

PB Fintech | BUY

PB Fintech enters PAT profitable territory

Despite the quarter seeing relatively tepid insurance industry growth, PB Fintech reported a healthy 34.7%/55.4% YoY growth in core / new initiatives insurance premium. Meanwhile, loan disbursements grew 18.5% YoY due to the impact of unsecured disbursements slowdown. Consol. revenue reached INR 8.7bn, +7%/+43% on QoQ/YoY basis, with a marginal miss on JMFe (INR 8.8bn). We also noted expansion in adj. EBITDA margins by 915bps/293bps YoY/QoQ, primarily attributable to new initiatives breaking even at the contribution margin level. This was driven by the company's strategic focus over the past quarter to onboard retail agents in PB Partners business. With INR 372mn PAT for the quarter, PB Fintech has delivered on the promise of PAT profitability with 9MFY24 PAT at INR 42mn with seasonally strong Q4 yet to be added. The management remains assertive of its guidance on INR 10bn PAT in FY27 and we believe there remains a strong possibility of positive surprises. We roll forward to Mar'25 and reiterate 'BUY' rating with an unchanged TP of INR 1,010.

- Sustained growth in core insurance:** Policybazaar's online insurance premium grew at 34.7%/10.9% YoY/QoQ, with the company delivering 2-3x the industry growth rate. We noted take-rate dip to 15.4% (vs 16.9% in Q2FY24), primarily due to rising mix of lower commission, savings business. Contribution margin (CM) dipped by 90bps as higher share of new health insurance is margin dilutive in year 1, with strong NPV going forward. We expect CM would inch upwards in the coming year due to the renewals kicking in on the health insurance sourced this year. Management believes that there remains significant room for CM improvement on core business over the coming 6-8 years.
- Credit distribution should stabilise in FY25:** Credit disbursements on Paisabazaar have grown 18.5% YoY (-13.5% QoQ) to reach INR 35.8bn in 3QFY24. The company also enabled issuance of 560k credit cards on an annualised basis. Paisabazaar generated revenue of INR 1,450mn (36% YoY), while improving EBITDA profitability (~8% Adj. EBITDA margin) despite the sequential dip in revenue. While the management expects credit business to be affected by [RBI's tightening of capital norms for unsecured loans](#) next quarter as well, it believes that the company is well positioned to deliver 30%+ growth in coming years.
- PB Partners business achieves contribution-level profitability:** PB Partners business has now reached 17,100 pin-codes with Tier 2+ cities contributing to 76% of the premium. This business is now break-even at contribution level, as the company has moved towards smaller and higher quality retail agents. While EBITDA margin in New Initiatives has improved sequentially by ~1230bps, we believe EBITDA profitability in this business to be at least 8 quarters out.
- Maintain 'BUY', roll forward to Mar'25 with TP of INR 1,010:** With Paisabazaar impacted and company focused on driving PB Partners business growth via retail agents, we tweak estimates to marginally lower revenue. However, we improve EBITDA margin estimates with New Initiatives at CM breakeven and higher renewals mix expected. Rolling forward to Mar'25, we maintain our 'BUY' rating along with an unchanged TP of INR 1,010.



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Recommendation and Price Target

Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	1,010
Upside/(Downside)	11.1%
Previous Price Target	1,010
Change	NA

Key Data – POLICYBZ IN

Current Market Price	INR909
Market cap (bn)	INR410.3/US\$4.9
Free Float	92%
Shares in issue (mn)	447.9
Diluted share (mn)	488.1
3-mon avg daily val (mn)	INR1,154.4/US\$13.9
52-week range	934/391
Sensex/Nifty	71,140/21,522
INR/US\$	83.1

Price Performance

%	1M	6M	12M
Absolute	14.4	27.0	116.3
Relative*	16.2	18.1	80.9

* To the BSE Sensex

Financial Summary	(INR mn)				
Y/E March	FY22A	FY23A	FY24E	FY25E	FY26E
Net Sales	14,249	25,578	33,867	44,112	56,330
Sales Growth (%)	60.7	79.5	32.4	30.2	27.7
EBITDA	-9,023	-6,616	-1,985	1,678	5,370
EBITDA Margin (%)	-63.3	-25.9	-5.9	3.8	9.5
Adjusted Net Profit	-8,329	-4,872	631	3,577	6,860
Diluted EPS (INR)	-19.8	-10.0	1.3	7.3	14.1
Diluted EPS Growth (%)	0.0	0.0	0.0	467.3	91.8
ROIC (%)	-362.0	-145.0	-42.5	7.1	42.0
ROE (%)	-22.5	-8.9	1.1	5.8	10.0
P/E (x)	-45.9	-90.7	703.1	123.9	64.6
P/B (x)	6.9	7.4	7.0	6.3	5.6
EV/EBITDA (x)	-39.6	-54.3	-179.5	209.6	64.1
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0

