

India

ADD (previously REDUCE)

Consensus ratings*: Buy 9 Hold 5 Sell 12

Current price:	Rs2,665
Target price:	Rs3,087 ▲
Previous target:	Rs1,790
Up/downside:	15.8%
InCred Research / Consensus:	25.1%
Reuters:	BLKI.NS
Bloomberg:	BIL IN
Market cap:	US\$6,181m Rs515,103m
Average daily turnover:	US\$9.9m Rs821.8m
Current shares o/s:	193.3m
Free float:	41.7%

*Source: Bloomberg

Key changes in this note

- FY25-26F sales raised by 4-7%.
- FY25-26F EBITDA raised by 8-10%.
- FY25-27F EPS raised by 11-14%.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	13.3	13.9	20.9
Relative (%)	12.0	12.6	0.9

Major shareholders	% held
Promoter Family	58.3
LIC	3.7
HDFC Mutual Fund	1.1

Research Analyst(s)



Pramod AMTHE
T (91) 22 4161 1541
E pramod.amthe@incredresearch.com

Ravi GUPTA
T (91) 02241611552
E ravi.gupta@incredresearch.com

Balkrishna Industries Ltd

On cyclical sales recovery path

- 4QFY24 EPS growth of 56% qoq to Rs25 was a big beat to our/consensus estimates, driven by strong sales momentum of 16% qoq.
- With Europe agri replacement tyre market showing consistent recovery for last two quarters, we feel cyclical turnaround will sustain. Upgrade EPS by 11-14%.
- With capacity in hand to support cyclical sales recovery and P/BV valuation just above the five-year mean, we upgrade our rating to ADD from REDUCE.

Sales growth accelerates to double digits

4QFY24 net sales of Balkrishna Industries grew 16% yoy and qoq to Rs26.9bn, a big beat to our estimate (5%) and Bloomberg consensus estimate (10%). The consecutive qoq growth recovery in Europe (14%) & North America (20%) agriculture tyres led to the beat. The gross margin expansion of 130bp qoq and lower freight costs (200bp qoq) helped overcome higher other expenses to record a 60bp qoq EBITDA margin expansion to 25.9%. This led to a big beat in EBITDA to Rs6.99bn. Higher other income helped absorb higher interest costs and record a 56% qoq and an 87% yoy rise in PAT to Rs4.8bn, a big beat to our estimate (46%) and Bloomberg consensus estimate (38%).

Management cautious on demand recovery

Considering the short-term uncertainty from geopolitical tensions, management is cautious and refrained from giving volume guidance for FY25F. Carbon black sales continue to be robust, as the company sells nearly half of its production to external customers, leading to it contribute 11% to net sales. The advanced carbon black capacity to be commissioned in 1HFY25F is expected to yield a 25% premium realization/t, as it caters to the paint and ink industry. Management gave guidance of Rs5bn capex for FY25F and will look at brownfield expansion in the medium term.

Europe agri market recovery from cyclical lows drives EPS upgrade

The Europe agri tyre replacement market, after two years of a cyclical downturn, has seen a sharp turnaround in volume (+58% qoq). Balakrishna Industries' sales traditionally follow suit, as seen in the past and in the Mar 2024 quarter also (Fig. 5). We feel the cyclical recovery will sustain, with marginal challenges to supplies from geopolitical tensions. We upgrade FY25F-26F sales estimates by 4-7%. With operating leverage benefits of 70bp on the EBITDA margin, we upgrade EBITDA by 8-10%. FY25F-26F PAT raised by 11-14%.

Valuation just above five-year mean level; upgrade to ADD

Balkrishna Industries' stock price has been consolidating for the last two years around the Rs2,000 level. Now with the industry tailwind of a cyclical recovery going ahead and management's efforts to expand in North America and industrial segments can help the company to post a strong 17% EPS CAGR over FY24-26F. With one-year forward P/E and P/BV valuations just above the five-year mean levels, we upgrade to ADD rating with a raised P/E target of 30x (25x earlier) & the target price at Rs3,087. Downside risk: Volatile demand in global tyre market.

