

Aditya Birla Fashion & Retail | BUY

Unlikely to do well anytime soon

ABFRL's 2QFY24 earnings were weak overall. Revenue was lower vs our subdued expectation on account of c.6-7% decline in Core Lifestyle Brands and Pantaloons' revenue – weaker wedding calendar, shift in festive dates and continued slowdown in value segment. On the positive side, newer ventures, viz. Ethnic, D2C, Fast Fashion did quite well with reasonably well-controlled losses. EBITDA delivery in 2Q was mostly inline despite the lower revenue helped by Madura segment – margin-beat in Brands business (+360bps vs LY) and lower-than-expected losses in the newer ventures. Pantaloons is still a big disappointment. Outlook for 3Q sounded cautious with sales during some of the regional festivals staying flattish to marginally higher vs last year; revival is better in wedding-related segments. We expect the stock to stay lacklustre for some time to come; the continuous WIP nature of the portfolio is not of great help either.

- Core Lifestyle brands and Pantaloons' growth were disappointing:** ABFRL's consolidated sales grew 4.9% to INR 32.3bn, c.3-4% below our expectation, due to a c.3% miss in Pantaloon sales and even higher miss of 6-7% in the Madura brands business. The latter declined 5.5% yoy (vs JMFe +1%) due to a weaker wedding calendar (c.20-25% of revenue from suits and blazers during relevant season) and a much later festive season this year. Amongst newer ventures, Ethnic and Youth Western Wear grew >30% driven by aggressive retail expansion; Tmrw's growth is M&A-led. Innerwear was flattish while Athleisure declined (significant category slowdown). Pantaloons' performance remained weak - revenue fell 6.6% despite 11% higher store-count - in part due to shift in East India festivals to 3Q; the non-affected regions grew 7% during the quarter. The format also continued to be impacted by the slowdown being seen in the lower-tiered markets; in our view, though, there is also an issue of lower-than-desired execution finesse in this business. On profitability, Madura segment's EBITDA surprised positively helped by stronger margin delivery in Lifestyle Brands (c.150bps expansion in gross margin plus costs control), lower losses in Ethnic and 'Others' businesses. The better profit delivery in Madura was, however, entirely offset by a c.42% decline in Pantaloons EBITDA (200-250bps decline in gross margin plus scale deleverage). We reckon that Pantaloons would have been EBITDA-negative on intrinsic basis, i.e. after absorbing full costs of rentals.
- Improved operational performance in Madura & Ethnic business was offset by further weakness in Pantaloons:**
 - 1) Core Madura Lifestyle brands'** revenue declined by 5.5% yoy. Both EBO (LTL sales down 12%) and E-commerce sales declined. Notwithstanding lower sales, the business' reported EBITDA margin still expanded 360bps yoy to c.21% - much better vs recent past helped by benign input costs, better channel mix and costs-savings.
 - 2) Pantaloons'** revenue declined 6.6% (LTL sales down 15%) with sales per sq ft down c.20% vs four-year ago level. Ex of festive days shift impact, the non-East regions grew c.7%, as per management. Reported EBITDA margin was 600bps lower yoy - a function of lower gross margin (inventories built up during 2H LY were liquidated through higher discounts in EOSS resulting in c.200-250bps margin dilution) and scale deleverage.
 - 3) Ethnic** performance was better than expected with sales growth of 32% and lower losses on both yoy & qoq basis.
 - 4) D2C** losses for the quarter were INR 390mn – not a very big spike vs 1Q's INR340mn.