Source: Company data, JM Financial. Note: Valuations as of 30/Jan/2024

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

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

Exhibit 1. While Renewals are expected to drive improvement in profitability, even new business has healthy contribution margin

Existing Business Revenue (A)	5,929
Existing Business Contribution (B)	2,590
Renewal Revenue (C)	1,135
Renewal Contribution (D=C*85%)	965
Paisabazaar Revenue (E)	1,450
Paisabazaar Trail Revenue (F=E*15.5%)	225
Paisabazaar New Revenue (G=E-F)	1,225
Paisabazaar New Revenue Contribution (H=G*40%)	490
Contribution from Policybazaar New Business (I=B-D-H)	1,135
Policybazaar New Business Revenue (J)	3,569
CM for Policybazaar New Business (K=I/J)	32%

Source: Company, JM Financial

- **Company positioned well to deliver on FY27 PAT guidance:** With renewals expected to gain in revenue mix, PB Fintech is likely to see rising incremental contribution from core insurance business while Paisabazaar's incremental contribution journey is expected to be relatively gradual. Despite New initiatives breaking even at CM this quarter, we expect that to be still a bit uncertain and hence see incremental contribution only from FY26. With other cost items relatively easier to predict, we see PB Fintech to have decent visibility on delivering FY27 guidance with room for positive surprises in case CM improvement is steeper in Paisabazaar or New Initiatives.

Exhibit 2. Journey to FY27 PAT Guidance

	FY23-FY24	FY24-FY25	FY25-FY26	FY26-FY27
Previous FY PAT	-4,879	610	3,571	6,859
Contribution from Core Policybazaar	2,013	2,616	3,418	3,967
<i>Contribution margin (%)</i>	<i>42.5%</i>	<i>44.6%</i>	<i>46.6%</i>	<i>48.3%</i>
Contribution from Paisabazaar	750	661	770	833
<i>Contribution margin (%)</i>	<i>40.5%</i>	<i>41.5%</i>	<i>42.3%</i>	<i>42.9%</i>
Contribution from New Initiatives	576	696	519	341
<i>Contribution margin (%)</i>	<i>-7.0%</i>	<i>0.0%</i>	<i>2.9%</i>	<i>3.7%</i>
Change in Fixed Costs	-843	-1,478	-1,670	-1,868
Change in ESOP Expense	2,102	1,163	648	416
Change in Net Other Income	1,121	-170	223	521
Change in D&A	-229	-216	-169	-134
Change in Taxes	0	-310	-452	-875
Current FY PAT	610	3,571	6,859	10,059