Financial Summary

	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue (Rsm)	100,725	93,747	109,473	123,377	133,943
Operating EBITDA (Rsm)	19,777	23,201	27,551	30,912	34,014
Net Profit (Rsm)	11,166	14,377	17,280	19,608	21,703
Core EPS (Rs)	57.8	74.4	89.4	101.4	112.3
Core EPS Growth	(24.2%)	28.8%	20.2%	13.5%	10.7%
FD Core P/E (x)	46.13	35.83	29.81	26.27	23.73
DPS (Rs)	16.0	16.0	20.0	25.0	30.0
Dividend Yield	0.60%	0.60%	0.75%	0.94%	1.13%
EV/EBITDA (x)	27.67	23.49	19.26	17.05	15.39
P/FCFE (x)	165.18	158.84	46.06	119.16	344.21
Net Gearing	42.4%	33.7%	15.2%	10.3%	6.3%
P/BV (x)	6.79	5.81	5.05	4.41	3.88
ROE	15.4%	17.5%	18.1%	17.9%	17.4%
% Change In Core EPS Estimates			11.39%	14.34%	
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

On cyclical sales recovery path

Management conference-call highlights➤

- **Outlook:** The Red Sea crisis easing and tyre demand returning to normalcy in the international market helped the company to post a double-digit volume growth. Currently, channel inventory is being rebuilt, and the inventory level remains at 40-45 days. The outlook remains uncertain because of the geopolitical scenario across the world.
- **Financial performance:** The EBITDA margin improved by 50bp qoq led by a rich product mix, better hedging rates and an increase in freight rates to customers. 1 Euro was equal to Rs92 in 4Q and is likely to touch Rs92 by the end of FY25F.
- **Advanced carbon black project:** Management is working on the advanced carbon black project, with a capacity of 30,000MT per annum and a gross block of Rs.3-3.5bn, the completion of which is expected in 1QFY25F.
- **Mould manufacturing capacity:** The mould manufacturing facility is expected to be completed in 1QFY25F.
- **Extended Producer Responsibility:** A sum of Rs112.5m has been recorded in other expenses for purchasing ERP certificates for meeting FY23 and FY24 obligations and its likely to record ~Rs150m in FY25F.
- **Capex:** Capex incurred was Rs11.40bn in FY24. FY25F is expected to have routine maintenance capex along with the capex for last-mile completion of the advanced carbon black project and mould manufacturing unit.
- **Indian market:** The tyre replacement market in India is on the growth path and management believes the company has gained market share in FY24 (current market share in the range of 7-10%).
- **Off-highway tyre space:** Management's vision is to have a 10% market share in the next five years, which is currently at 5-6%.
- **Rubber prices:** Natural rubber prices grew from Rs150/kg in 3QFY24 to Rs152/kg in 4QFY24 and are likely to be in a similar range in 1QFY25F. Freight costs increased by 3% qoq, 50% of which has been passed on to the customers.

Figure 1: Results highlights

Y/E Mar (Rs m)	4QFY24	4QFY23	yoy % chg	3QFY24	qoq % chg	FY24	FY23	yoy % chg	Comments for the quarter
Revenue	26,971	23,246	16.0	23,158	16.5	93,747	1,00,725	(6.9)	5% above our estimate.
Raw material costs	12,595	11,796	6.8	11,113	13.3	44,744	49,558	(9.7)	
RM costs as a % of revenue	46.7	50.7	(404.5)	48.0	(129.0)	47.7	49.2	(147.2)	87bp above our estimate.
EBITDA	6,993	4,948	41.3	5,870	19.1	23,201	19,777	17.3	24% above our estimate.
EBITDA margin (%)	25.9	21.3	464.2	25.3	57.9	24.7	19.6	511.5	398bp above our estimate.
Depreciation & amortization	1,724	1,515	13.8	1,591	8.4	6,438	5,566	15.7	14% below our estimate.
EBIT	5,269	3,434	53.5	4,279	23.1	16,764	14,211	18.0	
Interest expenses	299	250	19.6	354	(15.5)	1,089	456	138.9	254% above our estimate.
Other income	1,366	300	355.5	185	638.8	3,317	1,114	197.8	45% below our estimate.
Pre-tax profit	6,336	3,484	81.9	4,111	54.1	18,992	14,869	27.7	
Tax	1,528	906	68.7	1,020	49.8	4,615	3,702	24.6	
Tax rate (%)	24.1	26.0	(188)	24.8	(69)	24.3	24.9	(60)	
Normalized net profit	4,809	2,578	86.5	3,091	55.6	14,377	11,166	28.8	46% above our estimate.
Exceptionals	-	(23)	nm	-	nm	-	(23)	nm	
Reported net profit	4,809	2,556	88.2	3,091	55.6	14,377	11,143	29.0	
Normalized EPS (Rs)	24.9	13.3	86.5	16.0	55.6	74.4	57.8	28.8	
Volume (mt)	82,085	72,676	12.9	72,749	12.8	2,92,628	3,01,181	(2.8)	5% below our estimate.
Realization (Rs/kg)	329	320	2.7	318	3.2	320	334	(4.2)	-

