

India

ADD (no change)

Consensus ratings*: Buy 29 Hold 7 Sell 2

Current price:	Rs1,019
Target price: ▲	Rs1,130
Previous target:	Rs1,010
Up/downside:	10.9%
InCred Research / Consensus:	0.0%
Reuters:	
Bloomberg:	GCPL IN
Market cap:	US\$14,347m Rs1,041,828m
Average daily turnover:	US\$15.0m Rs1086.3m
Current shares o/s:	1,022.5m
Free float:	36.8%

*Source: Bloomberg

Key changes in this note

- Raise target price to Rs1,130 from Rs1,010.

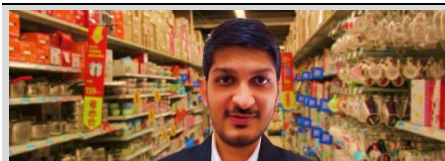


Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	(4.1)	7.1	17.3
Relative (%)	(5.1)	0.5	4.5

Major shareholders	% held
Promoter	63.2
First State Investments ICVC	2.9
BlackRock Inc	2.0

Analyst(s)



Harsh SHAH
 T (91) 22 4161 1568
 E harsh.shah@incredcapital.com

Rohan KALLE
 T (91) 22 4161 1561
 E rohan.kalle@incredcapital.com

Godrej Consumer Products Ltd

Steady volume growth in 1Q

- GCPL's 1Q organic domestic value/volume growth stood at 6%/8%. Indonesia/Africa saw 20%/9% growth. Consol. organic CC growth was at 13%.
- Domestic organic EBITDA margin inched up to 28.2% (vs. 22.4%/26.4% in 1QFY23/4QFY23). Domestic/consol. organic EBITDA grew by 32%/36% yoy.
- Maintain ADD rating on the stock with a higher target price of Rs1,130.

Volume growth remains healthy; home care segment drives growth

Godrej Consumer Products or GCPL's standalone organic sales grew 6% yoy with a volume growth of 8% in 1QFY24. Overall demand conditions remained challenging. The home care segment (up 13.4% yoy; four-year CAGR of 10.5%) continued its momentum led by a strong season for household insecticides (HI) in North India while the personal care segment's growth of 1.9% yoy (11% on a four-year CAGR) was dragged by price cuts in soaps. The Raymond portfolio contributed Rs480m to 1Q sales (secondary sales grew 2x), much lower vs. the quarterly run rate, as the portfolio is undergoing correction in trade inventory (which is currently at 80-90 days) and is likely to start growing from 2HFY24F.

Near-term pain in GAUM while Indonesia is on a recovery mode

Organic consolidated sales grew by 10% yoy (13% in constant currency or CC terms). Indonesia, on a low base, grew by 20% (15% in CC terms) despite destocking in modern trade channels. Management remains confident that the improving macroeconomic environment coupled with corrective actions (inventory correction, reducing inter-channel rate conflict and increasing media spending) should drive Indonesia growth going ahead. The Africa cluster (GAUM) reported a 9% growth (16% in CC terms). Reported growth was affected by the devaluation of Naira, which is expected to impact 2Q sales growth by 200bp in 2QFY24F. The near-term profitability will be impacted due to forex issues.

Healthy improvement in domestic (organic) operating performance

The standalone organic EBITDA margin at 28.2% witnessed a healthy improvement (even vs. normalized margins). On a reported basis, domestic gross/EBITDA margins were at 57.1%/24.7%, respectively, and consol. gross/EBITDA margins were at 53.7%/18.6%, respectively. GAUM/Indonesia EBITDA margins were at 19.5%/11.8%, respectively. Domestic margins may stay healthy while Indonesia margins are likely to improve gradually. Forex-related problems in Nigeria to impact GAUM's near-term EBITDA margin.

Maintain ADD rating with a higher target price of Rs1,130

We have incorporated the effect of Raymond FMCG portfolio buyout and revised FY24F-25F estimates accordingly. We retain ADD rating on the stock with a higher target price of Rs1,130 (43x Jun 2025F EPS). Downside risks: Lower-than-expected sales in domestic/Africa, and lower-than-expected margins in IBD due to macro/currency volatility.

