

India

**REDUCE** (no change)

Consensus ratings\*: Buy 2 Hold 1 Sell 3

Current price:	Rs19,136
Target price:	Rs16,401 ▲
Previous target:	Rs14,803
Up/downside:	-14.3%
InCred Research / Consensus:	-13.9%

Reuters:	
Bloomberg:	BOS IN
Market cap:	US\$7,772m
	Rs564,380m
Average daily turnover:	US\$6.4m
	Rs467.8m
Current shares o/s:	29.5m
Free float:	29.5%

\*Source: Bloomberg

**Key changes in this note**

- Sales increased by 3-5% for FY24F-25F.
- FY25F EBITDA increased by 3%.
- FY24F-25F EPS increased by 2-3%.



Source: Bloomberg

<b>Price performance</b>	1M	3M	12M
Absolute (%)	1.3	6.2	41.3
Relative (%)	(1.7)	5.3	24.4

<b>Major shareholders</b>	% held
Bosch Global	70.5
GIC	3.0
New India Assurance	2.2

**Analyst(s)**



**Pramod AMTHE**

T (91) 22 4161 1541

E pramod.amthe@incredcapital.com

# Bosch Ltd

## Pressure on margins to persist

- The 4Q EBITDA beat of 5% was driven by sales growth while EBITDA margin pressure yoy continues (-30bp) due to a higher proportion of purchased goods.
- 15% FY24F sales growth guidance is impressive but there are concerns over a rise in purchased goods to a 7-quarter high & slow benefits seen in the past.
- Maintain REDUCE rating on the stock as rising competition in the tractor fuel injection segment to further impact pricing power and profitability.

### 4Q sales growth impressive

Bosch Ltd's (Bosch) 4QFY23 EBITDA rose 20% yoy and 29% qoq to Rs5.22bn, 5% above our estimate, driven by strong sales growth of 11% qoq. However, the spike (+400bp qoq) in raw material costs, as a proportion of net sales, to 64% impacted the EBITDA margin by 30bp yoy to 12.9%. Management indicated one-off from forex loss and new business spending impacting other expenses. Higher other income (+47% yoy) led to a 9% EPS beat at Rs137.4. The total dividend per share for the year rose to Rs480, to commemorate the centenary year celebrations of the company.

### Management conference-call highlights

Management attributed the commencement of new emission regulatory compliance parts supplies to the truck and tractor segments as a key driver of sales growth. This also led to a spike in the proportion of purchased goods to a seven-quarter high of 47% (Fig. 4), as Bosch will initially import/procure them from its subsidiaries. Management stated that Bosch participated in 80 projects under BS6 stage-2, which came into effect from Apr 2023.

### EPS upgrade by 2-3% for FY24F-25F

We feel the 4QFY23 performance was aided by sales volume growth witnessed in trucks and in emission upgrade of tractors. Our channel check indicates that a large portion of the upgrade cost was towards the aftermarket treatment in trucks, while in tractors it's the fuel injection technology change for above 50HP tractors. Considering Bosch's monopoly in the tractor component segment, its benefit may be better in this upgrade while the new competition via TREM-5 norms in Oct 2024 will disturb its pricing power. Considering the gradual localization program benefits of the past, we expect the EBITDA margin pressure to persist in FY24F and ease in FY25F, leading to a 3% upgrade for FY25F.

### Cost pressure and competition to limit EPS growth; retain REDUCE

Management's slow response to localization and rising competition from global suppliers like Cummins and Delphi, we feel, will continue to keep Bosch's margins under pressure. With the rise in the stock price last quarter, P/E valuation near its 15-year mean level at 38x one-year forward looks rich for an EPS CAGR of 11% over FY24F-26F. We reiterate REDUCE rating on Bosch but roll forward our P/E-based target price on it to Rs16,401 (Rs14,803 earlier). Key upside risks are earlier-than-expected localization benefits and a higher growth in sales to original equipment manufacturers or OEMs.

