

August 01, 2024

RESULT REPORT Q1 FY25 | Sector: Consumer Durables

# Whirlpool of India Ltd

## Management initiatives to result in continued market share gain; downgrade to NEUTRAL

### Result Synopsis

Whirlpool's consolidated revenue came 7% above estimates. Revenue grew 22.5% yoy. WHIRL strong revenue growth was aided by partly strong industry growth for the summer products like refrigerator and air-conditioners and partly by market share gains in both the key categories of refrigerators and washers. WHIRL's market share has significantly grown as compared to previous year. Gross margin has improved ~153bps yoy, however in sequential basis it has contracted by 354bps largely on account of product mix for the quarter. EBITDA margins at 8.4% is on the improving trajectory. The company will continue to focus of improving its market share profitability. Management has highlighted series of actions like 1) Product innovation even at the entry level; 2) Launching new innovative/differentiated products; 3) Increasing confidence with respect to quality by providing enhanced warranty; 4) Increasing retail executive across the counters and 5) Pricing the product right. All these actions will enable the company to increase the market share and grow profitability. We believe series of steps taken by the company has been working well resulting in market share gains without compromising on the profitability. Further, management will continue to focus on execution and increasing the revenue share of the premium products which will keep the profitability intact and further enhance the markets share as it has lower share on the premium side. We continue to believe WHIRL's initiatives, launching of innovative products at the entry level and focus on execution has started to pay dividends and will further enable it to further climb up the ladder on the market share and maintain balance between market share and profitability. We now estimate FY24-26 Revenue/EBITDA/PAT CAGR of 16%/43%/62%. We now value the stock at 50x vs 45x as company initiatives has started to result in market share gains. We however have Neutral stance on the stock as upside is limited and it has given ~80% returns since we became positive on the company.

### Result Highlights

- Quarter summary** – WHIRL revenue growth has aided by strong industry growth for the refrigerators and market share gains across its key category of washers and refrigerators.
- Margins** – Gross margins have expanded ~153bps on yoy basis while change in mix has resulted in sequential contraction of 354bps. EBITDA margin has expanded by 240bps on cost reduction initiatives.
- New product launches** - WHIRL have been launching new innovative/differentiated products at the entry level as well and would be launching the products with keeping innovation as the key focus.
- Market share** – Company has now started to gain market share from past two quarters. In Q1FY25 company has witnessed triple digit market share gains.

### Exhibit 1: Actual vs estimates

Rs mn	Actual	Estimate		% Variation		Remarks
		YES Sec	Consensus	YES Sec	Consensus	
Sales	24,969	23,344	23,060	7.0	8.3	
EBITDA	2,109	2,532	1,920	-16.7	9.8	
EBITDA Margin (%)	8.4	10.8	8.3	-240 bps	10 bps	Market share gains resulted revenue beating estimates
Adjusted PAT	1,452	1,647	1,150	-11.9	26.3	

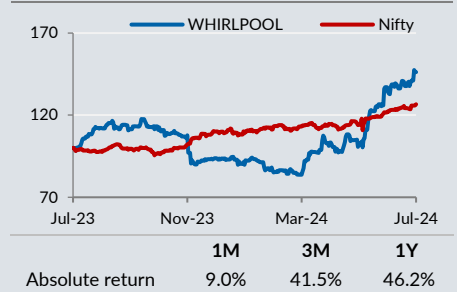
Source: Company, YES Sec

Reco	: NEUTRAL
CMP	: Rs 2,133
Target Price	: Rs 2,332
Potential Return	: +9.1%

### Stock data (as on Aug 01, 2024)

Nifty	25011
52 Week h/l (Rs)	2200/1186
Market cap (Rs/USD mn)	270637/3233
Outstanding Shares (mn)	127
6m Avg t/o (Rs mn):	381
Div yield (%):	0.2
Bloomberg code:	WHIRL IN
NSE code:	WHIRLPOOL

### Stock performance



### Shareholding pattern (As of Mar'24 end)

Promoter	51.0%
FII+DII	40.3%
Others	8.8%

### Δ in stance

(1-Yr)	New	Old
Rating	NEUTRAL	BUY
Target Price	2,332	1,914

### Δ in earnings estimates

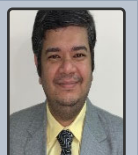
	FY25e	FY26e
EPS (New)	36.3	46.6
EPS (Old)	35.2	42.5
% change	3.1%	9.6%

