

**SBI Life achieved good results for H1FY24, with 20.9% YoY APE growth and VNB margins remaining intact at 28.6% (Emkay Est.: 28%; H1FY23: 31%) led to VNB standing at Rs23.6bn (+11.3% YoY)—a minor beat on our estimate. Against the backdrop of increased share of ULIP in the product mix (+6.4ppts YoY) and reduced share of non-par savings (-8.2ppts YoY), this margin softness is on expected lines. A notable feature of SBI Life's playbook is that it continues its superb execution by leveraging on its brand, distribution and cost advantage to sell products that meet customer & channel demand. Management reiterated its guidance to grow the topline to around 20%, whereas VNB margin is expected to remain at 28-30% levels, depending on the product mix. Our FY24-26 estimates remain broadly unchanged and we reiterate our BUY opinion on the stock, with unchanged TP of Rs 1,690/share (implied FY25E P/EV of 2.6x).**

**SBI Life: Financial Snapshot (Standalone)**

Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
GWP	5,87,596	6,73,156	7,79,994	8,89,792	10,12,870
APE	1,43,000	1,68,100	1,94,810	2,19,423	2,46,350
VNB	37,000	50,700	55,526	63,169	71,649
VNB margin (%)	25.9	30.1	28.5	28.8	29.1
APE growth (%)	24.9	17.6	15.9	12.6	12.3
VNB growth (%)	39.1	37.0	9.5	13.8	13.4
Adj. EPS (Rs)	15.1	17.2	20.4	23.3	26.6
EV	3,96,269	4,60,369	5,50,511	6,59,677	7,84,794
EVOP	56,700	90,440	97,142	1,11,166	1,27,118
Op. RoEV (%)	16.4	22.8	21.1	20.2	19.3
EVPS (INR)	396.2	460.1	550.2	659.3	784.3
P/EV (x)	3.3	2.8	2.4	2.0	1.7
P/EVOP (x)	29.8	18.7	17.4	15.2	13.3

Source: Company, Emkay Research

**Delivers double-digit VNB growth; margin compression not surprising**

SBI Life reported a robust 20.9% APE growth to Rs 82.6bn (Emkay: Rs81.1bn) during H1FY24, driven by resilient growth in the ULIP and Protection segments. Despite the higher share of ULIPs, the company reported 28.6% VNB margin during H1FY24—beating our expectation of 28%. The healthy growth in APE and stable VNB margin resulted in VNB growing 11.3% YoY to Rs23.6bn as against our expectation of Rs22.7bn. EV at Rs512.6bn was in line with our estimates, having grown ~11% over FY23. PAT at Rs7.6bn (+19% YoY) stood slightly lower than our estimate of Rs7.8bn during H1FY24. Persistency saw an improvement across cohorts, whereas the commission ratio saw some moderation, given higher sales of ULIP products.

**Execution of profitable growth continues; Guidance reaffirmed**

SBI Life has consistently executed well by leveraging on its core strengths — brand, distribution and cost. Management has always believed in keeping the life insurance proposition simple by selling the products that cater to customer and distributor demand in the prevailing difficult economic environment. ULIP products saw a robust growth during H1FY24 resulting in increased share in the APE product mix at 56% driven by the movement in the equity markets. On the Protection front, credit life continued to do well, whereas the individual protection vertical is expected to pick up pace, with launch of ROP products that are in the pipeline. While ULIPs continue to drive the product mix, Management remains focused on the non-par savings and protection business. Given its strong brand, warhorse distribution network, low-cost advantage and a simple business strategy, Management has reaffirmed ~20% APE growth and ~28-30% VNB margin guidance for FY24.

**We reiterate BUY, with broadly unchanged estimates**

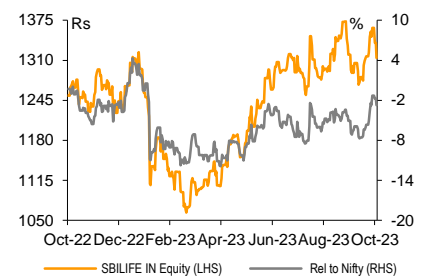
To build-in the Q2FY24 performance, we have marginally tweaked our estimates which leads ~1% increase in FY24-26E APE; however, we keep our VNB margin unchanged. We reiterate our BUY recommendation on the stock, with our target price remaining Rs1,690/share, implying FY25E P/EV of 2.6x.