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 2: Sales volume vs. EBITDA margin trend

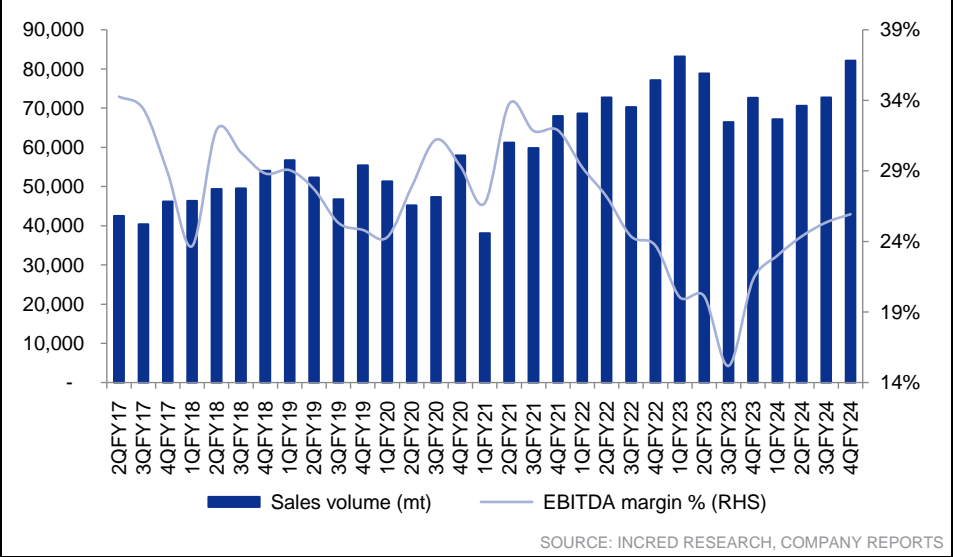


Figure 3: Balkrishna Industries' Europe volume on a consistent recovery path

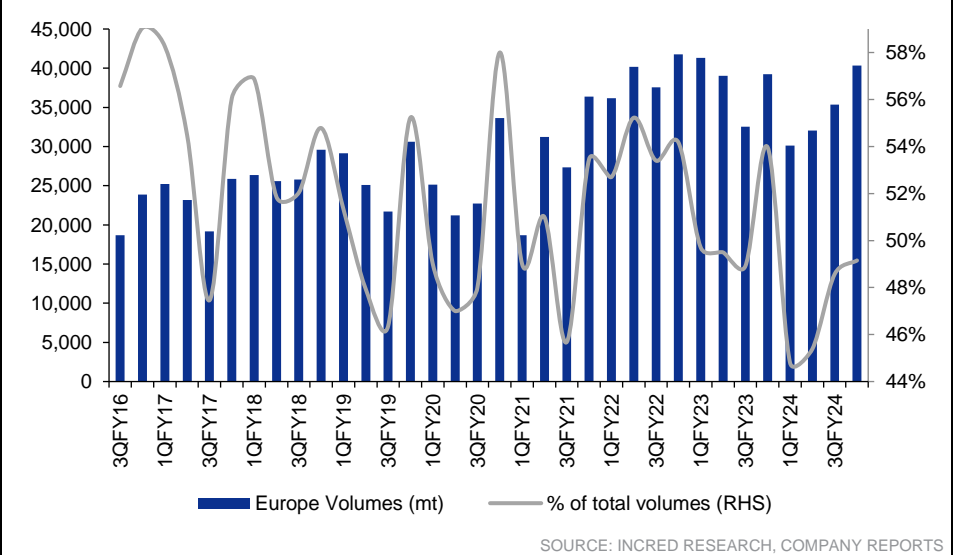


