

## Happiest Minds Technologies Ltd.

BUY

Choice

New strategic and structural changes to look forward to

Happiest Minds reported Q4FY24 revenues at \$50.1mn, up 1.4% QoQ and 9.5% YoY in cc terms. In USD terms, reported revenue was up 1.4% QoQ and 9.1% YoY. INR revenue stood at INR4,173mn, up 1.8% QoQ and 10.4% YoY. For FY24, company reported revenues at \$196.1mn, up 11% YoY in cc terms and 10.3% YoY in USD terms while INR revenue stood at INR16,247, up 13.7% YoY. During the year, company added 13 customers taking the total to 250 active clients. Reported PAT for the year came in at INR2,484mn, up 7.5% YoY, whereas reported basic EPS stood at INR16.7. The cash conversion remains strong with a free cash flow of INR4,107mn translating into 97.5% of EBITDA.

- Company established a new business unit, Generative AI Business Services (GBS) focused on GenAI which will offer full-scale GenAI offerings across multiple domains. It is generating new business opportunities into various industries and the use cases include contextual chatbots, learning simulators, contract management, sentiment analysis and content generation which can be replicated for multiple customers. GBS business unit is expected to grow to strong 250 people from current 70 people by end of FY25E. Secondly, the existing PES and DBS businesses will get combined into the Product and Digital Engineering Services (PDES) business unit and there will be no change in IMSS segment, therefore retaining 3 BUs: PDES, IMSS and GBS. Growth shall also be driven by the two strategic acquisitions done in early FY25E. Company remains committed to its long-term growth aspiration of achieving \$1bn revenue by FY31E for which it has to grow at a CAGR of 22% post FY25E performance. Company has created six new growth engines structured under six leaders covering many industry verticals.
- Company has built a very unique capability which is believed to be another transformational change and adds a significant value to the entire clan. They have built a capability in bioinformatics, which no one in the industry has. This comprises of experts in molecular biology, data scientists, data engineers and healthcare domain specialists. The team is working closely with the medical research community from prestigious medical institutions in India and abroad. The team is also working on finding solutions using metagenomics on gut microbiome, anomaly detection, MRI and CAT scan images, and conducting large cohort research studies to identify early predictions in stroke, cardiovascular diseases, etc.
- Company delivered a healthy EBITDA margin of 24.6% on total income, exceeding its margin guidance of 22-24%, despite the wage hikes, strong net additions and continued payout of variable pay. Management expects EBITDA margins on total income to be rangebound between 22-24% for FY25E.

**Outlook and Valuation:** Happiest Minds shall fuel its long term growth aspirations through continued investments to enhance its technical capabilities and venture into new markets through acquisitions. It is estimating a growth of 35-40% in FY25E after considering synergies from acquisitions. We maintain our **BUY** rating and arrive at a revised target price of INR905 implying a PE of 43x on FY26E EPS of INR21.

## Financial Snapshot

Year end: March	FY22	FY23	FY24	FY25E	FY26E
Revenue (INR Mn.)	10,937	14,293	16,247	20,186	25,052
Gross Profit (INR Mn.)	4,737	6,225	6,100	7,469	9,584
Gross Profit Margin (%)	43.3	43.6	37.5	37.0	38.3
EBIT (INR Mn.)	2,242	3,170	2,776	3,360	4,544
EBIT Margin (%)	20.5	22.2	17.1	16.6	18.1
EPS (INR)	12.8	16.1	16.7	19.2	21.1

Source: Company, CEBPL

May 08, 2024

CMP (Rs.)	820
Target Price (Rs.)	905
Potential Upside (%)	10.3

## Company Info

BB Code	HAPPSTMN IN Equity
ISIN	INE419U01012
Face Value (Rs.)	2.0
52 Week High (Rs.)	1,022.3
52 Week Low (Rs.)	738.1
Mkt Cap (Rs. bn.)	124.9
Mkt Cap (\$ bn.)	1.50
Shares o/s (Mn.)/Float	152.2/47.0
FY24 EPS (Rs.)	16.7
FY26E EPS (Rs.)	21.1

