

Bloated WC drives rating downgrade; topline trends healthy

Retail ▶ Result Update ▶ May 11, 2025

CMP (Rs): 412 | TP (Rs): 450

We downgrade AVL to ADD from Buy, while pulling down our TP by ~20% to Rs450 (from Rs565), following a ~10% cut each in our estimates/TP multiple. While we continue to like AVL's growth potential and strengths in the Hindi Heartland, the cautionary downgrade is led by potential margin risks on an inflated balance sheet at FY25-end. Though AVL attributed a ~60% increase in inventory to pre-season stocking and compressor supply disruptions, we are concerned about stock liquidation risks through FY26, in light of the unseasonal rains and single-digit growth trends in Q1FY26TD. With continued growth investments in new areas of operations (UP), EBITDA margin was down by 60bps to 9% in FY25 and a 60-80bps miss was seen in Q4 (8.7%; down by 130bps), albeit revenue growth trends remain healthy at ~30% in Q4/FY25 (19%/15% SSG in Q4/FY25). Expansion in UP is progressing well, with AVL seeing a ~200 store opportunity in UP (vs 34 stores currently). AVL added 30 stores in FY25 and targets adding 25-30 stores in FY26, with an upside risk.

In-line and strong topline; higher growth investments drive 7-8% EBITDA miss

Of the reported 30% revenue growth in Q4, SSG entailed 19%, with the balance contributed by new stores. SSG performance for FY25 stands at 15%; AVL expects the double-digit SSG to sustain going forward. While Apr-25 trends are muted, AVL expects a recovery in May-Jun, as the summer season unfolds and given its growing presence in the Hindi Heartland, which typically sees a longer and harsher summer season. AVL added 14/30 stores in Q4/FY25, taking the total store-count to 175 (161 at Dec-24 end); AVL expects adding 25-30 stores in FY26. Bihar/Jharkhand/UP contributed 80%/12%/8%, respectively, to the annual topline. After developing a strong presence in eastern UP cities like Varanasi, Prayagaraj, Ayodhya, and Gorakhpur, AVL is now turning focus toward central UP, where it has opened 10 stores, including 6 in capital-city Lucknow. EBITDA margin was down by 130bps to 8.7%, due to a 50bps dip in gross margin and higher employee/operating costs due to accelerated pace of store additions (~50% of new stores in FY25). AVL has maintained its annual margin outlook of 13-15% gross margin and 8-10% EBITDA margin vs reported gross margin of 15.7% and 9% EBITDA margin in FY25.

AVL expects the increase in capex/WC investment to offer a better experience

AVL expects rise in capex, WC per store, and store breakeven period. New capex is Rs7-8mn/store (vs Rs6-7mn earlier), with revised WC at Rs27.5-30mn/store (Rs22.5-25mn earlier), and store breakeven at 7-9 months now vs 6-8 months earlier. AVL believes the increase was led by focus on opening of larger-format stores (~5,500sqft store area vs ~4,000 earlier); the store size increase is aimed at offering more products on display, to match consumer experience (vs competition) in high-density stores and on account of cost inflation. The management was optimistic about such stores faring considerably well.

Aditya Vision: Financial Snapshot (Consolidated)

Y/E (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	17,433	22,598	28,728	36,451	45,115
EBITDA	1,675	2,041	2,490	3,143	3,825
Adj. PAT	771	1,055	1,260	1,630	2,032
Adj. EPS (Rs)	6.0	8.2	9.8	12.7	15.9
EBITDA margin (%)	9.6	9.0	8.7	8.6	8.5
EBITDA growth (%)	25.9	21.8	22.0	26.2	21.7
Adj. EPS growth (%)	12.7	36.9	19.4	29.4	24.7
RoE (%)	24.7	19.7	19.7	21.2	21.8
RoIC (%)	22.7	18.6	17.2	18.1	19.1
P/E (x)	68.6	50.1	42.0	32.4	26.0
EV/EBITDA (x)	31.7	26.0	21.3	16.9	13.9
P/B (x)	10.9	9.1	7.6	6.3	5.2
FCFF yield (%)	(1.3)	(0.8)	0.9	2.2	3.5

Source: Company, Emkay Research

Target Price – 12M	Mar-26
Change in TP (%)	(20.4)
Current Reco.	ADD
Previous Reco.	BUY
Upside/(Downside) (%)	9.2

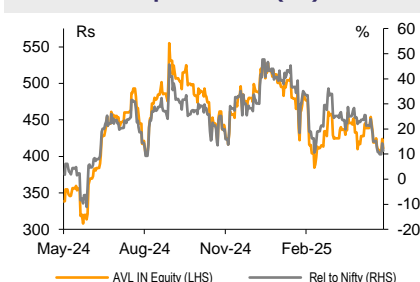
Stock Data	AVL IN
52-week High (Rs)	575
52-week Low (Rs)	284
Shares outstanding (mn)	128.7
Market-cap (Rs bn)	53
Market-cap (USD mn)	621
Net-debt, FY26E (Rs mn)	2,399.3
ADTV-3M (mn shares)	0
ADTV-3M (Rs mn)	61.6
ADTV-3M (USD mn)	0.7
Free float (%)	0.0
Nifty-50	24,008.0
INR/USD	85.4