Figure 4: Net debt reduction sustains

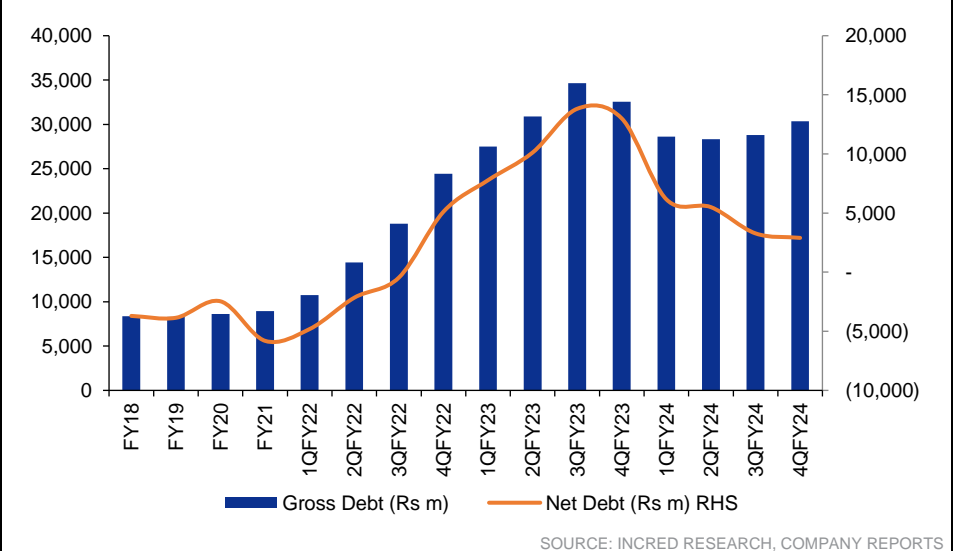
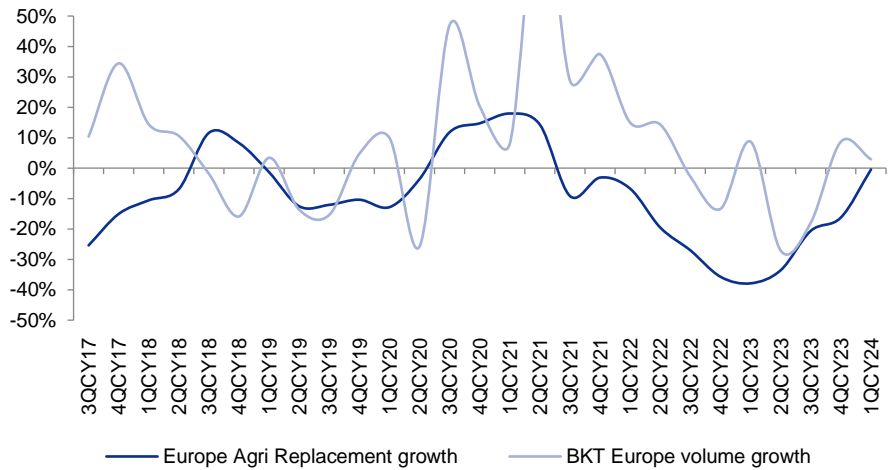
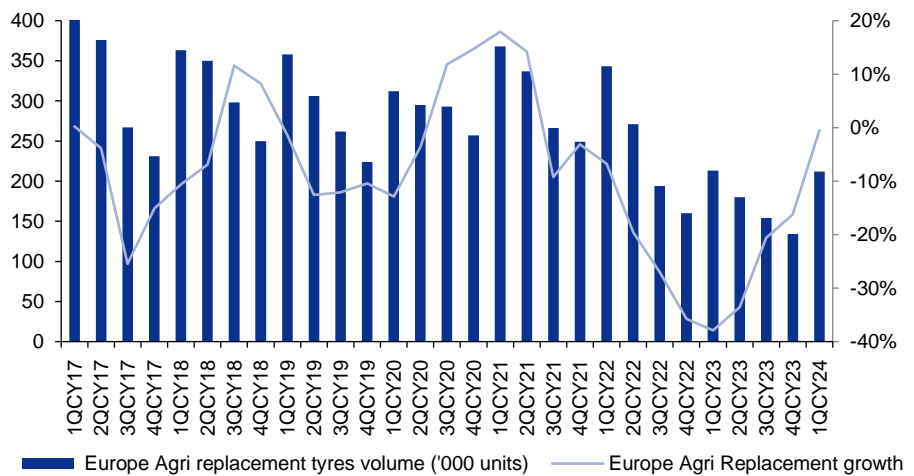


Figure 5: Europe agri tyre replacement market growth vs BKT's Europe volume growth