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Recommendation and Price Target

Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	235
Upside/(Downside)	8.3%
Previous Price Target	240
Change	-2.1%

Key Data – ABFRL IN

Current Market Price	INR217
Market cap (bn)	INR205.6/US\$2.5
Free Float	45%
Shares in issue (mn)	915.1
Diluted share (mn)	1,014.6
3-mon avg daily val (mn)	INR663.1/US\$8.0
52-week range	323/184
Sensex/Nifty	64,905/19,425
INR/US\$	83.3

Price Performance

%	1M	6M	12M
Absolute	-1.5	8.9	-31.0
Relative*	0.3	3.9	-35.5

* To the BSE Sensex

JM Financial Research is also available on:
Bloomberg - JMFR <GO>,
Thomson Publisher & Reuters,
S&P Capital IQ, FactSet and Visible Alpha

Please see Appendix I at the end of this report for Important Disclosures and Disclaimers and Research Analyst Certification.

Financial Summary					(INR mn)
Y/E March	FY22A	FY23A	FY24E	FY25E	FY26E
Net Sales	80,931	123,629	138,308	158,356	179,665
Sales Growth (%)	55.3	52.8	11.9	14.5	13.5
EBITDA	10,999	14,936	14,919	19,463	24,222
EBITDA Margin (%)	13.5	12.0	10.7	12.2	13.4
Adjusted Net Profit	-1,087	-382	-2,609	850	4,156
Diluted EPS (INR)	-1.2	-0.4	-2.6	0.8	4.1
Diluted EPS Growth (%)	-81.2	-65.2	538.2	-132.6	388.7
ROIC (%)	-1.4%	1.2%	-3.4%	0.5%	3.9%
ROE (%)	-4.0%	-1.2%	-6.3%	1.7%	7.9%
P/E (x)	-187.3	-538.7	-84.4	258.9	53.0
P/B (x)	7.3	6.2	4.4	4.3	4.0
EV/EBITDA (x)	18.9	14.7	15.0	11.7	9.5
Dividend Yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%

Source: Company data, JM Financial. Note: Valuations as of 10/Nov/2023

Exhibit 1. 2Q & 1HFY24 Consolidated segment-wise snapshot: Revenue growth entirely driven by newer ventures while existing businesses continued to be impacted by discretionary consumption slowdown and some festive-related phasing issues (INR mn)