Shareholding, Mar-25

Promoters (%)	53.2
FPIs/MFs (%)	16.6/9.9

Price Performance

(%)	1M	3M	12M
Absolute	(1.1)	(13.5)	21.7
Rel. to Nifty	(7.7)	(15.1)	11.3

1-Year share price trend (Rs)**Devanshu Bansal**
devanshu.bansal@emkayglobal.com
+91-22-66121385
Mohit Dodeja
mohit.dodeja@emkayglobal.com
+91-22-66242481

This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions.com) use and downloaded a

Earnings Call KTAs

SSG/Demand Trend/Revenue outlook: Strong trends in Q4, though Q1FY26 sees a slow start due to unseasonal rains

- AVL has delivered ~15% SSG for FY24/FY25, with SSG likely sustaining the double-digit growth in the near term.
- AVL achieved logging its best-ever Q4, with around 30% revenue growth (19% SSG), despite macroeconomic challenges.
- Jan-25 saw a slow start to Q4, though consumer demand picked up on account of an early summer, and drove the higher growth in Feb-Mar which helped the company deliver ~30% growth in Q4.
- Apr-25 has also started on a slow note, with a single-digit growth on account of unseasonal rains in the month. AVL remains confident on growth, as it needs ~20 days of heatwaves to recover the lost growth in Apr-25.

Increase in working capital led by pre-season stocking and global compressor supply disruptions

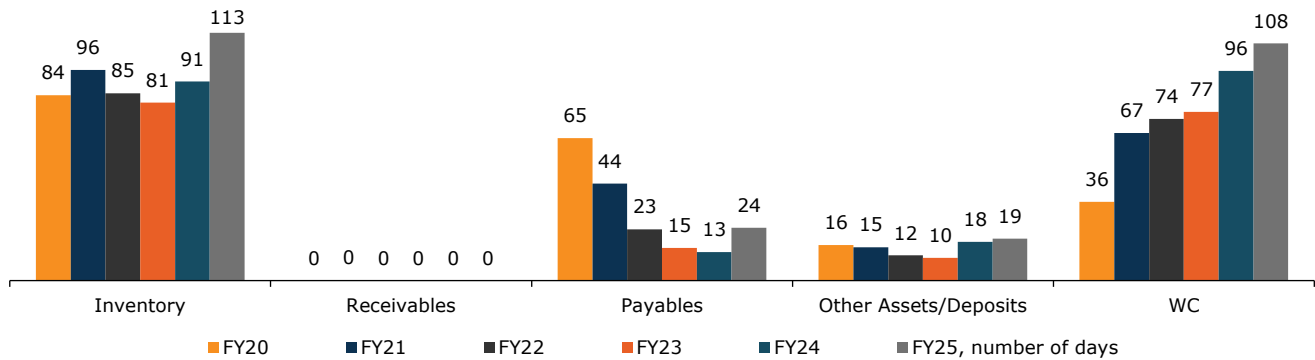
- Inventory levels were elevated at year-end (Rs7bn vs Rs4.3bn last year; 113 days vs 91 days), as part of AVL's strategic approach toward meeting Q1 demand, amid uncertainties surrounding compressor supply. This has led to a precautionary stockpiling, to prevent potential disruptions and avoid stockout situations.
- This has, in turn, led to negative FCF, which would enter the positive territory at the end of the summer season. Average inventory at the end of each of the four quarters was Rs4.9bn in FY25 (vs Rs7bn at YE).
- Around 45-50% of the revenue in Q1 is contributed by Room ACs.
- Payables were higher, in line with the increase in inventory. Despite the cash-and-carry practice, AVL has the benefit of a credit period, as it takes time for stock to reach its stores in Bihar and for the creditors' day to start when they receive the product.

AVL sees a ~200 store potential in UP (vs 34 stores currently)

- AVL expanded its footprint in FY25 by adding 30 new stores in FY25, reaching a total of 175 and meeting its guidance.
- Of the 30 additions in FY25, 15 stores were added in Uttar Pradesh, 5 in Jharkhand, and 10 stores in Bihar.
- AVL plans adding 25-30 stores annually with strong emphasis on UP, to take advantage of its higher population density in comparison with other states.
- AVL sees potential of 200 store adds in UP, led by the states huge size (area-wise) and its high population density.
- Among regions, Bihar, Jharkhand, and UP contributed 77%, 13%, and 10% in Q4, and 80%, 12%, and 8% in FY25, respectively.