SOURCE: EUROPEAN TYRE & RUBBER MANUFACTURERS ASSOCIATION, INCRED RESEARCH, COMPANY REPORTS

Figure 6: Europe's agri replacement tyre volume witnessed a growth of 58% qoq



SOURCE: EUROPEAN TYRE & RUBBER MANUFACTURERS ASSOCIATION, INCRED RESEARCH, COMPANY REPORTS

Figure 7: Earnings revision summary

Rs m	FY25F		FY26F	
	Old	New	Old	New
Sales volume (nos)	3,12,348	3,21,505	3,33,387	3,46,918
% change		2.9%		4.1%
Net sales	1,05,128	1,09,473	1,15,247	1,23,377
% change		4.1%		7.1%
EBITDA	25,514	27,551	28,066	30,912
% change		8.0%		10.1%
EBITDA margin	24.3%	25.2%	24.4%	25.1%
bp change		90		70
PAT	15,513	17,280	17,149	19,608
% change		11.4%		14.3%
EPS (Rs)	80.3	89.4	88.7	101.4
% change		11.4%		14.3%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 8: Key assumptions

	FY22A	FY23A	FY24F	FY25F	FY26F	FY27F
Sales volume (mt)	2,88,795	3,01,181	2,92,628	3,21,505	3,46,918	3,68,776
Growth yoy %	27.1%	4.3%	-2.8%	9.9%	7.9%	6.3%
ASP (Rs per kg)	277	314	281	292	301	307
Growth yoy %	9.7%	13.4%	-10.6%	4.0%	3.0%	2.0%
Net sales (Rs m)	84,188	1,00,725	93,747	1,09,473	1,23,377	1,33,943
Growth yoy %	46.7%	19.6%	-6.9%	16.8%	12.7%	8.6%
EBITDA (Rs m)	21,825	19,777	23,201	27,551	30,912	34,014
EBITDA margin %	25.9%	19.6%	24.7%	25.2%	25.1%	25.4%
PAT (Rs m)	14,722	11,166	14,377	17,280	19,608	21,703
Growth yoy %	32.6%	-24.2%	28.8%	20.2%	13.5%	10.7%
EPS (Rs)	76.2	57.8	74.4	89.4	101.4	112.3

Volume mix %

Europe	53.9%	50.5%	47.1%	45.9%	45.9%	45.8%
North America	17.3%	17.9%	16.9%	17.4%	17.4%	17.5%
India	17.6%	21.6%	26.8%	28.1%	28.6%	29.1%
Others	11.2%	10.0%	9.2%	8.7%	8.1%	7.7%

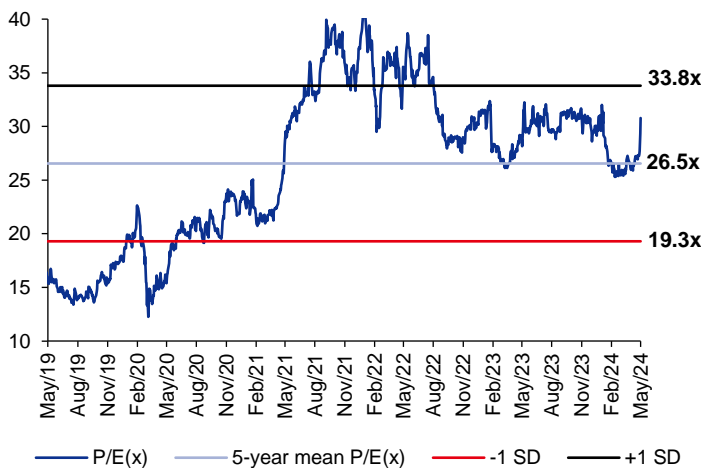
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 9: P/E-based target price

One-year forward EPS (Rs)	103
P/E multiple (x)	30
Target price (Rs/share)	3,087

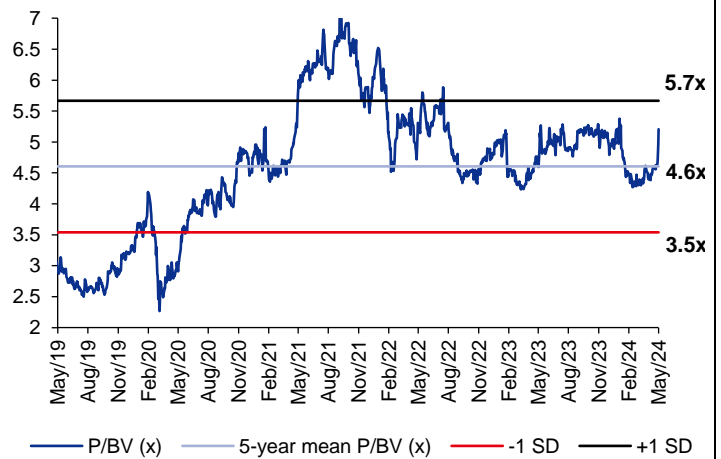
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 10: Forward P/E valuation below +1 SD