Target Price – 12M	Sep-24
<b>Change in TP (%)</b>	<b>NA</b>
Current Reco.	BUY
Previous Reco.	BUY
Upside/(Downside) (%)	29.7
CMP (27-Oct-23) (Rs)	1,302.9

Stock Data	Ticker
52-week High (Rs)	1,393
52-week Low (Rs)	1,039
Shares outstanding (mn)	1,001.1
Market-cap (Rs bn)	1,304
Market-cap (USD mn)	15,668
Net-debt, FY24E (Rs mn)	0
ADTV-3M (mn shares)	1
ADTV-3M (Rs mn)	1,410.4
ADTV-3M (USD mn)	16.9
Free float (%)	-
Nifty-50	19,047
INR/USD	83.2
<b>Shareholding, Sep-23</b>	
Promoters (%)	55.4
FPIs/MFs (%)	26.2/14.3

**Price Performance**

(%)	1M	3M	12M
Absolute	0.1	0.5	4.0
Rel. to Nifty	3.7	3.7	(3.2)

**1-Year share price trend (Rs)****Avinash Singh**

avinash.singh@emkayglobal.com  
+91 22 6612 1327

**Mahek Shah**

mahek.shah@emkayglobal.com  
+91 22 6612 1218

## Exhibit 1: H1/Q2FY24 Financial Performance

(Rs bn)	H1FY24	H1FY23	% YoY	H1FY24E	% Var	Q2FY24	Q2FY23	% YoY	Q2FY24E	% Var
Annualized Premium Equivalent (APE)	82.6	68.3	20.9	81.1	1.9	52.3	39.3	33.08	50.8	3.02
--o/w Savings	69.0	58.6	17.7	-	-	43.8	33.5	30.75	-	-
--o/w Protection	10.7	7.7	39.0	-	-	7.0	4.5	55.56	-	-
Protection APE (% of total APE)	13.0	11.3	1.7ppts	-	-	13.38	11.45	1.9ppts	-	-
Value of New Business	23.6	21.2	11.3	22.7	4.0	14.9	12.4	20.05	14.0	6.45
New Business Margin (%)	28.6	31.0	-2.5ppts	28.0	0.6ppts	28.4	31.5	-3.1ppts	27.5	0.9ppts
Embedded Value	512.6	424.1	20.9	512.0	0.1	-	-	-	-	-
Individual New Business WRP	70.6	60.5	16.7	-	-	43.9	34.7	26.51	-	-
Total New Business Premium	162.6	130.9	24.2	-	-	62.8	75.0	(16.28)	-	-
Renewal premium	174.7	148.8	17.4	-	-	139.0	91.2	52.34	-	-
Gross written premium	337.3	279.7	20.6	-	-	201.8	166.2	21.39	-	-
PAT	7.6	6.4	19.0	7.8	-2.4	3.8	3.8	0.92	4.0	(4.76)
AUM	3,452	2,826	22.1	3,408	1.3	-	-	-	-	-
SH Equity	139.7	122.2	14.3	-	-	-	-	-	-	-
13th month persistency (%)	85.4	85.2	0.2ppts	-	-	-	-	-	-	-
49th month persistency (%)	71.2	70.3	0.9ppts	-	-	-	-	-	-	-
61st month persistency (%)	57.5	52.5	5.1ppts	-	-	-	-	-	-	-
Solvency ratio (%)	212.0	219.0	-7ppts	-	-	-	-	-	-	-

Source: Company, Emkay Research

## Exhibit 2: Appraisal methodology-based valuation for SBI Life

Parameter (Rs bn)	Value
FY24E-39E APE CAGR	9.2%
FY24E-39E VNB CAGR	9.1%
Terminal growth rate	5.0%
Cost of Equity	13.5%
FY24 EV	551
Present value of future new business	1,032
Appraisal value – Mar-24E	1,587
Share count (mn)	1,001
Appraisal value per share (Rs) – Mar-24	1,585
<b>Target Price (Rs/share) – Sep-24E</b>	<b>1,690</b>

Source: Company, Emkay Research

## Exhibit 3: Implied valuation multiples for SBI Life

Appraisal value multiple on FY25 estimates	Rs1,690
P/EV	2.6x
RoEV (%)	20.2
P/EVOP	14.3x
Implied FY25E VNB multiple	18.1x
Current price multiple on FY25 estimates	Rs1,303
P/EV	2x
RoEV (%)	20.2
P/EVOP	11x
Implied FY25E VNB multiple	11.9x