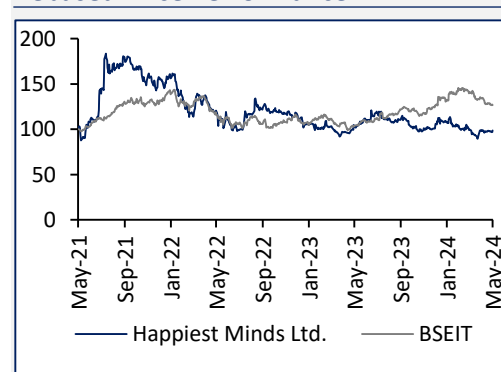
## Shareholding Pattern (%)

	Mar-24	Dec-23	Sep-23
Promoters	50.24	50.24	51.35
FII's	4.69	5.05	5.14
DII's	2.57	2.41	2.43
Public	42.50	42.30	41.08

## Relative Performance (%)

YTD	1Y	2Y	3Y
BSE IT	26.6	9.2	22.8
Happiest Minds	(1.5)	(18.3)	(5.8)

## Rebased Price Performance



## CA Vatsal Vinchhi, Analyst

Email: vatsal.vinchhi@choiceindia.com  
Ph: +91 22 6707 9224

## Ashutosh Murarka, Associate

Email: ashutosh.murarka@choiceindia.com  
Ph: +91 22 6707 9442

## Sequential Operating Performance

	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24
<b>Income Statement</b>						
Revenues (INR Mn.)	3,669	3,780	3,909	4,066	4,099	4,173
Gross Profit (INR mn.)	1,581	1,569	1,554	1,515	1,485	1,545
Gross Margin (%)	43.1	41.5	39.8	37.3	36.2	37.0
EBIT (INR mn.)	795	792	751	681	661	683
EBIT Margin (%)	21.7	21.0	19.2	16.7	16.1	16.4
PAT (INR mn.)	576	577	583	585	596	720
Basic EPS (INR)	4.0	4.0	4.0	3.9	4.0	4.8
<b>Operating Metrics</b>						
<b>Revenue - Geography (%)</b>						
North America	67.5	70.5	71.9	71.5	70.3	69.0
Europe	15.4	15.0	15.5	15.7	16.4	17.7
India	9.4	9.4	8.7	9.0	9.0	9.0
Rest of the world	7.7	5.1	3.9	3.8	4.3	4.3
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>Revenue - Industry (%)</b>						
Edutech	23.2	22.2	24.1	25.0	24.0	22.3
Hitech	15.7	19.5	14.8	14.2	14.3	14.7
BFSI	10.3	10.8	11.0	10.3	10.9	11.4
Travel, media & entertainment	13.1	13.2	12.0	11.6	11.7	12.2
Healthcare	-	-	12.9	13.8	14.8	16.1
Retail / CPG	10.4	7.7	7.1	7.2	7.6	7.8
Industrial	9.2	8.3	8.2	7.6	6.8	7.4
Manufacturing	10.0	10.7	5.4	6.3	7.4	6.3
Others	8.1	7.6	4.5	4.0	2.5	1.8
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>Revenue – Business Unit (%)</b>						
Product Engineering Services	46.7	49.4	50.4	50.4	49.5	48.8
Digital Business Services	30.1	28.9	27.6	27.2	28.1	28.4
Services	21.1	19.5	18.6	17.2	16.8	17.1
Other Income	2.1	2.2	3.4	5.2	5.6	5.7
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
Onsite	15.2	15.9	16.1	14.9	13.8	12.8
Offshore	84.8	84.1	83.9	85.1	86.2	87.2
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>Digital Services Offering (%)</b>						
Digital Infrastructure / Cloud	45.4	46.9	44.2	42.3	43.3	41.8
SaaS	20.1	20.1	22.2	27.1	26.8	26.5
Security Solutions	13.4	12.0	10.1	9.3	9.3	9.6
Analytics / AI	12.5	11.9	13.9	12.9	12.4	13.8
IoT	5.2	5.4	4.6	3.7	4.3	5.0
<b>Total</b>	<b>96.6</b>	<b>96.3</b>	<b>95.0</b>	<b>95.3</b>	<b>96.1</b>	<b>96.7</b>
Automation	27.7	27.3	28.3	29.6	29.1	26.9
<b>Employee Metrics</b>						
Onsite	228	227	244	231	224	211
Offshore	4,383	4,690	4,804	5,054	5,022	4,957
<b>Total Headcount</b>	<b>4,611</b>	<b>4,917</b>	<b>5,048</b>	<b>5,285</b>	<b>5,246</b>	<b>5,168</b>
Utilization (%)	80.1	74.6	74.6	75.6	76.7	75.1
Attrition Rate LTM (%)	20.9	19.8	16.6	14.4	14.1	13.0

