

## Muted quarter; expect 2H to be better than 1H

Just Dial reported muted revenue growth of 9.3% YoY in 2QFY25, a miss on JMFe by 2% and well below management guidance of mid-teens growth. Both paid campaigns and realisation were lower by c.1% vs. JMFe. As a result, EBITDA of INR 821mn (+68% YoY) too missed our estimate by 3%. Cash collections growth was also soft at 8% YoY, albeit on an absolute basis it did expand ~10% QoQ. Moreover, traffic growth accelerated to 15% YoY despite not much change in A&P spends. We believe sequential acceleration in collections and improved traffic trends should help accelerate topline growth in 2H, and forecast revenue growth of ~11.5% YoY in FY25. Moreover, the company's plans to distribute full year profits/cash generated to shareholders should support the stock as yield on payouts could be >5% at CMP (basis FY25 estimates). Ex-cash and other income, Just Dial trades at 19x/14x FY26/27 PER a significant discount to IndiaMART (SELL, INR 2600) which trades at 40x/34x, despite converging growth profile. We roll-forward to Dec'25 for a revised TP of INR 1,350 (INR 1,300 earlier).

- Muted topline growth in 2Q, but expect growth to accelerate in 2H:** Revenue grew 9.3% YoY (+1.5% QoQ) to INR 2.85bn, a miss on JMFe by c.2%. Sequential paid subscription additions moderated to 6.8k from +8.0k/+12.6k in 1QFY25/2QFY24, thereby missing JMFe of 8.8k, whereas average realisation stood at INR 19.1k vs. JMFe of INR 19.5k. However, collections growth improved to 7.9% YoY (versus 5.4% YoY in 1Q) and was up ~10% QoQ, likely indicating a better revenue trajectory in 2H. We forecast revenue CAGR of 11.7% over FY24-FY27, 1.2x of CAGR reported over FY15-FY20, factoring in steady increase in paid campaigns as well as realisation in recent quarters.
- Robust margin expansion driven by a favourable base:** Just Dial's EBITDA margin in 2Q expanded 10.1ppts YoY (+7bps QoQ) to 28.8%, broadly in line with JMFe of 28.9%, on the back of a favourable base and strong operation leverage. Employee costs (as a % of revenue) were down 10 ppts YoY due to recent rationalisation of workforce across sales as well as non-sales functions, while other expenses (as a % of revenue) were down 50bps due to tight control over A&P spends. As a result, EBITDA growth was robust at 68.3% YoY to INR 821mn (+1.8% QoQ); however, it missed JMFe by 2.7% on account of lower-than-expected topline growth. Other income grew ~2x YoY to INR 1.1bn due to higher MTM gains aided by declining bond yields, whereas ETR stood at 15.1%. PAT stood at INR 1.5bn, ahead of JMFe by c.15% led by higher-than-expected treasury gains.
- Roll forward TP to INR 1,350; maintain BUY:** We reduce our topline estimates by 1.8-4.7% over FY25-27, to factor in lower-than-expected revenue growth in 1HFY25. However, we raise EBITDA margin estimates by ~15-140bps over FY25-27 as costs are unlikely to increase meaningfully here-on and expect Just Dial's core PAT (i.e., ex-other income) to expand by ~2.4x from INR 1.3bn in FY24 to ~INR 3.1bn in FY27. We roll forward to Dec'25 and value the stock basis unchanged multiple of 20x core business EPS + Cash to derive a revised TP of INR 1,350 (vs. INR 1,300 earlier).

**Swapnil Potdukhe**  
swapnil.potdukhe@jmfl.com | Tel: (91 22) 62241876

**Sachin Dixit**  
sachin.dixit@jmfl.com | Tel: (91 22) 66303078

**Eksha Modi**  
eksha.modi@jmfl.com | Tel: (91 22) 66303054

**Atul Borse**  
atul.borse@jmfl.com | Tel: (91 22) 66303134

### Recommendation and Price Target

Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	1,350
Upside/(Downside)	7.2%
Previous Price Target	1,300
Change	3.8%

### Key Data – JUST IN

Current Market Price	INR1,260
Market cap (bn)	INR107.1/US\$1.3
Free Float	26%
Shares in issue (mn)	85.0
Diluted share (mn)	85.0
3-mon avg daily val (mn)	INR1,075.9/US\$12.8
52-week range	1,395/696
Sensex/Nifty	81,973/25,128
INR/US\$	84.1

### Price Performance

%	1M	6M	12M
Absolute	5.2	40.1	69.5
Relative*	6.3	25.5	37.0

\* To the BSE Sensex

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.

Financial Summary					(INR mn)
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E
Net Sales	8,448	10,429	11,641	13,019	14,538
Sales Growth (%)	30.6	23.5	11.6	11.8	11.7
EBITDA	857	2,166	3,391	3,945	4,563
EBITDA Margin (%)	10.2	20.8	29.1	30.3	31.4
Adjusted Net Profit	1,627	3,629	5,738	5,568	6,367
Diluted EPS (INR)	19.1	42.7	67.5	65.5	74.9
Diluted EPS Growth (%)	105.7	122.8	58.1	-3.0	14.4
ROIC (%)	0.0	0.0	0.0	0.0	0.0
ROE (%)	4.5	9.4	13.3	11.4	11.6
P/E (x)	68.4	30.7	19.4	20.0	17.5
P/B (x)	3.0	2.8	2.4	2.2	1.9
EV/EBITDA (x)	82.3	30.0	17.5	13.6	10.3
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0