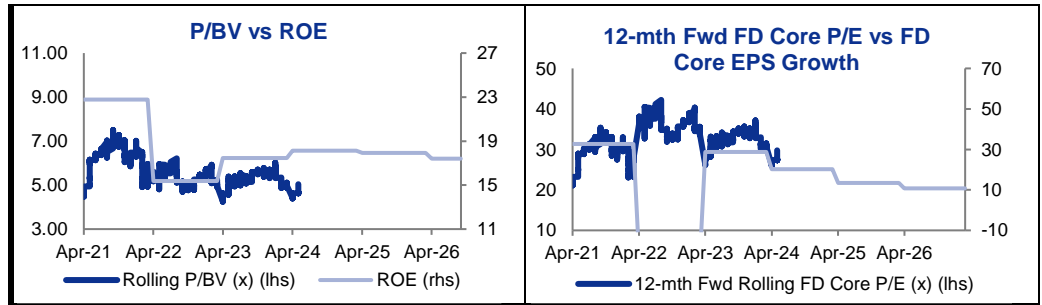
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 11: Forward P/BV valuation below +1 SD



SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS



Profit & Loss

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Total Net Revenues	100,725	93,747	109,473	123,377	133,943
Gross Profit	51,168	49,003	58,787	66,623	73,267
Operating EBITDA	19,777	23,201	27,551	30,912	34,014
Depreciation And Amortisation	(5,566)	(6,438)	(7,326)	(7,906)	(8,626)
Operating EBIT	14,211	16,764	20,225	23,006	25,388
Financial Income/(Expense)	(456)	(1,089)	(900)	(800)	(625)
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	1,114	3,317	3,715	3,938	4,175
Profit Before Tax (pre-EI)	14,869	18,992	23,040	26,144	28,938
Exceptional Items					
Pre-tax Profit	14,869	18,992	23,040	26,144	28,938
Taxation	(3,702)	(4,615)	(5,760)	(6,536)	(7,234)
Exceptional Income - post-tax					
Profit After Tax	11,166	14,377	17,280	19,608	21,703
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	11,166	14,377	17,280	19,608	21,703
Recurring Net Profit	11,166	14,377	17,280	19,608	21,703
Fully Diluted Recurring Net Profit	11,166	14,377	17,280	19,608	21,703

Cash Flow

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
EBITDA	19,777	23,201	27,551	30,912	34,014
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(4,298)	4,381	(5,081)	(3,761)	(2,403)
(Incr)/Decr in Total Provisions	5,918	(3,677)	70	70	70
Other Non-Cash (Income)/Expense					
Other Operating Cashflow					
Net Interest (Paid)/Received	658	2,228	2,815	3,138	3,550
Tax Paid	(3,446)	(4,020)	(5,760)	(6,536)	(7,234)
Cashflow From Operations	18,609	22,113	19,595	23,822	27,996
Capex	(20,529)	(11,310)	4,326	(8,000)	(10,000)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(3,075)	(5,390)	(5,738)	(7,500)	(8,500)
Cash Flow From Investing	(23,604)	(16,700)	(1,412)	(15,500)	(18,500)
Debt Raised/(repaid)	8,114	(2,170)	(7,000)	(4,000)	(8,000)
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(3,093)	(3,093)	(3,866)	(4,833)	(5,799)
Preferred Dividends					
Other Financing Cashflow					
Cash Flow From Financing	5,021	(5,263)	(10,866)	(8,833)	(13,799)
Total Cash Generated	25	150	7,317	(510)	(4,303)
Free Cashflow To Equity	3,118	3,243	11,183	4,322	1,496
Free Cashflow To Firm	(4,539)	6,502	19,083	9,122	10,121

SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS...cont'd

Balance Sheet

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Total Cash And Equivalents	378	528	7,844	7,334	3,031
Total Debtors	12,535	15,433	13,497	16,225	17,614
Inventories	15,924	12,705	18,595	20,281	22,018
Total Other Current Assets	6,106	8,235	8,885	9,535	10,185
Total Current Assets	34,943	36,901	48,821	53,375	52,849
Fixed Assets	63,211	61,454	60,628	60,722	62,097
Total Investments	20,373	26,868	31,868	38,868	46,868
Intangible Assets					
Total Other Non-Current Assets					
Total Non-current Assets	83,584	88,322	92,496	99,590	108,964
Short-term Debt	32,539	30,369	23,369	19,369	11,369
Current Portion of Long-Term Debt					
Total Creditors	4,866	8,926	7,798	8,450	9,174
Other Current Liabilities	6,707	4,295	4,495	4,695	4,895
Total Current Liabilities	44,112	43,590	35,662	32,515	25,438
Total Long-term Debt					
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities					
Total Non-current Liabilities					
Total Provisions	2,720	3,840	3,622	3,642	3,662
Total Liabilities	46,832	47,430	39,284	36,156	29,100
Shareholders Equity	75,891	88,619	102,034	116,809	132,714
Minority Interests					
Total Equity	75,891	88,619	102,034	116,809	132,714

