

**ABFRL's board has approved the demerger of its Madura business into a new entity – ABLBL, upon the requisite regulatory approvals over the next 9-12 months. In our view, this move should unlock value through better capital allocation and improved investor interest for the two businesses individually. Post de-merger, ABFRL plans to raise Rs25bn in the remnant entity, to support growth/debt reduction, while new entity ABLBL should generate healthy cash flows. Debt allocation of Rs10bn to ABLBL (33% of overall debt) is in line with its asset mix and regulatory conditions. ABLBL has a strong track-record of delivering low-teens earnings CAGR along with a healthy return profile of 25-30%, and the demerger has potential to drive a ~15% re-rating. But remaining businesses (Value Retail + Ethnic + D2C + Luxury) will need investments in the near term. We remain conservative and retain REDUCE on ABFRL; we will watch for margin gains in the remnant entity before turning constructive on the stock.**

### Aditya Birla Fashion & Retail: Financial Snapshot (Consolidated)

Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
Revenue	81,362	124,179	142,136	180,044	215,597
EBITDA	10,999	14,936	15,280	21,760	28,077
Adj. PAT	(1,087)	(360)	(6,059)	(4,724)	(2,407)
Adj. EPS (Rs)	(1.2)	(0.4)	(5.6)	(4.4)	(2.2)
EBITDA margin (%)	13.5	12.0	10.8	12.1	13.0
EBITDA growth (%)	98.3	35.8	2.3	42.4	29.0
Adj. EPS growth (%)	0.0	0.0	0.0	0.0	0.0
RoE (%)	(4.0)	(1.2)	(16.0)	(11.9)	(6.6)
RoIC (%)	3.1	5.8	(2.0)	1.8	6.0
P/E (x)	(207.8)	(634.5)	(42.6)	(54.7)	(107.3)
EV/EBITDA (x)	21.0	16.2	18.8	13.3	10.3
P/B (x)	8.1	6.8	6.1	6.9	7.4
FCFF yield (%)	3.6	(2.4)	(6.1)	4.6	6.5

Source: Company, Emkay Research

### ABLBL: Improved capital allocation/investor interest offer re-rating potential

Madura Fashion and Lifestyle (ARR: Rs80bn), comprising lifestyle brands, casual wear brands, sportswear, and innerwear business, will be transferred to the newly de-merged entity – Aditya Birla Lifestyle Brands (ABLBL). ABLBL's portfolio has potential to deliver mid-teens EBITDA CAGR in the medium term, with a healthy ROCE profile of 25-30%. It generates ~70% value for our overall SOTP, at 22x FY26E EBITDA. We believe this business has scope for a re-rating, with improved capital allocation and investor interest. Good growth businesses similar to ABLBL trade at ~30x EBITDA vs. 22x that we assign to ABLBL in the overall SOTP; this provides a potential re-rating of ~20% in ABLBL or ~15% in overall SOTP.

### Post-demerger ABFRL: Capital infusion to fund growth; focus on consolidation

The value retail, ethnic wear portfolio and other luxury/digital brands will be retained by the existing ABFRL (ARR: Rs70bn). It is likely to raise growth capital of Rs25bn for infusing strength into the balance sheet to take care of growth prospects. Pantaloons currently contributes almost the entire value for this segment, at ~30% to the overall SOTP, as we largely value the Ethnic and D2C business at cost. After a series of acquisitions, ABFRL's focus is on consolidation and driving more value in the existing business segments.

**Analyst Call KTAs:** 1) Promoters remain committed to participate in the Rs25bn equity raise, and funds are likely to be used for growth/debt repayment. Preference for growth-related allocation will be in this order: Ethnic-wear, Value Retail and, then, Luxury. 2) The TCNS merger is a pre-condition to this scheme, and Management expects the merger process to close within the next 4 months. The current demerger is expected to be completed within 9-12 months. 3) All segments are run by separate CEOs and Management is likely to analyze & announce an appropriate management structure for the two entities in the next 6-12 months. 4) ABLBL, with its better return profile, is likely to eliminate debt over the next 2/3 years. 5) The post-demerger ABFRL debt of Rs20bn includes Rs15bn of long-term debt, with the balance being short-term debt.

