

## Investing in profitability

23 January 2025

Vardhman's (VTEX IN) Q3 revenue was largely as estimated, while EBITDA missed our estimates by 12.8% and PAT by 18.6%, due to negative operating leverage and lower-than-estimated other income. Indian cotton continues to remain expensive than international cotton, impacting the profitability of spinners such as VTEX. However, cost optimization and capex to enhance productivity, to be incurred by VTEX, should likely aid margin expansion. We pare our FY25E earnings estimates by 7.7% on continued near-term pressure in margin, FY26E estimates by 6.4% and FY27E by 5.7%, led by negative operating leverage. So, we lower our TP to INR 482 (from INR 509), valuing the stock at 7.8x FY27E EV/EBITDA (maintained). Given limited upside, we downgrade VTEX to Reduce from Accumulate.

**Revenue up led by higher volume; margins improve on favourable base:** Revenue grew 5.8% YoY to INR 24,653mn, led by a 5.0% YoY growth in textiles and 32.1% YoY in Acrylic Fiber. Yarn volume grew 8.2% YoY, led by growth in the textiles segment. VTEX is almost hitting full utilization, at 91.9% for yarn and 98.3% for processed fabric segment. However, higher raw material costs continue to impact the profitability of spinners. EBITDA margin improved 220bps YoY on a favorable base. We expect margins to maintain in FY27, led by support from cost optimization driven capex.

**Aggressive capex to keep ROCE subdued:** In Q3, VTEX announced a capex of INR 3,300mn, to modernize various machines in a spinning unit (to enable cost optimization). It plans to further increase the capex investment in fabric division (to add machines) and towards additional boiler (INR 1,550mn cost). VTEX plans to incur INR 38bn capex, of which INR 34bn is likely to be completed in CY25.

There is a delay in capex worth INR 4bn on account of government approval. The majority of capex is for cost optimization and productivity improvement, which should spike margin by 200-300bps. We opine that aggressive capex is likely to keep post-tax ROCE subdued at 8.5% for FY26E and 9.1% for FY27E.

**Revise to Reduce; TP pared to INR 482:** We expect earnings CAGR at 21.9% from FY24-FY27E, led by margin improvement on cost optimization-led capex. However, post-tax ROCE may remain subdued at 8.5% for FY26E and 9.1% for FY27E due to aggressive capex. Based on our revised estimates, we arrive at a pared TP of INR 482 (from INR 509 earlier), valuing the stock at 7.8 FY27E EV/EBITDA (maintained). We revise VTEX to Reduce from Accumulate given limited potential upside. Key triggers are demand improvement, favorable cotton price scenario and improvement in cotton yarn spreads.

### Key financials

YE March	FY23	FY24	FY25E	FY26E	FY27E
Revenue (INR mn)	101,375	95,047	98,621	103,510	108,871
YoY (%)	5.4	(6.2)	3.8	5.0	5.2
EBITDA (INR mn)	13,240	9,732	13,147	15,615	17,892
EBITDA margin (%)	13.1	10.2	13.3	15.1	16.4
Adj PAT (INR mn)	7,952	6,316	8,696	9,833	11,432
YoY (%)	(48.6)	(20.6)	37.7	13.1	16.3
Fully DEPS (INR)	28.0	22.2	30.6	34.6	40.2
RoE (%)	9.8	7.2	9.3	9.8	10.6
RoCE (%)	8.4	6.3	7.9	8.5	9.1
P/E (x)	17.1	21.6	15.7	13.9	11.9
EV/EBITDA (x)	9.5	14.2	10.8	9.3	7.7

Note: pricing as on 22 January 2025; Source: Company, Elara Securities Estimate

Rating: **Reduce**

Target Price: **INR 482**

Upside: **0.6%**

CMP: **INR 479**

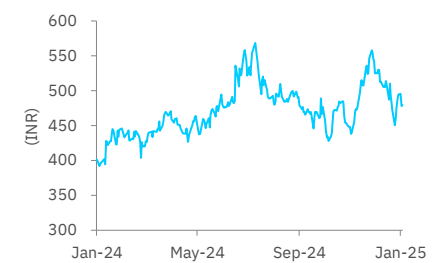
As on 22 January 2025

### Key data

	VTEX IN
Bloomberg	VTEX IN
Reuters Code	VART.NS
Shares outstanding (mn)	289
Market cap (INR bn/USD mn)	139/1,606
Enterprise Value (INR bn/USD mn)	136/1,570
Avg daily volume 3M (INR mn/USD mn)	154/2
52 week high/low	592/385
Free float (%)	36