Source: Company, Emkay Research

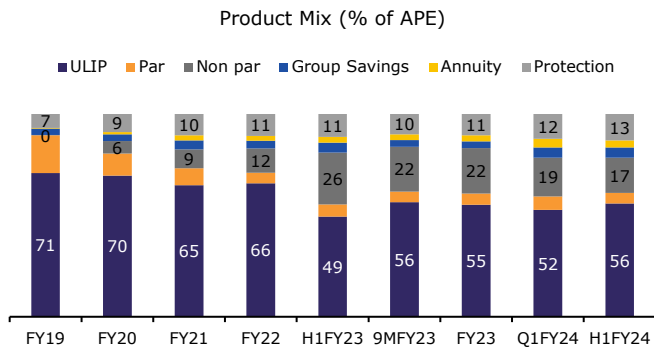
## Exhibit 4: Changes in Estimates

(Rs bn)	FY24E			FY25E			FY26E		
	Old	Revised	% Change	Old	Revised	% Change	Old	Revised	% Change
APE	194.0	194.8	0.4	217.7	219.4	0.8	244.4	246.4	0.8
VNB	55.2	55.5	0.5	62.6	63.2	0.9	71.1	71.6	0.8
VNB margin (%)	28.5	28.5	0	28.8	28.8	0	29.1	29.1	0
EVOP	96.9	97.1	0.3	110.6	111.2	0.5	126.5	127.1	0.5
EV	550.2	550.5	0.1	658.8	659.7	0.1	783.3	784.8	0.2
PAT	20.4	20.4	0.1	23.3	23.3	0.1	26.6	26.7	0.2

