

India

REDUCE (no change)

Consensus ratings*: Buy 1 Hold 1 Sell 3

Current price:	Rs31,630
Target price:	Rs27,910 ▲
Previous target:	Rs26,379
Up/downside:	-11.8%
InCred Research / Consensus:	7.7%
Reuters:	BOSH.NS
Bloomberg:	BOS IN
Market cap:	US\$10,928m Rs932,884m
Average daily turnover:	US\$8.1m Rs693.2m
Current shares o/s:	29.5m
Free float:	29.5%

*Source: Bloomberg

Key changes in this note

- FY26F-27F PAT raised by ~8%.



Price performance	1M	3M	12M
Absolute (%)	11.7	19.2	1.8
Relative (%)	10.3	7.3	(6.7)

Major shareholders	% held
Bosch Global	70.5
GIC	2.8
LIC	2.1

Research Analyst(s)



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

Ravi GUPTA
T (91) 22 4161 1552
E ravi.gupta@incredresearch.com

Bosch Ltd

Sales growth recovery is difficult to sustain

- 4Q EPS grew by 24% yoy and 10% qoq to Rs188, which was aided by low base sales growth benefit, lower depreciation and higher other income.
- We retain FY26F-27F EBITDA but raise EPS estimates by 8% for lower capex-led depreciation & higher other income from the sale of video solutions division.
- The recent stock price bounce-back lifted P/BV valuation to a rich +1SD above the mean. Maintain REDUCE rating on the stock with a higher TP of Rs27,910.

Low base boosts 4QFY25 sales growth

Bosch's 4QFY25 EBITDA rose by 16% yoy and 11% qoq to Rs6.5bn, which was 9% below our estimate but 5% above the Bloomberg consensus estimate. 4Q sales growth yoy looks impressive at 16% on a low base vs. 9MFY25 growth of 5.5%. The 10% qoq sales growth was aided by a 50% seasonal rise in the consumer division, while the automotive division rose by just 7% qoq. The EBITDA margin was flat at 13.2% due to a 43% yoy rise in other expenses. However, higher other income (116% yoy) and lower depreciation (-17% yoy) led to a 24% yoy rise in PAT to Rs5.5bn, a beat of 22% vs. our estimate.

Management conference-call highlights

Management highlighted the strong two-wheeler or 2W parts supply growth of 21% in 4QFY25 and 19% in FY25, aided by new emission norms or OBD-II benefits. The quick installation of the NOx sensor plant, with a planned capacity ramp-up of 2.1m units by FY27F, should help sustain the strong growth in 2W parts business. However, the global economic slowdown to impact exports. As per management, the one-time emission calibration project in 4Q aided sales growth and led to higher other expenses. Purchased goods are expected to ease with the help of new localization benefits (Fig. 3).

We maintain EBITDA estimates; lower depreciation aids EPS growth

We maintain our near double-digit sales growth outlook for FY26F-27F as the delay in tractor emission benefits will be neutralized by the momentum in 2W parts. We also maintain the EBITDA margin at around 13.2% for FY26F-27F. However, the accelerating yoy dip in depreciation in all quarters of FY25 due to low capex incurred in recent years came as a surprise, leading to a fall in depreciation costs and, in turn, leading to our EPS upgrade by around 8% for FY26F-27F.

Valuation bounce-back makes the risk-reward ratio unfavourable

The 20% spike in the stock price in the last three months has pushed forward the P/BV valuation to +1SD and the P/E to above the 10-year mean level. This makes the risk-reward ratio unfavourable as the company's order wins in the fast emerging Indian electric vehicle or EV space is very low. We maintain our REDUCE rating on the stock, valuing it at 33x one-year forward P/E, leading to a higher target price of Rs27,910 (Rs26,379 earlier) to reflect the EPS increase. Upside risk: The EBITDA margin recovery driven by a reduction in purchased goods.