Source: Company data, JM Financial. Note: Valuations as of 14/Oct/2024

## Exhibit 1. Consolidated key financials

	2QFY24	3QFY24	4QFY24	FY24	1QFY25	2QFY25	Comments
Revenues (INR mn)	2,606	2,651	2,703	10,429	2,806	2,848	
Total operating expense	2,118	2,047	1,995	8,264	1,999	2,028	<ul style="list-style-type: none"> <li>Consol. revenue grew 9.3% YoY (+1.5% QoQ) to INR 2.8bn, a miss on JMFe by c.2% due to weaker than expected volumes as well as realisations.</li> </ul>
<b>Operating profit (EBITDA)</b>	<b>488</b>	<b>604</b>	<b>707</b>	<b>2,166</b>	<b>806</b>	<b>821</b>	
<b>Operating margin</b>	<b>18.7%</b>	<b>22.8%</b>	<b>26.2%</b>	<b>20.8%</b>	<b>28.7%</b>	<b>28.8%</b>	
Depreciation & amortization	122	121	118	462	117	117	<ul style="list-style-type: none"> <li>EBITDA margin expansion was very strong at 10.1ppts YoY (+7 bps QoQ) to 28.8%, broadly in line with JMFe of 28.9%.</li> </ul>
<b>EBIT</b>	<b>366</b>	<b>483</b>	<b>589</b>	<b>1,704</b>	<b>689</b>	<b>703</b>	
<b>EBIT margin</b>	<b>14.0%</b>	<b>18.2%</b>	<b>21.8%</b>	<b>16.3%</b>	<b>24.6%</b>	<b>24.7%</b>	<ul style="list-style-type: none"> <li>Treasury income of INR 1.1bn was well ahead of JMFe of INR 760mn due to declining bond yields, while ETR stood at 15.1% above JMFe of 10%.</li> </ul>
Net other income	555	727	885	2,962	850	1,112	
Profit before tax	921	1,209	1,474	4,666	1,539	1,816	
Income tax expense	203	289	317	1,036	127	275	<ul style="list-style-type: none"> <li>PAT of INR 1,541mn was c.15% ahead of JMFe. The beat was driven by better-than-expected treasury income.</li> </ul>
<b>Net income from operations</b>	<b>718</b>	<b>920</b>	<b>1,157</b>	<b>3,629</b>	<b>1,412</b>	<b>1,541</b>	
Change (YoY)	37.6%	22.1%	38.4%	123.0%	69.3%	114.6%	
<b>Adjusted diluted EPS</b>	<b>8.44</b>	<b>10.82</b>	<b>13.61</b>	<b>42.67</b>	<b>16.60</b>	<b>18.12</b>	
Change (YoY)	37.5%	22.1%	38.4%	122.8%	69.4%	114.7%	

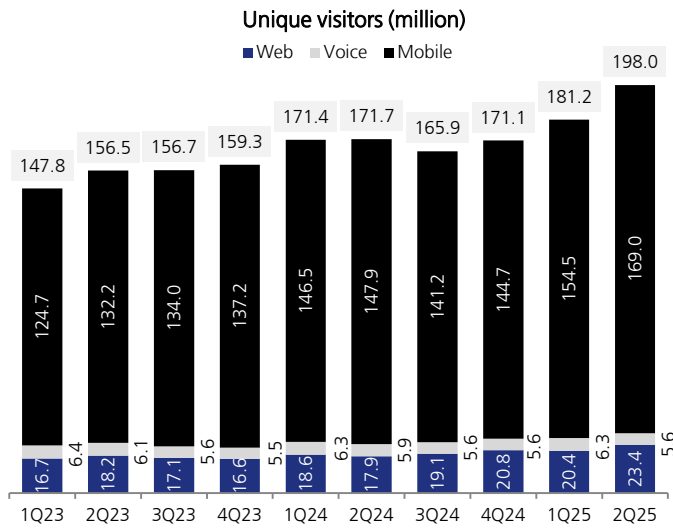
Source: Company, JM Financial

## Exhibit 2. Key execution metrics

	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	Comments
Total listings – mn	40.2	41.6	43.6	44.9	46.2	<ul style="list-style-type: none"> <li>Total listings grew by 14.9% YoY to 46.2mn while paid campaigns grew 6.7% YoY to 598,430.</li> </ul>
Change (YoY)	18.6%	18.9%	19.5%	18.2%	14.9%	
Paid listings - period-end (nos)	5,60,830	5,66,955	5,83,690	591,650	598,430	
Change (YoY)	11.3%	8.6%	8.4%	7.9%	6.7%	<ul style="list-style-type: none"> <li>Overall employee headcount increased by 0.3% sequentially (-11.7% YoY) to 13,147 in 2QFY25.</li> </ul>
Paid listings - % of total listings	1.40%	1.36%	1.34%	1.32%	1.30%	
Avg. revenue per campaign (INR)	18,798	18,801	18,791	19,097	19,147	
Change (YoY)	13.0%	8.9%	7.1%	5.0%	1.9%	
Headcount	14,888	13,954	12,834	13,112	13,147	
Sales headcount	11,532	10,906	9,816	9,980	10,184	