Source: Company, JM Financial

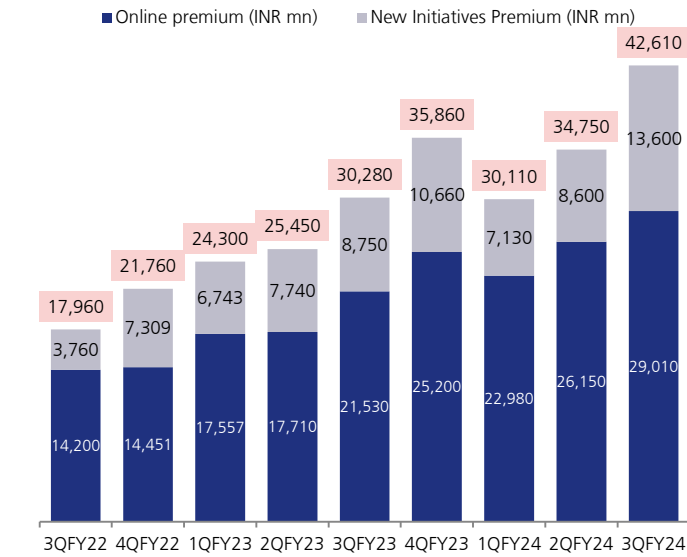
Key Metrics

Exhibit 3. Financial Snapshot

Financials	1QFY23	2QFY23	3QFY23	4QFY23	FY23	1QFY24	2QFY24	3QFY24	Remarks
Total Online Insurance Premium (INR mn)	17,557	17,710	21,530	25,200	81,997	22,980	26,150	29,010	•PB reported a 42.7% YoY revenue growth to INR 8.7bn in 3QFY24, a slight miss on JMFe of INR 8.8bn.
Change (YoY)	13.8%	43.8%	51.6%	74.4%	45.4%	30.9%	47.7%	34.7%	
Online New Insurance Premium (INR mn)	7,557	7,510	10,380	12,050	37,497	10,230	12,650	14,510	• Total insurance premium/ credit disbursements grew 40.7%/18.5% YoY (22.6%/-13.5% QoQ).
Change (YoY)	-3.7%	4.0%	14.1%	44.4%	15.3%	35.4%	68.4%	39.8%	
Total Credit Disbursements (INR mn)	23,200	29,217	30,208	33,569	1,16,194	35,420	41,390	35,800	• Employee expenses (excl. ESOPs) stood at INR 3.3bn (+32.5% YoY), accounting for 38% of revenue against 40%/41% in 2QFY24/3QFY23.
Change (YoY)	135.7%	93.9%	56.8%	53.4%	75.9%	52.7%	41.7%	18.5%	
Group revenue (INR mn)	5,052	5,735	6,101	8,691	25,578	6,656	8,116	8,709	• Advertisement and promotional expenses increased 42% YoY and accounted for 49% of revenue against 50%/49% in 2QFY24/3QFY23.
Change (YoY)	112.5%	105.1%	66.1%	60.9%	79.5%	31.8%	41.5%	42.7%	
Total operating expense	7,395	7,995	7,433	9,371	32,194	7,427	9,007	8,964	• This resulted in reported EBITDA margin of -2.9%, an improvement of 1890bps YoY.
EBITDA	-2,343	-2,261	-1,332	-681	-6,616	-771	-891	-255	
EBITDA margin	-46.4%	-39.4%	-21.8%	-7.8%	-25.9%	-11.6%	-11.0%	-2.9%	• Adjusted EBITDA margin stood at 4.5% against JMFe of adjusted EBITDA margin of 4.4%.
Adj. EBITDA (Ex-ESOP charges)	-673	-516	-282	278	-1,192	229	129	390	
Adj. EBITDA Margin	-13.3%	-9.0%	-4.6%	3.2%	-4.7%	3.4%	1.6%	4.5%	• PAT stood at INR 372mn, roughly in line with JMFe of INR 364mn.
Depreciation & amortization	132	156	175	175	638	195	223	231	
EBIT	-2,475	-2,416	-1,507	-855	-7,254	-966	-1,114	-486	• Adjusted EBITDA margin stood at 4.5% against JMFe of adjusted EBITDA margin of 4.4%.
EBIT margin	-49.0%	-42.1%	-24.7%	-9.8%	-28.4%	-14.5%	-13.7%	-5.6%	
Net other income	434	548	633	761	2,376	849	903	872	• PAT stood at INR 372mn, roughly in line with JMFe of INR 364mn.
Exceptional	-3	2	-2	1	-2	1	-3	-14	
Profit before tax	-2,044	-1,866	-876	-94	-4,880	-116	-214	372	
Income tax expense	-1	0	0	0	0	3	-3	0	
Reported PAT	-2,043	-1,866	-876	-93	-4,879	-119	-211	372	
Change (YoY)	NA	NA	NA	NA	NA	NA	NA	NA	
Minority Interest	0	0	0	0	-7	-5	-9	-8	
PAT (exc. minority interest)	-2,043	-1,866	-876	-93	-4,872	-114	-202	380	
Change (YoY)	NA	NA	NA	NA	NA	NA	NA	NA	
Adjusted diluted EPS	-4.19	-3.82	-1.80	-0.19	-10.03	-0.24	-0.43	0.76	
Change (YoY)	NA	NA	NA	NA	NA	NA	NA	NA	