Source: Company, Emkay Research

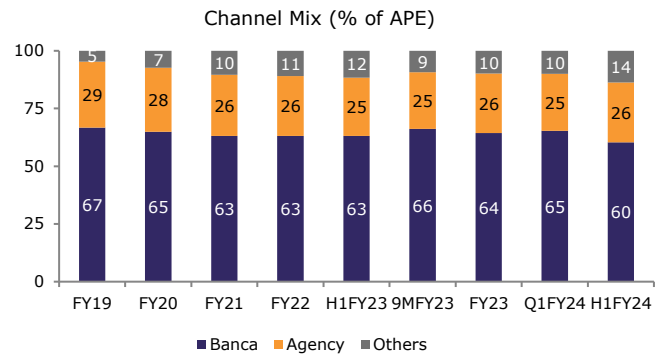
# Story in Charts

**Exhibit 5: ULIP continues to dominate the APE product mix at 56%**



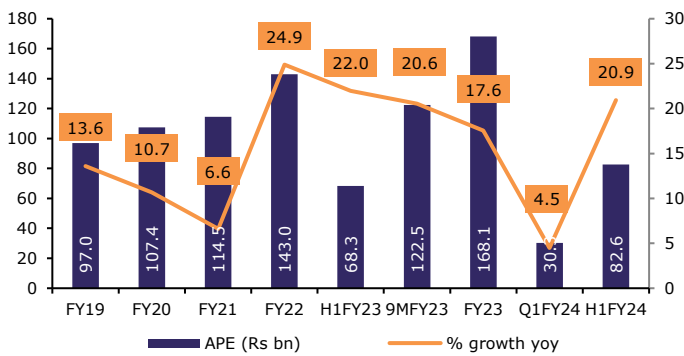
Source: Company, Emkay Research

**Exhibit 6: Banca channel share moderates to 60% during H1FY24**



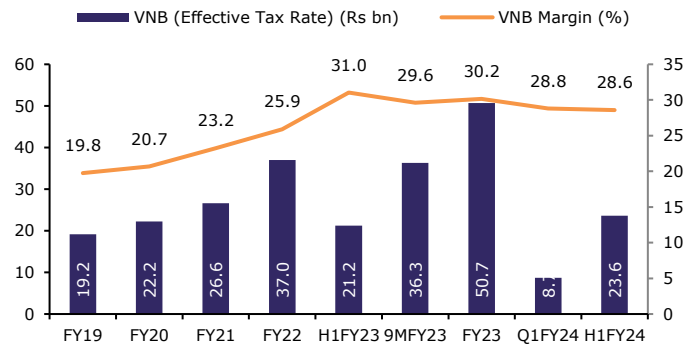
Source: Company, Emkay Research

**Exhibit 7: SBI Life delivers 20.9% APE growth during H1FY24**



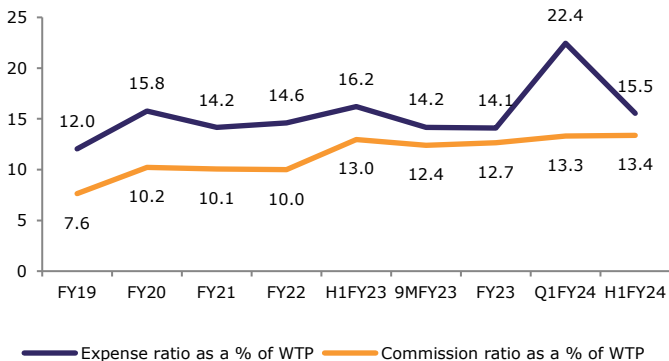
Source: Company, Emkay Research

**Exhibit 8: Despite higher share of ULIP, VNB margin stood at 28.6%**



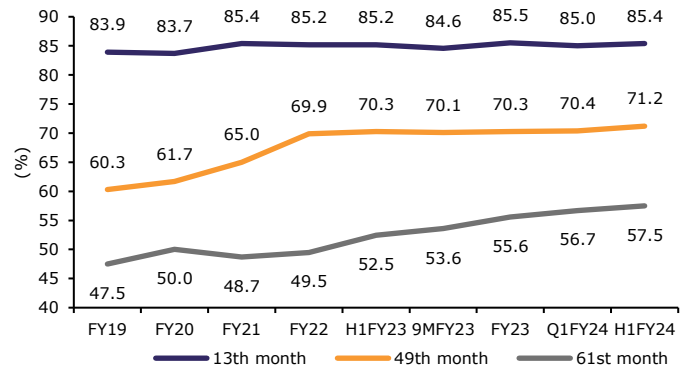
Source: Company, Emkay Research

**Exhibit 9: Expense ratio moderates sequentially to 15.5% during H1FY24**



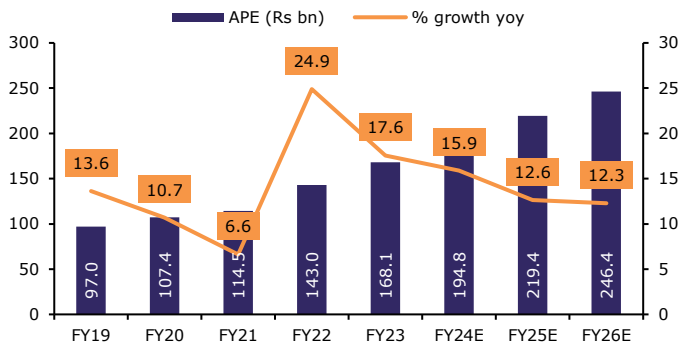
Source: Company, Emkay Research

**Exhibit 10: 61st-month Persistency improves to 57.5% during H1FY24**



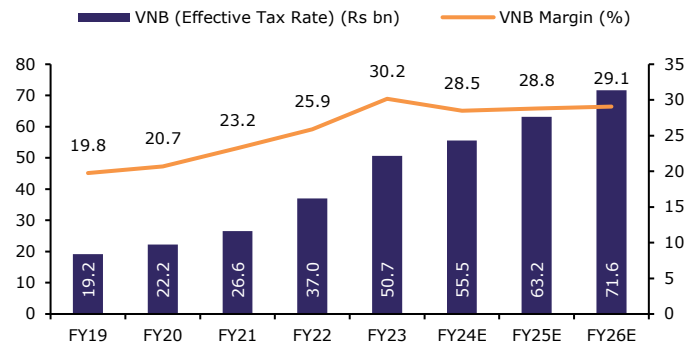
Source: Company, Emkay Research

**Exhibit 11: APE expected to grow 15.9% during FY24E**



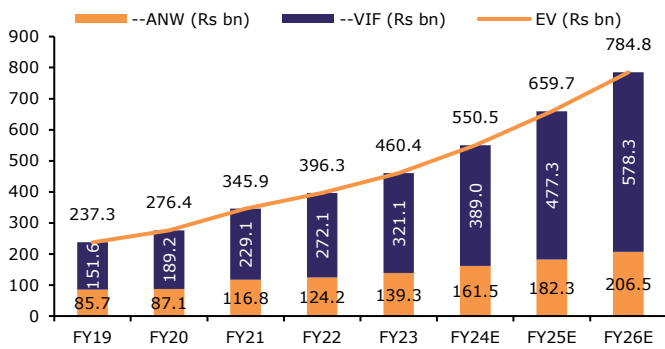
Source: Company, Emkay Research

**Exhibit 12: VNB margin likely to remain in the 28-30% range**



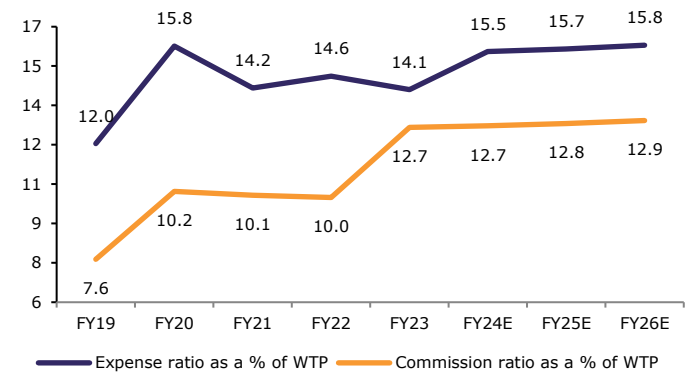
Source: Company, Emkay Research

**Exhibit 13: SBI Life expected to deliver EV of Rs785bn by FY26E**



Source: Company, Emkay Research

**Exhibit 14: Operating expenses likely to rise in FY24E**



Source: Company, Emkay Research

## Earnings Conference Call Highlights

- The company maintains its strategy of strengthening its market position and staying invested in capacity building for supporting long-term growth.
- During H1FY24, 948,000 new policies in total were issued, and SBI Life maintained private market share in the number of policies, confirming its focus on increasing penetration.
- On the distribution front, SBI Life has more than 59,000 CIFs and the number of Agents stood at 236,978 during H1FY24, having grown 33% over the previous year. During H1FY24, the company added over 28,204 agents, on net, to its distribution network.
- The shift in VNB margin on a YoY basis was majorly due to the increase in share of the ULIP business. Given that the share of Non-par products has reduced, the impact on margins has not been too significant, as it was offset by product-level margin improvements.
- Management said that the company should deliver ~20% growth in APE. Growth in the number of policies is lower due to increase in the ticket size, which is driven by sale of higher ticket-size ULIP products.