Financial Summary

	Mar-24A	Mar-25A	Mar-26F	Mar-27F	Mar-28F
Revenue (Rsm)	167,271	180,874	200,825	221,963	243,443
Operating EBITDA (Rsm)	20,948	23,097	27,235	29,244	31,824
Net Profit (Rsm)	15,303	20,119	22,912	24,584	26,846
Core EPS (Rs)	518.8	682.0	776.7	833.3	910.0
Core EPS Growth	6.5%	31.5%	13.9%	7.3%	9.2%
FD Core P/E (x)	60.97	46.38	40.72	37.96	34.76
DPS (Rs)	375.0	450.0	520.0	550.0	550.0
Dividend Yield	1.19%	1.42%	1.64%	1.74%	1.74%
EV/EBITDA (x)	40.86	35.78	30.47	28.20	25.58
P/FCFE (x)	56.82	41.61	111.14	64.50	55.13
Net Gearing	(64.0%)	(77.2%)	(70.9%)	(70.3%)	(72.2%)
P/BV (x)	7.73	6.75	6.40	6.05	5.66
ROE	13.3%	15.5%	16.1%	16.4%	16.8%
% Change In Core EPS Estimates			7.55%	7.83%	
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Sales growth recovery is difficult to sustain

Management conference-call highlights >

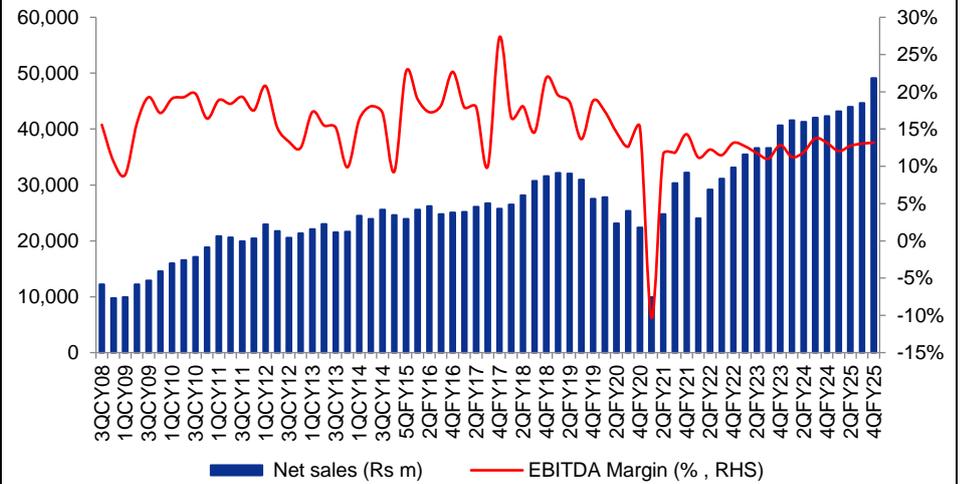
- **Outlook:** Growth drivers for the next two-to-three years include premiumization, advanced technology adoption, regulatory compliance (e.g., OBD-II norms), and electrification. Closely monitoring global trade dynamics, including tariffs and potential free trade agreements.
- **Mobility business:** The segment reported 14.9% qoq growth in 4QFY25 and 7% in FY25.
- **Power solutions business:** Grew by 16.9% yoy in 4QFY25 and by 6% in FY25 due to demand for diesel components in the off-highway segment, electronic controls, vehicle control units, electronic throttle body injectors, and high-pressure pumps.
- **Mobility aftermarket business:** Grew by 8% yoy in 4QFY25 and FY25, driven by high demand for diesel systems from OEMs, filter, and spark plug makers.
- **Two-wheeler business:** Witnessed 21.4% growth in 4QFY25 and 19% in FY25, driven by increased sales of exhaust gas sensors in anticipation of OBD-II norms effective 1 Apr 2025.
- **Consumer goods business:** Grew by 2.9% in 4QFY25 and 6.3% in FY25 on yoy basis, driven by demand for power tools like grinders, drillers, cutters, pairs, and accessories.
- **Energy & building technologies:** Declined by yoy 9% in 4QFY25 but grew by 8.2% in FY25, aided by increased orders for public address and communication systems.
- **Financial performance:** 4QFY25 EBITDA grew by 16.1% yoy, driven by revenue growth and reduced material costs. PAT margin stood at 11.3% in 4Q FY25 vs. 13.3% in 4QFY24, primarily due to the removal of indexation benefits on long-term capital gains. FY25 PAT margin was at 11.1% vs. 14.9% in FY24, impacted by an exceptional item in FY24 (profit from the sale of Project House mobility solutions business).
- **Traded goods:** Localization efforts reduced traded goods costs, with purchased goods now accounting for around 40% of sales, which was achieved through localization of components and finished goods to maintain quality.
- **Export business:** The company is actively pursuing export opportunities, particularly in spark plugs, injectors, and the new NOx sensor line, expecting a slight increase in export business in FY26F despite global market volatility.
- **Hydrogen engine project:** Working with major Indian OEMs on hydrogen engine development, electrolyzer development, cost optimization, and hydrogen distribution.
- **Bidadi plant:** The company inaugurated its NOx Sensor Gen 3 production line at its Bidadi plant, targeting a capacity of 2.1m sensors per year by 2027F. Supported by Bosch's global value chain, it will cater to cleaner emissions for Indian and global OEMs.
- **E-axle:** The company is in advanced negotiations with OEMs for e-axle orders but has not yet secured new orders from electric two-wheeler or three-wheeler makers.