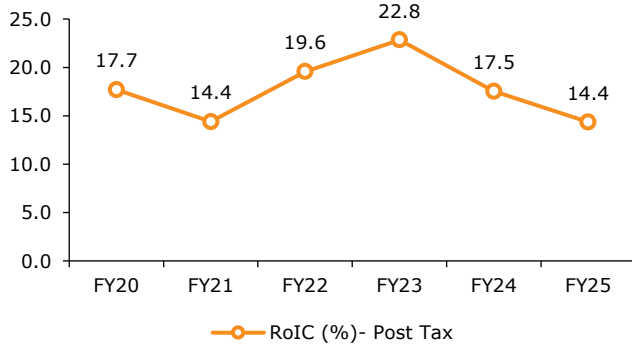
Story in charts

Exhibit 1: Inventory levels were elevated at Rs7bn vs Rs4.3bn (113 days vs 91 days) in Q4FY25; AVL attributed the increase in inventory to pre-season stocking and global compressor supply disruptions; we fear liquidation risks, in light of the unseasonal rains in Q1FY26 TD



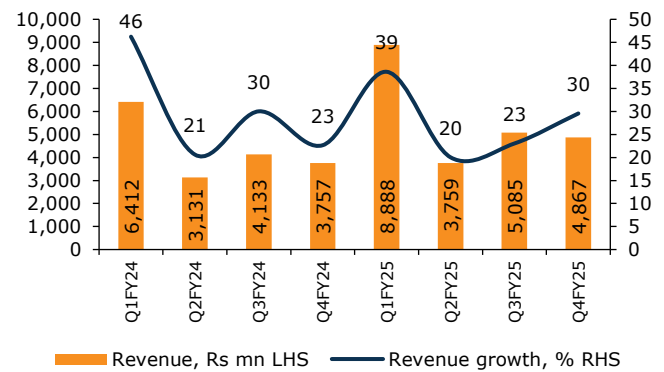
Source: Company, Emkay Research

Exhibit 2: RoIC has been on a declining trend due to lower EBITDA margin and increase in WC capital



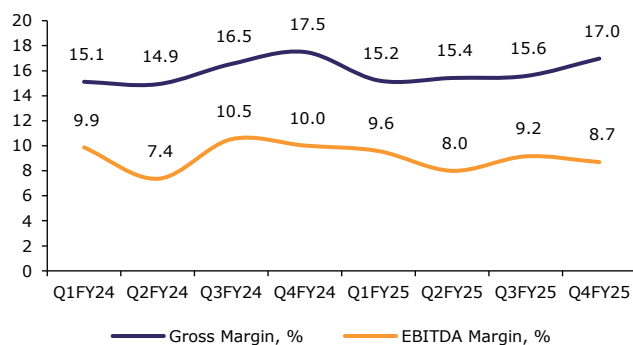
Source: Company, Emkay Research

Exhibit 3: Q4 topline is up ~30%, led by 19% growth in SSG and the balance from new-store additions



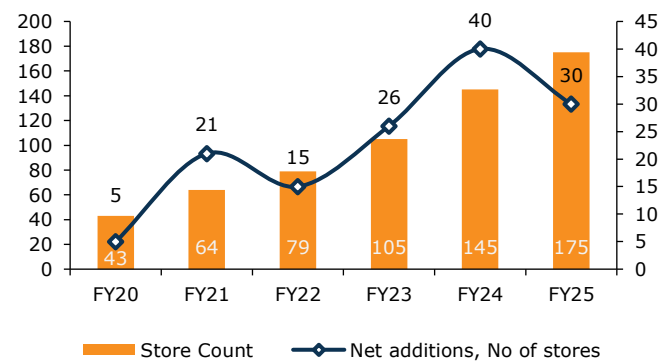
Source: Company, Emkay Research

Exhibit 4: EBITDA margin dipped by 130bps, due to gross margin loss of 50bps and higher operating expense on new store openings

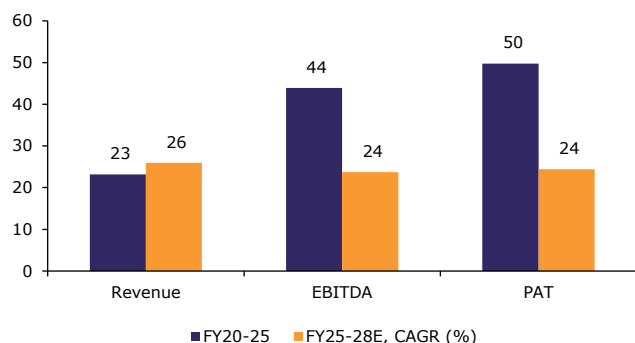


Source: Company, Emkay Research

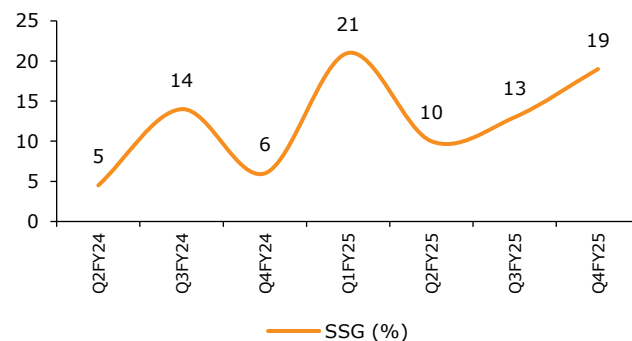
Exhibit 5: AVL opened 14/30 stores on net in Q4/FY25, taking the count to 175 (161 at Q3-end); to add 25-30 stores in FY26