- ULIP persistency in the Agency channel is better than the persistency in the Banca channel, with focus still on maintaining a balance in the distribution mix.
- SBI Life's agency persistency is one of the best in the industry; Management mentioned that the persistency has been improving across cohorts. Going forward, the agency channel will further penetrate in Tier 2-3 markets.
- While the company is working on the intended ratio of 55:45 mix of ULIPs and Non ULIPs, its focus also remains on the other non ULIP products.
- The New Business in ULIP products is balanced, in terms of Debt and Equity schemes; hence, Management does not see any major challenges in selling the ULIP products, despite the volatility in equity markets.
- Management said that there has been no change in the commission rate and that the rates remain consistent across all channels.
- Management also stated that almost all branches of SBI are authorized to sell SBI Life products, however the share of active branches stands at 55-65%.
- ROP products constituted 85% of the Individual Protection product mix.
- The company is working on launching various Non-Par Savings products, Return of Premium Protection products as well as Deferred Annuity products during the second half of the fiscal.
- Commissions, as a % of GWP, have diminished due to increase in ULIP products and a decrease in Non-Par savings products.
- Management mentioned that with the number of agents inching upward, productivity of agents has also improved. Management is focusing on branch activation and increasing the presence of SBI Life branches across regions, in order to provide assistance to the agents.
- Given the launch of new products in the Individual protection segment during H2FY24, the Retail protection segment should do well.
- Margins are expected to remain in the 28-30% range, depending on the product mix. Focus stays on increasing the number of policies in Protection.
- Other channels include the digital channel, which has gained presence to some extent. Management continues to focus on the digital channel keeping the future in mind and in order to look for new partnerships with other banks and NBFCs.
- Surrender ratio has been increasing due to market movements, as customers target booking MTM gains.
- SBI Life has been offering sustainable IRRs on Non Par savings products. The company has revised down its IRRs on Non-Par Guaranteed products by 10-15bps.