Figure 1: Quarterly results comparison

Y/E Mar (Rs m)	4QFY25	4QFY24	yoy % chg	3QFY25	qoq % chg	FY25	FY24	yoy % chg	Comments for the quarter
Revenue	49,106	42,334	16.0	44,657	10.0	1,80,874	1,67,271	8.1	4% below our estimate.
Raw material costs	30,645	27,710	10.6	27,507	11.4	1,14,635	1,08,340	5.8	
RM costs as a % of revenue	62.4	65.5	(305)	61.6	81	63	65	(139)	369bp below our estimate.
EBITDA	6,469	5,572	16.1	5,826	11.0	23,097	20,948	10.3	9% below our estimate.
EBITDA margin (%)	13.2	13.2	1.2	13.0	12.7	12.8	12.5	24.6	68bp below our estimate.
Depreciation & amortization	992	1,188	(16.5)	1,008	(1.6)	3,756	4,295	(12.5)	32% below our estimate.
EBIT	5,477	4,384	24.9	4,818	13.7	19,341	16,653	16.1	
Interest expenses	61	39.0	56	62	(2)	171	508	(66)	32% above our estimate.
Other income	2,369	1,098	115.8	1,891	25.3	8,142	6,063	34.3	206% above our estimate.
Pre-tax profit	7,785	5,443	43.0	6,647	17.1	27,312	22,208	23.0	
Tax	2,248	962	133.7	1,594	41.0	7,193	6,905	4.2	
Tax rate (%)	28.9	17.7	1,120	24.0	490	26.3	31.1	(476)	
Normalized net profit	5,537	4,481	23.6	5,053	9.6	20,119	15,303	31.5	22% above our estimate.
Exceptional items	-	1,164	nm	(471)	nm	14	9,602	nm	
Reported net profit	5,537	5,645	(1.9)	4,582	20.8	20,133	24,905	(19.2)	
Normalized EPS (Rs)	187.8	151.9	23.6	171.3	9.6	682	519	31.5	

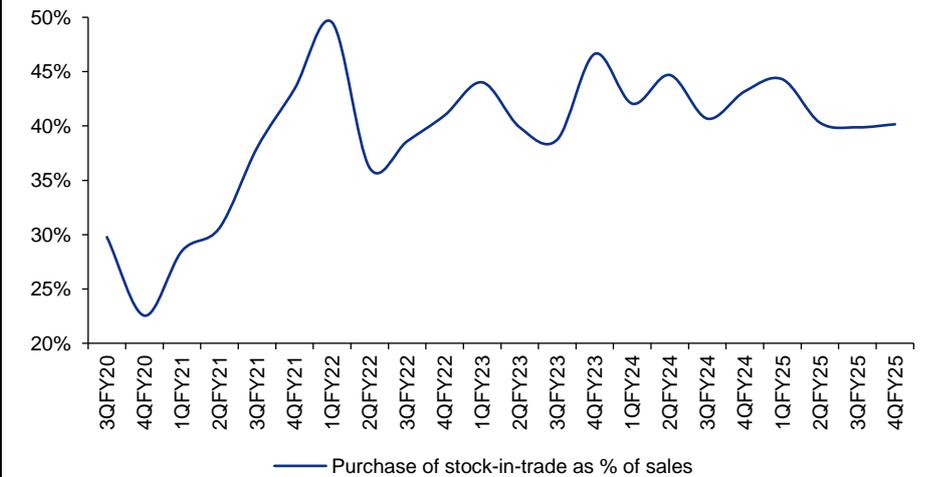
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 2: Sales growth trend



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 3: Sustainability of lower purchased stock-in-trade is a key thing to watch out for



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: Key assumptions (Rs m)