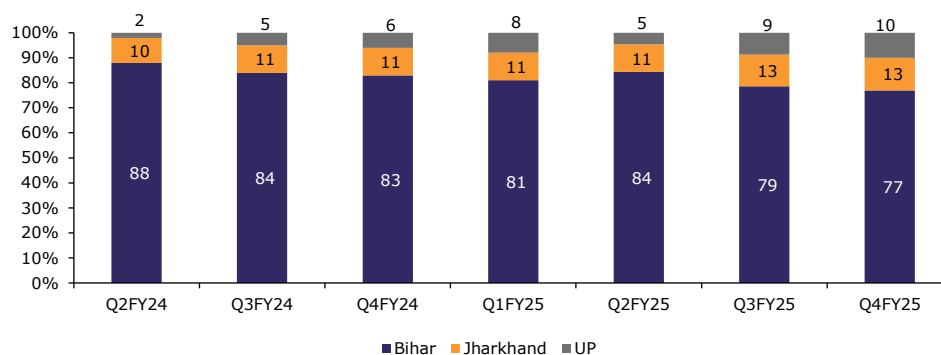
Source: Company, Emkay Research

Exhibit 6: We expect revenue/EBITDA/PAT CAGR of 24-26% over FY25-28E

Source: Company, Emkay Research

Exhibit 7: SSG growth has been healthy despite macroeconomic challenges

Source: Company, Emkay Research

Exhibit 8: New regions (UP/Jharkhand) are ramping up well, with 10%/13% mix in FY25; growth in Bihar is also robust, at ~20% in Q4

Source: Company, Emkay Research

Exhibit 9: Actual vs. Estimates (Q4FY25)

(Rs mn)	Actual	Estimates		Variation		Comments
		Emkay	Consensus	Emkay	Consensus	
Net Sales	4,867	4,828	4,877	0.8%	-0.2%	Topline was largely in line with estimates
EBITDA	423	458	454	-7.5%	-6.8%	EBITDA was lower due to higher employee cost
EBITDA margin	8.7%	9.5%	9.3%	-78	-62	
PAT	160	160	147	0.1%	8.7%	PAT is in line due to lower interest cost

Source: Company, Emkay Research

Exhibit 10: Changes in estimates

(Rs mn)	FY26E			FY27E			FY28E		
	Old	New	Change (%)	Old	New	Change (%)	Old	New	Change (%)
Revenue	28,840	28,728	-0.4	36,653	36,451	-0.5	NA	45,115	NA
EBITDA*	2,647	2,490	-5.9	3,373	3,143	-6.8	NA	3,825	NA
EBITDA margin (%)*	9.2	8.7	-50 bps	9.2	8.6	-60 bps	NA	8.5	NA
Net profit	1,378	1,260	-8.6	1,812	1,630	-10.1	NA	2,032	NA
EPS (Rs)	10.8	9.8	-8.6	14.1	12.7	-10.1	NA	15.9	NA