## SBI Life: Standalone Financials and Valuations

Profit & Loss					
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
Gross premium	5,87,596	6,73,156	7,79,994	8,89,792	10,12,870
Net premium	5,84,323	6,65,810	7,72,194	8,80,894	10,02,742
Investment income	2,35,680	1,32,601	2,55,432	3,04,553	3,60,642
Other income	10,270	17,573	12,452	8,867	6,358
<b>Total revenue</b>	<b>8,30,272</b>	<b>8,15,985</b>	<b>10,40,078</b>	<b>11,94,313</b>	<b>13,69,741</b>
Commission expense	21,583	30,625	35,518	40,518	46,122
Operating expense	29,745	34,095	43,403	49,513	56,362
Benefits paid (net)	3,12,381	3,02,875	3,44,170	4,04,986	4,72,788
Change in reserves	4,37,619	4,10,031	5,82,743	6,65,571	7,59,814
<b>Total expenses</b>	<b>8,11,434</b>	<b>7,87,422</b>	<b>10,17,048</b>	<b>11,73,380</b>	<b>13,49,648</b>
<b>Surplus/Deficit</b>	<b>18,838</b>	<b>28,562</b>	<b>23,030</b>	<b>20,934</b>	<b>20,094</b>
Trf from policyholders' acct	17,324	27,072	22,030	19,934	19,093
Shareholders' results	(1,717)	(9,487)	(872)	4,248	8,537
<b>PBT</b>	<b>15,607</b>	<b>17,584</b>	<b>21,158</b>	<b>24,182</b>	<b>27,630</b>
Tax expense	548	379	741	846	967
<b>Reported PAT</b>	<b>15,060</b>	<b>17,206</b>	<b>20,417</b>	<b>23,335</b>	<b>26,663</b>
PAT growth (%)	3.4	14.2	18.7	14.3	14.3
<b>Adjusted PAT</b>	<b>15,060</b>	<b>17,206</b>	<b>20,417</b>	<b>23,335</b>	<b>26,663</b>
<b>Diluted EPS (Rs)</b>	<b>15.1</b>	<b>17.2</b>	<b>20.4</b>	<b>23.3</b>	<b>26.6</b>
Diluted EPS growth (%)	3.4	14.2	18.7	14.3	14.3
<b>DPS (Rs)</b>	<b>2.0</b>	<b>2.5</b>	<b>2.5</b>	<b>2.5</b>	<b>2.5</b>
<b>Dividend payout (%)</b>	<b>13.3</b>	<b>14.5</b>	<b>12.3</b>	<b>10.7</b>	<b>9.4</b>
Effective tax rate (%)	4	2	4	4	4
Shares outstanding (mn)	1,000	1,001	1,001	1,001	1,001

Source: Company, Emkay Research

Miscellaneous Metrics					
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
APE	1,43,000	1,68,100	1,94,810	2,19,423	2,46,350
VNB	37,000	50,700	55,526	63,169	71,649
<b>VNB margin (%)</b>	<b>25.9</b>	<b>30.1</b>	<b>28.5</b>	<b>28.8</b>	<b>29.1</b>
APE growth (%)	24.9	17.6	15.9	12.6	12.3
VNB growth (%)	39.1	37.0	9.5	13.8	13.4
<b>Operating ratios (%)</b>					
NB commission/APE	8.6	12.0	NA	NA	NA
Commissions/TWRP	4.5	5.6	5.7	5.7	5.7
Total exp ratio/TWRP	6.3	6.3	6.9	6.9	7.0
Conservation ratio	83.3	81.6	81.6	81.6	81.6
Solvency ratio	205.0	215.0	NA	NA	NA
RoE	15.2	13.7	14.0	14.7	14.8
<b>Historical metrics</b>					
<b>APE mix (%)</b>	<b>FY22</b>	<b>FY23</b>	<b>FY24E</b>	<b>FY25E</b>	<b>FY26E</b>
A. Retail protection	6.4	5.8	NA	NA	NA
B. Group protection	3.1	3.6	NA	NA	NA
C. Savings - individual	0.0	0.0	NA	NA	NA
Par	5.2	5.7	NA	NA	NA
Non-Par	12.0	22.3	NA	NA	NA
ULIP	65.8	55.3	NA	NA	NA
D. Group Savings	3.8	3.3	NA	NA	NA
<b>Persistency ratios (%)</b>					
13th Month	85.2	85.5	NA	NA	NA
49th Month	69.9	70.3	NA	NA	NA