Note: as on 22 January 2025; Source: Bloomberg

### Price chart



Source: Bloomberg

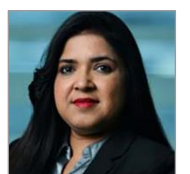
Shareholding (%)	Q4	Q1	Q2	Q3
	FY24	FY25	FY25	FY25
Promoter	64.1	64.2	64.2	64.2
% Pledged	0.0	0.0	0.0	0.0
FII	6.3	6.1	6.0	6.0
DII	16.7	16.7	16.9	16.7
Others	12.9	13.0	12.9	13.1

Source: BSE

Price performance (%)	3M	6M	12M
Nifty	(5.4)	(5.5)	7.3
Vardhman Textiles	8.6	(10.2)	19.5
NSE Mid-cap	(5.4)	(6.2)	10.5
NSE Small-cap	(4.9)	(7.5)	10.7

### Purna Jhunjhunwala

Textiles, Retail  
+91 22 6164 8519  
purna.jhunjhunwala@elaracapital.com



Associates  
Gnyan Thaker  
Tejal Nagmoti

## Financials (YE March)

Income Statement (INR mn)	FY23	FY24	FY25E	FY26E	FY27E
<b>Net Revenues</b>	<b>101,375</b>	<b>95,047</b>	<b>98,621</b>	<b>103,510</b>	<b>108,871</b>
<b>EBITDA</b>	<b>13,240</b>	<b>9,732</b>	<b>13,147</b>	<b>15,615</b>	<b>17,892</b>
Add:- Non operating Income	1,920	3,259	2,959	3,105	3,484
OPBIDTA	15,159	12,992	16,106	18,720	21,376
Less :- Depreciation & Amortization	3,944	4,046	4,142	4,740	5,645
<b>EBIT</b>	<b>11,215</b>	<b>8,946</b>	<b>11,964</b>	<b>13,980</b>	<b>15,730</b>
Less:- Interest Expenses	1,022	1,023	855	1,365	989
<b>PBT</b>	<b>10,194</b>	<b>7,923</b>	<b>11,109</b>	<b>12,615</b>	<b>14,741</b>
Less :- Taxes	2,552	1,982	2,799	3,179	3,715
Add/Less: Profit from Ass./Minority Interest	310	375	387	397	405
<b>Adjusted PAT</b>	<b>7,952</b>	<b>6,316</b>	<b>8,696</b>	<b>9,833</b>	<b>11,432</b>
<b>Reported PAT</b>	<b>7,952</b>	<b>6,316</b>	<b>8,696</b>	<b>9,833</b>	<b>11,432</b>
Balance Sheet (INR mn)	FY23	FY24	FY25E	FY26E	FY27E
Share Capital	569	569	569	569	569
Reserves	85,066	90,433	96,284	102,987	110,720
Borrowings	12,749	12,521	15,996	19,427	12,595
Deferred Tax (Net)	2,683	2,850	2,850	2,850	2,850
Other LT Liabilities	1,246	1,204	1,298	1,408	1,535
<b>Total Liabilities</b>	<b>102,313</b>	<b>107,577</b>	<b>116,997</b>	<b>127,240</b>	<b>128,270</b>
Gross Block	93,734	93,625	108,136	123,097	126,608
Less:- Accumulated Depreciation	54,578	56,155	60,297	65,037	70,682
Net Block	39,374	37,690	48,057	58,278	56,144
Add:- Capital work in progress	510	608	800	800	800
Other LT Assets	15,597	17,194	17,376	17,574	17,788
Net Working Capital	43,090	51,208	49,691	49,699	52,395
Cash and cash equivalent	3,742	878	1,072	888	1,142