Source: Company, CEBPL

## CEBPL Estimates vs Actual for Q4FY24

Happiest Minds (INR Mn.)	Q4FY24	Q4FY23	YoY(%)	Q3FY24	QoQ (%)	CEBPL Est.	Dev. (%)
Revenues (INR mn.)	4,173	3,780	10.4	4,099	1.8	4,250	(1.8)
Employee Cost	2,628	2,211	18.9	2,614	0.5		
Gross Profit (INR mn.)	1,545	1,569	(1.5)	1,485	4.1	1,615	(4.3)
Gross Margin (%)	37.0%	41.5%	(448) bps	36.2%	80 bps	38.0%	(97) bps
Other costs	715	647	10.5	676	5.8		
Depreciation	147	129	13.5	148	(0.8)		
EBIT (INR mn.)	683	792	(13.8)	661	3.4	752	(9.2)
EBIT Margin (%)	16.4%	21.0%	(459) bps	16.1%	25 bps	17.7%	(133) bps
Other Income	252	85	198.3	243	3.8		
Interest	103	88	18.1	107	(3.6)		
PBT (INR mn.)	832	789	5.4	797	4.4		
Tax	242	213	13.6	211	14.5		
PAT (INR mn.)	720	577	24.8	596	20.7	608	18.4
Basic EPS (INR)	4.79	4.0	19.5	4.0	20.4	4.08	17.5

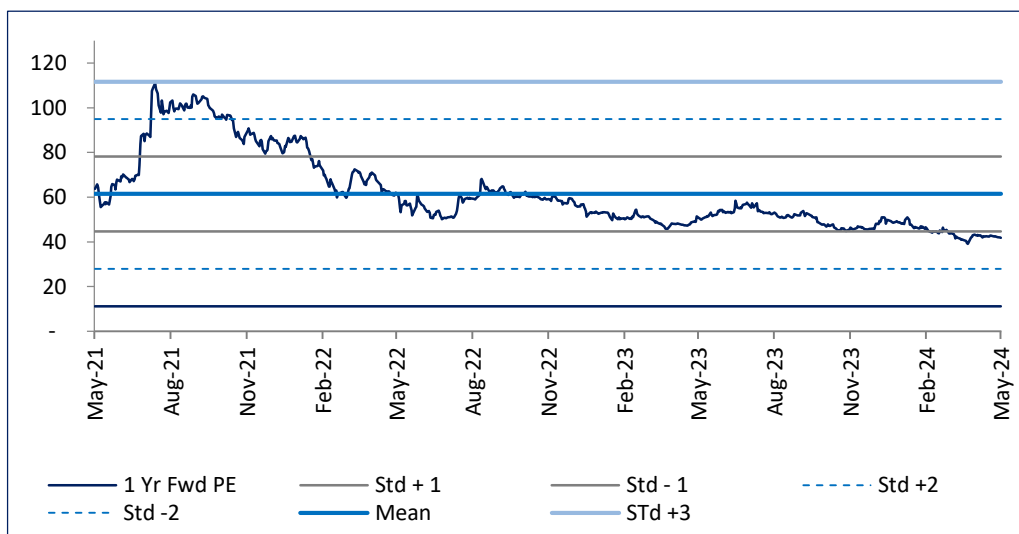
Source: Company, CEBPL

## Change in estimates

Income Statement (INR Mn.)	FY25E			FY26E		
	Old	New	Dev. (%)	Old	New	Dev. (%)
Revenues	19,159	20,186	5.4	23,271	25,052	7.7
Gross Profit Margin (%)	40.3	37.0	(327.7)bps	42.1	38.3	(385.8)bps
EBIT	3,842	3,360	(12.5)	5,154	4,544	(11.8)
EBIT Margin (%)	20.1	16.6	(340.8)bps	22.1	18.1	(400.9)bps
EPS	20.5	19.2	(6.3)	21.9	21.1	(4.1)