Source: Company, Emkay Research

Balance Sheet					
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
Share capital	10,004	10,009	10,009	10,009	10,009
Reserves & surplus	1,04,181	1,19,237	1,36,559	1,57,392	1,81,553
<b>Net worth</b>	<b>1,16,223</b>	<b>1,30,175</b>	<b>1,47,497</b>	<b>1,68,331</b>	<b>1,92,491</b>
Borrowings	0	0	0	0	0
Policy liabilities	10,97,590	13,01,319	15,59,168	18,52,600	21,86,336
Prov for linked liab.	13,44,530	15,35,926	18,60,975	22,48,661	26,90,953
FFA	9,936	11,427	13,713	16,455	19,747
Current liabilities & prov	51,298	50,996	61,907	74,130	87,889
<b>Total liabilities &amp; equity</b>	<b>26,82,072</b>	<b>30,95,866</b>	<b>36,98,216</b>	<b>43,87,364</b>	<b>51,74,629</b>
Shareholders' investment	1,00,758	1,12,087	1,27,003	1,44,941	1,65,744
Policyholders' investment	11,21,307	12,98,702	15,54,878	18,47,465	21,81,481
Assets to cover linked liab.	14,26,253	16,32,555	19,54,585	23,22,386	27,42,267
Current assets	76,157	94,413	1,12,782	1,33,799	1,57,808
<b>Total assets</b>	<b>26,82,072</b>	<b>30,95,866</b>	<b>36,98,216</b>	<b>43,87,364</b>	<b>51,74,629</b>
BV/share (INR)	116.2	130.1	147.4	168.2	192.3
EV/share (INR)	396.2	460.1	550.2	659.3	784.3
EVOP/share (INR)	56.7	90.4	97.1	111.1	127.0
<b>Embedded value</b>	<b>3,96,269</b>	<b>4,60,369</b>	<b>5,50,511</b>	<b>6,59,677</b>	<b>7,84,794</b>
ANW	1,24,192	1,39,253	1,61,497	1,82,331	2,06,491
VIF	2,72,077	3,21,116	3,89,013	4,77,346	5,78,303
VIF share in EV (%)	68.7	69.8	70.7	72.4	73.7
Total AUM	26,73,177	30,86,761	36,87,341	43,74,461	51,59,412
Investment yield (%)	10.2	4.9	8.0	8.0	8.0
Yield on PH funds (%)	10.1	4.8	7.9	7.9	7.9
Yield on SH funds (%)	10.5	7.5	9.4	9.4	9.4

Source: Company, Emkay Research

Valuation & key ratios					
Y/E Mar (Rs mn)	FY22	FY23	FY24E	FY25E	FY26E
P/E (x)	86.5	75.8	63.9	55.9	48.9
P/B (x)	11.2	10.0	8.8	7.7	6.8
P/EV (x)	3.3	2.8	2.4	2.0	1.7
P/EVOP (x)	29.8	18.7	17.4	15.2	13.3
Implied P/VNB (x)	25.9	17.9	15.2	11.9	9.0
Dividend yield (%)	0.2	0.2	0.2	0.2	0.2
<b>EV account and RoEV</b>					
<b>Opening EV</b>	<b>3,46,069</b>	<b>3,96,269</b>	<b>4,60,369</b>	<b>5,50,511</b>	<b>6,59,677</b>
Premium unwind	27,300	34,100	39,616	45,997	53,469
VNB	37,000	50,700	55,526	63,169	71,649
Operating variance	(7,700)	5,640	2,000	2,000	2,000
<b>EVOP</b>	<b>56,700</b>	<b>90,440</b>	<b>97,142</b>	<b>1,11,166</b>	<b>1,27,118</b>
Investment variance	(4,500)	(24,240)	(5,000)	0	0
Capital movement	(2,000)	(2,100)	(2,000)	(2,000)	(2,000)
<b>Closing EV</b>	<b>3,96,269</b>	<b>4,60,369</b>	<b>5,50,511</b>	<b>6,59,677</b>	<b>7,84,794</b>
Change in EV	50,200	64,100	90,142	1,09,166	1,25,118
RoEV (%)	15.6	16.7	20.0	20.2	19.3
Operating RoEV (%)	16.4	22.8	21.1	20.2	19.3
EVOP growth (%)	12.9	59.5	7.4	14.4	14.3
<b>EV growth (%)</b>	<b>14.6</b>	<b>16.2</b>	<b>19.6</b>	<b>19.8</b>	<b>19.0</b>
<b>Core operating RoEV (%)</b>	<b>16.4</b>	<b>22.8</b>	<b>21.1</b>	<b>20.2</b>	<b>19.3</b>
Unwind rate (%)	7.9	8.6	8.6	8.4	8.1
VNB-to-opening EV (%)	10.7	12.8	12.1	11.5	10.9