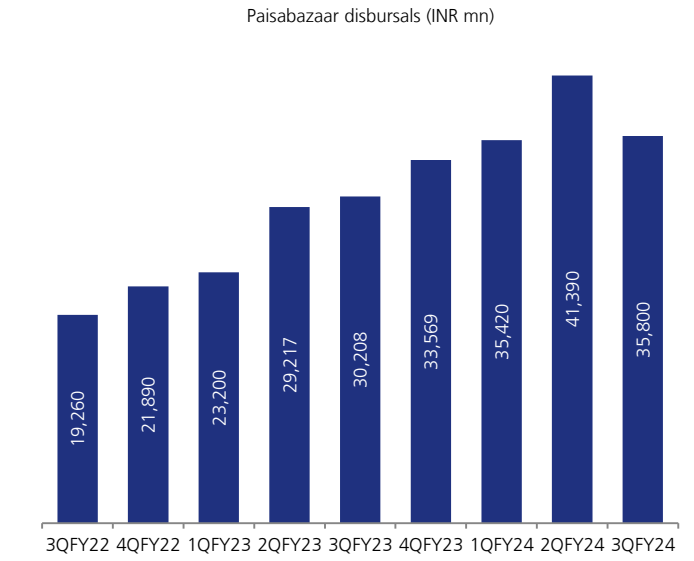
Source: Company, JM Financial

Exhibit 4. Core insurance has gained strength



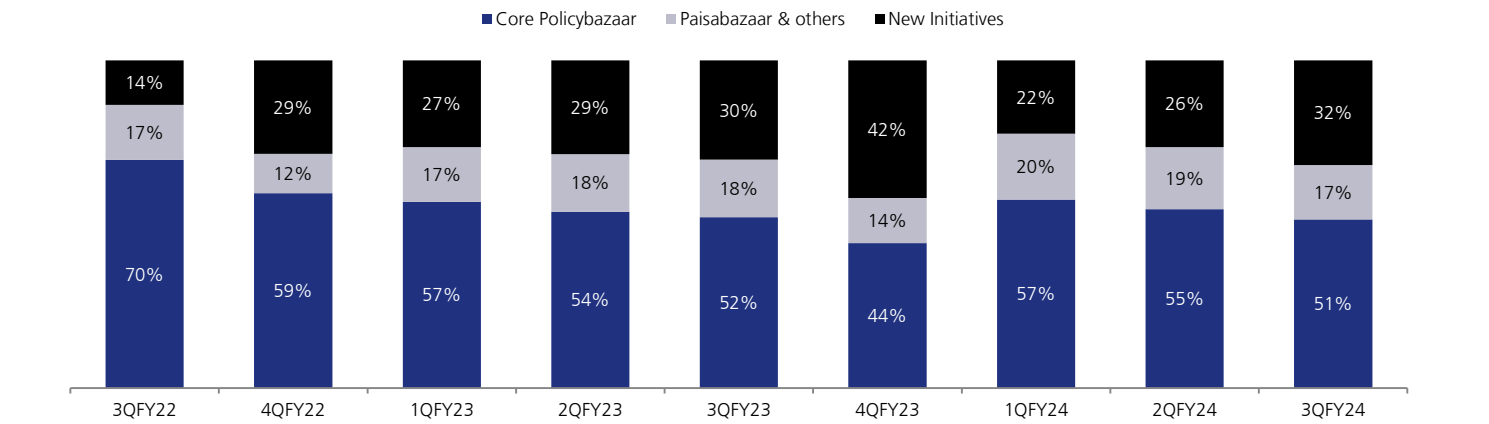
Source: Company, JM Financial

Exhibit 5. Growth of 18.5% YoY in disbursals



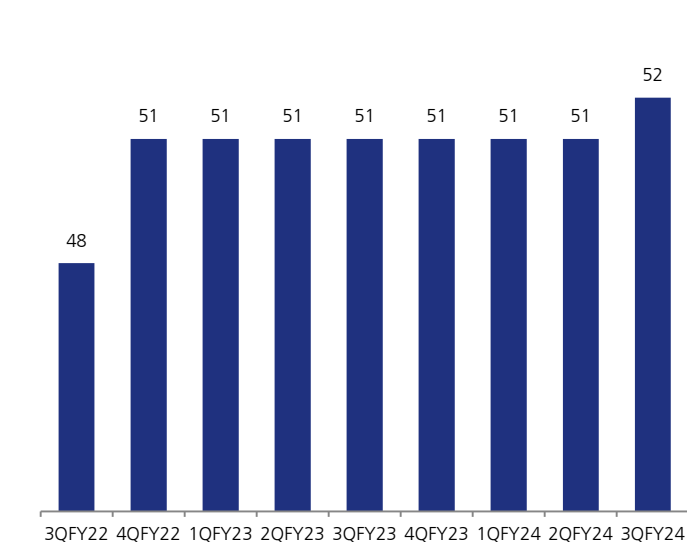
Source: Company, JM Financial

Exhibit 6. Revenue mix for consolidated operations of Policybazaar



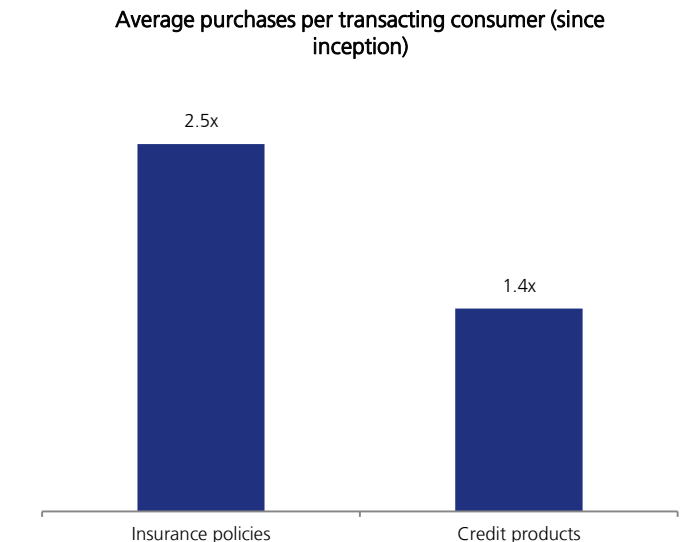
Source: Company, JM Financial

Exhibit 7. Unique Insurer partners with Policybazaar



Source: Company, JM Financial

Exhibit 8. Avg. purchases per transacting consumer since inception



Source: Company, JM Financial

Maintain BUY; TP unchanged at INR 1,010

Exhibit 9. Revenue marginally lower with Adj. EBITDA margin inched upwards

	OLD					NEW					Change				