	2QFY24	2QFY23	YoY	2QFY24E	% var	1HFY24	1HFY23	YoY
Revenue								
Madura Lifestyle	15,870	16,800	-5.5%	17,015	-6.7%	31,830	31,990	-0.5%
Fast Fashion & Other businesses	4,580	3,070	49.2%	4,331	5.8%	8,760	5,970	46.7%
Ethnic Wear	1,440	1,090	32.1%	1,350	6.7%	2,780	2,100	32.4%
D2C – Tmrw	850	120	608.3%	800	6.3%	1,580	120	1216.7%
Madura Segment	22,740	21,080	7.9%	23,495	-3.2%	44,950	40180	11.9%
Pantaloons	10,220	10,940	-6.6%	10,517	-2.8%	20,520	21,130	-2.9%
Less: Intersegment	700	1,280	-45.3%	550	27.3%	1,250	1,820	-31.3%
Total Revenue	32,260	30,740	4.9%	33,463	-3.6%	64,220	59,490	8.0%
Segment EBITDA								
Madura Lifestyle	3,250	2,830	14.8%	3,024	7.5%	6,170	5,460	13.0%
Fast Fashion & Other businesses	-10	60	-116.7%	-35	-71.2%	-90	290	-131.0%
Ethnic Wear	-180	-400	-55.0%	-403	-55.3%	-530	-360	47.2%
D2C - Tmrw	-390	-70	457.1%	-360	8.3%	-730	-150	386.7%
Madura Segment	2,670	2,420	10.3%	2,227	19.9%	4,820	5240	-8.0%
Pantaloons	1,030	1,760	-41.5%	1,488	-30.8%	2,410	3,940	-38.8%
Segment EBITDA	3,700	4,180	-11.5%	3,715	-0.4%	7,230	9,180	-21.2%
Segment EBIT								
Madura	569	784	-27.5%	37	1453.2%	555	2,064	-73.1%
Pantaloons	-485	536	-190.6%	28	-1839.9%	-584	1,583	-136.9%
Less: Intersegment	297	212	40.3%	-	-	459	270	70.0%
Total EBIT	-214	1,108	-119.3%	65	-431.5%	-488	3,377	-114.5%
Net Unallocable Exp	-17	-172	-90.4%	0	-	-147	-196	-24.9%
Interest	2,084	1,036	101.2%	1,800	15.8%	3,957	1,980	99.8%
PBT	-2,281	245	-1031.7%	-1,735	31.4%	-4,298	1,593	-369.7%
Tax	-282	-56	401.1%	-443	-36.3%	-679	354	-291.7%
PAT before minority interest	-1,999	301	-763.8%	-1,293	54.6%	-3,619	1,239	-392.0%
Reported PAT	-1,792	377	-575.3%	-1,193	50.2%	-3,206	1,352	-337.2%
Adjusted PAT	-1,791	377	-575.3%	-1,193	50.2%	-3,206	1,352	-337.2%
Margins								
Segment EBITDA								
Madura Lifestyle	20.5%	16.8%	363 bps	17.8%	271 bps	19.4%	17.1%	232 bps
Fast Fashion & Other businesses	-0.2%	2.0%	-217 bps	-0.8%	58 bps	-1.0%	4.9%	-589 bps
Ethnic Wear	-12.5%	-36.7%	2420 bps	-29.8%	1731 bps	-19.1%	-17.1%	-192 bps
D2C - Tmrw	-45.9%	-58.3%	1245 bps	-45.0%	-88 bps	-46.2%	-125.0%	7880 bps
Madura Segment	11.7%	11.5%	26 bps	9.5%	226 bps	10.7%	13.0%	-232 bps
Pantaloons	10.1%	16.1%	-601 bps	14.1%	-407 bps	11.7%	18.6%	-690 bps
Segment EBIT								
Madura	2.5%	3.7%	-122 bps	0.2%	234 bps	1.2%	5.1%	-390 bps
Pantaloons	-4.7%	4.9%	-964 bps	0.3%	-501 bps	-2.8%	7.5%	-1034 bps
Total	-0.7%	3.6%	-427 bps	0.2%	-86 bps	-0.8%	5.7%	-644 bps

Source: Company, JM Financial

Exhibit 2. 2QFY24 Consolidated Financial Snapshot: Performance 3-4% below expectations due to festive shift and demand challenges, especially in the value segment

	2QFY24	2QFY23	YoY %	2QFY24 E	% var
Total Revenue	32,264	30,746	4.9%	33,463	-3.6%
Gross Profit	17,227	16,943	1.7%		
Gross Profit Margin %	53.4%	55.1%	-171 bps		
Staff Cost	4,231	3,790	11.6%		
Rent	2,099	2,018	4.0%		
Other Expenses	7,664	7,168	6.9%		
EBITDA	3,233	3,967	-18.5%	3,365	-3.9%
EBITDA margin %	10.0%	12.9%	-288 bps		
Depreciation	3,888	2,907	33.8%		
EBIT	-655	1,061	-161.7%		
Interest Expense	2,084	1,036	101.2%		
Other Income	457	220	107.8%		
Reported Net Profit	-1,792	377	-575.3%	-1,193	50.2%
Adjusted Net Profit	-1,791	377	-575.3%	-1,193	50.2%

Source: Company, JM Financial

Exhibit 3. Costs breakdown

% of revenue	2QFY24	2QFY23
Cost of Goods Sold	46.6%	44.9%
Staff Cost	13.1%	12.3%
Rent	6.5%	6.6%
Other Expenses	23.8%	23.3%