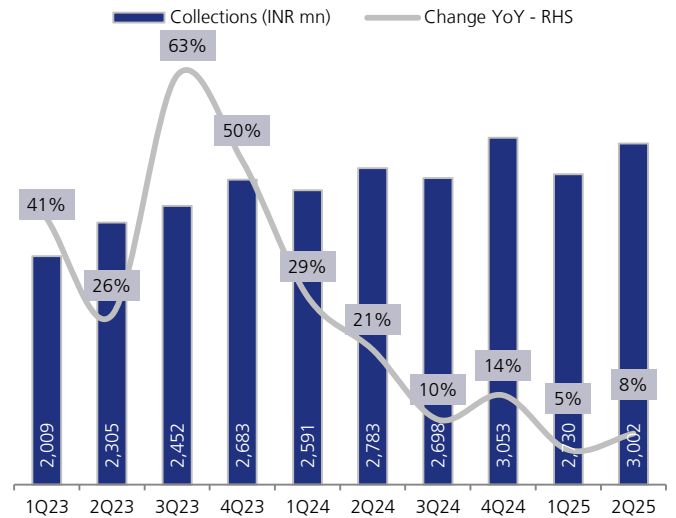
Source: Company, JM Financial

**Exhibit 3. Unique visitor traffic was up 15.3% YoY (+9.3% QoQ)**



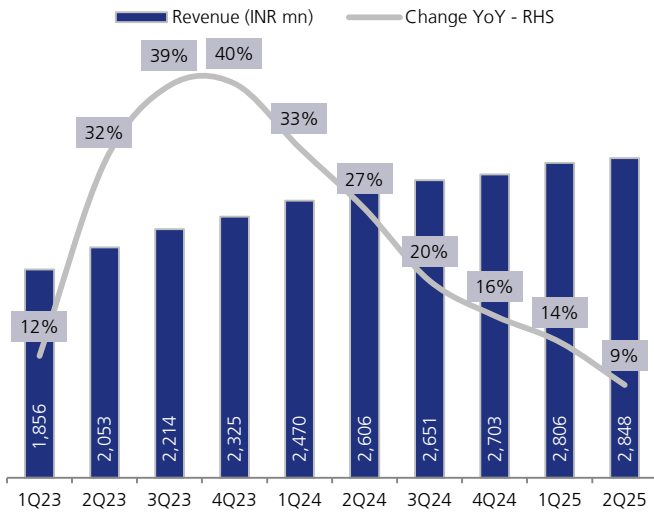
Source: Company, JM Financial

**Exhibit 4. Collections grew 7.9% YoY (+10.0% QoQ)**



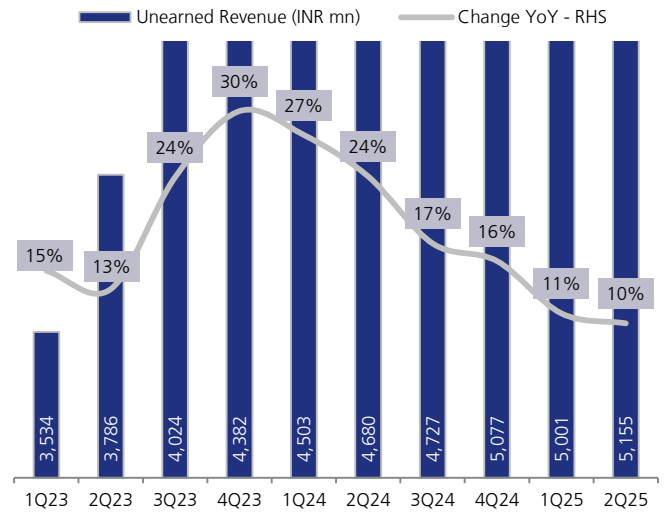
Source: Company, JM Financial

**Exhibit 5. Revenue grew 9.3% YoY (+1.5% QoQ)**



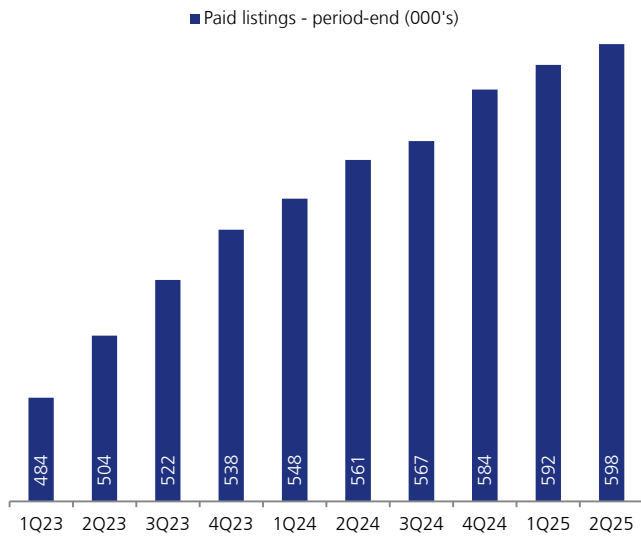
Source: Company, JM Financial

**Exhibit 6. Deferred revenue was up 10.1% YoY (+3.1% QoQ)**



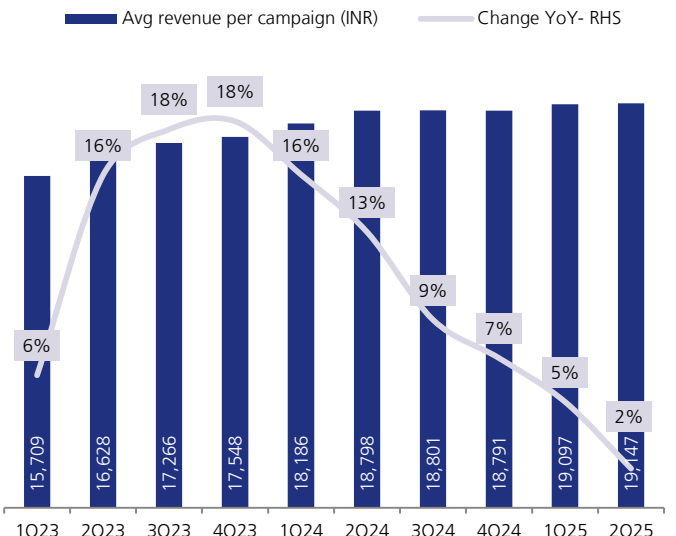
Source: Company, JM Financial

**Exhibit 7. Period-end paid campaigns rose 6.7% YoY (+1.1% QoQ)**



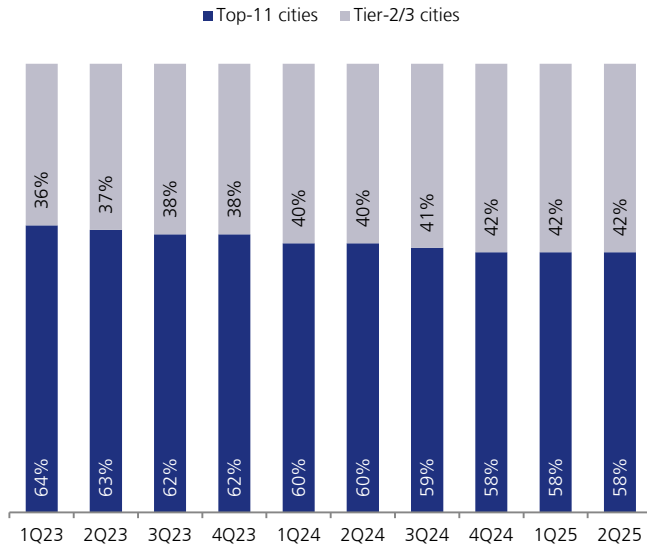
Source: Company, JM Financial

**Exhibit 8. Avg. realisation were up 1.9% YoY (+0.3% QoQ)**



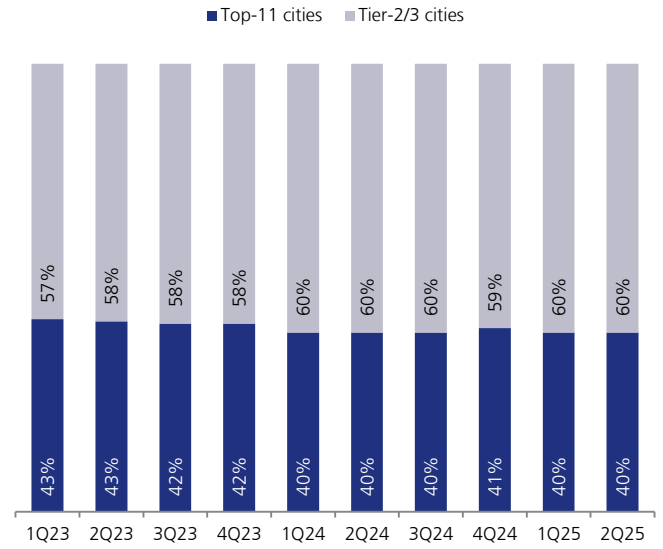
Source: Company, JM Financial

**Exhibit 9. Revenue distribution trends – Geography-wise**



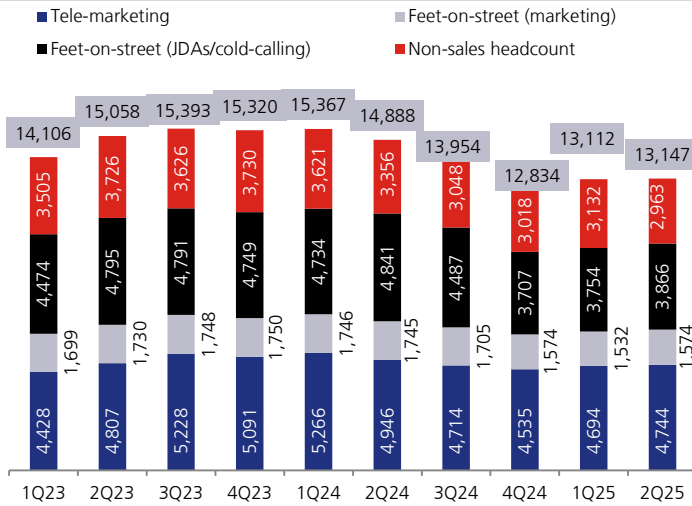