### Financial Summary

	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Revenue (Rsm)	117,440	149,293	168,418	188,387	205,998
Operating EBITDA (Rsm)	14,014	18,067	19,334	22,369	25,944
Net Profit (Rsm)	10,763	14,367	14,984	16,950	19,459
Core EPS (Rs)	364.9	487.0	507.9	574.6	659.6
Core EPS Growth	22.4%	33.5%	4.3%	13.1%	14.8%
FD Core P/E (x)	52.44	39.29	37.67	33.30	29.01
DPS (Rs)	210.1	480.0	300.0	320.0	350.0
Dividend Yield	1.10%	2.51%	1.57%	1.67%	1.83%
EV/EBITDA (x)	35.11	27.33	25.53	21.97	18.87
P/FCFE (x)	(449.22)	31.94	86.63	63.77	59.85
Net Gearing	(67.7%)	(64.3%)	(61.0%)	(59.0%)	(56.4%)
P/BV (x)	5.28	5.13	4.86	4.56	4.25
ROE	10.5%	13.2%	13.2%	14.1%	15.2%
% Change In Core EPS Estimates			2.15%	3.44%	
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

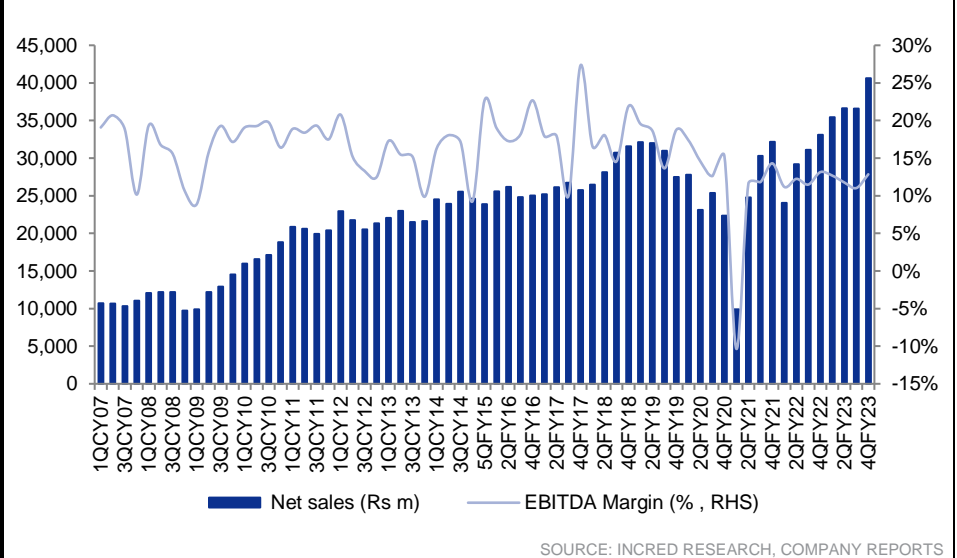
## Pressure on margins to persist

Figure 1: Results comparison

FYE Mar (Rs m)	4QFY23	4QFY22	yoy % chg	3QFY23	qoq % chg	FY23	FY22	yoy % chg	Comments for the quarter
Revenue	40,634	33,110	22.7	36,599	11.0	1,46,692	1,17,440	24.9	4% above our estimates.
Raw Materials	25,995	21,394	21.5	21,947	18.4	92,856	72,986	27.2	
RM as % of Revenues	64.0	64.6	(64)	60.0	401	63	62	115	25bp above our estimates.
EBITDA	5,224	4,354	20.0	4,037	29.4	17,456	14,014	24.6	5% above our estimates.
<b>EBITDA margin (%)</b>	<b>12.9</b>	<b>13.2</b>	<b>(29.4)</b>	<b>11.0</b>	<b>182.6</b>	<b>11.9</b>	<b>11.9</b>	<b>(3.3)</b>	14bp above our estimates.
Deprn & amort.	1,206	892	35.2	1,083	11.4	3,761	3,243	16.0	
EBIT	4,018	3,462	16.1	2,954	36.0	13,696	10,771	27.1	
Interest expense	46	73.0	(37)	20	130	100	289	(65)	84% above our estimates.
Other Income	1,358	926	46.7	1,312	3.5	4,200	3,963	6.0	32% above our estimates.
Pre-tax profit	5,330	4,315	23.5	4,246	25.5	17,796	14,445	23.2	
Tax	1,279	898	42.4	1,057	21.0	4,271	3,683	16.0	
Tax rate (%)	24.0	20.8	319	24.9	(90)	24.0	25.5	(149)	
<b>Normalised Net profit</b>	<b>4,051</b>	<b>3,417</b>	<b>18.6</b>	<b>3,189</b>	<b>27.0</b>	<b>13,525</b>	<b>10,763</b>	<b>25.7</b>	9% above our estimates.
Exceptional items	(62)	89	nm	-	nm	-	1,230	nm	
Reported net profit	3,989	3,506	13.8	3,189	25.1	13,525	11,993	12.8	
<b>Normalised EPS (Rs)</b>	<b>137.4</b>	<b>115.9</b>	<b>18.6</b>	<b>108.1</b>	<b>27.0</b>	<b>458</b>	<b>365</b>	<b>25.7</b>	