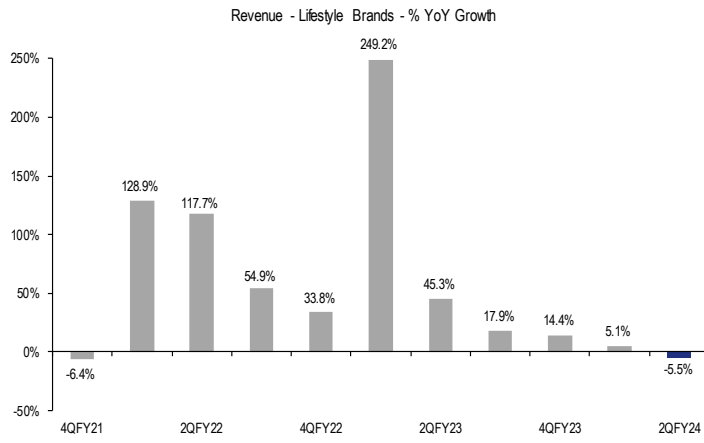
Source: Company, JM Financial

Exhibit 4. 1H Cash Flow Summary (Consolidated)

Rs. Mn	1HFY23	1HFY24
Operating profit after tax before working capital changes	8,970	6,590
Working Cap changes	-4,044	-6,970
Reported cash flow from operations	4,925	-380
Less: Repayment of lease liabilities as per CF from Fin Activities	-4,375	-4,556
Less: Capex	-3,064	-3,997
FCFF	-2,514	-8,934
Cash flow from investing activities	-7,400	-20,165
Cash flow from financing activities (incl repayment of lease liabilities)	2,815	15,927