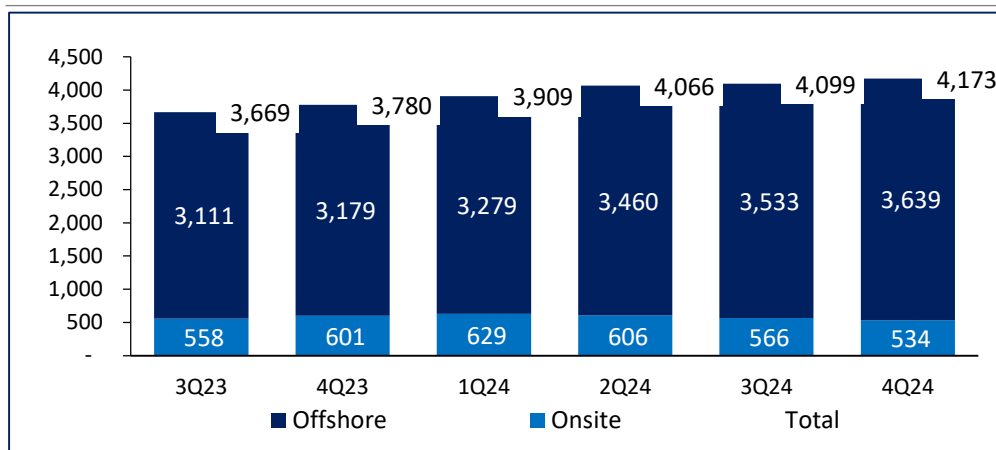
Source: Company, CEBPL

## Historical 1 Yr Fwd PE Band



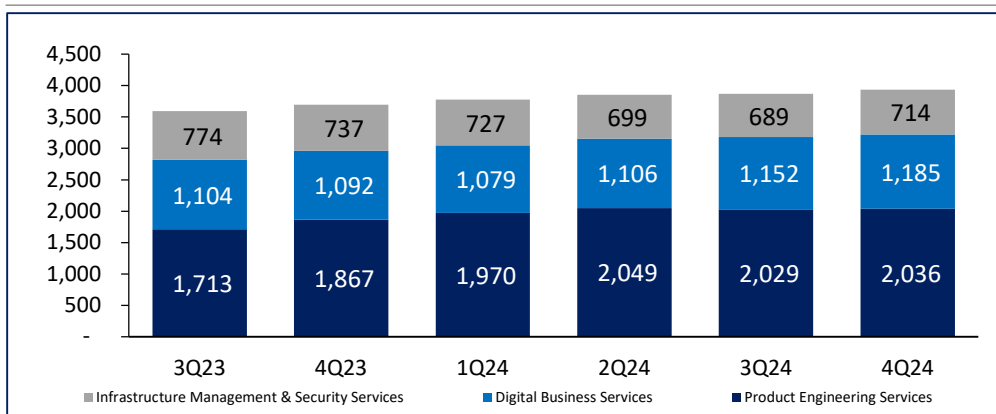
Source: Company, CEBPL

Company is consistently increasing the revenue of offshore



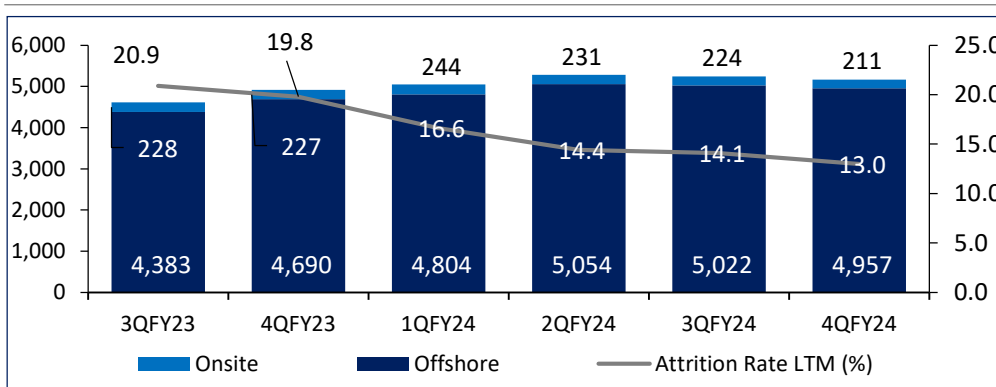
Source: Company, CEBPL

Growth across all segments



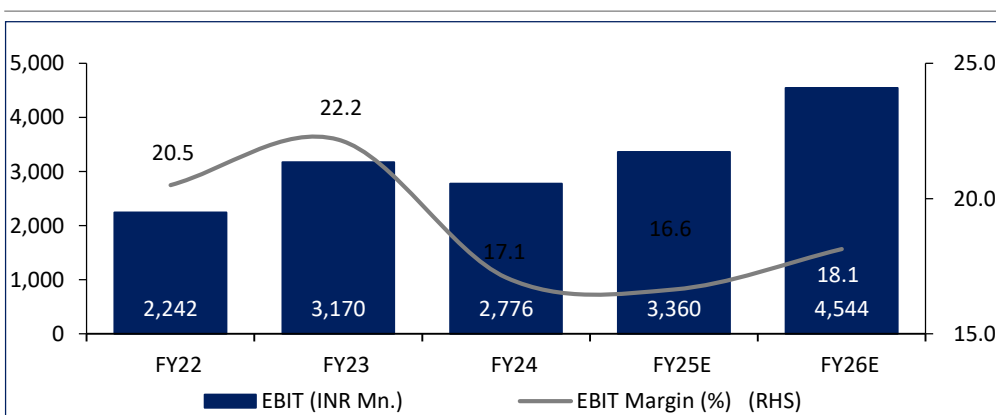
Source: Company, CEBPL

Attrition has begun to ease



Source: Company, CEBPL

Margins are expected to remain flat in FY25E



Source: Company, CEBPL

## Management Call - Highlights

- Within Gen-AI, the GBS business unit currently consists of 70 team members, with projections indicating a growth to 250 individuals by the end of FY25E.
- The cash conversion continues to demonstrate strength, with a free cash flow of approximately INR4,110mn for the year, representing roughly 97.5% of its EBITDA. As of year-end, the company's cash reserves stood at about INR13,640mn. This figure includes the INR5,000mn raised through QIP and the INR1,250mn obtained through an issue of non-convertible debentures.
- Happiest Minds boasts a robust ROCE of 22.3%, indicating efficient utilization of capital resources. Additionally, ROE stands at approximately 17%, reflecting the company's ability to generate profits relative to shareholder investments.
- The utilization rate for the quarter was 75.1%, showing a slight decrease from the 76.7% recorded in Q3. This decline can be attributed primarily to investments in hiring for the GBS business unit and ongoing training programs for new recruits from recent campuses.
- The board has proposed a final dividend of INR3.25 per share, pending shareholder approval. This will bring the total dividend for the year to INR5.75 per share.
- The count of customers with a value of \$10mn has risen by 1, bringing the total to 2. Additionally, the cohort with a value of \$3mn has seen a notable increase of 5, reaching a total of 37. Furthermore, the number of customers with a value of \$1bn has surged by 9 over the year.
- Happiest Minds has announced the signing of a definitive agreement to acquire 100% equity interest in Pure Soft Technologies and Macmillan Learning India. The acquisition of Pure Soft Technologies enhances its capabilities in BFSI, healthcare, and life sciences, enabling the company to pursue new opportunities within these sectors and expand its business with existing clientele.
- Alongside bolstering its footprint in the USA and India, Happiest Minds will acquire an offshore development center in Mexico and establish offices in Singapore, Malaysia, and Africa.