Key Ratios

	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue Growth	19.6%	(6.9%)	16.8%	12.7%	8.6%
Operating EBITDA Growth	(9.4%)	17.3%	18.7%	12.2%	10.0%
Operating EBITDA Margin	19.6%	24.7%	25.2%	25.1%	25.4%
Net Cash Per Share (Rs)	(166.38)	(154.38)	(80.31)	(62.26)	(43.13)
BVPS (Rs)	392.61	458.45	527.85	604.29	686.57
Gross Interest Cover	31.16	15.39	22.47	28.76	40.62
Effective Tax Rate	24.9%	24.3%	25.0%	25.0%	25.0%
Net Dividend Payout Ratio	27.7%	21.5%	22.4%	24.6%	26.7%
Accounts Receivables Days	42.60	54.45	48.23	43.96	46.11
Inventory Days	119.01	116.77	112.70	125.01	127.23
Accounts Payables Days	47.66	56.25	60.22	52.25	53.01
ROIC (%)	13.8%	14.7%	17.9%	19.3%	20.3%
ROCE (%)	13.7%	14.4%	16.1%	17.2%	17.7%
Return On Average Assets	10.1%	12.5%	13.5%	13.7%	14.1%

Key Drivers

	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
ASP (% chg, main prod./serv.)	14.7%	(4.2%)	6.3%	4.4%	2.1%
Unit sales grth (% , main prod./serv.)	4.3%	(2.8%)	9.9%	7.9%	6.3%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

DISCLAIMER

This report (including the views and opinions expressed therein, and the information comprised therein) has been prepared by Incred Research Services Private Ltd. (formerly known as Earnest Innovation Partners Private Limited) (hereinafter referred to as "IRSPL"). IRSPL is registered with SEBI as a Research Analyst vide Registration No. INH000011024. Pursuant to a trademark agreement, IRSPL has adopted "Incred Equities" as its trademark for use in this report.

The term "IRSPL" shall, unless the context otherwise requires, mean IRSPL and its affiliates, subsidiaries and related companies. This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject IRSPL and its affiliates/group companies to registration or licensing requirements within such jurisdictions.

This report is being supplied to you strictly on the basis that it will remain confidential. No part of this report may be (i) copied, photocopied, duplicated, stored or reproduced in any form by any means; or (ii) redistributed or passed on, directly or indirectly, to any other person in whole or in part, for any purpose without the prior written consent of IRSPL.

The information contained in this report is prepared from data believed to be correct and reliable at the time of issue of this report.

IRSPL is not required to issue regular reports on the subject matter of this report at any frequency and it may cease to do so or change the periodicity of reports at any time. IRSPL is not under any obligation to update this report in the event of a material change to the information contained in this report. IRSPL has not any and will not accept any, obligation to (i) check or ensure that the contents of this report remain current, reliable or relevant; (ii) ensure that the content of this report constitutes all the information a prospective investor may require; (iii) ensure the adequacy, accuracy, completeness, reliability or fairness of any views, opinions and information, and accordingly, IRSPL and its affiliates/group companies (and their respective directors, associates, connected persons and/or employees) shall not be liable in any manner whatsoever for any consequences (including but not limited to any direct, indirect or consequential losses, loss of profits and damages) of any reliance thereon or usage thereof.

Unless otherwise specified, this report is based upon reasonable sources. Such sources will, unless otherwise specified, for market data, be market data and prices available from the main stock exchange or market where the relevant security is listed, or, where appropriate, any other market. Information on the accounts and business of company(ies) will generally be based on published statements of the company(ies), information disseminated by regulatory information services, other publicly available information and information resulting from our research. Whilst every effort is made to ensure that statements of facts made in this report are accurate, all estimates, projections, forecasts, expressions of opinion and other subjective judgments contained in this report are based on assumptions considered to be reasonable as of the date of the document in which they are contained and must not be construed as a representation that the matters referred to therein will occur. Past performance is not a reliable indicator of future performance. The value of investments may go down as well as up and those investing may, depending on the investments in question, lose more than the initial investment. No report shall constitute an offer or an invitation by or on behalf of IRSPL and its affiliates/group companies to any person to buy or sell any investments.