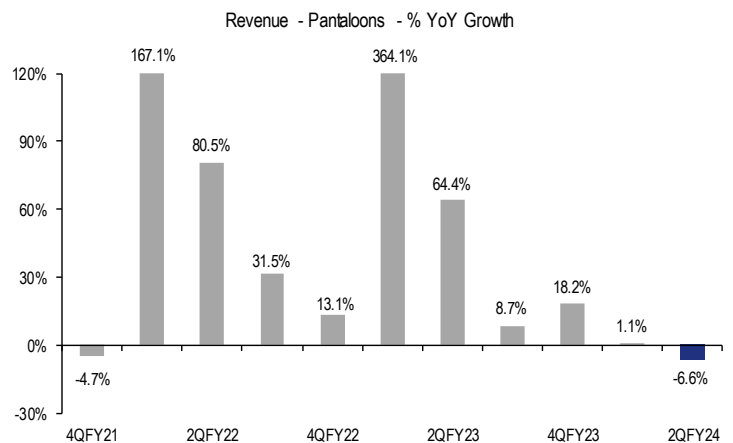
Source: Company, JM Financial

Exhibit 5. Madura Lifestyle Brands' revenue declined 5.5% yoy



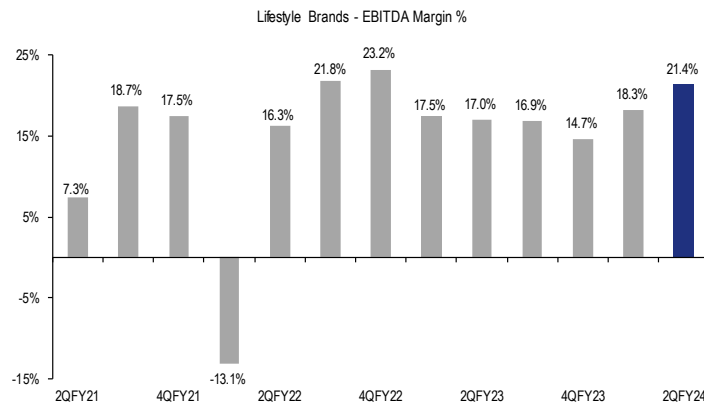
Source: Company, JM Financial

Exhibit 6. Pantaloon's performance remained weak



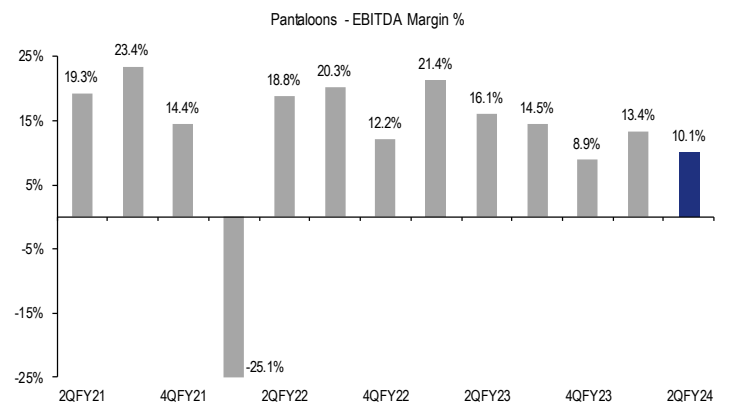
Source: Company, JM Financial

Exhibit 7. Madura Lifestyle Brands' EBITDA margin of 21.4% was the highest seen in the last six quarters