	FY24E	FY25E	FY26E	FY27E	FY28E	FY24E	FY25E	FY26E	FY27E	FY28E	FY24E	FY25E	FY26E	FY27E	FY28E
Consolidated revenue (INR mn)	33,909	44,458	56,837	71,274	87,653	33,867	44,112	56,330	70,537	86,774	-0.1%	-0.8%	-0.9%	-1.0%	-1.0%
Revenue growth rate (YoY)	32.6%	31.1%	27.8%	25.4%	23.0%	32.4%	30.2%	27.7%	25.2%	23.0%	-16bps	-86bps	-15bps	-18bps	4bps
EBITDA margin	-6.5%	3.6%	9.1%	11.8%	13.5%	-5.9%	3.8%	9.5%	12.9%	14.7%	59bps	23bps	39bps	103bps	125bps
Adj. EBITDA Margin (ex-ESOP)	3.8%	8.6%	11.9%	13.4%	14.6%	3.9%	8.7%	12.2%	14.4%	15.9%	16bps	5bps	29bps	104bps	128bps
EBIT margin	-8.9%	1.4%	7.2%	10.2%	12.1%	-8.4%	1.3%	7.3%	10.9%	13.0%	48bps	-5bps	6bps	70bps	93bps
PAT (INR mn)	549	3,541	6,820	10,045	13,204	609	3,570	6,858	10,057	13,200	11.1%	0.8%	0.6%	0.1%	0.0%
Diluted EPS (INR)	1.12	7.25	13.97	20.57	27.04	1.25	7.31	14.05	20.60	27.04	11.1%	0.8%	0.6%	0.2%	0.0%