### Financial Summary

(Rs mn)	FY24	FY25E	FY26E
Revenue	68,298	82,862	91,313
YoY Growth	2.4%	21.3%	10.2%
EBIDTA	4,030	6,629	8,218
YoY Growth	8.8	64.5	24.0
PAT	2,432	4,611	5,917
YoY Growth	8.6%	89.6%	28.3%
ROE	6.7	12.0	14.0
EPS	20.7	36.3	46.6
P/E	103.4	58.8	45.8
BV	290.7	316.8	350.2
EV/EBITDA	61.7	36.9	29.2

**AAKASH FADIA**  
Analyst

aakash.fadia@ysil.in



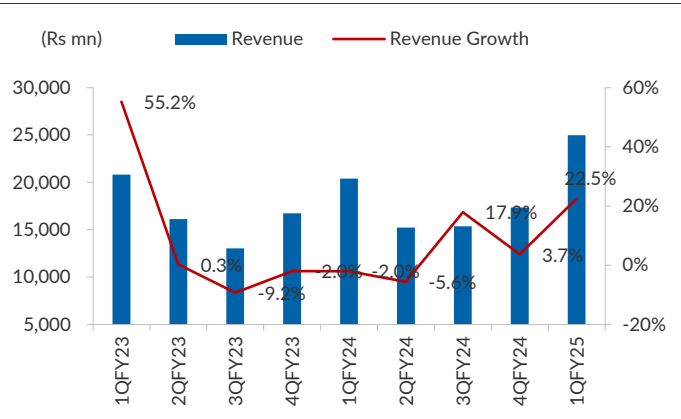
## Exhibit 2: Quarterly snapshot (Consolidated)

Particulars (Rs mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	y/y %	q/q %	FY24	FY23	y/y %
Sales	20,386	15,216	15,357	17,340	24,969	22.5	44.0	68,298	66,677	2.4
EBITDA	1234	732	627	1437	2109	71.0	46.8	4,030	3,703	8.8
EBITDA Margin %	6.1	4.8	4.1	8.3	8.4			5.9	5.6	
Depreciation	522	492	475	615	562	7.7	(8.7)	2,103	1,854	13.4
EBIT	712	240	153	822	1547	117.3	88.2	1,927	1,849	4.2
EBIT Margin %	3.5	1.6	1.0	4.7	6.2			2.8	2.8	
Interest charges	75	56	85	86	102	36.0	18.4	302	150	101.4
Other Income	349	339	355	595	514	47.3	(13.7)	1,638	1,273	28.7
PBT	986	523	423	1331	1959	98.7	47.2	3,262	2,972	9.8
Tax	219	141	123	348	507	131.7	45.7	830	732	13.4
Effective Tax Rate (%)	22.2	26.9	29.2	26.1	25.9			25.5	24.6	
PAT	767	382	299	984	1452	89.3	47.7	2,432	2,240	8.6
PAT Margin %	3.8	2.5	1.9	5.7	5.8			3.6	3.4	
EPS (Rs)	6.0	3.0	2.4	7.8	11.4	89.3	47.7	19.2	17.7	8.6