Financial Summary

	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Revenue (Rsm)	122,765	133,160	151,119	167,120	183,345
Operating EBITDA (Rsm)	23,951	24,665	29,214	34,480	39,741
Net Profit (Rsm)	17,831	17,385	21,948	25,673	29,389
Core EPS (Rs)	17.5	17.5	21.5	25.1	28.7
Core EPS Growth	1.5%	0.0%	22.4%	17.0%	14.5%
FD Core P/E (x)	58.41	59.93	47.47	40.58	35.45
DPS (Rs)	6.9	7.5	9.3	10.3	11.4
Dividend Yield	0.00%	0.00%	0.91%	1.01%	1.12%
EV/EBITDA (x)	43.31	41.31	34.05	28.51	24.35
P/FCFE (x)	642.15	(83.01)	31.70	48.54	40.18
Net Gearing	(3.7%)	(16.6%)	(31.3%)	(35.6%)	(40.5%)
P/BV (x)	9.01	7.55	6.94	6.31	5.70
ROE	17.1%	14.1%	15.2%	16.3%	16.9%
% Change In Core EPS Estimates			(3.06%)	4.72%	
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Steady volume growth in 1Q

Key takeaways from the earnings call

Highlights

- **Household Insecticides (HI):** India business witnessed a good season in North India for HI in 1Q driven by 1) weak summer and unseasonal rainfall, 2) the impact of market development in smaller packs, which have seen good traction, and 3) the non-mosquito portfolio. As per management, some molecules available in China in incense sticks are cheaper and more effective.
- **Category development & innovation:** GCPL has been consistently investing behind its brands. Launched Aer O in the car segment (air freshener). Also launched Magic Floor Cleaner (powder to liquid).
- The recently launched Rs15 shampoo hair colour sachet is doing well.
- E-commerce and modern trade channels grew ahead of general trade.
- **Capex of Rs9bn** has been approved for manufacturing facilities to expand capacity in the home care and personal care segments, which is expected to be ready in 18-36 months. This will add 20% incremental capacity. Current capacity utilization stands at 75-80%. GCPL will not stop outsourcing but is moving some core segments in-house to drive efficiencies (a major portion will be sourced in-house gradually). The focus is on 1) planning for volume growth, 2) moving the funds from working capital to automation, and 3) improving logistics footprint by moving closer to larger markets in South India.

International business

- **GUAM:** 15% CC growth. Challenges with respect to forex devaluation of Nigerian Naira are likely to continue in the near term. The distribution partnership in Nigeria is shaping up well.
- **Indonesia** saw a strong quarter, despite destocking in modern trade. Management is confident that structural issues have been addressed and the business is running well, clocking market share gains.
- **LATAM** business posted a 12% volume growth.

Input cost and margins

- Palm oil prices have inched up a little bit but are not a cause of concern currently, as per management.

Raymond's FMCG portfolio acquisition

- The integration is going on as planned. Primary sales were half of second sales because of 1) take-back of slow-moving inventory, which is largely behind us, and 2) destocking due to higher inventory with Raymond's distributors (80 to 90 days). Inventory days for the channel will be reduced further. The focus is on cleaning up the portfolio and to be EPS-positive next year. Investments in brands led to a loss in 1Q.
- 2QFY24F is expected to see a similar trend but an improvement is expected from 3QFY24F.
- Management is confident of growth in the portfolio once the company's products have been brought in fully into the distribution ecosystem.

Other highlights

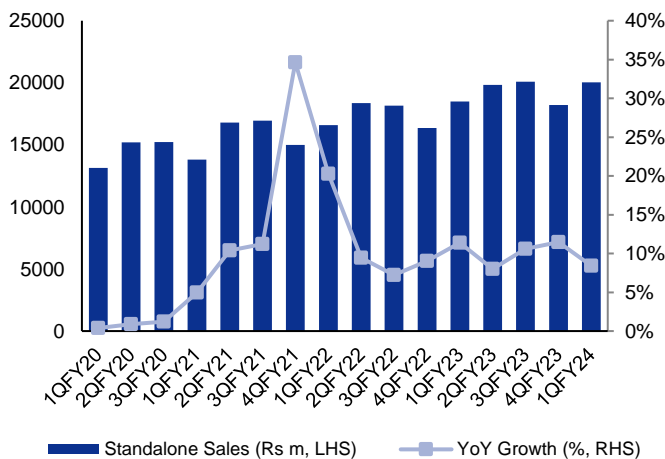
- **Competitive intensity in soaps:** Compared to 10-15 years ago, local players do not have the same salience and the market has become pretty much consolidated. The general principle of pricing is to absorb inflation to protect the consumers and when prices fall, to pass on the benefit and maintain those margins. The focus is on volume growth.
- GCPL has a net cash position as of Jun 2023-end (two-to-three months ahead of earlier estimates).