Source: Company, JM Financial

Exhibit 10. Valuation assumptions for PB Fintech

WACC	13.0%
Revenue CAGR (FY23-28)	27.7%
Revenue CAGR (FY28-33)	19.8%
Revenue CAGR (FY33-41)	15.3%
EBITDA CAGR (FY23-28)	NA
EBITDA CAGR (FY28-33)	27.8%
EBITDA CAGR (FY33-41)	21.4%
Tax Rate	25.2%
FCFF CAGR (2023-2041F)	NA
NPV of Cash flow (2025-2041F)	1,95,784
Perpetual growth (%)	6.0%
Implied EXIT FCF Multiple (X)	14.3x
Terminal Value	2,43,875
Enterprise Value (INR mn)	4,39,659
Terminal Value as % of Enterprise Value	55.5%
Net Debt (INR mn, Mar'25E)	(55,593)
Equity Value (INR mn)	4,95,195
Number of shares outstanding (Diluted mn)	488.1
Equity Value (INR mn)	1,010

Source: Company, JM Financial

Exhibit 11. Sensitivity of Equity value to WACC and Terminal Growth Rate

		Terminal Growth Rate				
		3.0%	4.5%	6.0%	6.5%	7.0%
WACC	9.00%	1,580	1,890	2,500	2,870	3,430
	11.00%	1,120	1,260	1,470	1,570	1,690
	13.00%	850	920	1,010	1,060	1,100
	15.00%	680	710	760	780	810
	17.00%	560	580	610	620	630
	19.00%	470	480	500	500	510
	21.00%	400	410	420	430	430

Source: Company, JM Financial

Exhibit 12. Sensitivity of Equity Value to Revenue growth and Margin expansion

		Revenue (% of JMFe)				
		60.0%	70.0%	80.0%	90.0%	100.0%
EBITDA Margin (% of JMFe)	70%	470	530	600	670	730
	75%	500	570	640	710	780
	80%	520	600	680	750	830
	85%	550	630	710	790	870
	90%	580	670	750	840	920
	95%	610	700	790	880	970
	100%	640	730	830	920	1,010

Source: Company, JM Financial

Key Risks

- **Downside risks:** 1) **Tech penetration growth slows down:** Policybazaar is currently benefiting from fast growing share of tech-enabled transactions penetration in India, so a material slowdown may impact its growth. 2) **Growing competitive intensity:** A number of fin-techs are aggressively investing in building/expanding their insurance and credit platforms while some of its privately listed peers are in the process of raising funds to fight for their territory in PoSP business. 3) **Stakeholder conflicts:** In Aug'21, HDFC Ergo announced plans to delist products from third-party brokers while deciding to invest heavily on its in-house online platform. With brokers continuing to gain negotiating power for higher margins, there is a likelihood of other larger players also following suit, impacting the number of products offered. 4) **Regulatory risks:** The insurance segment continues to be under heavy regulatory scrutiny with regards to commissions, distribution models, capital adequacy etc. and there exist potential risks with regard to regulatory headwinds. The recent IRDAI announcement about operationalizing Bima Sugam remains a tail risk. 5) **Multi-year bundling of motor insurance policies:** There have been media reports mentioning that motor comprehensive insurance will be bundled as a 5-year product at the time of vehicle purchase. While auto dealers control the transaction completely at purchase and hence restrict any business reaching marketplaces such as Policybazaar, this bundling will also take away annual renewal opportunities and could impact business growth adversely.
- **Upside risks:** 1) **Insurance penetration exceeding our expectations:** We expect the insurance sector to continue to remain relatively underpenetrated in India in the medium term along with a slower digital penetration trajectory due to the handholding needed for insurance buyers. So there is room for a positive surprise in both insurance premium growth as well as digital penetration. 2) **Sharp rise in online transacting users:** Tech-enabled transactions could grow at a much faster rate than expected due to faster than anticipated rise in transacting user base on the company's platform. 3) **Physical distribution contribution margin improve rapidly:** We are estimating physical distribution to have continued low contribution margins and if the margins improve sooner, that could drive sharp rise in EBITDA. 4) **Regulation mandates compulsory purchase of certain insurance policies:** Any regulatory push that mandates compulsory purchase of certain insurance policies (like motor insurance). 5) **Significant value accretion from organic/inorganic expansion:** Considering the significant amount of cash on balance sheet, the company remains well positioned to opportunistically make strategic investments or acquisitions.