## Financial Summary (Consolidated in INR Mn.)

Income Statement (INR Mn.)	FY22	FY23	FY24	FY25E	FY26E
Revenue	10,937	14,293	16,247	20,186	25,052
Gross profit	4,737	6,225	6,100	7,469	9,584
EBITDA	2,571	3,589	3,359	4,087	5,433
Depreciation	329	419	583	727	889
EBIT	2,242	3,170	2,776	3,360	4,544
Other income	371	211	854	1,070	1,453
Interest expense	93	219	423	505	626
PAT	1,873	2,310	2,484	2,885	3,947
EPS	12.8	16.1	16.7	19.2	21.1

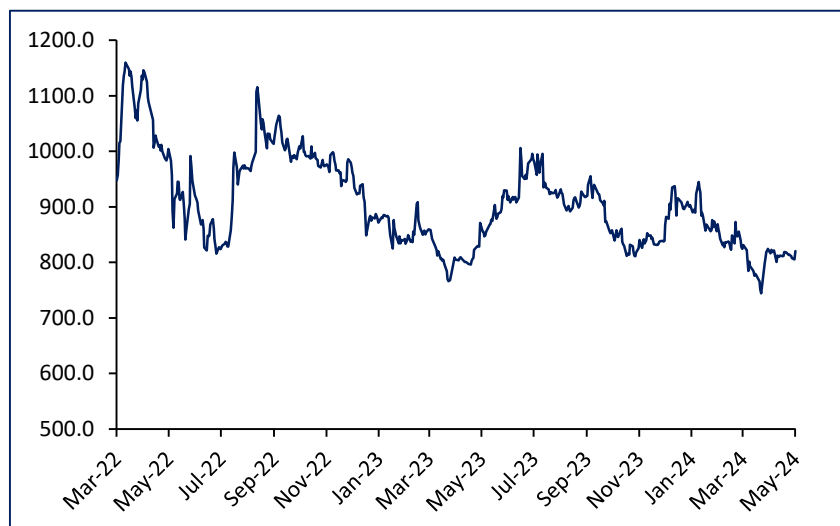
Balance Sheet (INR Mn.)	FY22	FY23	FY24	FY25E	FY26E
Tangible fixed assets	8	1,346	1,379	1,514	1,682
Goodwill & intangible assets	1,572	2,996	2,754	3,022	3,356
Investments	4,640	0	0	0	0
Cash & Cash equivalents	673	700	1,147	713	990
Other non-current assets	397	1,336	568	624	687
Other current assets	3,961	10,030	16,631	19,522	22,855
<b>Total assets</b>	<b>11,250</b>	<b>16,408</b>	<b>22,478</b>	<b>25,396</b>	<b>29,569</b>
Shareholder's funds	6,658	8,388	14,802	17,688	21,635
Minority interest	-	-	-	-	-
Borrowings	1,906	4,676	4,424	4,215	4,173
Lease liabilities	591	662	698	726	755
Other non-current liabilities	338	652	504	504	504
Other current liabilities	1,757	2,030	2,049	2,263	2,502
<b>Total equity &amp; liabilities</b>	<b>11,250</b>	<b>16,408</b>	<b>22,478</b>	<b>25,396</b>	<b>29,569</b>

Cash Flows (INR Mn.)	FY22	FY23	FY24	FY25E	FY26E
Cash flows from Operations	1,681	2,072	2,126	2,552	3,446
Cash flows from Investing	(961)	(3,510)	(4,664)	(61)	63
Cash flows from financing	(908)	721	3,635	(505)	(626)

Ratio Analysis	FY22	FY23	FY24	FY25E	FY26E
<b>Growth Ratios (%)</b>					
Revenues	41.4	30.7	13.7	24.2	24.1
Gross Profit	47.5	31.4	(2.0)	22.4	28.3
EBITDA	34.2	39.6	(6.4)	21.7	32.9
EBIT	32.8	41.4	(12.4)	21.1	35.2
<b>Margin Ratios (%)</b>					
Gross Profit Margin	43.3	43.6	37.5	37.0	38.3
EBITDA Margin	23.5	25.1	20.7	20.2	21.7
EBIT Margin	20.5	22.2	17.1	16.6	18.1
<b>Profitability (%)</b>					
Return on equity	28.1	27.5	16.8	16.3	18.2
Return on invested capital	23.2	25.6	12.5	13.1	14.7
Return on capital employed	19.5	18.2	10.6	11.3	12.9
<b>Valuation</b>					
OCF / Net profit (%)	89.8	89.7	85.6	88.4	87.3
EV / EBITDA (x)	55.3	40.0	42.5	35.0	26.3
Book Value per share (x)	46.8	58.6	98.5	117.7	144.0
Free Cash flow Yield	1.8	(1.4)	0.7	0.9	2.5