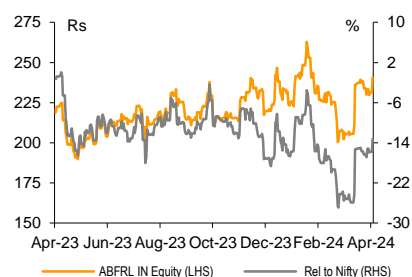
Target Price – 12M	Mar-25
Change in TP (%)	NA
Current Reco.	REDUCE
Previous Reco.	REDUCE
Upside/(Downside) (%)	(4.5)
CMP (22-Apr-24) (Rs)	240.8

Stock Data	Ticker
52-week High (Rs)	266
52-week Low (Rs)	184
Shares outstanding (mn)	1,015.0
Market-cap (Rs bn)	244
Market-cap (USD mn)	2,931
Net-debt, FY24E (Rs mn)	28,996
ADTV-3M (mn shares)	7
ADTV-3M (Rs mn)	1,566.1
ADTV-3M (USD mn)	18.8
Free float (%)	35.0
Nifty-50	22,336
INR/USD	83.4
<b>Shareholding, Mar-24</b>	
Promoters (%)	51.9
FPIs/MFs (%)	19.3/15.1

### Price Performance

(%)	1M	3M	12M
Absolute	17.2	6.6	9.7
Rel. to Nifty	16.0	3.0	(13.5)

### 1-Year share price trend (Rs)



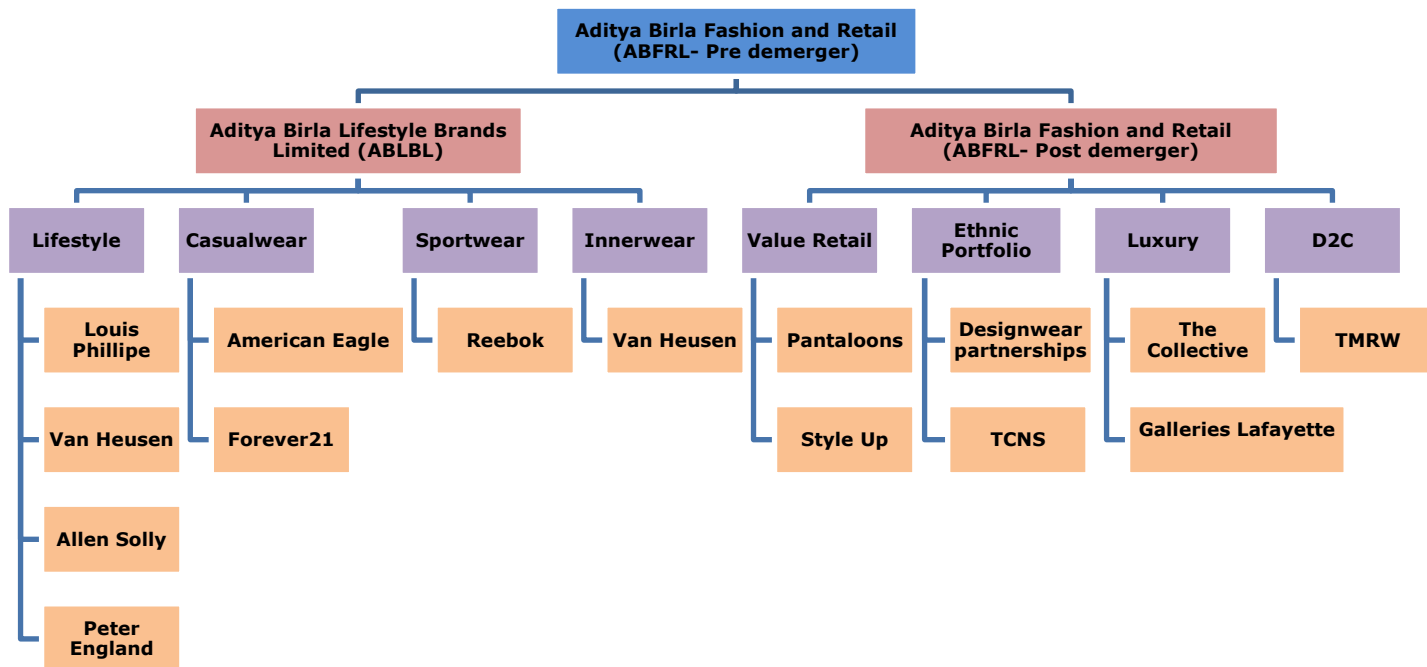
### Devanshu Bansal

devanshu.bansal@emkayglobal.com  
+91 22 6612 1385

### Vishal Panjwani

vishal.panjwani@emkayglobal.com  
+91 22 6624 2431

Exhibit 1: ABFRL’s brand portfolio structure post proposed demerger



Source: Emkay Research

Exhibit 2: Key financial expectations for ABLBL (new entity) and ABFRL (post-demerger)