Financial Tables (Consolidated)

Income Statement		(INR mn)				
Y/E March	FY22A	FY23A	FY24E	FY25E	FY26E	
Net Sales	14,249	25,578	33,867	44,112	56,330	
Sales Growth	60.7%	79.5%	32.4%	30.2%	27.7%	
Other Operating Income	0	0	0	0	0	
Total Revenue	14,249	25,578	33,867	44,112	56,330	
Cost of Goods Sold/Op. Exp	3,255	8,890	9,783	12,096	15,059	
Personnel Cost	12,555	15,396	16,332	18,377	21,347	
Other Expenses	7,462	7,909	9,738	11,961	14,555	
EBITDA	-9,023	-6,616	-1,985	1,678	5,370	
EBITDA Margin	-63.3%	-25.9%	-5.9%	3.8%	9.5%	
EBITDA Growth	0.0%	0.0%	0.0%	0.0%	220.0%	
Depn. & Amort.	428	638	867	1,083	1,252	
EBIT	-9,452	-7,254	-2,851	595	4,119	
Other Income	1,254	2,590	3,771	3,670	3,942	
Finance Cost	136	214	275	344	393	
PBT before Excep. & Forex	-8,334	-4,878	645	3,922	7,668	
Excep. & Forex Inc./Loss(-)	0	0	0	0	0	
PBT	-8,334	-4,878	645	3,922	7,668	
Taxes	-5	0	0	310	762	
Extraordinary Inc./Loss(-)	0	0	0	0	0	
Assoc. Profit/Min. Int.(-)	0	-9	-58	-48	-50	
Reported Net Profit	-8,329	-4,872	631	3,577	6,860	
Adjusted Net Profit	-8,329	-4,872	631	3,577	6,860	
Net Margin	-58.5%	-19.0%	1.9%	8.1%	12.2%	
Diluted Share Cap. (mn)	421.0	486.4	488.1	487.7	487.7	
Diluted EPS (INR)	-19.8	-10.0	1.3	7.3	14.1	
Diluted EPS Growth	0.0%	0.0%	0.0%	467.3%	91.8%	
Total Dividend + Tax	0	0	0	0	0	
Dividend Per Share (INR)	0.0	0.0	0.0	0.0	0.0	

Source: Company, JM Financial

Balance Sheet		(INR mn)				
Y/E March	FY22A	FY23A	FY24E	FY25E	FY26E	
Shareholders' Fund	54,117	54,763	58,716	64,452	72,824	
Share Capital	899	900	900	900	900	
Reserves & Surplus	53,218	53,863	57,816	63,552	71,924	
Preference Share Capital	0	0	0	0	0	
Minority Interest	0	85	63	56	54	
Total Loans	0	0	0	0	0	
Def. Tax Liab. / Assets (-)	-792	-1,289	-1,289	-1,289	-1,289	
Total - Equity & Liab.	53,324	53,559	57,490	63,219	71,589	
Net Fixed Assets	2,049	3,133	3,926	4,875	5,669	
Gross Fixed Assets	973	1,380	1,923	2,585	3,337	
Intangible Assets	1,690	2,449	3,050	3,776	4,333	
Less: Depn. & Amort.	614	696	1,046	1,486	2,000	
Capital WIP	0	0	0	0	0	
Investments	15,014	43,175	43,175	43,175	43,175	
Current Assets	41,299	14,943	20,513	28,458	39,551	
Inventories	0	0	0	0	0	
Sundry Debtors	3,609	6,773	8,875	11,439	14,453	
Cash & Bank Balances	37,002	7,627	11,258	16,525	24,466	
Loans & Advances	0	0	0	0	0	
Other Current Assets	688	543	380	495	632	
Current Liab. & Prov.	5,038	7,692	10,146	13,318	16,838	
Current Liabilities	3,576	5,327	6,845	8,908	11,065	
Provisions & Others	1,463	2,365	3,301	4,410	5,772	
Net Current Assets	36,261	7,251	10,367	15,140	22,713	
Total - Assets	53,324	53,559	57,468	63,190	71,558	