Source: Company, JM Financial

**Exhibit 10. Paid-listings distribution trends – Geography-wise**



Source: Company, JM Financial

**Exhibit 11. Sales headcount increased 0.3% QoQ**



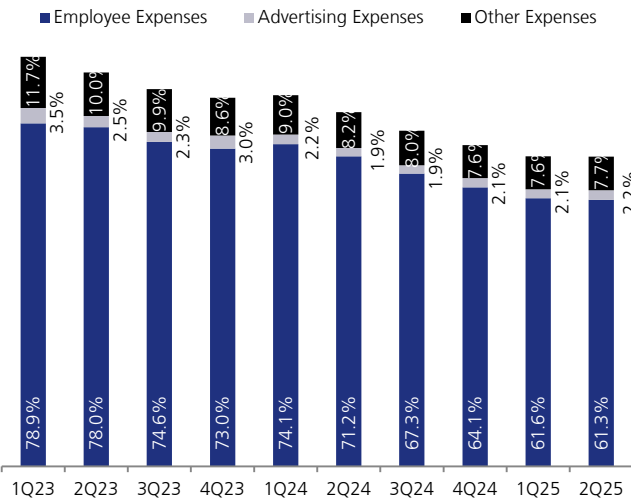
Source: Company, JM Financial

**Exhibit 12. Paid listings per sales employees declined 0.9% QoQ**



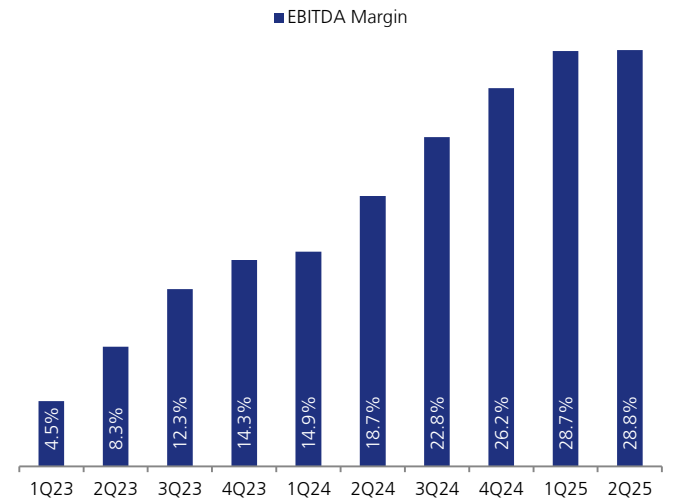
Source: Company, JM Financial

**Exhibit 13. Operating expenses as a % of revenue declined from 81.4% in 2QFY24 to 71.2% in 2QFY25...**



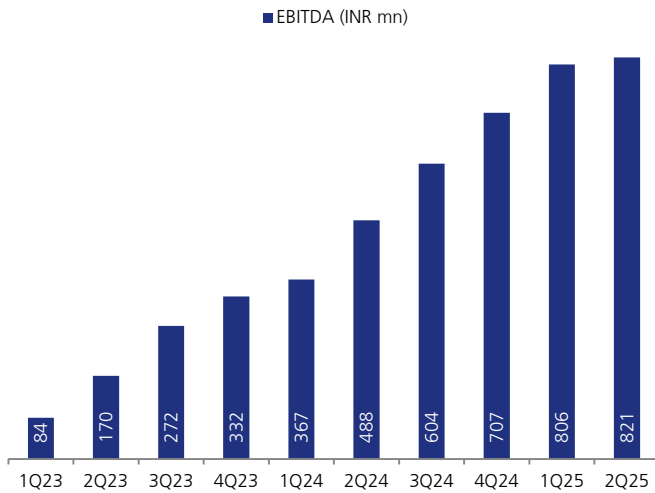
Source: Company, JM Financial estimates

**Exhibit 14. ...due to which EBITDA margin expanded to 28.8% in 2QFY25**



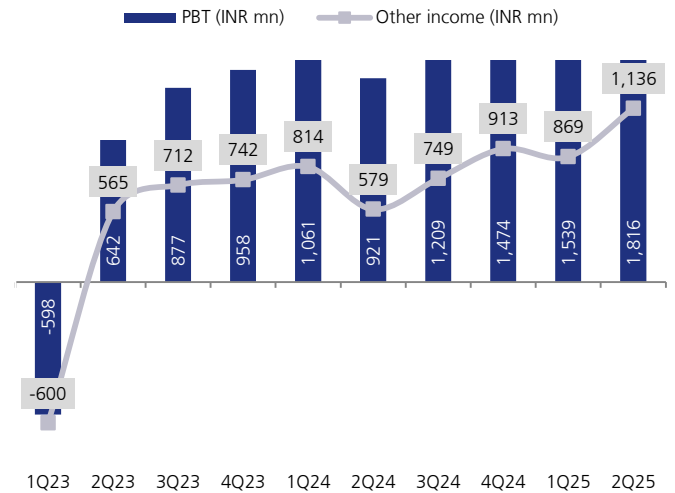
Source: Company, JM Financial

**Exhibit 15. EBITDA in 2Q grew 68.3% YoY (+1.8% QoQ)**



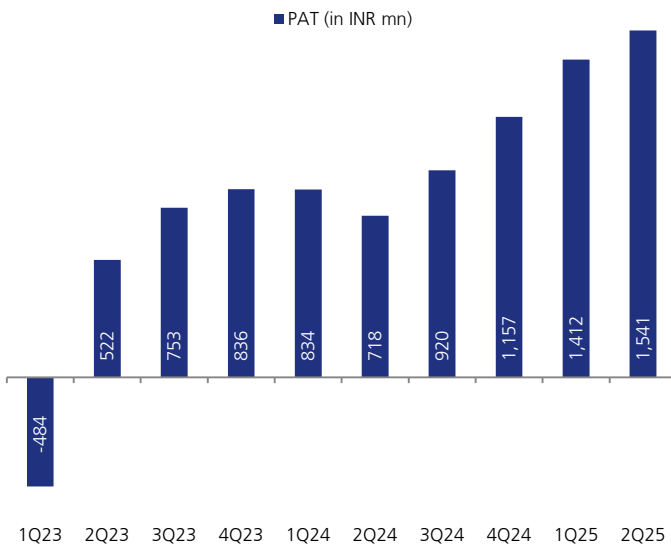
Source: Company, JM Financial

**Exhibit 16. Other income grew 30.8% QoQ to INR 1.1bn**



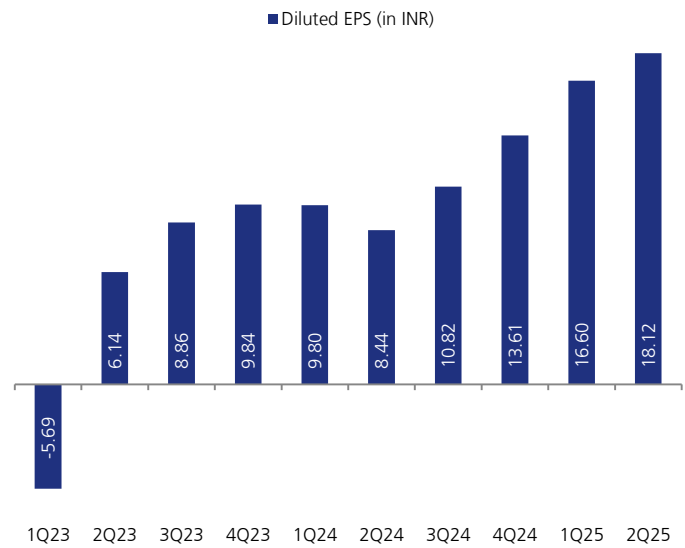