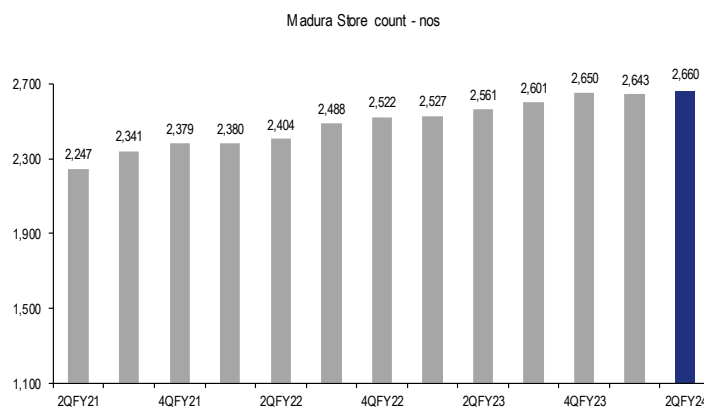
Source: Company, JM Financial

Exhibit 8. Pantaloon's margin declined c.600bps yoy and 330bps qoq



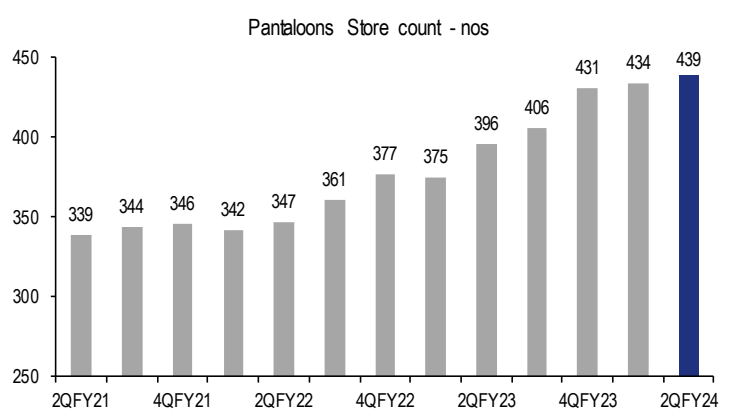
Source: Company, JM Financial

Exhibit 9. Madura Lifestyle's EBO-count increased to 2,660



Source: Company, JM Financial

Exhibit 10. Pantaloon's opened 5 net new stores during Sep-Q



Source: Company, JM Financial

Exhibit 11. Our DCF-based target price at INR235/share

	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E	FY27E	FY28E	FY29E	FY30E	FY31E	FY32E	FY33E	FY34E	FY35E	FY23-35 Cagr
Explicit forecasts																	
Revenue	87,879	52,489	81,362	124,179	138,923	159,061	180,465	202,740	226,379	250,700	276,978	304,443	332,757	363,126	394,451	428,119	11%
% yoy growth		-40.3%	55.0%	52.6%	11.9%	14.5%	13.5%	12.3%	11.7%	10.7%	10.5%	9.9%	9.3%	9.1%	8.6%	8.5%	
Comparable EBITDA	4,619	-3,409	1,770	3,656	1,325	4,779	8,234	11,953	15,221	18,325	21,629	25,186	28,945	33,352	37,684	42,549	23%
EBITDA margin	5.3%	-6.5%	2.2%	2.9%	1.0%	3.0%	4.6%	5.9%	6.7%	7.3%	7.8%	8.3%	8.7%	9.2%	9.6%	9.9%	
EBIT	2,082	-5,713	-575	665	-2,536	412	3,393	6,611	9,366	11,951	14,737	17,779	21,036	24,956	28,805	33,197	39%
Tax rate	0%	25%	18%	23%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	26%	
Tax on EBIT	-1	-1,433	-104	155	-647	105	865	1,686	2,388	3,047	3,758	4,534	5,364	6,364	7,345	8,465	
Tax-adjusted EBIT	2,083	-4,279	-471	510	-1,890	307	2,528	4,925	6,978	8,903	10,979	13,246	15,672	18,592	21,460	24,731	38%
Depreciation, non-cash charges	2,537	2,304	2,345	2,991	3,862	4,366	4,841	5,342	5,855	6,374	6,892	7,407	7,908	8,397	8,879	9,353	
Working Cap investment / release	6,873	-11,059	-545	4,760	4,067	3,073	1,798	-1,343	1,003	543	86	890	121	1,268	501	573	
Capex	3,067	6,655	4,274	14,849	6,689	5,976	6,729	7,250	7,810	8,280	8,750	9,245	9,584	10,146	10,757	11,406	
FCF	-5,320	2,428	-1,855	-16,108	-8,784	-4,375	-1,158	4,360	4,019	6,455	9,036	10,517	13,876	15,575	19,080	22,105	NM
YoY growth			-176.4%	768.4%	-45.5%	-50.2%	-73.5%	-476.6%	-7.8%	60.6%	40.0%	16.4%	31.9%	12.2%	22.5%	15.9%	
Discounting Factor						0.95	0.85	0.76	0.68	0.61	0.55	0.49	0.44	0.40	0.36	0.32	
Present value of FCF						-4,144	-984	3,325	2,750	3,963	4,978	5,198	6,154	6,198	6,813	7,082	
Fade period forecast																	
FCF	FY36E	FY37E	FY38E	FY39E	FY40E	FY41E	FY42E	FY43E	FY44E	FY45E	FY35-45 Cagr						
	25,414	28,994	32,821	36,862	41,074	45,404	49,789	54,156	58,426	62,516	11%						
YoY growth	15.0%	14.1%	13.2%	12.3%	11.4%	10.5%	9.7%	8.8%	7.9%	7.0%							
Discounting Factor	0.29	0.26	0.23	0.21	0.19	0.17	0.15	0.13	0.12	0.11							
Present value of FCF	7,306	7,478	7,596	7,654	7,653	7,591	7,468	7,289	7,056	6,774							
12M Forward Equity Valuation																	
PV of Cash Flow - Explicit Period	41,333																
PV of Cash Flow - Fade Period	73,865																
PV of Terminal Value	131,753																
Enterprise Value	246,950																
Debt - Mar24	16,600																
Cash - Mar24	7,970																
Net Debt	8,630																
Equity value	238,320																
Mn no of shares	1,015																
12M Target (DCF value) - INR per share	235																

Source: Company, JM Financial

Note: Workings above exclude the impact of acquisition of TCNS that are yet to be incorporated into our financial model.

Financial Tables (Consolidated)