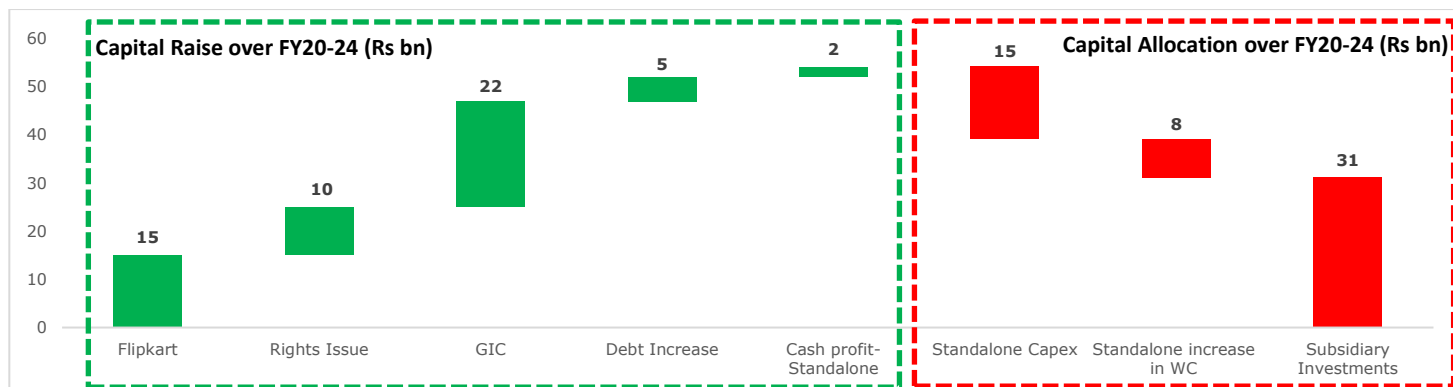
ABLBL - New Entity (Rs bn)	FY20N	FY24E	FY26E	CAGR (%)	
				FY20-24E	FY24-26E
Revenue	53	81	110	11.4	16.2
EBITDA (Pre-IndAS)	4.5	6.6	9.1	10.0	17.7
EBITDA margin (%)	8.5	8.1	8.3		
Capital Employed	17	23	28		
Goodwill	7	7	7		
RoCE (excl. Goodwill, %)	46	43	44		
ROCE (incl. Goodwill, %)	27	29	33		

ABFRL (post-demerger)	FY20N	FY24E	FY26E	CAGR (%)	
				FY20-24E	FY24-26E
Revenue	40	65	112	12.8	30.7
EBITDA (Pre-IndAS)	2.7	-3.1	1.0		
EBITDA margin (%)	6.6	-4.8	0.9		
Capital Employed	21	48	36		
Goodwill	12	27	27		
RoCE (excl. Goodwill, %)	29	-15	10		
ROCE (incl. Goodwill, %)	13	-7	3		

Source: Company (Analyst Day PPT- FY20N numbers), Emkay Research (Pre-IndAS EBITDA numvers; ROCE has been calculated by dividing EBITDA with Capital Employed)

Exhibit 3: Capital raise and allocation by ABFRL over FY20-24; major allocation remains towards inorganic acquisitions (subsidiary investments)