Source: Company, JM Financial

**Exhibit 17. Reported PAT trend**



Source: Company, JM Financial

**Exhibit 18. Diluted EPS trend**



Source: Company, JM Financial

## Maintain BUY; TP raised to INR 1,350

Exhibit 19. What has changed in our forecasts and assumptions?

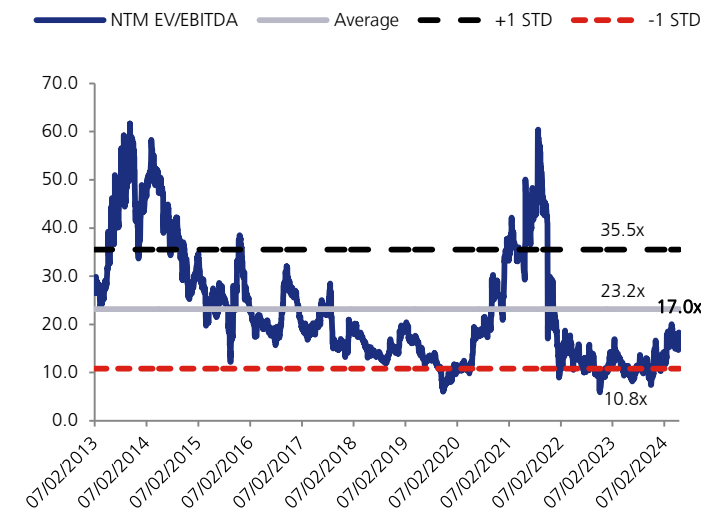
	Old			New			Change		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Consolidated revenue (INR mn)	11,857	13,468	15,251	11,641	13,019	14,538	-1.8%	-3.3%	-4.7%
Revenue growth rate (YoY)	13.7%	13.6%	13.2%	11.6%	11.8%	11.7%	-207bp	-174bp	-157bp
EBITDA margin	3,438	3,952	4,574	3,391	3,945	4,563	-1.3%	-0.2%	-0.3%
EBITDA (INR mn)	29.0%	29.3%	30.0%	29.1%	30.3%	31.4%	14bp	95bp	139bp
EBIT margin	2,963	3,462	4,076	2,923	3,471	4,080	-1.4%	0.3%	0.1%
EBIT (INR mn)	25.0%	25.7%	26.7%	25.1%	26.7%	28.1%	12bp	95bp	134bp
PAT (INR mn)	5,507	5,555	6,365	5,738	5,568	6,367	4.2%	0.2%	0.0%
Diluted EPS (INR)	64.77	65.33	74.86	67.47	65.47	74.88	4.2%	0.2%	0.0%