Profit & Loss Statement						(INR mn)
Year-ended March	FY22A	FY23A	FY24E	FY25E	FY26E	
Sales	80,931	123,629	138,308	158,356	179,665	
Sales Growth	55.3%	52.8%	11.9%	14.5%	13.5%	
Other Operating Income	432	550	616	705	800	
Total Revenue	81,362	124,179	138,923	159,061	180,465	
Cost of Goods Sold/Op. Exp.	37,202	55,520	63,584	72,030	81,494	
Personnel cost	11,585	15,634	17,835	19,891	22,208	
Other expenses	21,576	38,090	42,585	47,676	52,540	
EBITDA	10,999	14,936	14,919	19,463	24,222	
EBITDA (%)	13.6%	12.1%	10.8%	12.3%	13.5%	
EBITDA Growth (%)	98.3%	35.8%	-0.1%	30.5%	24.4%	
Depn & Amort	9,970	12,270	14,955	15,371	16,041	
EBIT	1,029	2,666	-36	4,092	8,181	
Other Income	1,006	1,165	1,339	1,540	1,771	
Finance Cost	3,507	4,724	5,243	4,964	4,885	
PBT before Excep & Forex	-1,473	-893	-3,940	668	5,067	
Excep & forex Inc/Loss(-)	0	0	0	0	0	
PBT	-1,473	-893	-3,940	668	5,067	
Taxes	-266	-230	-1,005	170	1,292	
Extraordinary Inc/Loss(-)	0	0	0	0	0	
Assoc. Profit/Min. Int.(-)	-120	-303	-327	-352	-381	
Reported Net profit	-1,087	-360	-2,609	850	4,156	
Adjusted Net Profit	-1,087	-382	-2,609	850	4,156	
Net Margin (%)	-1.3%	-0.3%	-1.9%	0.5%	2.3%	
Diluted share capital (mn)	938.3	948.8	1,014.6	1,014.6	1,014.6	
Diluted EPS (INR)	-1.2	-0.4	-2.6	0.8	4.1	
Diluted EPS Growth	-81.2%	-65.2%	538.2%	-132.6%	388.7%	
Total Dividend + Tax	0	0	0	0	0	
Dividend Per Share (Rs)	0	0	0	0	0	

Source: Company, JM Financial

Cash Flow Statement						(INR mn)	(INR mn)
Year-ended March	FY22A	FY23A	FY24E	FY25E	FY26E		
Profit before Tax	-1,473	-893	-3,940	668	5,067		
Depn. & Amort.	9,970	12,270	14,955	15,371	16,041		
Net Interest Exp. / Inc. (-)	2,502	3,559	3,903	3,423	3,114		
Inc (-) / Dec in WCap.	241	-9,118	-4,067	-3,073	-1,798		
Others	-1,571	519	327	352	381		
Taxes Paid	-164	25	900	-53	-1,180		
Operating Cash Flow	9,505	6,362	12,078	16,690	21,625		
Capex	-3,185	-6,708	-6,689	-5,976	-6,729		
Free Cash Flow	6,321	-346	5,390	10,714	14,896		
-Inc/dec in investments	-2,436	2,733	0	-912	-547		
Others	92	102	1,339	1,540	1,771		
Investing Cash Flow	-5,528	-3,872	-5,349	-5,348	-5,505		
Inc(dec) in capital	2,476	7,728	19,000	0	0		
Dividend+Tax Thereon	0	0	0	0	0		
Inc/dec in loans	960	9,883	-4,611	-1,844	-1,660		
Others	-8,692	-14,356	-15,789	-16,604	-17,772		
Financing Cash Flow	-5,256	3,255	-1,400	-18,449	-19,432		
Inc / Dec (-) in Cash	-1,279	5,745	5,329	-7,106	-3,312		
Opening cash balance	2,484	1,266	7,011	12,340	5,234		
Closing cash balance	1,205	7,011	12,340	5,234	1,922		

Source: Company, JM Financial

Note: Financial Tables above exclude the impact of acquisition of TCNS that are yet to be incorporated into our financial model.