The opinions expressed are based on information which are believed to be accurate and complete and obtained through reliable public or other non-confidential sources at the time made. (Information barriers and other arrangements may be established where necessary to prevent conflicts of interests arising. However, the analyst(s) may receive compensation that is based on his/their coverage of company(ies) in the performance of his/their duties or the performance of his/their recommendations. In reviewing this report, an investor should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additional information is, subject to the duties of confidentiality, available on request. The report is not a "prospectus" as defined under Indian Law, including the Companies Act, 2013, and is not, and shall not be, approved by, or filed or registered with, any Indian regulator, including any Registrar of Companies in India, SEBI, any Indian stock exchange, or the Reserve Bank of India. No offer, or invitation to offer, or solicitation of subscription with respect to any such securities listed or proposed to be listed in India is being made, or intended to be made, to the public, or to any member or section of the public in India, through or pursuant to this report.

The research analysts, strategists or economists principally responsible for the preparation of this research report are segregated from the other activities of IRSPL. Information barriers and other arrangements have been established, as required, to prevent any conflicts of interests.

The research analysts, strategists or economists principally responsible for the preparation of this research report are segregated from the other activities of IRSPL. Information barriers and other arrangements have been established, as required, to prevent any conflicts of interests.

IRSPL may have issued other reports (based on technical analysis, event specific, short term views etc.) that are inconsistent with and reach different conclusion from the information presented in this report.

Holding of Analysts/Relatives of Analysts, IRSPL and Associates of IRSPL in the covered securities, as on the date of publishing of this report

	Analyst/ Relative	Entity/ Associates
any financial interests in the company covered in this report (subject company) and nature of such financial interest	NO	NO
actual/beneficial ownership of 1% or more in securities of the subject company at the end of the month immediately preceding the date of publication of the research report or date of the public appearance;	NO	NO
any other material conflict of interest at the time of publication of the research report or at the time of public appearance	NO	NO
received any compensation from the subject company in the past twelve months for investment banking or merchant banking or brokerage services or investment advisory or depository or distribution from the subject company in the last twelve months for products/services other than investment banking or merchant banking or broker- age services or investment advisory or depository or distribution from the subject company in the last twelve months	NO	NO
managed or co-managed public offering of securities for the subject company in the last twelve months	NO	NO
received any compensation or other benefits from the subject company or third party in connection with the research report	NO	NO
served as an officer, director or employee of the subject company	NO	NO
been engaged in market making activity for the subject company	NO	NO

Analyst declaration

- The analyst responsible for the production of this report hereby certifies that the views expressed herein accurately and exclusively reflect his or her personal views and opinions about any and all of the issuers or securities analysed in this report and were prepared independently and autonomously in an unbiased manner.
- No part of the compensation of the analyst(s) was, is, or will be directly or indirectly related to the inclusion of specific recommendations(s) or view(s) in this report or based any specific investment banking transaction.
- The analyst(s) has(have) not had any serious disciplinary action taken against him/her(them).
- The analyst, strategist, or economist does not have any material conflict of interest at the time of publication of this report.
- The analyst(s) has(have) received compensation based upon various factors, including quality, accuracy and value of research, overall firm performance, client feedback and competitive factors.

IRSPL and/or its affiliates and/or its Directors/employees may own or have positions in securities of the company(ies) covered in this report or any securities related thereto and may from time to time add to or dispose of, or may be materially interested in, any such securities.

IRSPL and/or its affiliates and/or its Directors/employees may do and seek to do business with the company(ies) covered in this research report and may from time to time (a) buy/sell the securities covered in this report, from time to time and/or (b) act as market maker or have assumed an underwriting commitment in securities of such company(ies), and/or (c) may sell them to or buy them from customers on a principal basis and/or (d) may also perform or seek to perform significant investment banking, advisory, underwriting or placement services for or relating to such company(ies) and/or (e) solicit such investment, advisory or other services from any entity mentioned in this report and/or (f) act as a lender/borrower to such company and may earn brokerage or other compensation. However, Analysts are forbidden to acquire, on their own account or hold securities (physical or uncertificated, including derivatives) of companies in respect of which they are compiling and producing financial recommendations or in the result of which they play a key part.