Source: Company, Emkay Research; Post IndAS-116 EBITDA

Exhibit 11: Summary of quarterly results

Y/E, Mar (Rs mn)	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	YoY (%)	QoQ (%)	FY24	FY25	YoY (%)
Revenue	3,757	8,888	3,759	5,085	4,867	29.6	-4.3	17,433	22,598	29.6
Expenditure	3,380	8,037	3,458	4,619	4,444	31.5	-3.8	15,758	20,557	30.5
Consumption of RM	3,099	7,535	3,179	4,292	4,041	30.4	-5.9	14,655	19,047	30.0
as % of sales	82.5%	84.8%	84.6%	84.4%	83.0%			84.1%	84.3%	
Employee Cost	138	206	135	159	211	52.9	32.8	568	710	25.1
as % of sales	3.7%	2.3%	3.6%	3.1%	4.3%			3.3%	3.1%	
Other expenditure	143	296	144	168	192	34.1	14.5	535	800	49.4
as % of sales	3.8%	3.3%	3.8%	3.3%	4.0%			3.1%	3.5%	
EBITDA	376	851	301	466	423	12.4	-9.1	1,675	2,041	21.8
Depreciation	75	82	104	85	99	33.2	16.8	286	370	29.5
EBIT	302	769	197	380	324	7.3	-14.9	1,389	1,670	20.3
Other Income	18	17	19	18	24	36.3	34.8	65	78	19.3
Interest	159	68	56	87	107	-32.9	23.4	388	317	-18.2
PBT	160	718	160	312	241	50.6	-22.7	1,067	1,431	34.2
Total Tax	82	187	38	70	81	-0.4	16.6	296	376	27.2
PAT	79	531	122	242	160	103.6	-34.0	771	1,055	36.9
Extra ordinary items	0	0	0	0	0			0	0	
Reported PAT	79	531	122	242	160	103.6	-34.0	771	1,055	36.9
Minority Interest	0	0	0	0	0			0	0	
Adjusted PAT	79	531	122	242	160	103.6	-34.0	771	1,055	36.9
Adjusted EPS (Rs)	0.6	4.1	1.0	1.9	1.2	103.6	-34.0	6.4	8.2	29.2
(%)	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	(bps)	(bps)	FY24	FY25	(bps)
EBITDA margin	10.0	9.6	8.0	9.2	8.7	-130	-50	9.6	9.0	-60
EBIT margin	8.0	8.7	5.2	7.5	6.7	-140	-80	8.0	7.4	-60
EBT margin	4.3	8.1	4.3	6.1	5.0	70	-120	6.1	6.3	20
PAT margin	2.1	6.0	3.2	4.8	3.3	120	-150	4.4	4.7	20
Effective Tax rate	23.5	51.0	26.1	23.6	22.4	-120	-120	23.6	24.8	110

Source: Company, Emkay Research

Exhibit 12: Peer Comparison

Company name	Price (Rs)	Mcap (Rs bn)	Reco	Target Price (Rs)	EPS (Rs)			P/E (x)			EV/EBITDA (x)*		
					FY25	FY26E	FY27E	FY25	FY26E	FY27E	FY25	FY26E	FY27E
Titan Company	3,510	3,116	REDUCE	3,200	37.5	50.2	64.1	93.6	69.9	54.8	56.0	44.8	37.2
Varun Beverages	496	1,678	BUY	625	8.0	9.7	11.8	62.1	51.4	42.0	35.6	31.0	26.3
Ethos	2,491	61	BUY	3,300	39.3	49.4	66.1	63.3	50.4	37.7	30.9	22.9	17.2
Aditya Vision	412	53	ADD	450	8.2	9.8	12.7	50.1	42.0	32.4	26.8	21.9	17.4
Page Industries	45,470	507	REDUCE	37,550	630.9	696.3	834.1	72.1	65.3	54.5	46.3	41.9	35.2
ABFRL	254	310	ADD	270	-4.7	-1.2	-0.5	NA	NA	NA	17.1	12.6	10.3
Go Fashion	861	46	BUY	950	17.3	19.4	22.1	49.7	44.4	38.9	16.4	14.6	12.8
Jubilant FoodWorks	670	442	ADD	775	3.7	5.9	8.9	181.3	113.8	75.6	28.1	24.1	20.2
Devyani International	177	213	BUY	200	0.3	0.7	1.3	507.7	261.3	138.4	26.1	21.0	17.0
Westlife Foodworld	669	104	ADD	775	0.2	3.9	8.1	2,718	173.6	82.7	32.2	24.0	18.6
Sapphire Foods	300	96	BUY	370	0.6	2.0	3.6	500.6	150.6	82.6	19.8	16.2	13.0
Senco Gold	335	55	BUY	500	15.5	15.6	19.8	21.6	21.5	16.9	18.5	11.8	9.5
Metro Brands	1,059	288	BUY	1,300	14.8	17.9	21.5	71.3	59.3	49.2	37.6	31.6	26.7

Source: Company, Emkay Research; Note: *Post-IndAS-116 EBITDA

Aditya Vision: Consolidated Financials and Valuations

Profit & Loss					
Y/E (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	17,433	22,598	28,728	36,451	45,115
Revenue growth (%)	31.8	29.6	27.1	26.9	23.8
EBITDA	1,675	2,041	2,490	3,143	3,825
EBITDA growth (%)	25.9	21.8	22.0	26.2	21.7
Depreciation & Amortization	286	370	453	542	631
EBIT	1,389	1,670	2,037	2,601	3,193
EBIT growth (%)	23.4	20.3	21.9	27.7	22.8
Other operating income	-	-	-	-	-
Other income	65	78	80	90	100
Financial expense	388	317	415	489	547
PBT	1,067	1,431	1,702	2,202	2,746
Extraordinary items	0	0	0	0	0
Taxes	296	376	443	573	714
Minority interest	0	0	0	0	0
Income from JV/Associates	-	-	-	-	-
Reported PAT	771	1,055	1,260	1,630	2,032
PAT growth (%)	20.1	36.9	19.4	29.4	24.7
Adjusted PAT	771	1,055	1,260	1,630	2,032
Diluted EPS (Rs)	6.0	8.2	9.8	12.7	15.9
Diluted EPS growth (%)	12.7	36.9	19.4	29.4	24.7
DPS (Rs)	1.5	0.9	1.1	1.3	1.6
Dividend payout (%)	24.1	11.0	11.1	10.3	9.9
EBITDA margin (%)	9.6	9.0	8.7	8.6	8.5
EBIT margin (%)	8.0	7.4	7.1	7.1	7.1
Effective tax rate (%)	27.8	26.3	26.0	26.0	26.0
NOPLAT (pre-IndAS)	1,004	1,231	1,507	1,925	2,363
Shares outstanding (mn)	128	128	128	128	128