Source: Company, YES Sec

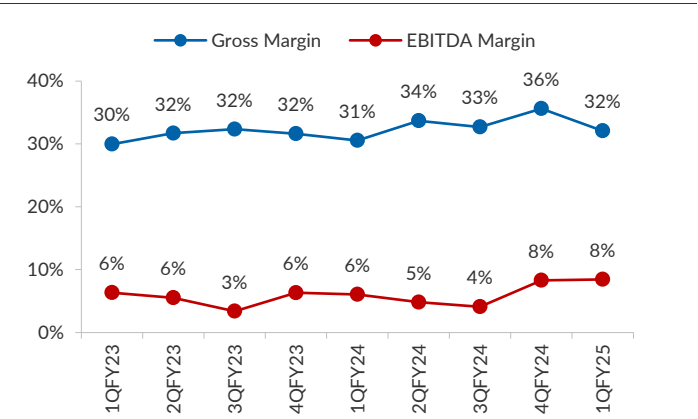
## CHARTS

**Exhibit 3: Strong industry tailwind coupled with market share gains has resulted in robust revenue growth**



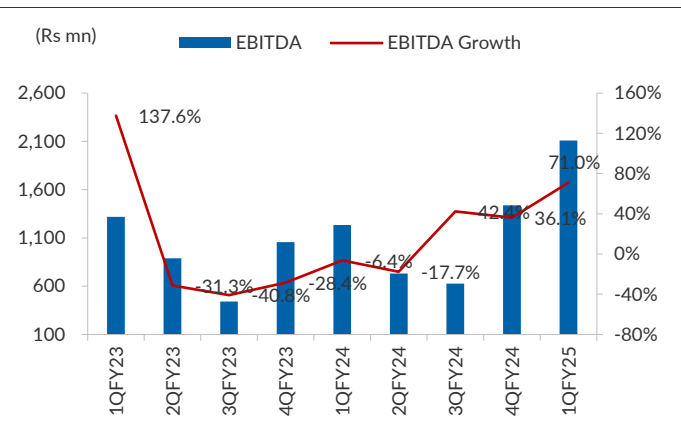
Source: Company, YES Sec

**Exhibit 4: Change in revenue mix has resulted in sequential margin drop**



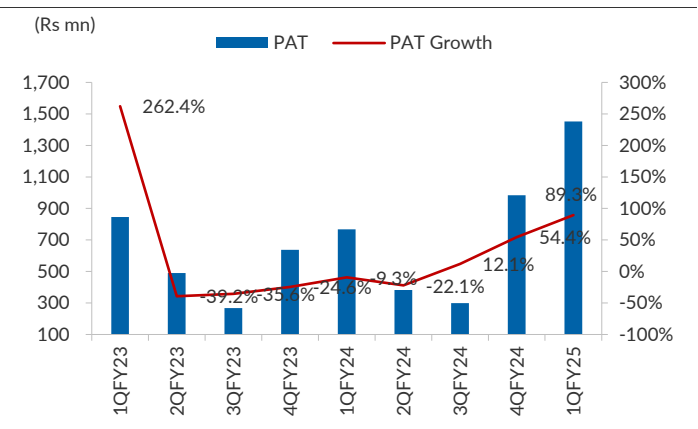
Source: Company, YES Sec

**Exhibit 5: Cost reduction initiatives has resulted in strong EBITDA growth**



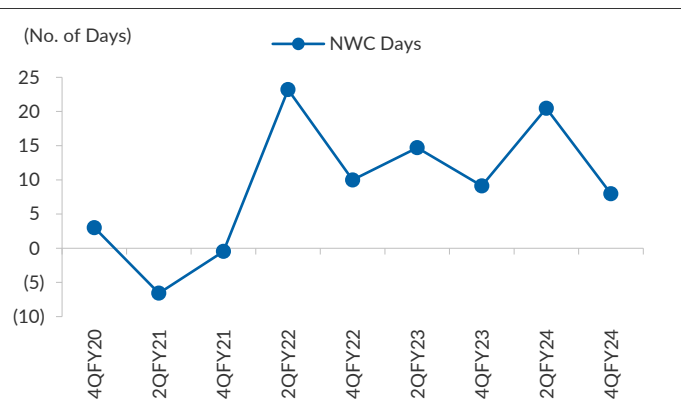
Source: Company, YES Sec

**Exhibit 6: PAT growth is inline with EBITDA growth**



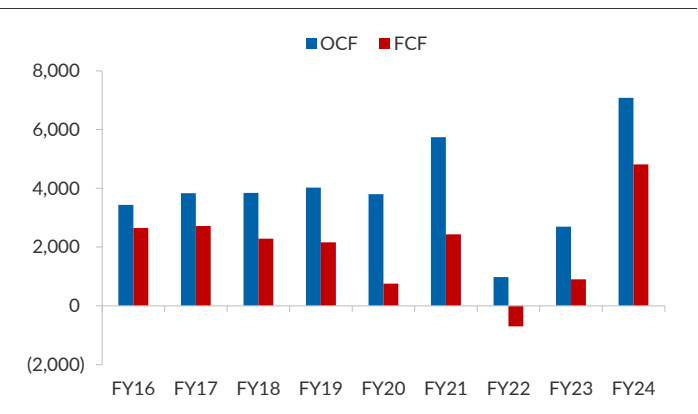
Source: Company, YES Sec

**Exhibit 7: NWC continues to remain range bound**



Source: Company, YES Sec

**Exhibit 8: OCF continues to remain strong**



Source: Company, YES Sec

## KEY CON-CALL HIGHLIGHTS

- **Innovation** – Company is focusing on innovating not only in the premium segment but also on the mass segment
- **Market share** – WHIRL has gained triple digit bps market share in both refrigerators as well as washers. Both the key category refrigerator and washers have grown in high double digit. Refrigerator market has grown in double digit but washers market has been muted. Market share in DC has increased more than frost-free.
- **Pioneer in launches of differentiated products** – WHIRL has been pioneer in launching differentiated products across refrigerator and washers. This includes product feel and finishes in refrigerators and introducing heater in top load washers which has been industry first.
- **Elica** – Elica business is doing well with strong capabilities in manufacturing, innovation, distribution and brand awareness.
- **Enhanced warranty in washers** – The company is offering 4 years of comprehensive warranty in semi-automatic washing machines and also 5 years of comprehensive warranty in front load washing machine first in the industry.
- **Premiumization of semi-automatic washers** – The company is preimmunizing across all the categories of the products even direct cool refrigerator and semi-automatic washers.
- **Excellence in execution** – Focusing on premium product and new launches, getting pricing strategy right, leverage customer relationship and drive e-commerce marketing
- **Guidance** – The company has refrained from giving the guidance, growth will be dependent on the market growth. Focus will be to keep market share strong. Market share growth will be along with profit growth. In the long run company expects margins to be in high single digit.
- **Intent** – Intent is to grow market share profitability. Trigger would be pricing the product right and driving premium market share faster.
- **E-commerce** – WHIRL is present across all the e-comm platform including ONDC. The company would continue to drive all the channel equally. Market share across the channel is largely the same