Revenue Mix	FY23	FY24A	FY25A	FY26F	FY27F	FY28F
Fuel Injection Equipment	63,551	71,289	77,762	86,803	96,735	1,06,313
Injectors, Nozzles and Nozzle holders	38,599	44,130	47,947	52,330	57,646	62,915
Auto Electricals	5,447	5,888	6,307	6,754	7,300	7,890
Portable Electric Power tools	15,641	17,402	19,493	22,735	25,318	28,709
Others	17,983	19,666	21,871	24,029	26,050	27,893
Revenue Growth						
Fuel Injection Equipment	31.2%	12.2%	9.1%	11.6%	11.4%	9.9%
Injectors, Nozzles and Nozzle holders	34.4%	14.3%	8.7%	9.1%	10.2%	9.1%
Auto Electricals	25.1%	8.1%	7.1%	7.1%	8.1%	8.1%
Portable Electric Power tools	16.3%	11.3%	12.0%	16.6%	11.4%	13.4%
Others	14.6%	9.4%	11.2%	9.9%	8.4%	7.1%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 5: Our revised earnings estimates

In Rs m	FY26F		FY27F	
	Old	New	Old	New
Net Sales	2,01,871	2,00,825	2,23,090	2,21,963
Change (%)		-0.5%		-0.5%
EBITDA	27,351	27,235	29,142	29,244
Change (%)		-0.4%		0.4%
EBITDA Margin	13.5%	13.6%	13.1%	13.2%
Change (%)		1.3		11.2
Normalized PAT	21,304	22,912	22,800	24,584
Change (%)		7.5%		7.8%
EPS	722.2	776.7	772.9	833.3
Change (%)		7.5%		7.8%

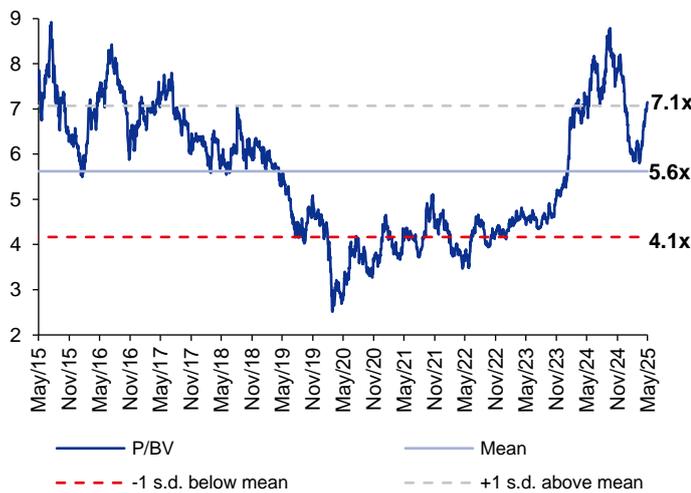
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 6: Bosch's P/E-based target price

One-year forward EPS (Rs)	845.7
P/E(x)	33.0
Target price (Rs)	27,910

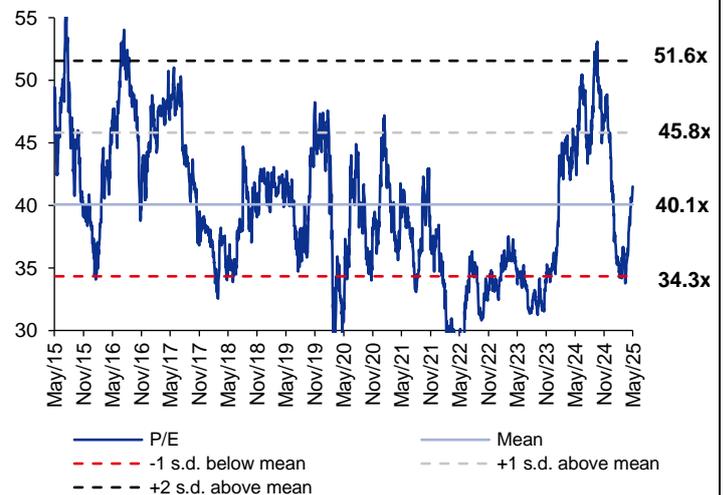
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 7: Forward P/BV valuation is rich above the +1SD level



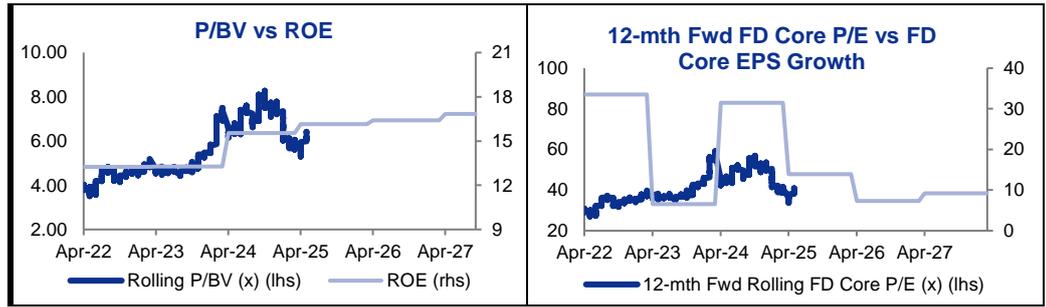
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 8: Forward P/E valuation remains above the 10-year mean level