Source: Company, Emkay Research

## Exhibit 4: Peer Comparison

Companies	Price (Rs/sh)	Mcap (Rs bn)	Reco	Target Price (Rs/sh)	EPS (Rs)			P/E (x)			EV / EBITDA (x)*		
					FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Titan Company	3,603	3,199	Buy	4,350	40.4	52.9	66.7	89.1	68.1	54.0	58.6	45.0	36.5
Page Industries	35,500	396	Reduce	36,300	527.9	609.4	725.5	67.2	58.3	48.9	42.9	37.7	32.1
Jubilant FoodWorks	440	290	Sell	420	4.3	5.3	6.7	101.3	83.0	65.4	25.5	22.2	19.0
Devyani International	163	197	Reduce	165	0.7	1.5	2.3	246.1	107.4	70.2	30.9	23.7	18.5
<b>ABFRL</b>	<b>242</b>	<b>246</b>	<b>Reduce</b>	<b>230</b>	<b>-5.6</b>	<b>-4.4</b>	<b>-2.2</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>17.5</b>	<b>12.3</b>	<b>9.5</b>
Westlife Foodworld	816	127	Buy	900	4.4	4.9	10.0	183.9	166.9	81.8	33.8	30.1	22.5
Sapphire Foods	1,474	94	Buy	1,700	8.7	19.2	28.6	169.2	76.9	51.5	19.6	15.2	11.9
Go Fashion	1,143	62	Buy	1,350	15.2	19.4	27.0	75.4	59.0	42.4	25.1	20.5	15.7
Ethos	2,398	59	Buy	2,950	34.6	41.4	52.7	69.4	58.0	45.5	35.9	26.9	20.1
Senco Gold	980	76	Buy	1,100	23.1	29.2	36.9	42.5	33.6	26.6	21.8	17.6	14.2
Varun Beverages	1,433	1,862	Add	1,500	15.8	20.4	26.8	90.6	70.2	53.4	52.7	41.8	33.7
Aditya Vision	3,300	42	Buy	5,150	66.6	93.2	133.7	49.5	35.4	24.7	26.4	19.8	14.8

Source: Company, Emkay Research; \*Post-IndAS116 EBITDA

## Aditya Birla Fashion &amp; Retail: Consolidated Financials and Valuations

Profit & Loss					
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
<b>Revenue</b>	<b>81,362</b>	<b>124,179</b>	<b>142,136</b>	<b>180,044</b>	<b>215,597</b>
Revenue growth (%)	55.0	52.6	14.5	26.7	19.7
<b>EBITDA</b>	<b>10,999</b>	<b>14,936</b>	<b>15,280</b>	<b>21,760</b>	<b>28,077</b>
EBITDA growth (%)	98.3	35.8	2.3	42.4	29.0
Depreciation & Amortization	9,970	12,270	16,486	20,405	23,541
<b>EBIT</b>	<b>1,029</b>	<b>2,666</b>	<b>(1,206)</b>	<b>1,355</b>	<b>4,536</b>
EBIT growth (%)	0.0	159.1	(145.2)	0.0	234.9
Other operating income	0	0	0	0	0
Other income	1,006	1,165	1,900	2,090	2,299
Financial expense	3,507	4,724	8,904	10,486	10,989
<b>PBT</b>	<b>(1,473)</b>	<b>(893)</b>	<b>(8,211)</b>	<b>(7,042)</b>	<b>(4,153)</b>
Extraordinary items	0	0	0	0	0
Taxes	(266)	(230)	(1,043)	(1,408)	(1,047)
Minority interest	96	235	1,009	750	500
Income from JV/Associates	23	68	100	160	200
<b>Reported PAT</b>	<b>(1,087)</b>	<b>(360)</b>	<b>(6,059)</b>	<b>(4,724)</b>	<b>(2,407)</b>
PAT growth (%)	0.0	0.0	0.0	0.0	0.0
<b>Adjusted PAT</b>	<b>(1,087)</b>	<b>(360)</b>	<b>(6,059)</b>	<b>(4,724)</b>	<b>(2,407)</b>
<b>Diluted EPS (Rs)</b>	<b>(1.2)</b>	<b>(0.4)</b>	<b>(5.6)</b>	<b>(4.4)</b>	<b>(2.2)</b>
Diluted EPS growth (%)	0.0	0.0	0.0	0.0	0.0
<b>DPS (Rs)</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
<b>Dividend payout (%)</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>
EBITDA margin (%)	13.5	12.0	10.8	12.1	13.0
EBIT margin (%)	1.3	2.1	(0.8)	0.8	2.1
Effective tax rate (%)	18.0	25.7	12.7	20.0	25.2
<b>NOPLAT (pre-IndAS)</b>	<b>843</b>	<b>1,980</b>	<b>(1,053)</b>	<b>1,084</b>	<b>3,393</b>
Shares outstanding (mn)	938.3	948.8	1,072.6	1,072.6	1,072.6