Source: Company, Emkay Research

Balance Sheet					
Y/E (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
Share capital	128	128	128	128	128
Reserves & Surplus	4,739	5,708	6,829	8,291	10,123
Net worth	4,867	5,837	6,957	8,419	10,251
Minority interests	0	0	0	0	0
Non current liab. & prov.	0	0	0	0	0
Total debt	1,253	2,784	3,284	3,784	3,784
Total liabilities & equity	6,120	8,620	10,240	12,203	14,034
Net tangible fixed assets	873	1,123	1,382	1,647	1,917
Net intangible assets	-	-	-	-	-
Net ROU assets	(277)	(400)	(366)	(309)	(215)
Capital WIP	0	0	0	0	0
Goodwill	0	0	0	0	0
Investments [JV/Associates]	0	0	0	0	0
Cash & equivalents	962	1,213	884	1,015	1,041
Current assets (ex-cash)	5,181	8,170	9,520	11,347	13,145
Current Liab. & Prov.	620	1,487	1,181	1,498	1,854
NWC (ex-cash)	4,561	6,683	8,340	9,849	11,291
Total assets	6,120	8,620	10,240	12,203	14,034
Net debt	291	1,570	2,399	2,768	2,742
Capital employed	6,120	8,620	10,240	12,203	14,034
Invested capital	5,435	7,806	9,722	11,497	13,208
BVPS (Rs)	38.0	45.5	54.3	65.7	80.0
Net Debt/Equity (x)	0.1	0.3	0.3	0.3	0.3
Net Debt/EBITDA (x)	0.2	0.8	1.0	0.9	0.7
Interest coverage (x)	3.3	4.9	4.5	4.9	5.4
RoCE (%)	28.5	23.7	22.4	24.0	25.1

Source: Company, Emkay Research

Cash flows					
Y/E (Rs mn)	FY24	FY25	FY26E	FY27E	FY28E
PBT (ex-other income)	1,001	1,353	1,622	2,112	2,646
Others (non-cash items)	0	370	453	542	631
Taxes paid	(296)	(376)	(443)	(573)	(714)
Change in NWC	(1,781)	(2,122)	(1,656)	(1,509)	(1,442)
Operating cash flow	(402)	(87)	844	1,603	2,300
Capital expenditure	(309)	(343)	(378)	(412)	(446)
Acquisition of business	0	0	0	0	0
Interest & dividend income	65	78	80	90	100
Investing cash flow	(244)	(265)	(298)	(322)	(346)
Equity raised/(repaid)	2,920	30	-	-	-
Debt raised/(repaid)	(1,453)	1,531	500	500	0
Payment of lease liabilities	(292)	(356)	(613)	(741)	(880)
Interest paid	(232)	(115)	(170)	(200)	(215)
Dividend paid (incl tax)	(186)	(116)	(139)	(167)	(200)
Others	0	0	0	0	0
Financing cash flow	757	974	(423)	(608)	(1,296)
Net chg in Cash	110	622	124	673	658
OCF	(402)	(87)	844	1,603	2,300
Adj. OCF (w/o NWC chg.)	1,379	2,035	2,501	3,112	3,742
FCFF	(712)	(430)	467	1,191	1,854
FCFE	(879)	(467)	377	1,081	1,739
OCF/EBITDA (%)	(24.0)	(4.3)	33.9	51.0	60.1
FCFE/PAT (%)	(114.0)	(44.3)	29.9	66.3	85.6
FCFF/NOPLAT (%)	(70.9)	(34.9)	31.0	61.9	78.4