Source: Company, JM Financial

### Key Risks

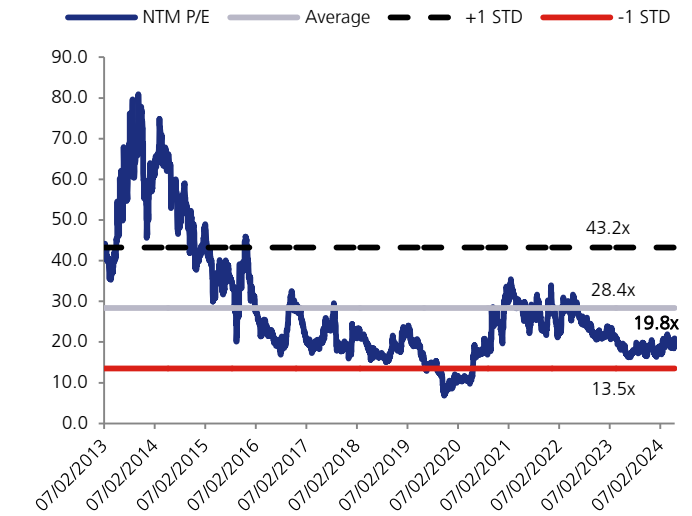
- **Key upside risks to our price target are:** (1) better-than-expected pick-up in the share of paid-listing; (2) higher-than-expected pricing growth in the core search segment; (3) any accretive acquisition not currently priced in.
- **Key downside risks are:** (1) significant market share loss to vertical focused classified players; (2) higher-than-expected pricing erosion due to penetration in Tier 2/3 cities; (3) higher-than-expected advertising spend adversely impacting margin performance. (4) Failure in executing new initiatives.

Exhibit 20. NTM EV/EBITDA Valuation Chart



Source: Bloomberg Consensus, JM Financial

Exhibit 21. NTM P/E Valuation Chart



Source: Bloomberg Consensus, JM Financial

## Financial Tables (Consolidated)

Income Statement		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Net Sales	8,448	10,429	11,641	13,019	14,538	
Sales Growth	30.6%	23.5%	11.6%	11.8%	11.7%	
Other Operating Income	0	0	0	0	0	
<b>Total Revenue</b>	<b>8,448</b>	<b>10,429</b>	<b>11,641</b>	<b>13,019</b>	<b>14,538</b>	
Cost of Goods Sold/Op. Exp	0	0	0	0	0	
Personnel Cost	6,510	7,198	7,086	7,773	8,522	
Other Expenses	1,080	1,066	1,164	1,302	1,454	
<b>EBITDA</b>	<b>857</b>	<b>2,166</b>	<b>3,391</b>	<b>3,945</b>	<b>4,563</b>	
EBITDA Margin	10.2%	20.8%	29.1%	30.3%	31.4%	
EBITDA Growth	0.0%	152.5%	56.6%	16.3%	15.7%	
Depn. & Amort.	322	462	469	473	482	
EBIT	536	1,704	2,923	3,471	4,080	
Other Income	1,343	2,962	3,597	3,489	3,879	
Finance Cost	0	0	0	0	0	
PBT before Excep. & Forex	1,878	4,666	6,520	6,960	7,959	
Excep. & Forex Inc./Loss(-)	0	0	0	0	0	
PBT	1,878	4,666	6,520	6,960	7,959	
Taxes	251	1,036	782	1,392	1,592	
Extraordinary Inc./Loss(-)	0	0	0	0	0	
Assoc. Profit/Min. Int.(-)	0	0	0	0	0	
Reported Net Profit	1,627	3,629	5,738	5,568	6,367	
<b>Adjusted Net Profit</b>	<b>1,627</b>	<b>3,629</b>	<b>5,738</b>	<b>5,568</b>	<b>6,367</b>	
Net Margin	19.3%	34.8%	49.3%	42.8%	43.8%	
Diluted Share Cap. (mn)	85.0	85.1	85.0	85.0	85.0	
<b>Diluted EPS (INR)</b>	<b>19.1</b>	<b>42.7</b>	<b>67.5</b>	<b>65.5</b>	<b>74.9</b>	
Diluted EPS Growth	105.7%	122.8%	58.1%	-3.0%	14.4%	
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

Cash Flow Statement		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Profit before Tax	536	1,704	2,923	3,471	4,080	
Depn. & Amort.	322	462	469	473	482	
Net Interest Exp. / Inc. (-)	0	0	0	0	0	
Inc (-) / Dec in WCap.	1,016	746	-164	314	68	
Others	97	0	1	0	0	
Taxes Paid	-183	-321	-782	-1,392	-1,592	
<b>Operating Cash Flow</b>	<b>1,788</b>	<b>2,591</b>	<b>2,446</b>	<b>2,867</b>	<b>3,039</b>	
Capex	-499	-147	-458	-498	-533	
Free Cash Flow	1,289	2,444	1,988	2,369	2,506	
Inc (-) / Dec in Investments	-1,362	-2,378	0	0	0	
Others	227	227	3,597	3,489	3,879	
<b>Investing Cash Flow</b>	<b>-1,634</b>	<b>-2,298</b>	<b>3,140</b>	<b>2,991</b>	<b>3,346</b>	
Inc / Dec (-) in Capital	8	7	0	0	0	
Dividend + Tax thereon	0	0	0	0	0	
Inc / Dec (-) in Loans	-239	-279	0	0	0	
Others	0	0	0	0	0	
<b>Financing Cash Flow</b>	<b>-231</b>	<b>-272</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>Inc / Dec (-) in Cash</b>	<b>-77</b>	<b>21</b>	<b>5,586</b>	<b>5,858</b>	<b>6,385</b>	
Opening Cash Balance	233	156	177	5,763	11,620	
Closing Cash Balance	156	177	5,763	11,620	18,005	

Source: Company, JM Financial

Balance Sheet		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Shareholders' Fund	36,671	40,235	45,974	51,542	57,909	
Share Capital	843	850	850	850	850	
Reserves & Surplus	35,828	39,385	45,123	50,691	57,059	
Preference Share Capital	0	0	0	0	0	
Minority Interest	0	0	0	0	0	
Total Loans	0	0	0	0	0	
Def. Tax Liab. / Assets (-)	368	1,114	1,114	1,114	1,114	
<b>Total - Equity &amp; Liab.</b>	<b>37,038</b>	<b>41,349</b>	<b>47,088</b>	<b>52,656</b>	<b>59,024</b>	
Net Fixed Assets	1,823	1,466	1,455	1,479	1,530	
Gross Fixed Assets	4,789	4,562	5,020	5,518	6,050	
Intangible Assets	342	279	279	279	279	
Less: Depn. & Amort.	3,308	3,375	3,843	4,317	4,799	
Capital WIP	0	0	0	0	0	
Investments	40,512	46,077	46,077	46,077	46,077	
Current Assets	588	477	6,087	11,948	18,336	
Inventories	0	0	0	0	0	
Sundry Debtors	0	0	0	0	0	
Cash & Bank Balances	156	177	5,763	11,620	18,005	
Loans & Advances	8	3	28	31	35	
Other Current Assets	424	296	296	296	296	
Current Liab. & Prov.	5,885	6,670	6,531	6,848	6,920	
Current Liabilities	153	135	233	260	291	
Provisions & Others	5,732	6,535	6,298	6,588	6,629	
Net Current Assets	-5,297	-6,193	-444	5,100	11,416	
<b>Total - Assets</b>	<b>37,038</b>	<b>41,349</b>	<b>47,088</b>	<b>52,656</b>	<b>59,024</b>	