<b>Total Assets</b>	<b>102,313</b>	<b>107,577</b>	<b>116,997</b>	<b>127,240</b>	<b>128,270</b>
Cash Flow Statement (INR mn)	FY23	FY24	FY25E	FY26E	FY27E
Cash profit adjusted for non-cash items	11,035	8,441	13,754	16,011	18,155
Add/Less : Working Capital Changes	7,493	(18,993)	1,366	(170)	(2,870)
Operating Cash Flow	18,528	(10,552)	15,120	15,841	15,284
Less:- Capex	(6,217)	(2,840)	(14,701)	(14,961)	(3,511)
Free Cash Flow	12,311	(13,392)	419	880	11,773
Investing Cash Flow	(12,011)	11,036	(14,701)	(14,961)	(3,511)
Financing Cash Flow	(3,992)	(897)	(225)	(1,064)	(11,519)
Net change in Cash	2,525	(413)	194	(184)	254
Ratio Analysis	FY23	FY24	FY25E	FY26E	FY27E
Income Statement Ratios (%)					
Revenue Growth	5.4	(6.2)	3.8	5.0	5.2
EBITDA Growth	(41.8)	(26.5)	35.1	18.8	14.6
PAT Growth	(48.6)	(20.6)	37.7	13.1	16.3
EBITDA Margin	13.1	10.2	13.3	15.1	16.4
Net Margin	7.8	6.6	8.8	9.5	10.5
Return & Liquidity Ratios					
Net Debt/Equity (x)	0.2	0.2	0.2	0.2	0.2
ROE (%)	9.8	7.2	9.3	9.8	10.6
ROCE (%) Post tax	8.4	6.3	7.9	8.5	9.1
Per Share data & Valuation Ratios					
Diluted EPS (INR/Share)	28.0	22.2	30.6	34.6	40.2
EPS Growth (%)	(48.8)	(20.6)	37.7	13.1	16.3
DPS (INR/Share)	0.0	3.5	10.0	11.0	13.0
P/E Ratio (x)	18.8	21.6	15.7	13.9	11.9
EV/EBITDA (x)	10.3	14.2	10.8	9.3	7.7
EV/Sales (x)	1.3	1.5	1.4	1.4	1.3
BVPS (INR)	301.3	319.9	340.4	364.0	391.2
Price/Book (x)	1.7	1.5	1.4	1.3	1.2
Dividend Yield (%)	0.0	0.7	2.1	2.3	2.7

Expect revenue CAGR of 4.6% in FY24-27E

EBITDA margin to improve 620bps in FY24-27E

Note: Pricing as on 22 January 2025; Source: Company, Elara Securities Estimate

**Quarterly financials**

Consolidated (INR mn)	Q3FY25	Q3FY24	YoY (%)	Q2FY25	QoQ (%)	Q3FY25E	Act Vs. Est
Net sales	24,653	23,295	5.8	25,024	(1.5)	25,620	(3.8)
EBITDA	3,128	2,442	28.1	3,151	(0.8)	3,587	(12.8)
EBITDA margin	12.7	10.5	220 bps	12.6	9 bps	14.0	-131 bps
Other income	684	749	(8.7)	816	(16.1)	897	(23.7)
Interest	188	194	(3.0)	178	5.6	128	46.7
Depreciation	1,008	994	1.4	996	1.2	1,025	(1.6)
PBT	2,615	2,004	30.5	2,793	(6.3)	3,331	(21.5)
Tax	608	497	22.4	932	(34.8)	839	(27.6)
Share of associate profit/ minority interest	98	95	3.5	108	(8.9)	97	1.8
PAT	2,106	1,602	31.4	1,969	7.0	2,588	(18.6)
Adjusted PAT	2,106	1,602	31.4	1,969	7.0	2,588	(18.6)
EPS (INR)	7.4	5.6	31.4	6.9	7.0	9.1	(18.6)