Source: Company, Emkay Research

Cash flows					
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
PBT	(1,473)	(893)	(8,211)	(7,042)	(4,153)
Others (non-cash items)	9,970	12,270	16,486	20,405	23,541
Taxes paid	(179)	113	(622)	473	10
Change in NWC	544	(2,426)	(11,125)	(1,124)	(1,434)
<b>Operating cash flow</b>	<b>11,365</b>	<b>12,623</b>	<b>3,533</b>	<b>21,109</b>	<b>26,653</b>
Capital expenditure	(3,509)	(18,094)	(20,400)	(8,270)	(8,700)
Acquisition of business	(23)	(100)	0	0	0
Interest & dividend income	1,006	1,165	1,900	2,090	2,299
<b>Investing cash flow</b>	<b>(5,165)</b>	<b>(12,773)</b>	<b>(18,500)</b>	<b>(6,180)</b>	<b>(6,401)</b>
Equity raised/(repaid)	2,618	3,004	14,830	0	0
Debt raised/(repaid)	960	10,732	9,895	0	(395)
Payment of lease liabilities	(7,979)	(10,088)	(12,094)	(14,957)	(17,993)
Interest paid	(1,364)	(1,695)	(3,209)	(3,295)	(2,620)
Dividend paid (incl tax)	0	0	0	0	0
Others	(1,846)	4,003	665	525	400
<b>Financing cash flow</b>	<b>(7,612)</b>	<b>5,955</b>	<b>10,087</b>	<b>(17,727)</b>	<b>(20,608)</b>
Net chg in Cash	(1,412)	5,805	(4,881)	(2,798)	(356)
OCF	11,365	12,623	3,533	21,109	26,653
Adj. OCF (w/o NWC chg.)	10,820	15,049	14,658	22,233	28,087
FCFF	7,855	(5,471)	(16,867)	12,839	17,953
FCFE	5,354	(9,030)	(23,872)	4,442	9,263
OCF/EBITDA (%)	103.3	84.5	23.1	97.0	94.9
FCFE/PAT (%)	(492.4)	2,508.5	394.0	(94.0)	(384.9)
<b>FCFF/NOPLAT (%)</b>	<b>931.5</b>	<b>(276.3)</b>	<b>1,601.5</b>	<b>1,184.8</b>	<b>529.1</b>

Source: Company, Emkay Research

Balance Sheet					
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
Share capital	9,383	9,488	10,726	10,726	10,726
Reserves & Surplus	18,350	23,945	31,478	26,755	24,348
<b>Net worth</b>	<b>27,733</b>	<b>33,433</b>	<b>42,204</b>	<b>37,480</b>	<b>35,073</b>
Minority interests	152	27	(1,082)	(1,992)	(2,692)
Deferred tax liability (net)	(4,033)	(4,149)	(5,814)	(6,749)	(7,786)
<b>Total debt</b>	<b>12,323</b>	<b>23,055</b>	<b>32,950</b>	<b>32,950</b>	<b>32,555</b>
<b>Total liabilities &amp; equity</b>	<b>36,176</b>	<b>52,366</b>	<b>68,258</b>	<b>61,689</b>	<b>57,150</b>
Net tangible fixed assets	6,312	10,091	13,314	15,179	16,988
Net intangible assets	6,940	13,935	14,413	14,895	15,376
Net ROU assets	(3,452)	(6,439)	(11,994)	(19,235)	(27,142)
Capital WIP	1,026	1,457	1,457	1,457	1,457
Goodwill	19,973	23,297	34,797	34,797	34,797
Investments [JV/Associates]	778	878	878	878	878
<b>Cash &amp; equivalents</b>	<b>7,287</b>	<b>8,835</b>	<b>3,954</b>	<b>1,156</b>	<b>800</b>
Current assets (ex-cash)	50,363	68,440	83,696	99,755	116,719
Current Liab. & Prov.	53,057	68,707	72,839	87,774	103,303
<b>NWC (ex-cash)</b>	<b>(2,694)</b>	<b>(268)</b>	<b>10,857</b>	<b>11,982</b>	<b>13,416</b>
<b>Total assets</b>	<b>36,176</b>	<b>52,366</b>	<b>68,258</b>	<b>61,689</b>	<b>57,150</b>
Net debt	5,037	14,220	28,996	31,794	31,755
Capital employed	36,176	52,366	68,258	61,689	57,150
<b>Invested capital</b>	<b>27,085</b>	<b>41,196</b>	<b>61,969</b>	<b>58,198</b>	<b>54,015</b>
BVPS (Rs)	29.6	35.2	39.3	34.9	32.7
Net Debt/Equity (x)	0.2	0.4	0.7	0.8	0.9
Net Debt/EBITDA (x)	0.5	1.0	1.9	1.5	1.1
Interest coverage (x)	1.7	1.2	12.8	3.0	1.6
<b>RoCE (%)</b>	<b>5.8</b>	<b>8.7</b>	<b>1.1</b>	<b>5.3</b>	<b>11.5</b>