Balance Sheet						(INR mn)
Year-ended March	FY22A	FY23A	FY24E	FY25E	FY26E	
Shareholders' Fund	27,733	33,433	49,824	50,674	54,830	
Share capital	9,383	9,488	10,146	10,146	10,146	
Reserves & Surplus	18,350	23,945	39,678	40,528	44,684	
Preference Share Capital	0	0	0	0	0	
Minority Interest	152	27	-231	-515	-827	
Total Loans	12,323	23,055	18,444	16,600	14,940	
Def. Tax Liab / Assets (-)	-1,685	-1,568	-1,568	-1,568	-1,568	
Total - Equity & Liab	38,523	54,947	66,469	65,191	67,374	
Net Fixed Assets	32,944	42,958	44,979	46,940	50,202	
Gross Fixed Assets	23,506	36,145	42,834	48,810	55,538	
Intangible Assets	22,092	23,297	23,297	23,297	23,297	
Less: Depn. & Amort.	10,235	12,083	15,944	20,310	25,152	
Capital WIP & Net lease asset	-2,420	-4,402	-5,208	-4,857	-3,482	
Investments	6,840	2,666	2,666	3,578	4,125	
Current Assets	51,796	78,031	86,042	88,521	94,933	
Inventories	29,296	42,144	41,867	47,936	54,387	
Sundry Debtors	7,564	8,864	9,822	11,136	12,511	
Cash & Bank Balances	1,205	7,011	12,340	5,234	1,922	
Loans & Advances	5,209	8,651	9,516	10,468	10,991	
Other Current Assets	8,521	11,361	12,497	13,747	15,122	
Current Liab. & Prov.	53,057	68,707	67,218	73,848	81,886	
Current Liabilities	51,004	66,253	64,550	70,755	78,335	
Provisions & Others	2,053	2,454	2,668	3,093	3,550	
Net Current Assets	-1,261	9,324	18,824	14,673	13,047	
Application of Funds	38,523	54,947	66,469	65,191	67,374	

Source: Company, JM Financial

Dupont Analysis					
Y/E March	FY22A	FY23A	FY24E	FY25E	FY26E
Net Margin	-1.3%	-0.3%	-1.9%	0.5%	2.3%
Asset Turnover (x)	2.2	2.6	2.3	2.4	2.7
Leverage Factor (x)	1.4	1.5	1.5	1.3	1.3
RoE	-4.0%	-1.2%	-6.3%	1.7%	7.9%
Key Ratios					
Year-ended March	FY22A	FY23A	FY24E	FY25E	FY26E
BV/Share (INR)	29.6	35.2	49.1	49.9	54.0
ROIC (%)	-1.4%	1.2%	-3.4%	0.5%	3.9%
ROE (%)	-4.0%	-1.2%	-6.3%	1.7%	7.9%
Net Debt-equity ratio (x)	0.2	0.4	0.1	0.2	0.2
PER	-187.3	-538.7	-84.4	258.9	53.0
PBV	7.3	6.2	4.4	4.3	4.0
EV/EBITDA	18.9	14.7	15.0	11.7	9.5
EV/Net Sales	2.6	1.8	1.6	1.4	1.3
Debtor days	34	26	26	26	25
Inventory days	132	124	110	110	110
Creditor days	500	436	371	359	351

Source: Company, JM Financial

Note: Debtor / Inventory days based on days of Sales, Creditor days based on days of COGS

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
14-Apr-20	Buy	260	
28-May-20	Buy	205	-21.2
8-Jul-20	Buy	205	0.0
14-Aug-20	Buy	180	-12.2
8-Oct-20	Buy	180	0.0
7-Nov-20	Buy	180	0.0
1-Jan-21	Buy	210	16.7
9-Feb-21	Buy	205	-2.4
1-Mar-21	Buy	205	0.0
29-May-21	Buy	215	4.9
1-Aug-21	Buy	245	14.0
4-Nov-21	Buy	300	22.4
4-Feb-22	Buy	355	18.3
19-May-22	Buy	330	-7.0
6-Aug-22	Buy	340	3.0
7-Oct-22	Buy	360	5.9
6-Nov-22	Buy	390	8.3
7-Feb-23	Buy	305	-21.8
23-May-23	Buy	240	-21.3
5-Aug-23	Buy	240	0.0

Recommendation History



APPENDIX I

JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

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Rating	Meaning
Buy	Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields.
Hold	Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months.
Sell	Price expected to move downwards by more than 10% from the current market price over the next twelve months.

* REITs refers to Real Estate Investment Trusts.

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