- **Washers** – The company is looking to drive market share in washers and company has taken certain actions in semi-automatic washing machine which will enable market share gains. The company has started advertisement for top load washing machine after many years and promoting Bloom wash.
- **Entry level demand** – The company feels strong GDP growth to trickle down to the entry level products sooner
- **New products** – Launched 5 star refrigerator in DC segment and also launched glass door ref in entry level DC segment. The company has seen success in direct cool segment and frost free is seeing increased traction.
- **Imports** – Most of the products are domestically manufactured and imports are miniscule. Endeavor is to manufacture entire product portfolio domestically.

## FINANCIALS

### Exhibit 9: Balance Sheet

Y/e 31 Mar (Rs mn)	FY22	FY23	FY24	FY25E	FY26E
Equity capital	1,269	1,269	1,269	1,269	1,269
Reserves	32,312	33,935	35,617	38,924	43,167
Net worth	33,581	35,204	36,886	40,193	44,436
Debt	0	0	0	0	0
Deferred tax liab (net)	621	589	557	557	557
Other non current liabilities	5,108	4,822	6,268	6,710	6,847
Total liabilities	39,310	40,614	43,711	47,459	51,839
Fixed Asset	9,973	10,818	9,823	8,746	7,598
Investments	0	0	0	0	0
Other Non-current Assets	10,999	10,039	11,325	12,445	13,363
Net Working Capital	2,236	2,979	234	(129)	(46)
Inventories	13,115	15,082	12,471	16,595	18,288
Sundry debtors	4,298	4,334	3,397	4,904	5,404
Loans and Advances	2,379	2,539	2,055	2,488	2,740
Sundry creditors	14,817	16,407	14,324	20,182	22,240
Other current liabilities	2,278	2,033	2,772	3,218	3,494
Cash & equivalents	16,102	16,778	22,329	26,397	30,925
Total Assets	39,310	40,615	43,711	47,459	51,839

Source: Company, YES Sec

### Exhibit 10: Income statement

Y/e 31 Mar (Rs mn)	FY22	FY23	FY24	FY25E	FY26E
Revenue	61,966	66,677	68,298	82,862	91,313
Operating profit	4,157	3,703	4,030	6,629	8,218
Depreciation	1,475	1,854	2,103	2,327	2,552
Interest expense	159	150	302	317	333
Other income	633	1,273	1,638	2,177	2,574
Profit before tax	3,156	2,972	3,262	6,161	7,907
Taxes	830	732	830	1,551	1,990
Minorities and other	-	-	-	-	-
Adj. profit	2,326	2,240	2,432	4,611	5,917
Exceptional items	-	-	(189)	-	-
Net profit	2,326	2,240	2,621	4,611	5,917

Source: Company, YES Sec

## Exhibit 11: Cashflow Statement

Y/e 31 Mar (Rs mn)	FY22	FY23	FY24	FY25E	FY26E
Profit before tax	3,315	3,122	3,565	6,479	8,240
Depreciation	1,475	1,854	2,103	2,327	2,552
Tax paid	(830)	(732)	(830)	(1,551)	(1,990)
Working capital Δ	(2,304)	(743)	2,746	362	(83)
Other operating items					
Operating cashflow	1,655	3,501	7,583	7,618	8,719
Capital expenditure	(2,035)	(2,700)	(1,108)	(1,250)	(1,404)
Free cash flow	(380)	802	6,475	6,368	7,315
Equity raised	3,306	17	(304)	-	-
Investments	2,074	-	-	-	-
Debt financing/disposal	-	-	-	-	-
Interest paid	(159)	(150)	(302)	(317)	(333)
Dividends paid	(634)	(634)	(634)	(1,304)	(1,673)
Net Δ in cash	(2,573)	676	5,551	4,068	4,528