SOURCE: BLOOMBERG, INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS



Profit & Loss

(Rs mn)	Mar-24A	Mar-25A	Mar-26F	Mar-27F	Mar-28F
Total Net Revenues	167,271	180,874	200,825	221,963	243,443
Gross Profit	58,931	66,239	74,506	82,126	89,344
Operating EBITDA	20,948	23,097	27,235	29,244	31,824
Depreciation And Amortisation	(4,295)	(3,756)	(4,730)	(5,565)	(6,181)
Operating EBIT	16,653	19,341	22,506	23,680	25,644
Financial Income/(Expense)	(508)	(171)	(500)	(400)	(400)
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	6,063	8,142	8,956	9,941	11,035
Profit Before Tax (pre-EI)	22,208	27,312	30,962	33,221	36,279
Exceptional Items					
Pre-tax Profit	22,208	27,312	30,962	33,221	36,279
Taxation	(6,905)	(7,193)	(8,050)	(8,638)	(9,432)
Exceptional Income - post-tax					
Profit After Tax	15,303	20,119	22,912	24,584	26,846
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	15,303	20,119	22,912	24,584	26,846
Recurring Net Profit	15,303	20,119	22,912	24,584	26,846
Fully Diluted Recurring Net Profit	15,303	20,119	22,912	24,584	26,846

Cash Flow

(Rs mn)	Mar-24A	Mar-25A	Mar-26F	Mar-27F	Mar-28F
EBITDA	20,948	23,097	27,235	29,244	31,824
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(4,271)	1,585	(7,417)	(3,417)	(1,020)
(Incr)/Decr in Total Provisions	(1,790)	9,028	(1,429)	1,504	1,754
Other Non-Cash (Income)/Expense	904	1,606			
Other Operating Cashflow	9,602	14			
Net Interest (Paid)/Received	5,555	7,971	8,456	9,541	10,635
Tax Paid	(6,905)	(7,193)	(8,050)	(8,638)	(9,432)
Cashflow From Operations	24,043	36,108	18,796	28,235	33,761
Capex	(3,268)	(3,999)	(6,819)	(7,000)	(7,000)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(4,355)	(9,684)	(3,581)	(6,768)	(9,836)
Cash Flow From Investing	(7,623)	(13,683)	(10,400)	(13,768)	(16,836)
Debt Raised/(repaid)					
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(11,063)	(13,275)	(15,340)	(16,225)	(16,225)
Preferred Dividends					
Other Financing Cashflow					
Cash Flow From Financing	(11,063)	(13,275)	(15,340)	(16,225)	(16,225)
Total Cash Generated	5,358	9,150	(6,945)	(1,758)	699
Free Cashflow To Equity	16,421	22,425	8,395	14,467	16,924
Free Cashflow To Firm	16,929	22,596	8,895	14,867	17,324

SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS...cont'd

Balance Sheet					
(Rs mn)	Mar-24A	Mar-25A	Mar-26F	Mar-27F	Mar-28F
Total Cash And Equivalents	77,175	106,696	103,332	108,342	118,878
Total Debtors	44,289	42,945	50,510	54,406	57,681
Inventories	18,934	19,423	25,309	28,582	30,014
Total Other Current Assets	10,332	11,934	13,127	14,440	15,884
Total Current Assets	150,730	180,998	192,279	205,770	222,457
Fixed Assets	17,915	19,405	22,274	23,709	24,529
Total Investments					
Intangible Assets					
Total Other Non-Current Assets	2,877	1,271	1,271	1,271	1,271
Total Non-current Assets	20,792	20,676	23,545	24,980	25,800
Short-term Debt					
Current Portion of Long-Term Debt					
Total Creditors	38,297	47,112	51,195	55,874	60,683
Other Current Liabilities					
Total Current Liabilities	38,297	47,112	51,195	55,874	60,683
Total Long-term Debt					
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities					
Total Non-current Liabilities					
Total Provisions	14,619	17,164	18,880	20,768	22,845
Total Liabilities	52,916	64,276	70,075	76,642	83,528
Shareholders Equity	120,632	138,177	145,749	154,108	164,729
Minority Interests					
Total Equity	120,632	138,177	145,749	154,108	164,729