Figure 1: Quarterly results summary - consolidated

Y/E, Mar (Rs. m)	1QFY23	4QFY23	1QFY24	YoY (%)	QoQ (%)
Revenue	31,250	32,002	34,489	10.4	7.8
Expenditure	26,042	25,593	28,061	7.8	9.6
Consumption of Raw Materials	16,692	15,074	15,955	-4.4	5.8
as % of sales	53.4	47.1	46.3		
Employee Cost	2,597	3,008	3,140	20.9	4.4
as % of sales	8.3	9.4	9.1		
Other Expenditure	6,753	7,512	8,966	32.8	19.4
as % of sales	21.6	23.5	26.0		
EBITDA	5,208	6,409	6,428	23.4	0.3
Depreciation	571	686	763	33.7	11.2
EBIT	4,637	5,723	5,666	22.2	-1.0
Other Income	275	579	691	151.1	19.3
Interest	351	525	740	111.1	40.9
PBT	4,562	5,777	5,617	23.1	-2.8
Total Tax	1,093	1,034	1,611	47.4	55.8
Adjusted PAT	3,470	4,743	4,006	15.5	-15.5
(Profit)/Loss from Associates/Minority Interest	0	0	0	NA	NA
APAT after MI	3,470	4,743	4,006	15.5	-15.5
Extraordinary Items	-18	-222	-818	4368.9	268.9
Reported PAT	3,451	4,521	3,188	-7.6	-29.5
Adj. EPS	3.4	4.6	3.9	15.5	-15.5
Margins (%)	1QFY23	4QFY23	1QFY24	YoY (bp)	QoQ (bp)
Gross margin	46.6	52.9	53.7	720	80
EBITDA	16.7	20.0	18.6	200	-140
EBIT	14.8	17.9	16.4	160	-150
EBT	14.6	18.1	16.3	170	-180
PAT	11.1	14.8	11.6	50	-320
Effective Tax Rate	23.9	17.9	28.7	470	1,080

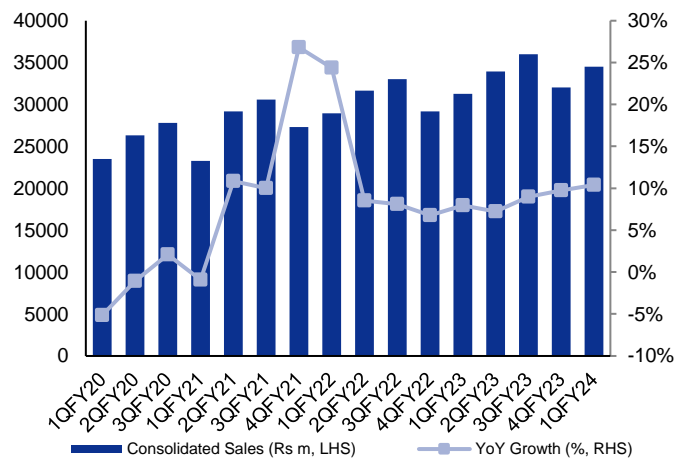
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 2: Standalone sales grew by 8.4% yoy in 1QFY24



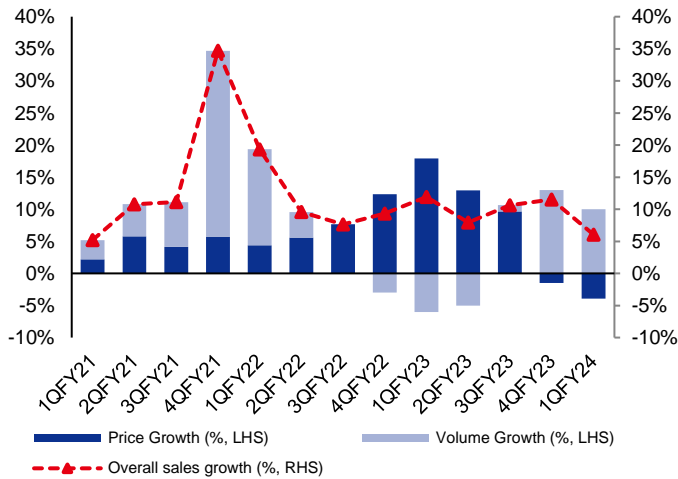
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 3: Consolidated sales grew by 10.4% yoy in 1QFY24