Source: Company, YES Sec

## Exhibit 12: Du-pont analysis

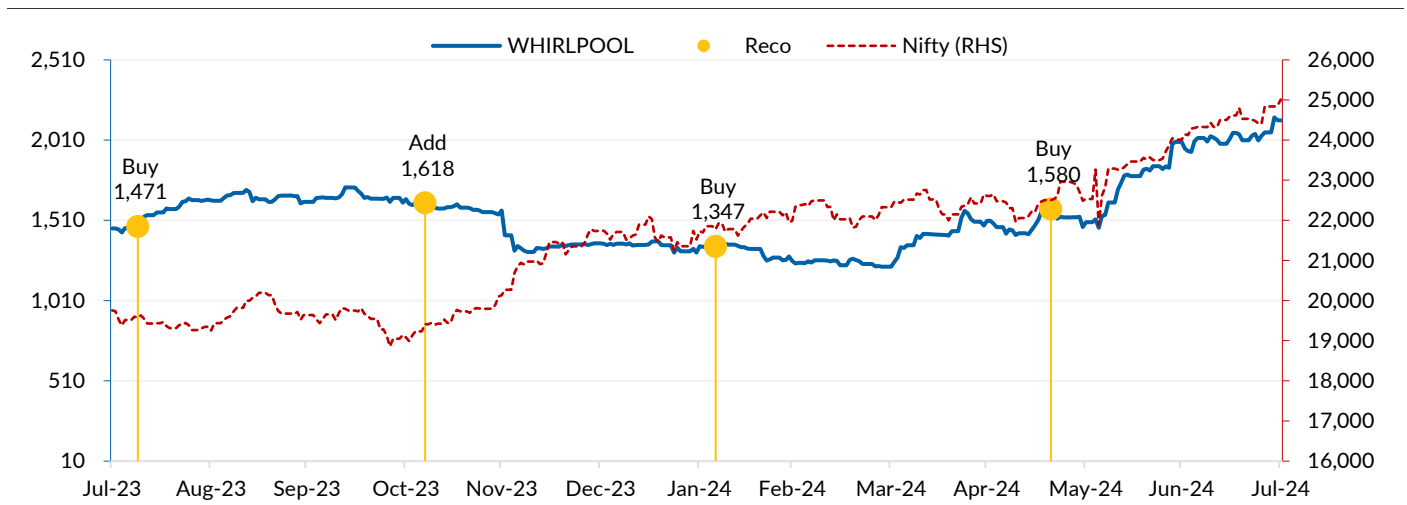
Y/e 31 Mar (Rs mn)	FY22	FY23	FY24	FY25E	FY26E
Tax burden (x)	0.74	0.75	0.75	0.75	0.75
Interest burden (x)	0.95	0.95	0.92	0.95	0.96
EBIT margin (x)	0.05	0.05	0.05	0.08	0.09
Asset turnover (x)	1.16	1.15	1.13	1.25	1.22
Financial leverage (x)	1.72	1.69	1.68	1.73	1.77
RoE (%)	7.5	6.5	6.7	12.0	14.0

## Exhibit 13: Ratio analysis

Y/e 31 Mar	FY22	FY23	FY24	FY25E	FY26E
<b>Growth matrix (%)</b>					
Revenue growth	5.0	7.6	2.4	21.3	10.2
Op profit growth	(19.9)	(10.9)	8.8	64.5	24.0
EBIT growth	(28.9)	(5.8)	14.2	81.7	27.2
Net profit growth	(30.2)	(3.7)	8.6	89.6	28.3
<b>Profitability ratios (%)</b>					
OPM	6.7	5.6	5.9	8.0	9.0
EBIT margin	5.3	4.7	5.2	7.8	9.0
Net profit margin	3.8	3.4	3.6	5.6	6.5
RoCE	10.7	9.1	9.9	16.8	19.5
RoNW	7.5	6.5	6.7	12.0	14.0