Source: Company, Emkay Research

Valuations and key Ratios					
Y/E	FY24	FY25	FY26E	FY27E	FY28E
P/E (x)	68.6	50.1	42.0	32.4	26.0
P/CE(x)	62.7	46.0	38.4	29.8	23.9
P/B (x)	10.9	9.1	7.6	6.3	5.2
EV/Sales (x)	3.0	2.4	1.8	1.5	1.2
EV/EBITDA (x)	31.7	26.0	21.3	16.9	13.9
EV/EBIT(x)	38.3	31.8	26.1	20.4	16.6
EV/IC (x)	9.8	6.8	5.5	4.6	4.0
FCFF yield (%)	(1.3)	(0.8)	0.9	2.2	3.5
FCFE yield (%)	(1.7)	(0.9)	0.7	2.0	3.3
Dividend yield (%)	0.4	0.2	0.3	0.3	0.4
DuPont-RoE split					
Net profit margin (%)	4.4	4.7	4.4	4.5	4.5
Total asset turnover (x)	3.3	2.9	2.9	3.2	3.4
Assets/Equity (x)	1.7	1.4	1.5	1.5	1.4
RoE (%)	24.7	19.7	19.7	21.2	21.8
DuPont-RoIC					
NOPLAT margin (%)	5.8	5.4	5.2	5.3	5.2
IC turnover (x)	3.9	3.4	3.3	3.4	3.7
RoIC (%)	22.7	18.6	17.2	18.1	19.1
Operating metrics					
Core NWC days	95.5	108.0	106.0	98.6	91.4
Total NWC days	95.5	108.0	106.0	98.6	91.4
Fixed asset turnover	18.8	18.3	18.0	18.3	18.6
Opex-to-revenue (%)	6.3	6.7	6.7	6.5	6.3

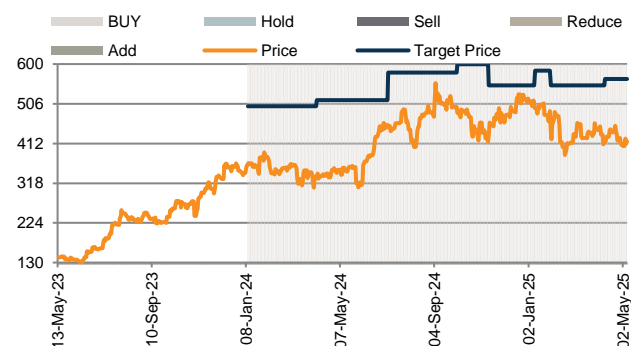
Source: Company, Emkay Research

RECOMMENDATION HISTORY – DETAILS

Date	Closing Price (INR)	TP (INR)	Rating	Analyst
09-Apr-25	417	565	Buy	Devanshu Bansal
30-Jan-25	438	550	Buy	Devanshu Bansal
10-Jan-25	495	585	Buy	Devanshu Bansal
12-Nov-24	430	550	Buy	Devanshu Bansal
03-Oct-24	485	600	Buy	Devanshu Bansal
29-Jul-24	482	580	Buy	Devanshu Bansal
23-Jul-24	463	580	Buy	Devanshu Bansal
07-Jul-24	455	580	Buy	Devanshu Bansal
24-May-24	356	515	Buy	Devanshu Bansal
07-Apr-24	334	515	Buy	Devanshu Bansal
08-Feb-24	349	500	Buy	Devanshu Bansal
10-Jan-24	362	500	Buy	Devanshu Bansal

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

GENERAL DISCLOSURE/DISCLAIMER BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Emkay Global Financial Services Limited (CIN-L67120MH1995PLC084899) and its affiliates are a full-service, brokerage, investment banking, investment management and financing group. Emkay Global Financial Services Limited (EGFSL) along with its affiliates are participants in virtually all securities trading markets in India. EGFSL was established in 1995 and is one of India's leading brokerage and distribution house. EGFSL is a corporate trading member of BSE Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX), Multi Commodity Exchange of India Ltd (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) (hereinafter referred to be as "Stock Exchange(s)"). EGFSL along with its [affiliates] offers the most comprehensive avenues for investments and is engaged in the businesses including stock broking (Institutional and retail), merchant banking, commodity broking, depository participant, portfolio management and services rendered in connection with distribution of primary market issues and financial products like mutual funds, fixed deposits. Details of associates are available on our website i.e. www.emkayglobal.com.

EGFSL is registered as Research Analyst with the Securities and Exchange Board of India ("SEBI") bearing registration Number INH000000354 as per SEBI (Research Analysts) Regulations, 2014. EGFSL hereby declares that it has not defaulted with any Stock Exchange nor its activities were suspended by any Stock Exchange with whom it is registered in last five years. However, SEBI and Stock Exchanges had conducted their routine inspection and based on their observations have issued advice letters or levied minor penalty on EGFSL for certain operational deviations in ordinary/routine course of business. EGFSL has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has its certificate of registration been cancelled by SEBI at any point of time.

EGFSL offers research services to its existing clients as well as prospects. 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.

This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the clients simultaneously, not all clients may receive this report at the same time. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient.