Key Ratios					
	Mar-24A	Mar-25A	Mar-26F	Mar-27F	Mar-28F
Revenue Growth	12.0%	8.1%	11.0%	10.5%	9.7%
Operating EBITDA Growth	15.9%	10.3%	17.9%	7.4%	8.8%
Operating EBITDA Margin	12.5%	12.8%	13.6%	13.2%	13.1%
Net Cash Per Share (Rs)	2,616.10	3,616.81	3,502.79	3,672.62	4,029.76
BVPS (Rs)	4,089.22	4,683.97	4,940.64	5,223.99	5,584.03
Gross Interest Cover	32.78	113.11	45.01	59.20	64.11
Effective Tax Rate	31.1%	26.3%	26.0%	26.0%	26.0%
Net Dividend Payout Ratio	72.3%	66.0%	67.0%	66.0%	60.4%
Accounts Receivables Days	44.57	45.88	46.49	47.62	47.29
Inventory Days	63.95	61.06	64.63	70.33	69.39
Accounts Payables Days	89.16	87.97	88.84	86.89	85.28
ROIC (%)	32.1%	34.5%	47.0%	38.6%	38.5%
ROCE (%)	14.4%	14.9%	15.9%	15.8%	16.1%
Return On Average Assets	9.5%	10.9%	11.2%	11.2%	11.4%

Key Drivers					
	Mar-24A	Mar-25A	Mar-26F	Mar-27F	Mar-28F
ASP (% chg, main prod./serv.)	3.0%	1.0%	2.0%	2.5%	2.5%
Unit sales grth (% , main prod./serv.)	12.2%	9.1%	11.6%	11.4%	9.9%

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. While 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 is 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 a 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

Research Analyst or his/her relative(s) or InCred Research Services Private Limited or our associate may have any financial interest in the subject company.

Research Analyst or his/her relatives or InCred Research Services Limited or our associates may have actual or 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.

Research Analyst or his/her relative or InCred Research Services Private Limited or our associate entities may have any other material conflict of interest at the time of publication of the Research Report.

In the past 12 months, IRSPL or any of its associates may have:

- a) Received any compensation/other benefits from the subject company,
- b) Managed or co-managed public offering of securities for the subject company,
- c) Received compensation for investment banking or merchant banking or brokerage services from the subject company,
- d) Received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company

We or our associates may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.

Research Analyst may have served as director, officer, or employee in the subject company.

We or our research analyst may engage in market-making activity of the subject company.

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 on 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.

Registration granted by SEBI, membership of a SEBI recognized supervisory body (if any) and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

InCred Research Services Private Limited

Research Analyst SEBI Registration Number: INH000011024

Registered Office: Unit No 1203, 12th Floor, B Wing, The Capital, C-70, G Block, BKC, Bandra (E), Mumbai – 400051

Phone: +91-22-6844-6100

Corporate Office: 05th floor, Laxmi Towers, Plot No. C-25, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai – 400051

Phone: +91-22-4161-1500

Name of the Compliance Officer: Mr. Yogesh Kadam

Email ID: compliance@incredresearch.com, Phone No: +91-22-41611539

For any queries or grievances, you may contact the Grievance Officer.

Name of the Grievance Officer: Mr. Rajarshi Maitra

Phone no. +91-022-41611546

Email ID: rajarshi.maitra@incredresearch.com

CIN: U74999MH2016PTC287535

Recommendation Framework

Stock Ratings

Definition:

- Add** The stock's total return is expected to exceed 10% over the next 12 months.
- Hold** The stock's total return is expected to be between 0% and positive 10% over the next 12 months.
- Reduce** The stock's total return is expected to fall below 0% or more over the next 12 months.

The total expected return of a stock is defined as the sum of the: (i) percentage difference between the target price and the current price and (ii) the forward net dividend yields of the stock. Stock price targets have an investment horizon of 12 months.

Sector Ratings

Definition:

- Overweight** An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation.
- Neutral** A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation.
- Underweight** An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation.

Country Ratings

Definition:

- Overweight** An Overweight rating means investors should be positioned with an above-market weight in this country relative to benchmark.
- Neutral** A Neutral rating means investors should be positioned with a neutral weight in this country relative to benchmark.
- Underweight** An Underweight rating means investors should be positioned with a below-market weight in this country relative to benchmark.