation from Indian Energy Exchange Limited in the last 12 months.

Elara Capital Inc.'s affiliate does not expect to receive compensation from Indian Energy Exchange Limited in the next 3 months.

### Disclaimer for U.S. Investors

This material is based upon information that we consider to be reliable, but Elara Capital Inc. does not warrant its completeness, accuracy or adequacy and it should not be relied upon as such.

This material is not intended as an offer or solicitation for the purchase or sale of any security or other financial instrument. Securities, financial instruments or strategies mentioned herein may not be suitable for all investors. Any opinions expressed herein are given in good faith, are subject to change without notice, and are only correct as of the stated date of their issue. Prices, values or income from any securities or investments mentioned in this report may fall against the interests of the investor and the investor may get back less than the amount invested. Where an investment is described as being likely to yield income, please note that the amount of income that the investor will receive from such an investment may fluctuate. Where an investment or security is denominated in a different currency to the investor's currency of reference, changes in rates of exchange may have an adverse effect on the value, price or income of or from that investment to the investor. The information contained in this report does not constitute advice on the tax consequences of making any particular investment decision. This material does not take into account your particular investment objectives, financial situations or needs and is not intended as a recommendation of particular securities, financial instruments or strategies to you. Before acting on any recommendation in this material, you should consider whether it is suitable for your particular circumstances and, if necessary, seek professional advice.

Certain statements in this report, including any financial projections, may constitute "forward-looking statements." These "forward-looking statements" are not guarantees of future performance and are based on numerous current assumptions that are subject to significant uncertainties and contingencies. Actual future performance could differ materially from these "forward-looking statements" and financial information.

# Elara Securities (India) Private Limited

| India | Europe | USA | Asia / Pacific |
|---|---|---|---|
| Elara Securities (India) Pvt. Ltd.<br>One International Center, Tower 3, 21st Floor,<br>Senapati Bapat Marg, Elphinstone Road (West)<br>Mumbai – 400 013, India<br>Tel : +91 22 6164 8500 | Elara Capital Plc.<br>6th Floor, The Grove,<br>248A Marylebone Road,<br>London, NW1 6JZ, United Kingdom<br>Tel : +44 20 7486 9733 | Elara Securities Inc.<br>230 Park Avenue, Suite 2415, New<br>York, NY 10169, USA<br>Tel: +1 212 430 5870<br>Fax: +1 212 208 2501 | Elara Capital (Asia) Pte.Ltd.<br>One Marina Boulevard,<br>Level 20,<br>Singapore 018989<br>Tel : +65 6978 4047 |

| | | | |
|---|---|---|---|
| Harendra Kumar | Managing Director | harendra.kumar@elaracapital.com | +91 22 6164 8571 |
| **Sales** | | | |
| Ashok Agarwal | India | ashok.agarwal@elaracapital.com | +91 22 6164 8558 |
| Hitesh Danak | India | hitesh.danak@elaracapital.com | +91 22 6164 8543 |
| Karan Rathod | India | karan.rathod@elaracapital.com | +91 22 6164 8570 |
| Lekha Nahar | India | lekha.nahar@elaracapital.com | +91 22 6164 8512 |
| Prashin Lalvani | India | prashin.lalvani@elaracapital.com | +91 22 6164 8544 |
| Shraddha Shrikhande | India | shraddha.shrikhande@elaracapital.com | +91 22 6164 8567 |
| Sudhanshu Rajpal | India | sudhanshu.rajpal@elaracapital.com | +91 22 6164 8508 |
| Joshua Saldanha | Asia | joshua.saldanha@elaracapital.com | +91 22 6164 8541 |
| Anita Nazareth | Corporate Access, Conference & Events | anita.nazareth@elaracapital.com | +91 22 6164 8520 |
| Tina D'souza | Corporate Access | tina.dsouza@elaracapital.com | +91 22 6164 8595 |
| **Quantitative, Alternatives, Sales Trading & Dealing** | | | |
| Sunil Jain | Quantitative & Alternates | sunil.jain@elaracapital.com | +91 22 6164 8531 |
| Nandish Patel | Quantitative & Alternates | nandish.patel@elaracapital.com | +91 22 6164 8564 |
| Biren Mehta | Head - Sales Trading | biren.mehta@elaracapital.com | +91 22 6164 8500 |
| Kalpesh Parekh | India | kalpesh.parekh@ElaraCapital.com | +91 22 6164 8555 |
| Manoj Murarka | India | manoj.murarka@elaracapital.com | +91 22 6164 8551 |
| Anil Pawar | India | anil.pawar@elaracapital.com | +91 22 6164 8552 |
| Nilesh Chheda | India | nilesh.chheda@elaracapital.com | +91 22 6164 8554 |
| Nupur Barve | India | nupur.barve@elaracapital.com | +91 22 6164 8532 |