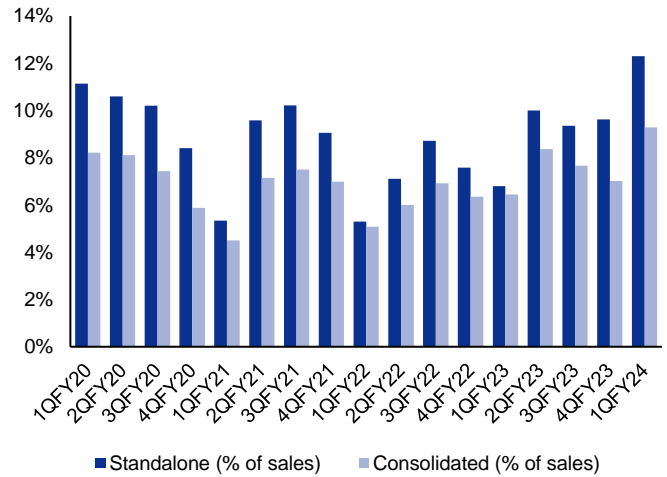
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: Volume growth stood at 10% in 1QFY24



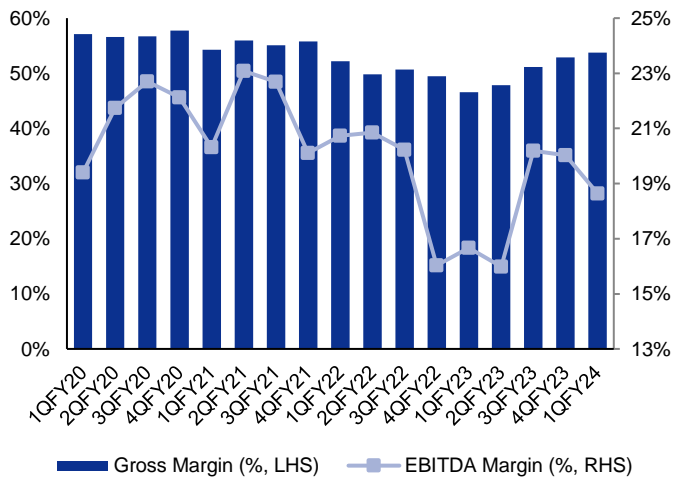
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 5: Advertising expenses are expected to inch up gradually



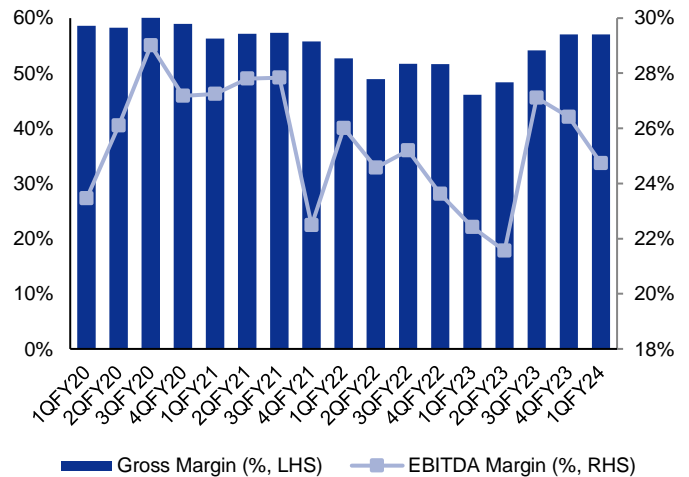
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 6: Consolidated gross margin expanded by 720bp yoy in 1QFY24