Source: Company, JM Financial

Dupont Analysis						
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Net Margin	19.3%	34.8%	49.3%	42.8%	43.8%	
Asset Turnover (x)	0.2	0.3	0.3	0.3	0.3	
Leverage Factor (x)	1.0	1.0	1.0	1.0	1.0	
RoE	4.5%	9.4%	13.3%	11.4%	11.6%	

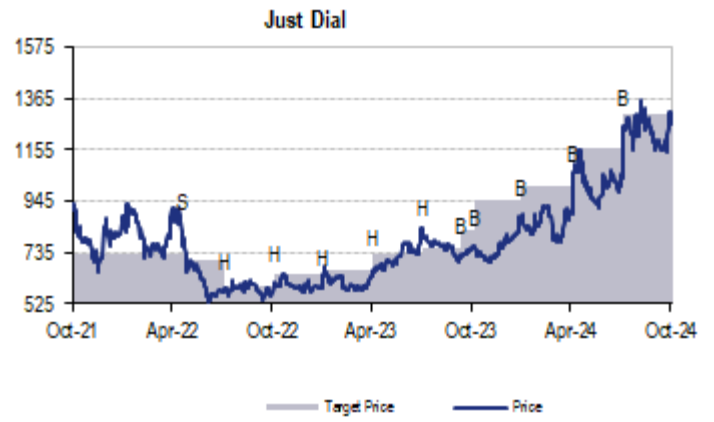
Key Ratios						
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
BV/Share (INR)	435.3	473.5	540.6	606.1	681.0	
ROIC	0.0%	0.0%	0.0%	0.0%	0.0%	
ROE	4.5%	9.4%	13.3%	11.4%	11.6%	
Net Debt/Equity (x)	-1.1	-1.1	-1.1	-1.1	-1.1	
P/E (x)	68.4	30.7	19.4	20.0	17.5	
P/B (x)	3.0	2.8	2.4	2.2	1.9	
EV/EBITDA (x)	82.3	30.0	17.5	13.6	10.3	
EV/Sales (x)	8.4	6.2	5.1	4.1	3.2	
Debtor days	0	0	0	0	0	
Inventory days	0	0	0	0	0	
Creditor days	7	6	10	10	11	

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
2-Nov-20	Buy	680	
1-Feb-21	Buy	700	2.9
18-May-21	Buy	730	4.3
3-May-22	Sell	700	-4.1
18-Jul-22	Hold	600	-14.3
18-Oct-22	Hold	650	8.3
15-Jan-23	Hold	660	1.5
18-Apr-23	Hold	730	10.6
18-Jul-23	Hold	750	2.7
27-Sep-23	Buy	830	10.7
21-Oct-23	Buy	950	14.5
13-Jan-24	Buy	1,010	6.3
18-Apr-24	Buy	1,160	14.9
18-Jul-24	Buy	1,300	12.1

Recommendation History





## APPENDIX I

## JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

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

SEBI Registration Nos.: Stock Broker - INZ000163434, Research Analyst - INH000000610

Registered Office: 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025, India.

Board: +91 22 6630 3030 | Fax: +91 22 6630 3488 | Email: jmfinancial.research@jmfl.com | www.jmfl.com

Compliance Officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1073 | Email: sahil.salastekar@jmfl.com

Grievance officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1073 | Email: instcompliance@jmfl.com

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

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.

**Research Analyst(s) Certification**

The Research Analyst(s), with respect to each issuer and its securities covered by them in this research report, certify that:

All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and

No part of his or her or their compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research report.

**Important Disclosures**

This research report has been prepared by JM Financial Institutional Securities Limited (JM Financial Institutional Securities) to provide information about the company(ies) and sector(s), if any, covered in the report and may be distributed by it and/or its associates solely for the purpose of information of the select recipient of this report. This report and/or any part thereof, may not be duplicated in any form and/or reproduced or redistributed without the prior written consent of JM Financial Institutional Securities. This report has been prepared independent of the companies covered herein.

JM Financial Institutional Securities is registered with the Securities and Exchange Board of India (SEBI) as a Research Analyst and a Stock Broker having trading memberships of the BSE Ltd. (BSE) and National Stock Exchange of India Ltd. (NSE). No material disciplinary action has been taken by SEBI against JM Financial Institutional Securities in the past two financial years which may impact the investment decision making of the investor. Registration granted by SEBI and certification from the National Institute of Securities Market (NISM) in no way guarantee performance of JM Financial Institutional Securities or provide any assurance of returns to investors.

JM Financial Institutional Securities renders stock broking services primarily to institutional investors and provides the research services to its institutional clients/investors. JM Financial Institutional Securities and its associates are part of a multi-service, integrated investment banking, investment management, brokerage and financing group. JM Financial Institutional Securities and/or its associates might have provided or may provide services in respect of managing offerings of securities, corporate finance, investment banking, mergers & acquisitions, broking, financing or any other advisory services to the company(ies) covered herein. JM Financial Institutional Securities and/or its associates might have received during the past twelve months or may receive compensation from the company(ies) mentioned in this report for rendering any of the above services.

JM Financial Institutional Securities and/or its associates, their directors and employees may; (a) from time to time, have a long or short position in, and buy or sell the securities of the company(ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) covered under this report or (c) act as an advisor or lender/borrower to, or may have any financial interest in, such company(ies) or (d) considering the nature of business/activities that JM Financial Institutional Securities is engaged in, it may have potential conflict of interest at the time of publication of this report on the subject company(ies).