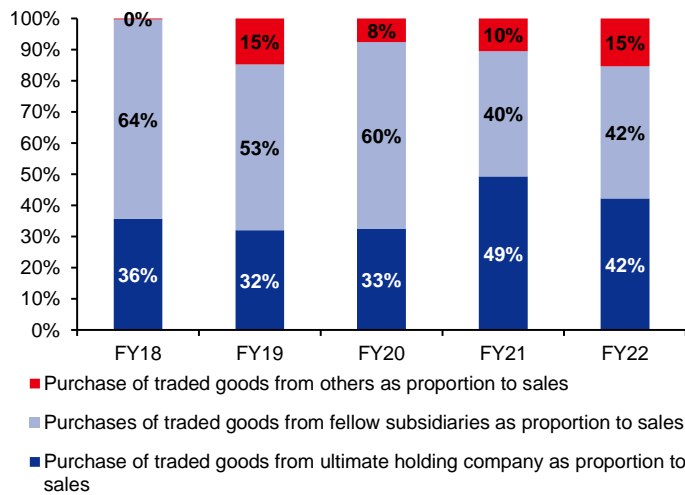
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 2: Sales growth fails to impress when it comes to EBITDA margin



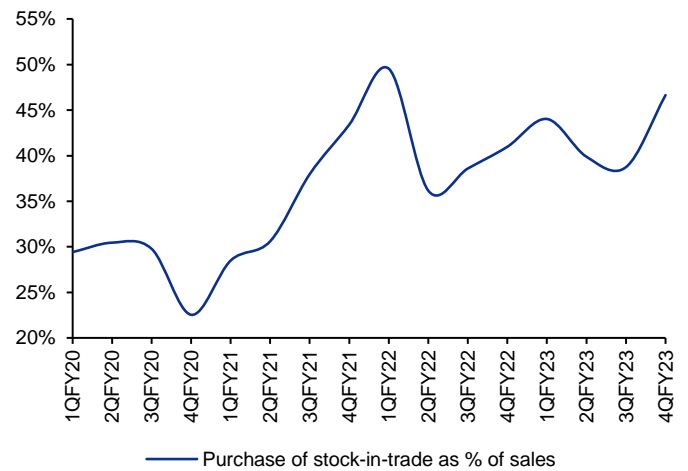
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 3: Most of the goods purchased are from related parties**



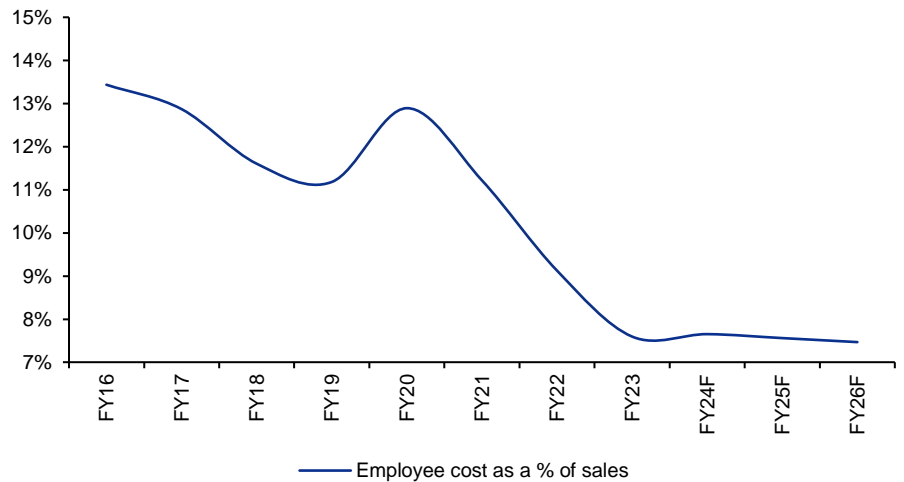
SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 4: Purchased stock-in-trade rises sharply qoq**



SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 5: Employee cost to remain under control**



SOURCE: INCRED RESEARCH, COMPANY REPORTS

**Figure 6: Our revised earnings estimates**

In Rs m	FY24F		FY25F	
	Old	New	Old	New
Net Sales	1,63,082	1,68,418	1,79,912	1,88,387
Change (%)		3.3%		4.7%
EBITDA	19,314	19,334	21,832	22,369
Change (%)		0.1%		2.5%
EBITDA Margin	11.8%	11.5%	12.1%	11.9%
Change (%)		(36.4)		(26.1)
Normalised PAT	14,669	14,984	16,386	16,950
Change (%)		2.2%		3.4%
EPS	497.2	507.9	555.5	574.6
Change (%)		2.2%		3.4%

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 7: Key assumptions (Rs m)**

Revenue Mix	FY21	FY22	FY23	FY24F	FY25F	FY26F
Fuel Injection Equipment	39,059	48,452	63,551	73,225	82,504	90,864
Injectors, Nozzles and Nozzle holders	22,294	28,719	38,599	44,527	50,476	55,090
Auto Electricals	3,396	4,352	5,447	5,888	6,307	6,754
Portable Electric Power tools	10,794	13,449	15,641	17,402	19,084	20,737
Others	14,104	15,698	17,983	19,666	21,588	23,341
Revenue Growth						
Fuel Injection Equipment	-1.7%	24.0%	31.2%	15.2%	12.7%	10.1%
Injectors, Nozzles and Nozzle holders	-2.1%	28.8%	34.4%	15.4%	13.4%	9.1%
Auto Electricals	6.2%	28.2%	25.1%	8.1%	7.1%	7.1%
Portable Electric Power tools	7.7%	24.6%	16.3%	11.3%	9.7%	8.7%
Others	2.8%	11.3%	14.6%	9.4%	9.8%	8.1%

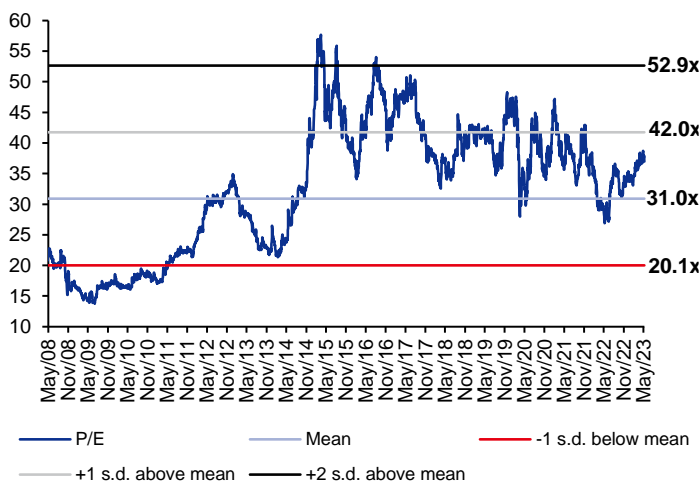
SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 8: Bosch's P/E-based target price**

1-year forward EPS (Rs)	585.8
P/E(x)	28.0
Target Price (Rs)	16,401

SOURCE: INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 9: Forward P/E valuation**