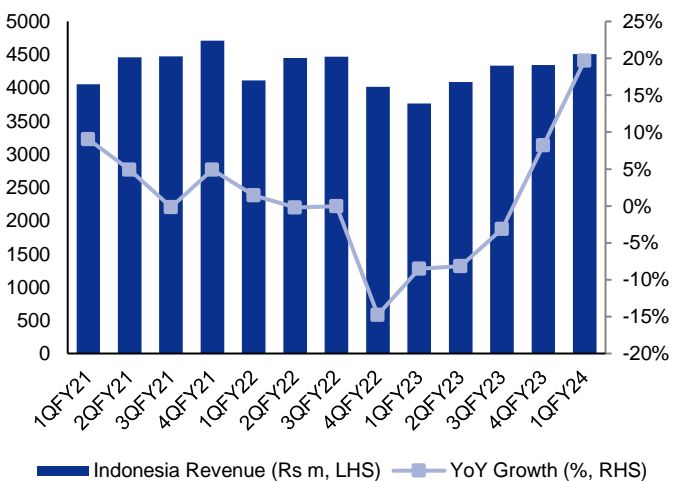
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 7: Standalone gross margin expanded by 1,100bp yoy in 1QFY24



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 8: Indonesia business revenue grew by 19.7%



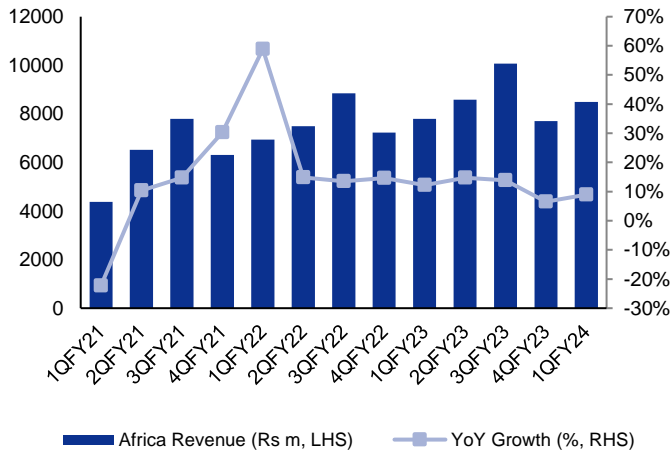
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 9: Indonesia EBITDA margin improved by 420bp yoy to 19.5% in 1QFY24



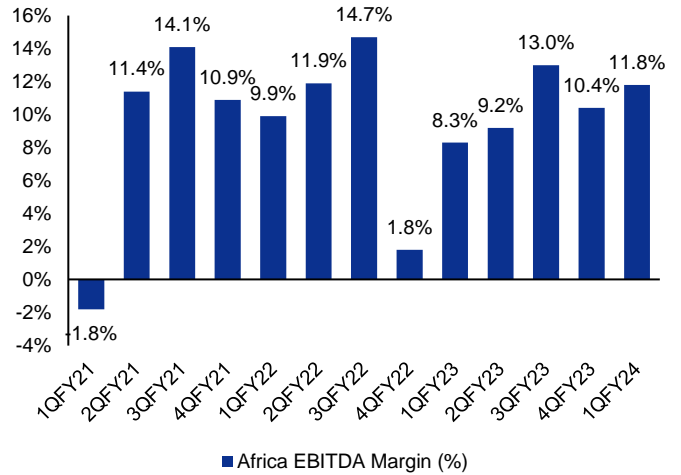
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 10: Africa business revenue grew by 8.9% yoy in 1QFY24



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 11: Africa EBITDA margin expanded by 350bp yoy to 11.8% in 1QFY24



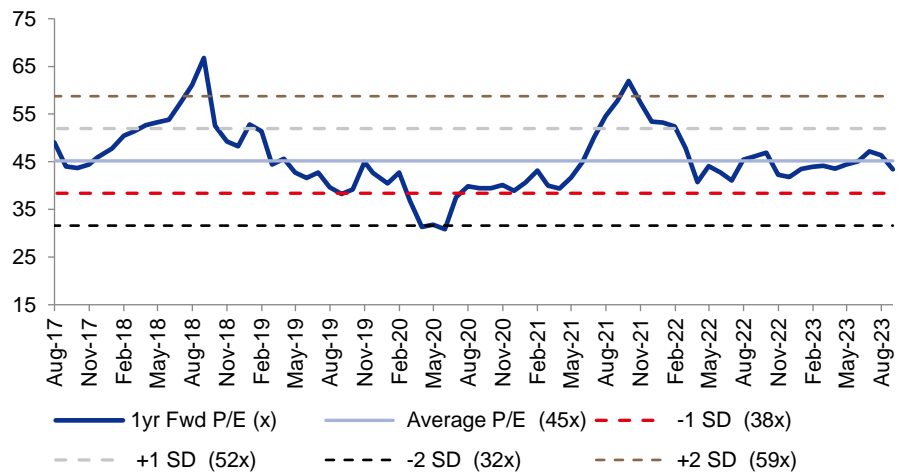
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 12: Our revised estimates