Neither JM Financial Institutional Securities nor its associates or the Research Analyst(s) named in this report or his/her relatives individually own one per cent or more securities of the company(ies) covered under this report, at the relevant date as specified in the SEBI (Research Analysts) Regulations, 2014.

The Research Analyst(s) principally responsible for the preparation of this research report and their immediate relatives are prohibited from buying or selling debt or equity securities, including but not limited to any option, right, warrant, future, long or short position issued by company(ies) covered under this report. The Research Analyst(s) principally responsible for the preparation of this research report or their immediate relatives (as defined under SEBI (Research Analysts) Regulations, 2014); (a) do not have any financial interest in the company(ies) covered under this report or (b) did not receive any compensation from the company(ies) covered under this report, or from any third party, in connection with this report or (c) do not have any other material conflict of interest at the time of publication of this report. Research Analyst(s) are not serving as an officer, director or employee of the company(ies) covered under this report.

While reasonable care has been taken in the preparation of this report, it does not purport to be a complete description of the securities, markets or developments referred to herein, and JM Financial Institutional Securities does not warrant its accuracy or completeness. JM Financial Institutional Securities may not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. This report is provided for information only and is not an investment advice and must not alone be taken as the basis for an investment decision.

This research report is based on the fundamental research/analysis conducted by the Research Analyst(s) named herein. Accordingly, this report has been prepared by studying/focusing on the fundamentals of the company(ies) covered in this report and other macro-economic factors. JM Financial Institutional Securities may have also issued or may issue, research reports and/or recommendations based on the technical/quantitative analysis of the company(ies) covered in this report by studying and using charts of the stock's price movement, trading volume and/or other volatility parameters. As a result, the views/recommendations expressed in such technical research reports could be inconsistent or even contrary to the views contained in this report.

The investment discussed or views expressed or recommendations/opinions given herein may not be suitable for all investors. The user assumes the entire risk of any use made of this information. The information contained herein may be changed without notice and JM Financial Institutional Securities reserves the right to make modifications and alterations to this statement as they may deem fit from time to time.

This report is neither an offer nor solicitation of an offer to buy and/or sell any securities mentioned herein and/or not an official confirmation of any transaction.

This report 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 JM Financial Institutional Securities and/or its affiliated company(ies) to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to a certain category of investors. Persons in whose possession this report may come, are required to inform themselves of and to observe such restrictions.

**Additional disclosure only for U.S. persons:** JM Financial Institutional Securities has entered into an agreement with JM Financial Securities, Inc. ("JM Financial Securities"), a U.S. registered broker-dealer and member of the Financial Industry Regulatory Authority ("FINRA") in order to conduct certain business in the United States in reliance on the exemption from U.S. broker-dealer registration provided by Rule 15a-6, promulgated under the U.S. Securities Exchange Act of 1934 (the "Exchange Act"), as amended, and as interpreted by the staff of the U.S. Securities and Exchange Commission ("SEC") (together "Rule 15a-6").

This research report is distributed in the United States by JM Financial Securities in compliance with Rule 15a-6, and as a "third party research report" for purposes of FINRA Rule 2241. In compliance with Rule 15a-6(a)(3) this research report is distributed only to "major U.S. institutional investors" as defined in Rule 15a-6 and is not intended for use by any person or entity that is not a major U.S. institutional investor. If you have received a copy of this research report and are not a major U.S. institutional investor, you are instructed not to read, rely on, or reproduce the contents hereof, and to destroy this research or return it to JM Financial Institutional Securities or to JM Financial Securities.

This research report is a product of JM Financial Institutional Securities, which is the employer of the research analyst(s) solely responsible for its content. The research analyst(s) preparing this research report is/are resident outside the United States and are not associated persons or employees of any U.S. registered broker-dealer. Therefore, the analyst(s) are not subject to supervision by a U.S. broker-dealer, or otherwise required to satisfy the regulatory licensing requirements of FINRA and may not be subject to the Rule 2241 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

Any U.S. person who is recipient of this report that wishes further information regarding, or to effect any transaction in, any of the securities discussed in this report, must contact, and deal directly through a U.S. registered representative affiliated with a broker-dealer registered with the SEC and a member of FINRA. In the U.S., JM Financial Institutional Securities has an affiliate, JM Financial Securities, Inc. located at 1325 Avenue of the Americas, 28th Floor, Office No. 2821, New York, New York 10019. Telephone +1 (332) 900 4958 which is registered with the SEC and is a member of FINRA and SIPC.

**Additional disclosure only for U.K. persons:** Neither JM Financial Institutional Securities nor any of its affiliates is authorised in the United Kingdom (U.K.) by the Financial Conduct Authority. As a result, this report is for distribution only to persons who (i) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the "Financial Promotion Order"), (ii) are persons falling within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc.") of the Financial Promotion Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000) in connection with the matters to which this report relates may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). This report is directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this report relates is available only to relevant persons and will be engaged in only with relevant persons.

**Additional disclosure only for Canadian persons:** This report is not, and under no circumstances is to be construed as, an advertisement or a public offering of the securities described herein in Canada or any province or territory thereof. Under no circumstances is this report to be construed as an offer to sell securities or as a solicitation of an offer to buy securities in any jurisdiction of Canada. Any offer or sale of the securities described herein in Canada will be made only under an exemption from the requirements to file a prospectus with the relevant Canadian securities regulators and only by a dealer properly registered under applicable securities laws or, alternatively, pursuant to an exemption from the registration requirement in the relevant province or territory of Canada in which such offer or sale is made. This report is not, and under no circumstances is it to be construed as, a prospectus or an offering memorandum. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed upon these materials, the information contained herein or the merits of the securities described herein and any representation to the contrary is an offence. If you are located in Canada, this report has been made available to you based on your representation that you are an "accredited investor" as such term is defined in National Instrument 45-106 Prospectus Exemptions and a "permitted client" as such term is defined in National Instrument 31-103 Registration Requirements, Exemptions and Ongoing Registrant Obligations. Under no circumstances is the information contained herein to be construed as investment advice in any province or territory of Canada nor should it be construed as being tailored to the needs of the recipient. Canadian recipients are advised that JM Financial Securities, Inc., JM Financial Institutional Securities Limited, their affiliates and authorized agents are not responsible for, nor do they accept, any liability whatsoever for any direct or consequential loss arising from any use of this research report or the information contained herein.