| | | | | |
|---|---|---|---|---|
| **Research** | | | | |
| Dr Bino Pathiparampil | Head of Research | Healthcare, Pharmaceuticals, Strategy | bino.pathiparampil@elaracapital.com | +91 22 6164 8689 |
| Amit Purohit | Analyst | Building Materials, FMCG, Paints | amit.purohit@elaracapital.com | +91 22 6164 8594 |
| Ankita Shah | Analyst | Infrastructure, Ports & Logistics, Industrials | ankita.shah@elaracapital.com | +91 22 6164 8516 |
| Biju Samuel | Analyst | Quantitative & Alternate Strategy | biju.samuel@elaracapital.com | +91 22 6164 8505 |
| Gagan Dixit | Analyst | Aviation, Chemicals, Oil & Gas | gagan.dixit@elaracapital.com | +91 22 6164 8504 |
| Garima Kapoor | Economist | | garima.kapoor@elaracapital.com | +91 22 6164 8527 |
| Harshit Kapadia | Analyst | Capital Goods, Consumer Electronics | harshit.kapadia@elaracapital.com | +91 22 6164 8542 |
| Jay Kale, CFA | Analyst | Auto & Auto Ancillaries | jay.kale@elaracapital.com | +91 22 6164 8507 |
| Karan Taurani | Analyst | Media & Entertainment, Alcobev, QSR, Internet | karan.taurani@elaracapital.com | +91 22 6164 8513 |
| Prakhar Agarwal | Analyst | Banking & Financials | prakhar.agarwal@elaracapital.com | +91 22 6164 8502 |
| Prashant Biyani | Analyst | Agrochemicals, Fertilisers, Hotels, Sugar | prashant.biyani@elaracapital.com | +91 22 6164 8581 |
| Prerna Jhunjhunwala | Analyst | Textiles, Retail | prerna.jhunjhunwala@elaracapital.com | +91 22 6164 8519 |
| Ravi Sodah | Analyst | Cement, Metals & Mining | ravi.sodah@elaracapital.com | +91 22 6164 8517 |
| Rupesh Sankhe | Analyst | Utilities, Renewables, Capital Goods, Real Estate | rupesh.sankhe@elaracapital.com | +91 22 6164 8518 |
| Shweta Daptardar | Analyst | Diversified Financials, Non Lending Financials | shweta.daptardar@elaracapital.com | +91 22 6164 8559 |
| Saurabh Mitra | Sr. Associate | Cement, Metals & Mining | saurabh.mitra@elaracapital.com | +91 22 6164 8546 |
| Aditya Jaiswal | Associate | Strategy | aditya.jaiswal@elaracapital.com | +91 22 4204 8683 |
| Amogh Deshpande | Associate | Aviation, Chemicals, Oil & Gas | amogh.deshpande@elaracapital.com | +91 22 4204 8664 |
| Bhavi Shah | Associate | Cement, Metals & Mining | bhavi.shah@elaracapital.com | +91 22 6164 8521 |
| Devarshi Raj | Associate | Diversified Financials, Non Lending Financials | devarshi.raj@elaracapital.com | +91 22 6164 8500 |
| Gnyan Thaker | Associate | Textiles, Retail | gnyan.thaker@elaracapital.com | +91 22 6164 8500 |
| Jinesh Kothari | Associate | Infrastructure, Ports & Logistics | jinesh.kothari@elaracapital.com | +91 22 6164 8500 |
| Kartik Bhandari | Associate | Aviation, Chemicals, Oil & Gas | kartik.bhandari@elaracapital.com | +91 22 6164 8500 |
| Kartik Solanki | Associate | Banking & Financials | kartik.solanki@elaracapital.com | +91 22 4204 8604 |
| Kashish Thakur | Associate | Healthcare, Pharmaceuticals | kashish.thakur@elaracapital.com | +91 22 6164 8569 |
| Keval Shah | Associate | Strategy | keval.shah@elaracapital.com | +91 22 4204 8669 |
| Mihir Vora | Associate | Auto & Auto Ancillaries | mihir.vora@elaracapital.com | +91 22 6164 8500 |
| Mudit Kabra | Associate | Capital Goods, Consumer Electronics | mudit.kabra@elaracapital.com | +91 22 4204 8611 |
| Nemish Sundar | Associate | Capital Goods, Consumer Electronics | nemish.sundar@elaracapital.com | +91 22 4204 8683 |
| Nishant Chowhan, CFA | Associate | Auto & Auto Ancillaries | nishant.chowhan@elaracapital.com | +91 22 4204 8667 |
| Palak Shah | Associate | Banking & Financials | palak.shah@elaracapital.com | +91 22 4204 8682 |
| Ragini Pande | Associate | Utilities, Renewables | ragini.pande@elaracapital.com | +91 22 6164 8500 |
| Rohit Harlikar | Associate | Building Materials, FMCG, Paints | rohit.harlikar@elaracapital.com | +91 22 6164 8562 |
| Rounak Ray | Associate | Media & Entertainment, Alcobev, QSR, Internet | rounak.ray@elaracapital.com | +91 22 4204 8684 |
| Runit Kapoor | Associate | Healthcare, Pharmaceuticals | runit.kapoor@elaracapital.com | +91 22 6164 8500 |
| Shweta Roy | Associate | Economics | shweta.roy@elaracapital.com | +91 22 6164 8500 |
| Subhankar Sanyal | Associate | Economics | subhankar.sanyal@elaracapital.com | +91 22 4204 8688 |
| Tanvi Tambat | Associate | Real Estate | tanvi.tambat@elaracapital.com | +91 22 6164 8537 |
| Ujwal Wadighare | Associate | Agrochemicals, Fertilisers, Hotels, Sugar | ujwal.wadighare@elaracapital.com | +91 22 4204 8684 |
| Vidhi Puj | Associate | Building Materials, FMCG, Paints | vidhi.puj@elaracapital.com | +91 22 4204 8692 |
| Vinayak Patil | Database | | vinayak.patil@elaracapital.com | +91 22 6164 8510 |
| Priyanka Sheth | Editor | | priyanka.sheth@elaracapital.com | +91 22 6164 8568 |
| Prakriti Singh | Editor | | prakriti.singh@elaracapital.com | +91 22 6164 8500 |
| Gurunath Parab | Production | | gurunath.parab@elaracapital.com | +91 22 6164 8515 |
| Jinesh Bhansali | Production | | jinesh.bhansali@elaracapital.com | +91 22 6164 8537 |

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.: INZ 000 238236
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@elaracapial.com - Tel. +91 22 6164 8509