Source: Company, Elara Securities Estimate

**Analyst call – Highlights**
**Cotton – Insights**

- ▶ Cotton futures have decreased to ~USD 67-68 cents per pound in the past 2-3 months.
- ▶ Management anticipates cotton production to reach 31mn bales due to favorable climate (Cotton Association of India estimate is at 30.2mn bales).
- ▶ The Cotton Corporation of India (CCI) holds 7.5mn bales of stock, indicating the market's reluctance to purchase at higher prices.
- ▶ The increase in minimum support price of cotton in India every year is also making cotton more expensive.
- ▶ Current Indian cotton future prices are higher by 12 cents per kg than in international markets, exacerbated by an 11% import duty on cotton.
- ▶ Cotton yarn spread is ~70 cents per kg, in-line with Q2.

**Bangladesh – Update**

- ▶ The situation in Bangladesh is generally stable, though some political instability exists. Indian yarn exports to Bangladesh have not been impacted.
- ▶ Bangladesh enjoys significant cost advantage in apparel manufacturing, with labor costs at USD 100 per month compared with India's USD 200.

**Indian market**

- ▶ India exported 100mn kg of yarn, with volume unchanged but average selling prices (ASP) under pressure.
- ▶ Polyester is 10-15% more expensive than products from China and Vietnam.
- ▶ As per management, textile machinery manufacturers are operating at utilizations of 40-45%, indicating low capital investment in the industry.
- ▶ Per management, ~6-6.5mn spindles, accounting for 15% of Indian spindle capacity, have been permanently stopped.

**Capex update**

- ▶ Total planned capex is INR 34,000mn, with INR 4,000-5,000mn currently delayed due to pending government approvals.
- ▶ Total capex allocation:
  - Yarn and fabric: INR 12,000mn
  - Green power: INR 6,000mn

- Fabric expansion: INR 4,000mn
- 100% synthetic business: INR 4,000mn
- ▶ Management plans to complete current capex by CY25.
- ▶ Spinning capex focuses primarily on replacements.
- ▶ Fabric capacity to increase by 30-31mn meters in existing product category by September 2025.
- ▶ Management expects EBITDA margins to improve by 200-300bps, starting as a result of ongoing capex initiatives.
- ▶ Maintenance capex typically ranges within INR 1,000-1,500mn; average age of a spindle is 10 years.

**Synthetic fabric – Update**

- ▶ VTEX will source filament yarn from both domestic and international markets.
- ▶ VTEX is developing products in two segments in the 100% synthetic filament fabric business – Regular apparel fabric and in-specialized product.
- ▶ VTEX is a new entrant in the specialized product segment and needs time to learn, develop, and create a market for itself.
- ▶ VTEX is developing fabric for outerwear such as jackets and windcheaters.
- ▶ VTEX's technical textile business can deliver margin in the range of 25-35%, and in apparel fabric business, it expects to generate margins similar to that in the current fabric business.

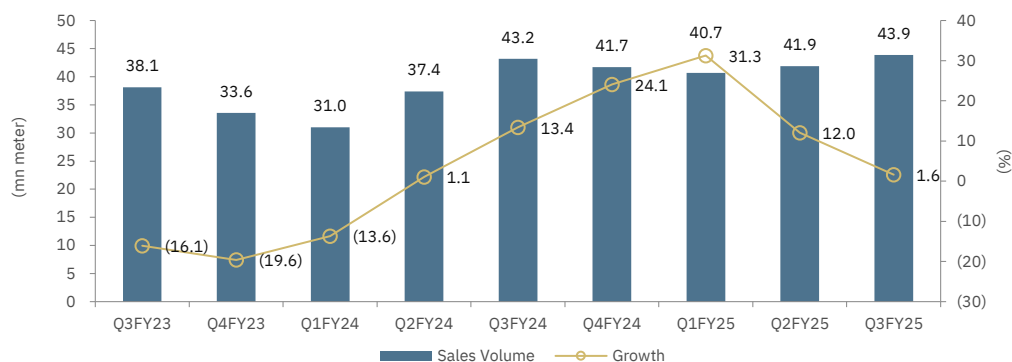
**Cotton inventory**

- ▶ The average cost of cotton is INR 53,000-54,000 per candy, same as that during procurement last season.
- ▶ VTEX generally maintains six-month cotton inventory as at end-March.