Source: Company, CEBPL

## Historical recommendations and target price: Happiest Minds Limited



1.	10-03-2022	Add,	Target Price 1,103
2.	06-05-2022	Neutral,	Target Price 1,025
3.	25-07-2022	Add,	Target Price 1,085
4.	28-10-2022	Outperform,	Target Price 1,164
5.	19-01-2023	Outperform,	Target Price 1,104
6.	09-05-2023	Outperform,	Target Price 1,096
7.	10-08-2023	Add,	Target Price 1,050
8.	25-09-2023	Add,	Target Price 1,020
9.	19-10-2023	Add,	Target Price 920
10.	19-01-2024	Add,	Target Price 945
11.	18-03-2024	Buy,	Target Price 945
12.	08-05-2024	Buy,	Target Price 905

### Institutional Research Team

Kripashankar Maurya	AVP - Institutional Research – Automobiles/Defence/Healthcare	kripashankar.maurya@choiceindia.com	+91 22 6707 9949
CA Vatsal Vinchhi	Analyst - Information Technology	vatsal.vinchhi@choiceindia.com	+91 22 6767 9224
Deepika Murarka	Analyst - Pharmaceuticals	deepika.murarka@choiceindia.com	+91 22 6707 9513
Vijay Singh Gaur	Analyst - BFSI	vijay.gour@choiceindia.com	+91 22 6707 9422
Ashutosh Murarka	Associate – Cement / Building Material	ashutosh.murarka@choiceindia.com	+91 22 6707 9442
Putta Ravi Kumar	Associate - Goods & Defence	ravi.putta@choiceindia.com	+91 22 6707 9908
Aayush saboo	Associate – Real Estate	aayush.saboo@choiceindia.com	+91 22 6707 9811
Maitri Sheth	Associate – Pharmaceuticals	maitri.sheth@choiceindia.com	+91 22 6707 9811
Bharat Kumar Kudikyala	Associate – Cement / Building Material	bharat.kudikyala@choiceindia.com	+91 22 6707 9798
CA Sheetal Murarka	Vice President - Institutional Sales	sheetal.murarka@choiceindia.com	+91 22 6707 9857
Nitesh Jalan	AVP – Institutional Sales	nitesh.jalan@choiceindia.com	+91 22 6707 9877 /878 /879

### CHOICE RATING DISTRIBUTION & METHODOLOGY

<b>OUTPERFORM</b>	The security is expected to generate more than 25% returns over the next 12 months
<b>BUY</b>	The security is expected to generate greater than 5% to less than 25% returns over the next 12 months
<b>REDUCE</b>	The security expected to show downside or upside returns by 0% to 5% over the next 12 months
<b>SELL</b>	The security expected to show Below 0% next 12 months

### Disclaimer

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

Choice Equity Broking Private Limited-Research Analyst - INH00000222. (CIN. NO.: U65999MH2010PTC198714). Reg. Add.: Sunil Patodia Tower, J B Nagar, Andheri(East), Mumbai 400099. Tel. No. 022-6707 9999

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

Grievance officer-Deepika Singhvi Tel.022-67079999- Ext-834. Email- [ig@choiceindia.com](mailto:ig@choiceindia.com)

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

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

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

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

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

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

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

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

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

taxation aspects of any potential investment. Opinions are based on the current scenario as of the date appearing on this ‘Report’ only. CEBPL does not undertake to advise you as to any change of our views expressed in this “Report” may differ on account of differences in research methodology, personal judgment and difference in time horizons for which recommendations are made. User should keep this risk in mind and not hold CEBPL, its employees and associates responsible for any losses, damages of any type whatsoever.

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

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

**Disclosures of Interest (Additional):**

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

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

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

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

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

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

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

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

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

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

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