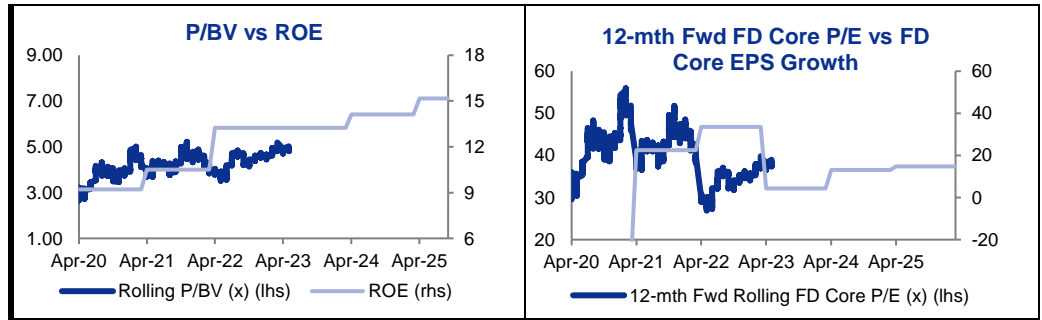
SOURCE: BLOOMBERG, INCRED RESEARCH ESTIMATES, COMPANY REPORTS

**Figure 10: Forward P/BV valuation**



SOURCE: BLOOMBERG, INCRED RESEARCH ESTIMATES, COMPANY REPORTS

BY THE NUMBERS



Profit & Loss

(Rs mn)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
<b>Total Net Revenues</b>	<b>117,440</b>	<b>149,293</b>	<b>168,418</b>	<b>188,387</b>	<b>205,998</b>
<b>Gross Profit</b>	<b>44,454</b>	<b>54,665</b>	<b>62,315</b>	<b>71,587</b>	<b>79,103</b>
<b>Operating EBITDA</b>	<b>14,014</b>	<b>18,067</b>	<b>19,334</b>	<b>22,369</b>	<b>25,944</b>
Depreciation And Amortisation	(3,243)	(3,856)	(4,457)	(5,286)	(6,096)
<b>Operating EBIT</b>	<b>10,771</b>	<b>14,211</b>	<b>14,877</b>	<b>17,084</b>	<b>19,848</b>
Financial Income/(Expense)	(289)	(121)	(225)	(200)	(150)
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	3,963	4,733	5,064	5,419	5,907
<b>Profit Before Tax (pre-EI)</b>	<b>14,445</b>	<b>18,823</b>	<b>19,716</b>	<b>22,302</b>	<b>25,604</b>
Exceptional Items					
<b>Pre-tax Profit</b>	<b>14,445</b>	<b>18,823</b>	<b>19,716</b>	<b>22,302</b>	<b>25,604</b>
Taxation	(3,683)	(4,456)	(4,732)	(5,353)	(6,145)
Exceptional Income - post-tax					
<b>Profit After Tax</b>	<b>10,763</b>	<b>14,367</b>	<b>14,984</b>	<b>16,950</b>	<b>19,459</b>
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
<b>Net Profit</b>	<b>10,763</b>	<b>14,367</b>	<b>14,984</b>	<b>16,950</b>	<b>19,459</b>
Recurring Net Profit	10,763	14,367	14,984	16,950	19,459
<b>Fully Diluted Recurring Net Profit</b>	<b>10,763</b>	<b>14,367</b>	<b>14,984</b>	<b>16,950</b>	<b>19,459</b>

Cash Flow

(Rs mn)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
<b>EBITDA</b>	<b>14,014</b>	<b>18,067</b>	<b>19,334</b>	<b>22,369</b>	<b>25,944</b>
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(5,507)	(649)	(1,192)	(3,487)	(4,269)
(Incr)/Decr in Total Provisions	(6,911)	(1,709)	175	740	914
Other Non-Cash (Income)/Expense	898	380			
Other Operating Cashflow	1,230	(123)			
Net Interest (Paid)/Received	3,674	4,612	4,839	5,219	5,757
Tax Paid	(3,683)	(4,456)	(4,732)	(5,353)	(6,145)
<b>Cashflow From Operations</b>	<b>3,716</b>	<b>16,122</b>	<b>18,424</b>	<b>19,489</b>	<b>22,200</b>
Capex	(4,128)	(6,655)	(9,396)	(8,000)	(10,000)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(844)	8,208	(2,511)	(2,637)	(2,769)
<b>Cash Flow From Investing</b>	<b>(4,972)</b>	<b>1,553</b>	<b>(11,908)</b>	<b>(10,637)</b>	<b>(12,769)</b>
Debt Raised/(repaid)					
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(6,195)	(14,160)	(8,850)	(9,440)	(10,325)
Preferred Dividends					
Other Financing Cashflow					
<b>Cash Flow From Financing</b>	<b>(6,195)</b>	<b>(14,160)</b>	<b>(8,850)</b>	<b>(9,440)</b>	<b>(10,325)</b>
Total Cash Generated	(7,451)	3,515	(2,333)	(588)	(894)
<b>Free Cashflow To Equity</b>	<b>(1,256)</b>	<b>17,675</b>	<b>6,517</b>	<b>8,852</b>	<b>9,431</b>
<b>Free Cashflow To Firm</b>	<b>(968)</b>	<b>17,796</b>	<b>6,742</b>	<b>9,052</b>	<b>9,581</b>

SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS...cont'd

<b>Balance Sheet</b>					
<b>(Rs mn)</b>	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
Total Cash And Equivalents	72,329	70,795	70,973	73,022	74,897
Total Debtors	34,764	38,622	43,148	46,258	51,219
Inventories	17,293	19,029	20,764	23,226	25,397
Total Other Current Assets	7,388	9,399	10,339	11,373	12,510
<b>Total Current Assets</b>	<b>131,774</b>	<b>137,845</b>	<b>145,224</b>	<b>153,878</b>	<b>164,023</b>
Fixed Assets	18,169	20,968	25,907	28,621	32,525
Total Investments					
Intangible Assets					
Total Other Non-Current Assets	4,161	3,781	3,781	3,781	3,781
<b>Total Non-current Assets</b>	<b>22,330</b>	<b>24,749</b>	<b>29,688</b>	<b>32,402</b>	<b>36,306</b>
Short-term Debt					
Current Portion of Long-Term Debt					
Total Creditors	33,578	39,981	44,916	47,401	50,804
Other Current Liabilities					
<b>Total Current Liabilities</b>	<b>33,578</b>	<b>39,981</b>	<b>44,916</b>	<b>47,401</b>	<b>50,804</b>
Total Long-term Debt					
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities					
<b>Total Non-current Liabilities</b>					
Total Provisions	13,647	12,491	13,740	15,114	16,626
<b>Total Liabilities</b>	<b>47,225</b>	<b>52,472</b>	<b>58,656</b>	<b>62,515</b>	<b>67,429</b>
Shareholders Equity	106,879	110,122	116,256	123,766	132,900
Minority Interests					
<b>Total Equity</b>	<b>106,879</b>	<b>110,122</b>	<b>116,256</b>	<b>123,766</b>	<b>132,900</b>

<b>Key Ratios</b>					
	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
Revenue Growth	20.8%	27.1%	12.8%	11.9%	9.3%
Operating EBITDA Growth	39.6%	28.9%	7.0%	15.7%	16.0%
Operating EBITDA Margin	11.9%	12.1%	11.5%	11.9%	12.6%
Net Cash Per Share (Rs)	2,451.83	2,399.83	2,405.86	2,475.32	2,538.88
BVPS (Rs)	3,623.02	3,732.95	3,940.88	4,195.45	4,505.09
Gross Interest Cover	37.30	117.45	66.12	85.42	132.32
Effective Tax Rate	25.5%	23.7%	24.0%	24.0%	24.0%
Net Dividend Payout Ratio	57.6%	98.6%	59.1%	55.7%	53.1%
Accounts Receivables Days	45.32	41.92	44.62	44.96	46.49
Inventory Days	75.71	70.05	68.44	68.73	69.93
Accounts Payables Days	111.61	95.77	100.05	98.30	94.72
ROIC (%)	30.5%	29.5%	28.7%	28.9%	30.1%
ROCE (%)	10.5%	13.1%	13.1%	14.2%	15.5%
Return On Average Assets	7.3%	9.1%	9.0%	9.5%	10.1%

<b>Key Drivers</b>					
	<b>Mar-22A</b>	<b>Mar-23A</b>	<b>Mar-24F</b>	<b>Mar-25F</b>	<b>Mar-26F</b>
ASP (% chg, main prod./serv.)	6.2%	5.0%	3.0%	3.0%	2.0%
Unit sales grth (% , main prod./serv.)	24.0%	31.2%	15.2%	12.7%	10.1%

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.