**Margin – Update**

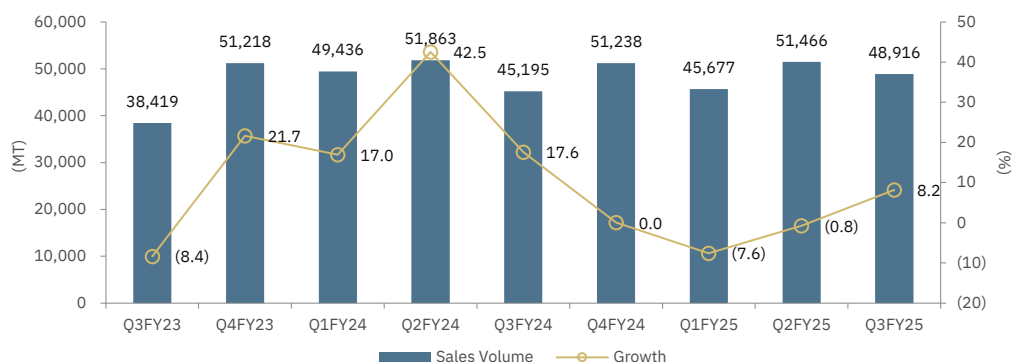
- ▶ VTEX may not be able to achieve higher margins seen pre-Covid due to elevated raw material costs compared with foreign competitors.
- ▶ The management is cautious, noting that the demand-supply scenario is unlikely to improve margins due to high RMC.
- ▶ Scenarios in which margins may improve are: 1) increase in international cotton futures price to 75 cents per pound, 2) further rupee depreciation or 3) cotton imports turning duty-free.

**Exhibit 1: Fabric volume up 1.6% YoY**



Source: Company, Elara Securities Research

**Exhibit 2: Yarn (excluding captive) – Sales volume up 8.2% YoY**



Source: Company, Elara Securities Research

**Exhibit 3: Valuation**

(INR)	
EBITDA - FY27E	17,892
EV/EBITDA target multiple	7.8
EV - FY27E	139,230
Net debt	2,048
<b>Market cap</b>	<b>137,182</b>
O/s shares	285
Target price	482
CMP	479
Potential upside (%)	0.7
Implied P/E	12.0
Implied P/BV	1.2

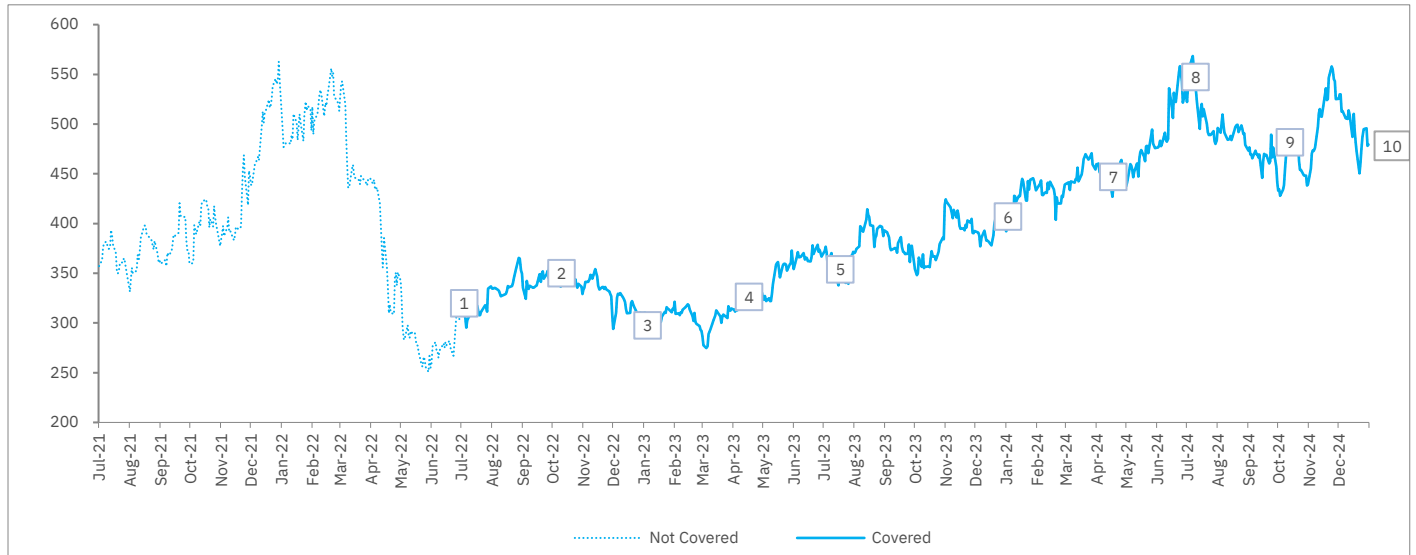
Note: Pricing as on 22 January 2025; Source: Elara Securities Estimate