Y/e 31 Mar	FY22	FY23	FY24	FY25E	FY26E
RoA	4.4	3.8	4.0	6.9	7.9
<b>Per share ratios</b>					
EPS	18.3	17.7	19.2	36.3	46.6
Dividend per share	5.0	5.0	5.0	10.3	13.2
Cash EPS	30.0	32.3	35.7	54.7	66.7
Book value per share	264.7	277.5	290.7	316.8	350.2
<b>Valuation ratios</b>					
P/E	116.6	121.0	103.4	58.8	45.8
P/CEPS	71.3	66.2	62.4	39.1	32.0
P/B	8.1	7.7	7.4	6.7	6.1
EV/EBIDTA	61.4	68.7	61.7	36.9	29.2
<b>Payout (%)</b>					
Dividend payout	27.3	28.3	26.1	28.3	28.3
Tax payout	26.3	24.6	25.5	25.2	25.2
<b>Liquidity ratios</b>					
Debtor days	25.3	23.7	18.2	21.6	21.6
Inventory days	77.2	82.6	66.6	73.1	73.1
Creditor days	87.3	89.8	76.6	88.9	88.9

## Recommendation Tracker



## STANDARD DISCLAIMER:

**YES Securities (India) Limited, Registered Address:** 2<sup>nd</sup> Floor, North Side, YES BANK House, Off Western Express Highway, Santacruz East, Mumbai - 400055. Maharashtra, India | **Correspondence Add:** 7<sup>th</sup> Floor, Urmi Estate Tower A, Ganpatrao Kadam Marg, Opp. Peninsula Business Park, Lower Parel (West), Mumbai - 400 013, Maharashtra, India. | Website: [www.yesinvest.in](http://www.yesinvest.in) | Email: [customer.service@ysil.in](mailto:customer.service@ysil.in)

**Registration Nos.:** CIN: U74992MH2013PLC240971 | SEBI Registration No.: NSE, BSE, MCX & NCDEX : INZ000185632 | Member Code: BSE - 6538, NSE - 14914, MCX - 56355 & NCDEX - 1289 | CDSL & NSDL: IN-DP-653-2021 | RESEARCH ANALYST: INH000002376 | INVESTMENT ADVISER: INA000007331 | Sponsor and Investment Manager to YSL Alternates Alpha Plus Fund (Cat III AIF) and YES Wealth Maximiser AIF (Cat III AIF) SEBI Registration No.: IN/AIF3/20- 21/0818 | AMFI ARN Code - 94338

**Details of Compliance Officer:** Aditya Goenka | Email: [compliance@ysil.in](mailto:compliance@ysil.in) / Contact No.: 022-65078127 | **Grievances Redressal Cell:** [customer.service@ysil.in](mailto:customer.service@ysil.in) / [igc@ysil.in](mailto:igc@ysil.in)

**Standard Disclaimer:** Investment in securities market are subject to market risks; read all the related documents carefully before investing. Above representation provides an overview related to our past performance neither does it provide any guarantee of future performance, nor we are ensuring any guaranteed returns. Actual Client returns may vary depending upon time premium, volatility Index, intrinsic value of the script, open interest, other geopolitical conditions and choice of the customer to execute the recommendation in full or part. All recommendations are published under Research Analyst License of YES Securities (India) Limited (YSIL); execution of the recommendation is at complete discretion of customer without any intervention by the research publisher.

Contents which are exclusively for Non-Broking Products/Services e.g. Mutual Fund, Mutual Fund-SIP, Research reports, Insurance, etc. where the YSIL is just a distributor. These are not Exchange traded product and the YSIL is just acting as distributor. Kindly note that all disputes with respect to the distribution activity, would not have access to Exchange investor redressal forum or Arbitration mechanism.

YSIL is a wholly owned subsidiary of YES Bank Limited. Savings, Current, PIS and Demat Account are offered by YES Bank Limited. Please note Brokerage would not exceed the SEBI prescribed limit. YSIL also acts in the capacity of distributor for Products such as IPOs, Mutual Funds, Mutual Fund-SIPs, NCD/Bonds, etc., All disputes with respect to the distribution activity, would not have access to Exchange investor redressal forum or Arbitration mechanism.

Margin Trading Funding (MTF) is an exchange approved product offered to YSIL trading account holders, as per the regulation and guideline of SEBI Circular: CIR/MRD/DP/54/2017 dated June 13, 2017. For product specification, T&C, rights and obligations statement issued by the YSIL visit [https://yesinvest.in/standard\\_documents\\_policies](https://yesinvest.in/standard_documents_policies)

## DISCLAIMER

Investments in securities market are subject to market risks, read all the related documents carefully before investing.