Source: Company, Emkay Research

Valuations and key Ratios					
Y/E Mar	FY22	FY23	FY24E	FY25E	FY26E
P/E (x)	(207.8)	(634.5)	(42.6)	(54.7)	(107.3)
P/CE(x)	24.3	18.3	23.6	15.7	11.7
P/B (x)	8.1	6.8	6.1	6.9	7.4
EV/Sales (x)	2.8	2.0	2.0	1.6	1.3
EV/EBITDA (x)	21.0	16.2	18.8	13.3	10.3
EV/EBIT(x)	214.4	87.1	(228.3)	205.4	61.3
EV/IC (x)	8.1	5.6	4.4	4.8	5.1
FCFF yield (%)	3.6	(2.4)	(6.1)	4.6	6.5
FCFE yield (%)	2.5	(4.1)	(9.7)	1.8	3.8
Dividend yield (%)	0.0	0.0	0.0	0.0	0.0
<b>DuPont-RoE split</b>					
Net profit margin (%)	(1.3)	(0.3)	(4.3)	(2.6)	(1.1)
Total asset turnover (x)	2.3	2.8	2.4	2.8	3.6
Assets/Equity (x)	1.3	1.4	1.6	1.6	1.6
<b>RoE (%)</b>	<b>(4.0)</b>	<b>(1.2)</b>	<b>(16.0)</b>	<b>(11.9)</b>	<b>(6.6)</b>
<b>DuPont-RoIC</b>					
NOPLAT margin (%)	1.0	1.6	(0.7)	0.6	1.6
IC turnover (x)	3.0	3.6	2.8	3.0	3.8
<b>RoIC (%)</b>	<b>3.1</b>	<b>5.8</b>	<b>(2.0)</b>	<b>1.8</b>	<b>6.0</b>
<b>Operating metrics</b>					
Core NWC days	(59.5)	(42.1)	(32.6)	(28.8)	(30.2)
<b>Total NWC days</b>	<b>(12.1)</b>	<b>(0.8)</b>	<b>27.9</b>	<b>24.3</b>	<b>22.7</b>
Fixed asset turnover	2.1	2.7	2.3	2.6	3.1
Opex-to-revenue (%)	40.8	43.3	44.5	44.7	44.2

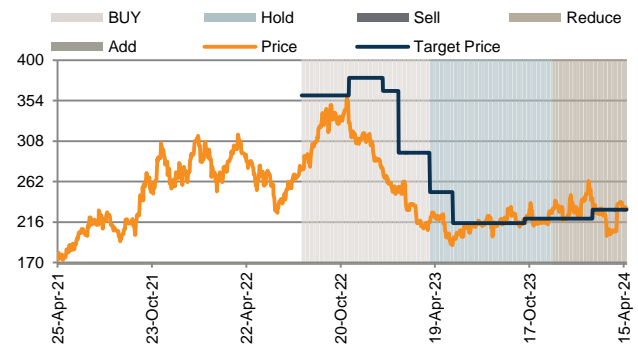
Source: Company, Emkay Research

RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (INR)	TP (INR)	Rating	Analyst
07-Apr-24	237	230	Reduce	Devanshu Bansal
15-Feb-24	239	230	Reduce	Devanshu Bansal
10-Jan-24	227	220	Reduce	Devanshu Bansal
30-Nov-23	232	220	Reduce	Devanshu Bansal
11-Nov-23	217	220	Hold	Devanshu Bansal
08-Oct-23	219	220	Hold	Devanshu Bansal
06-Aug-23	210	215	Hold	Devanshu Bansal
10-Jul-23	215	215	Hold	Devanshu Bansal
23-May-23	195	215	Hold	Devanshu Bansal
07-May-23	214	250	Hold	Devanshu Bansal
09-Apr-23	216	250	Hold	Devanshu Bansal
23-Feb-23	231	295	Buy	Devanshu Bansal
08-Feb-23	250	295	Buy	Devanshu Bansal
09-Jan-23	274	365	Buy	Devanshu Bansal
05-Nov-22	329	380	Buy	Devanshu Bansal
06-Aug-22	278	360	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 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](http://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](http://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 persons<sup>1</sup> 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 Interests<sup>2</sup> 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.

<sup>1</sup> 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.

<sup>2</sup> 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 April 23, 2024
- 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 April 23, 2024
- 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 April 23, 2024
- 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.
<b>BUY</b>	>15% upside
<b>ADD</b>	5-15% upside
<b>REDUCE</b>	5% upside to 15% downside
<b>SELL</b>	<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

**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](http://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.