**Exhibit 4: Change in estimates**

(INR mn)	Earlier			Revised			% Change		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Revenue	101,601	105,891	110,930	98,621	103,510	108,871	(2.9)	(2.2)	(1.9)
EBITDA	13,833	16,091	18,204	13,147	15,615	17,892	(5.0)	(3.0)	(1.7)
EBITDA margin (%)	13.6	15.2	16.4	13.3	15.1	16.4	(28) bps	(11) bps	2 bps
Adjusted PAT	9,418	10,507	12,126	8,696	9,833	11,432	(7.7)	(6.4)	(5.7)
EPS (INR)	33.1	36.9	42.6	31	34.6	40.2	(7.7)	(6.4)	(5.7)
<b>TP (INR)</b>			<b>509</b>			<b>482</b>			<b>(5.3)</b>
<b>Rating</b>			<b>Accumulate</b>			<b>Reduce</b>			

Source: Elara Securities Estimate

## Coverage History



	Date	Rating	Target Price	Closing Price
3	27-Jan-2023	Buy	INR 399	INR 288
4	9-May-2023	Buy	INR 385	INR 316
5	10-Aug-2023	Accumulate	INR 385	INR 345
6	25-Jan-2024	Accumulate	INR 420	INR 397
7	10-May-2024	Accumulate	INR 492	INR 437
8	1-Aug-2024	Reduce	INR 527	INR 538
9	4-Nov-2024	Accumulate	INR 509	INR 472
10	22-Jan-2025	Reduce	INR 482	INR 479

## Guide to Research Rating

<b>BUY</b>	Absolute Return >+20%
<b>ACCUMULATE</b>	Absolute Return +5% to +20%
<b>REDUCE</b>	Absolute Return -5% to +5%
<b>SELL</b>	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 adverse 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](http://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 Vardhman Textiles Limited.

Elara Capital Inc.'s affiliate did not manage an offering for Vardhman Textiles Limited.

Elara Capital Inc.'s affiliate did not receive compensation from Vardhman Textiles Limited in the last 12 months.

Elara Capital Inc.'s affiliate does not expect to receive compensation from Vardhman Textiles 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.

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

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

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

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



**Managing Director**

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



**Head of Research**

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

### Sales Team



**India**

**Hitesh Danak** - hitesh.danak@elaracapital.com - +91 22 6164 8543  
**Ashok Agarwal** - ashok.agarwal@elaracapital.com - +91 22 6164 8558



**India, APAC & Australia**

**Sudhanshu Rajpal** - sudhanshu.rajpal@elaracapital.com - +91 22 6164 8508  
**Joshua Saldanha** - joshua.saldanha@elaracapital.com - +91 22 6164 8541  
**Shraddha Shrikhande** - shraddha.shrikhande@elaracapital.com - +91 22 6164 8567



**India & UK**

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



**India & US**

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



**Corporate Access, Conference & Events**

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

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](mailto:investor.grievances@elaracapital.com) - Tel. +91 22 6164 8509  
 Compliance Officer: Mr. Anand Rao - Email ID: [anand.rao@elaracapital.com](mailto:anand.rao@elaracapital.com) - Tel. +91 22 6164 8509