The information and opinions in this report have been prepared by YSIL and are subject to change without any notice. The report and information contained herein are strictly confidential and meant solely for the intended recipient and may not be altered in any way, transmitted to, copied or redistributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of YSIL.

The information and opinions contained in the research report have been compiled or arrived at from sources believed to be reliable and have not been independently verified and no guarantee, representation of warranty, express or implied, is made as to their accuracy, completeness, authenticity or validity. No information or opinions expressed constitute an offer, or an invitation to make an offer, to buy or sell any securities or any derivative instruments related to such securities. Investments in securities are subject to market risk. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. Investors should note that Price of each of the securities or value may rise or fall and, accordingly, investors may even receive amounts which are less than originally invested. The investor is advised to take into consideration all risk factors including their own financial condition, suitability to risk return profile and the like, and take independent professional and/or tax advice before investing. Opinions expressed are our current opinions as of the date appearing on this report. Investor should understand that statements regarding future prospects may not materialize and are of general nature which may not be specifically suitable to any particular investor. Past performance may not necessarily be an indicator of future performance. Actual results may differ materially from those set forth in projections. Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. YES Securities (India) Limited conforms with the rules and regulations enumerated in the Securities and Exchange Board of India (Research Analysts) Regulations, 2014 as amended from time to time.

Technical analysis reports focus on studying the price movement and trading turnover charts of securities or its derivatives, as opposed to focussing on a company's fundamentals and opinions, as such, may not match with reports published on a company's fundamentals.

YSIL, its research analysts, directors, officers, employees and associates accept no liabilities for any loss or damage of any kind arising out of the use of this report. 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 YSIL and associates 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 certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.



YES Securities (India) Limited distributes research and engages in other approved or allowable activities with respect to U.S. Institutional Investors through Rule 15a-6 under the Securities Exchange Act of 1934 (the "Exchange Act")<sup>[1]</sup> and regulations under an exclusive chaperone arrangement with Brasil Plural Securities LLC. The views and sentiments expressed in this research report and any findings thereof accurately reflect YES Securities (India) Limited analyst's truthful views about the subject securities and or issuers discussed herein. YES Securities (India) Limited is not registered as a broker-dealer under the Securities Exchange Act of 1934, as amended (the "Exchange Act") and is not a member of the Securities Investor Protection Corporation ("SIPC"). Brasil Plural Securities LLC is registered as a broker-dealer under the Exchange Act and is a member of SIPC. For questions or additional information, please contact Gil Aikins (gil.aikins@brasilplural.com) or call +1 212 388 5600.

This research report is the product of YES Securities (India) Limited. YES Securities (India) Limited is the employer of the research analyst(s), the authors of this research report. YES Securities (India) Limited is the concerned representatives (employees) of YES Securities (India) Limited, are responsible for the content of this research report including but not limited to any material conflict of interest of YES Securities (India) Limited in relation to the issuer(s) or securities as listed in this research report. This YES Securities (India) Limited research report is distributed in the United States through Brasil Plural Securities LLC (BPS). The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and is/ 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 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. As per SEC Rule 15a-6, the U.S. broker-dealer must accompany any third party research report it distributes with, or provide a web address that directs a recipient to, disclosure of any material conflict of interest that can reasonably be expected to have influenced the choice of a third-party research report provider or the subject company of a third-party research.

FINRA Rules 2241 and 2242, which govern the conduct of research analysts and the content of equity and debt research reports, respectively, apply to all research distributed by a FINRA member firm, including research prepared by a foreign broker-dealer under Rule 15a-6.

- Research reports prepared by a foreign broker-dealer and distributed by a U.S. broker-dealer are deemed to be third party research reports, as reports produced by a person other than a FINRA member.
- Prior to distributing any third party research, a U.S. broker-dealer must assure that such report contains the required disclosures under FINRA Rule 2241(h) or 2242(g)(3), as applicable.

This report is intended for distribution by YES Securities (India) Limited only 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). As per Rule 15a-6(b)(4) of the Exchange Act, 1934, "Major U.S. institutional investor" means a U.S. institutional investor with assets, or assets under management, in excess of US\$100 million, or a registered investment adviser with assets under management in excess of US\$100 million. 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 or entity. Transactions in securities discussed in this research report should be effected through Brasil Plural Securities LLC (BPS) or another U.S. registered broker dealer/Entity as informed by YES Securities (India) Limited from time to time.