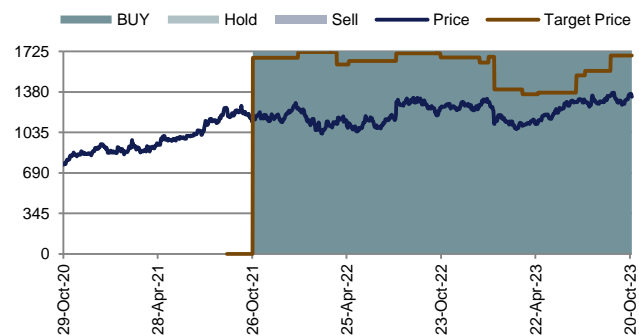
Source: Company, Emkay Research

## RECOMMENDATION HISTORY - DETAILS

Date	CMP (INR)	TP (INR)	Rating	Analyst
09-Oct-23	1,277	1,690	Buy	Avinash Singh
04-Oct-23	1,271	1,690	Buy	Avinash Singh
13-Sep-23	1,346	1,690	Buy	Avinash Singh
08-Sep-23	1,341	1,560	Buy	Avinash Singh
21-Aug-23	1,279	1,560	Buy	Avinash Singh
09-Aug-23	1,349	1,560	Buy	Avinash Singh
26-Jul-23	1,293	1,560	Buy	Avinash Singh
09-Jul-23	1,294	1,520	Buy	Avinash Singh
10-Jun-23	1,232	1,375	Buy	Avinash Singh
01-Jun-23	1,208	1,375	Buy	Avinash Singh
16-May-23	1,181	1,375	Buy	Avinash Singh
27-Apr-23	1,137	1,375	Buy	Avinash Singh
21-Apr-23	1,107	1,360	Buy	Avinash Singh
03-Apr-23	1,104	1,360	Buy	Avinash Singh
28-Mar-23	1,091	1,360	Buy	Avinash Singh
09-Mar-23	1,097	1,400	Buy	Avinash Singh
07-Feb-23	1,132	1,400	Buy	Avinash Singh
06-Feb-23	1,138	1,400	Buy	Avinash Singh
02-Feb-23	1,108	1,400	Buy	Avinash Singh
22-Jan-23	1,296	1,680	Buy	Avinash Singh
10-Jan-23	1,303	1,630	Buy	Avinash Singh
05-Jan-23	1,268	1,630	Buy	Avinash Singh
03-Jan-23	1,268	1,675	Buy	Avinash Singh
08-Dec-22	1,267	1,675	Buy	Avinash Singh
08-Nov-22	1,279	1,675	Buy	Avinash Singh
22-Oct-22	1,246	1,675	Buy	Avinash Singh
10-Oct-22	1,239	1,710	Buy	Avinash Singh
29-Sep-22	1,240	1,710	Buy	Avinash Singh
07-Sep-22	1,332	1,710	Buy	Avinash Singh
05-Sep-22	1,293	1,710	Buy	Avinash Singh
24-Aug-22	1,288	1,710	Buy	Avinash Singh
08-Aug-22	1,270	1,710	Buy	Avinash Singh
29-Jul-22	1,294	1,710	Buy	Avinash Singh
08-Jun-22	1,136	1,645	Buy	Avinash Singh
17-May-22	1,070	1,645	Buy	Avinash Singh
12-May-22	1,061	1,645	Buy	Avinash Singh
09-May-22	1,064	1,645	Buy	Avinash Singh
06-May-22	1,059	1,645	Buy	Avinash Singh
29-Apr-22	1,106	1,645	Buy	Avinash Singh
19-Apr-22	1,125	1,615	Buy	Avinash Singh
06-Apr-22	1,107	1,615	Buy	Avinash Singh
08-Feb-22	1,131	1,720	Buy	Avinash Singh
22-Jan-22	1,241	1,720	Buy	Avinash Singh
18-Jan-22	1,266	1,670	Buy	Avinash Singh
07-Dec-21	1,159	1,670	Buy	Avinash Singh
09-Nov-21	1,207	1,670	Buy	Avinash Singh
27-Oct-21	1,186	1,670	Buy	Avinash Singh
07-Sep-21	1,239	-	UR	Avinash Singh

Source: Company, Emkay Research

## RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

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

Emkay Global Financial Services Limited (CIN-L67120MH1995PLC084899) and its affiliates are a full-service, brokerage, investment banking, investment management and financing group. Emkay Global Financial Services Limited (EGFSL) along with its affiliates are participants in virtually all securities trading markets in India. EGFSL was established in 1995 and is one of India's leading brokerage and distribution house. EGFSL is a corporate trading member of BSE Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX), Multi Commodity Exchange of India Ltd (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) (hereinafter referred to be as "Stock Exchange(s)"). EGFSL along with its [affiliates] offers the most comprehensive avenues for investments and is engaged in the businesses including stock broking (Institutional and retail), merchant banking, commodity broking, depository participant, portfolio management and services rendered in connection with distribution of primary market issues and financial products like mutual funds, fixed deposits. Details of associates are available on our website i.e. [www.emkayglobal.com](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 October 29, 2023
- 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 October 29, 2023
- 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 October 29, 2023
- 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>	Over 15%
<b>HOLD</b>	Between -5% to 15%
<b>SELL</b>	Below -5%

**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.