EGFSL and/or its affiliates may seek investment banking or other business from the company or companies that are the subject of this material. EGFSL may have issued or may issue other reports (on technical or fundamental analysis basis) of the same subject company that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Users of this report may visit www.emkayglobal.com to view all Research Reports of EGFSL. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of EGFSL; our proprietary trading, investment businesses or other associate entities may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest including but not limited to those stated herein. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. All material presented in this report, unless specifically indicated otherwise, is under copyright to Emkay. None of the material, nor its content, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party, without the prior express written permission of EGFSL. All trademarks, service marks and logos used in this report are trademarks or registered trademarks of EGFSL or its affiliates. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Indian Securities Market. In so far as this report includes current or historic information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

This report has not been reviewed or authorized by any regulatory authority. There is no planned schedule or frequency for updating research report relating to any issuer/subject company.

Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets.

Disclaimer for U.S. persons only: Research report is a product of Emkay Global Financial Services Ltd., under Marco Polo Securities 15a6 chaperone service, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of Financial Institutions Regulatory Authority (FINRA) or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor. In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors. Emkay Global Financial Services Ltd. has entered into a chaperoning agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo"). Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

RESTRICTIONS ON DISTRIBUTION

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. Except otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions. Specifically, this document does not constitute an offer to or solicitation to any U.S. person for the purchase or sale of any financial instrument or as an official confirmation of any transaction to any U.S. person. Unless otherwise stated, this message should not be construed as official confirmation of any transaction. No part of this document may be distributed in Canada or used by private customers in United Kingdom.

ANALYST CERTIFICATION BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL)

The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible of the content of this research report, in part or in whole, certifies that he or his associated persons¹ may have served as an officer, director or employee of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant). The research analyst(s) primarily responsible for the content of this research report or his associate may have Financial Interests² in relation to an issuer or a new listing applicant that the analyst reviews. EGFSL has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the EGFSL and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of EGFSL compensation to any specific investment banking function of the EGFSL.

¹ An associated person is defined as (i) who reports directly or indirectly to such a research analyst in connection with the preparation of the reports; or (ii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

² Financial Interest is defined as interest that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at the arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.

COMPANY-SPECIFIC / REGULATORY DISCLOSURES BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report:-

- EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her associate/relative's may have Financial Interest/proprietary positions in the securities recommended in this report as of May 11, 2025
- EGFSL, and/or Research Analyst does not market make in equity securities of the issuer(s) or company(ies) mentioned in this Report

Disclosure of previous investment recommendation produced:

- EGFSL may have published other investment recommendations in respect of the same securities / instruments recommended in this research report during the preceding 12 months. Please contact the primary analyst listed in the first page of this report to view previous investment recommendations published by EGFSL in the preceding 12 months.
- EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's may have material conflict of interest in the securities recommended in this report as of May 11, 2025
- EGFSL, its affiliates and Research Analyst or his/her associate/relative's may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the May 11, 2025
- EGFSL or its associates may have managed or co-managed public offering of securities for the subject company in the past twelve months.
- EGFSL, its affiliates and Research Analyst or his/her associate may have received compensation in whatever form including compensation for investment banking or merchant banking or brokerage services or for products or services other than investment banking or merchant banking or brokerage services from securities recommended in this report (subject company) in the past 12 months.
- EGFSL, its affiliates and/or and Research Analyst or his/her associate may have received any compensation or other benefits from the subject company or third party in connection with this research report.

Emkay Rating Distribution

Ratings	Expected Return within the next 12-18 months.
BUY	>15% upside
ADD	5-15% upside
REDUCE	5% upside to 15% downside
SELL	<15% downside

Emkay Global Financial Services Ltd.

CIN - L67120MH1995PLC084899

7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India

Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkayglobal.com

This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions.com) use and downloaded a

OTHER DISCLAIMERS AND DISCLOSURES:

Other disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) :-

EGFSL or its associates may have financial interest in the subject company.

Research Analyst or his/her associate/relative's may have financial interest in the subject company.

EGFSL or its associates and Research Analyst or his/her associate/ relative's may have material conflict of interest in the subject company. The research Analyst or research entity (EGFSL) have not been engaged in market making activity for the subject company.

EGFSL or its associates 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 public appearance or publication of Research Report.

Research Analyst or his/her associate/relatives 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 public appearance or publication of Research Report.

Research Analyst may have served as an officer, director or employee of the subject company.

EGFSL or its affiliates may have received any compensation including for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. . Emkay may have issued or may issue other reports that are inconsistent with and reach different conclusion from the information, recommendations or information presented in this report or are contrary to those contained in this report. Emkay Investors may visit www.emkayglobal.com to view all Research Reports. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the research published by any other analyst or by associate entities of Emkay; our proprietary trading, investment businesses or other associate entities may make investment decisions that are inconsistent with the recommendations expressed herein. EGFSL or its associates may have received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. EGFSL or its associates may have received any compensation or other benefits from the Subject Company or third party in connection with the research report. EGFSL or its associates may have received compensation from the subject company in the past twelve months. Subject Company may have been client of EGFSL or its affiliates during twelve months preceding the date of distribution of the research report and EGFSL or its affiliates may have co-managed public offering of securities for the subject company in the past twelve months.