---

<sup>[1]</sup> Rule 15a-6 under the Securities Exchange Act of 1934 provides conditional exemptions from broker-dealer registration for foreign broker-dealers that engage in certain specified activities involving U.S. investors. These activities include:

- (a) Effecting unsolicited securities transactions;
- (b) Providing research reports to major U.S. institutional investors, and effecting transactions in the subject securities with or for those investors;
- (c) Soliciting and effecting transactions with or for U.S. institutional investors or major U.S. institutional investors through a "chaperoning broker-dealer"; and
- (d) Soliciting and effecting transactions with or for registered broker-dealers, banks<sup>3</sup> acting in a broker or dealer capacity, certain international organizations, foreign persons temporarily present in the U.S., U.S. citizens resident abroad, and foreign branches and agencies of U.S. persons.

In adopting Rule 15a-6, the SEC sought "to facilitate access to foreign markets by U.S. institutional investors through foreign broker-dealers and the research that they provide, consistent with maintaining the safeguards afforded by broker-dealer registration." [Rule 15a-6 Adopting Release at 54 FR 30013; see also Registration Requirements for Foreign Broker-Dealers, Exchange Act Release No. 25801 (June 14, 1988), 53 FR 23645 (June 23, 1988)].

## DISCLOSURE OF INTEREST

Name of the Research Analyst : Aakash Fadia

The analyst hereby certifies that opinion expressed in this research report accurately reflect his or her personal opinion about the subject securities and no part of his or her compensation was, is or will be directly or indirectly related to the specific recommendation and opinion expressed in this research report.

Sr. No.	Particulars	Yes/No
1	Research Analyst or his/her relative's or YSIL's financial interest in the subject company(ies)	No
2	Research Analyst or his/her relative or YSIL's actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of the research report	No
3	Research Analyst or his/her relative or YSIL has any other material conflict of interest at the time of publication of the research report	No
4	Research Analyst has served as an officer, director or employee of the subject company(ies)	No
5	YSIL has received any compensation from the subject company in the past twelve months	No
6	YSIL has received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months	No
7	YSIL has received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months	No
8	YSIL has received any compensation or other benefits from the subject company or third party in connection with the research report	No
9	YSIL has managed or co-managed public offering of securities for the subject company in the past twelve months	No
10	Research Analyst or YSIL has been engaged in market making activity for the subject company(ies)	No

Since YSIL and its associates are engaged in various businesses in the financial services industry, they may have financial interest or may have received compensation for investment banking or merchant banking or brokerage services or for any other product or services of whatsoever nature from the subject company(ies) in the past twelve months or associates of YSIL may have managed or co-managed public offering of securities in the past twelve months of the subject company(ies) whose securities are discussed herein.

Associates of YSIL may have actual/beneficial ownership of 1% or more and/or other material conflict of interest in the securities discussed herein.

## RECOMMENDATION PARAMETERS FOR FUNDAMENTAL REPORTS

Analysts assign ratings to the stocks according to the expected upside/downside relative to the current market price and the estimated target price. Depending on the expected returns, the recommendations are categorized as mentioned below. The performance horizon is 12 to 18 months unless specified and the target price is defined as the analysts' valuation for a stock. No benchmark is applicable to the ratings mentioned in this report.

**BUY:** Upside greater than 20% over 12 months

**ADD:** Upside between 10% to 20% over 12 months

**NEUTRAL:** Upside between 0% to 10% over 12 months

**REDUCE:** Downside between 0% to -10% over 12 months

**SELL:** Downside greater than -10% over 12 months

**NOT RATED / UNDER REVIEW**

Analyst signature

Analyst signature

## ABOUT YES SECURITIES (INDIA) LIMITED

YES Securities (India) Limited ("YSIL") is a wholly owned subsidiary of YES BANK LIMITED. YSIL is a Securities and Exchange Board of India (SEBI) registered Stock broker holding membership of National Stock Exchange (NSE), Bombay Stock Exchange (BSE), Multi Commodity Exchange (MCX) & National Commodity & Derivatives Exchange (NCDEX). YSIL is also a SEBI-registered Category I Merchant Banker, Investment Adviser and Research Analyst. YSIL is also a Sponsor and Investment Manager of Alternate Investment Fund - Category III (YSIL Alternates) and AMFI registered Mutual Fund Distributor. The Company is also a registered Depository Participant with CDSL and NSDL. YSIL offers, inter alia, trading/investment in equity and other financial products along with various value added services. We hereby declare that there are no disciplinary actions taken against YSIL by SEBI/Stock Exchanges.