Source: Company, JM Financial

Cash Flow Statement		(INR mn)				
Y/E March	FY22A	FY23A	FY24E	FY25E	FY26E	
Profit before Tax	-8,334	-4,880	609	3,880	7,620	
Depn. & Amort.	428	638	409	498	573	
Net Interest Exp. / Inc. (-)	-897	-1,996	-3,497	-3,327	-3,549	
Inc (-) / Dec in WCap.	-1,294	-1,340	35	-269	-216	
Others	5,917	5,086	3,322	2,159	1,511	
Taxes Paid	-238	-498	0	-310	-762	
Operating Cash Flow	-4,416	-2,990	879	2,632	5,178	
Capex	-311	-637	-602	-721	-811	
Free Cash Flow	-4,727	-3,627	277	1,911	4,367	
Inc (-) / Dec in Investments	-33,230	-1,145	0	0	0	
Others	1,013	2,197	3,771	3,670	3,942	
Investing Cash Flow	-32,529	414	3,170	2,950	3,131	
Inc / Dec (-) in Capital	36,453	1	-22	-7	-2	
Dividend + Tax thereon	0	0	0	0	0	
Inc / Dec (-) in Loans	0	0	0	0	0	
Others	-239	-426	-396	-307	-365	
Financing Cash Flow	36,214	-425	-418	-314	-367	
Inc / Dec (-) in Cash	-731	-3,001	3,631	5,267	7,942	
Opening Cash Balance	4,388	11,351	7,627	11,258	16,525	
Closing Cash Balance	37,002	8,351	11,258	16,525	24,466	

Source: Company, JM Financial

Dupont Analysis		FY22A	FY23A	FY24E	FY25E	FY26E
Y/E March						
Net Margin		-58.5%	-19.0%	1.9%	8.1%	12.2%
Asset Turnover (x)		0.3	0.4	0.5	0.6	0.7
Leverage Factor (x)		1.1	1.1	1.2	1.2	1.2
RoE		-22.5%	-8.9%	1.1%	5.8%	10.0%

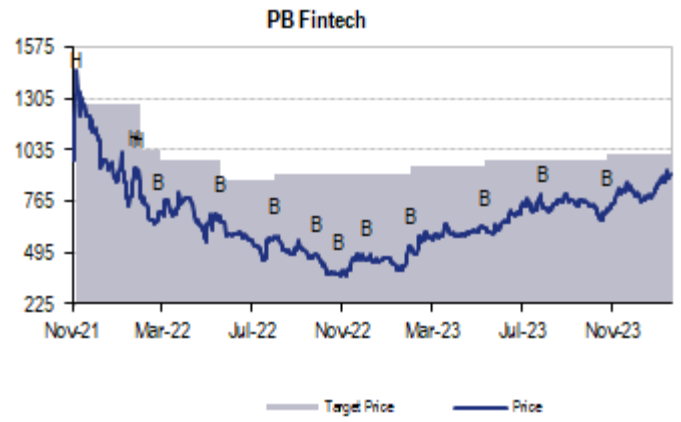
Key Ratios		FY22A	FY23A	FY24E	FY25E	FY26E
Y/E March						
BV/Share (INR)		132.2	122.3	130.3	143.2	161.8
ROIC		-362.0%	-145.0%	-42.5%	7.1%	42.0%
ROE		-22.5%	-8.9%	1.1%	5.8%	10.0%
Net Debt/Equity (x)		-0.9	-0.9	-0.9	-0.9	-0.9
P/E (x)		-45.9	-90.7	703.1	123.9	64.6
P/B (x)		6.9	7.4	7.0	6.3	5.6
EV/EBITDA (x)		-39.6	-54.3	-179.5	209.6	64.1
EV/Sales (x)		25.1	14.1	10.5	8.0	6.1
Debtor days		92	97	96	95	94
Inventory days		0	0	0	0	0
Creditor days		31	35	42	46	50

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
16-Nov-21	Hold	1,270	
3-Feb-22	Hold	1,270	0.0
9-Feb-22	Hold	1,030	-18.9
9-Mar-22	Buy	980	-4.9
30-May-22	Buy	870	-11.2
11-Aug-22	Buy	910	4.6
7-Oct-22	Buy	910	0.0
8-Nov-22	Buy	910	0.0
14-Dec-22	Buy	910	0.0
11-Feb-23	Buy	950	4.4
23-May-23	Buy	980	3.2
9-Aug-23	Buy	980	0.0
6-Nov-23	Buy	1,010	3.1

Recommendation History



APPENDIX I

JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

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

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

* REITs refers to Real Estate Investment Trusts.

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