Y/E, Mar (Rs. m)	FY24F			FY25F			FY26F
	Earlier	Revised	% Change	Earlier	Revised	% Change	Introduced
Revenue	1,48,330	1,51,119	1.9	1,62,921	1,67,120	2.6	1,83,345
EBITDA	30,427	29,214	-4.0	34,795	34,480	-0.9	39,741
EBITDA Margin (%)	20.5	19.3	-120bp	21.4	20.6	-80bp	21.7
APAT	22,643	21,948	-3.1	24,518	25,673	4.7	29,389
EPS	22.1	21.5	-3.1	24.0	25.1	4.7	28.7

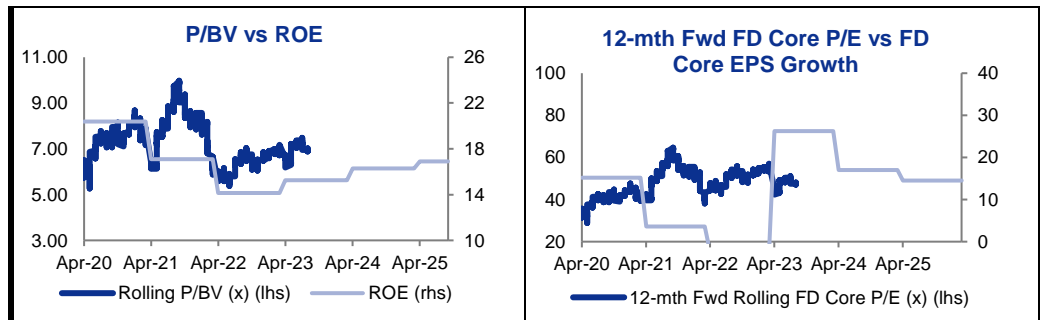
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 13: GCPL's one year forward P/E trades close to its 5-year average P/E



SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS



Profit & Loss

(Rs mn)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Total Net Revenues	122,765	133,160	151,119	167,120	183,345
Gross Profit	62,014	66,492	79,647	90,973	102,577
Operating EBITDA	23,951	24,665	29,214	34,480	39,741
Depreciation And Amortisation	(2,099)	(2,363)	(3,189)	(3,769)	(4,415)
Operating EBIT	21,852	22,302	26,025	30,711	35,326
Financial Income/(Expense)	(205)	(73)	944	1,196	1,584
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)					
Profit Before Tax (pre-EI)	21,647	22,228	26,969	31,907	36,909
Exceptional Items					
Pre-tax Profit	21,647	22,228	26,969	31,907	36,909
Taxation	(3,719)	(4,303)	(5,021)	(6,235)	(7,520)
Exceptional Income - post-tax	(98)	(541)			
Profit After Tax	17,831	17,385	21,948	25,673	29,389
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	17,831	17,385	21,948	25,673	29,389
Recurring Net Profit	17,929	17,926	21,948	25,673	29,389
Fully Diluted Recurring Net Profit	17,929	17,926	21,948	25,673	29,389

Cash Flow

(Rs mn)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
EBITDA	23,951	24,665	29,214	34,480	39,741
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(18,656)	1,802	13,975	(1,229)	(1,129)
(Incr)/Decr in Total Provisions					
Other Non-Cash (Income)/Expense					
Other Operating Cashflow	897	1,684	3,012	2,706	2,934
Net Interest (Paid)/Received	(1,102)	(1,757)	(2,068)	(1,509)	(1,350)
Tax Paid	(3,719)	(4,303)	(5,021)	(6,235)	(7,520)
Cashflow From Operations	1,372	22,091	39,112	28,212	32,676
Capex	(5,835)	(8,758)	(5,250)	(5,750)	(5,750)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/Investments	(3,363)	(20,136)			
Other Investing Cashflow					
Cash Flow From Investing	(9,198)	(28,894)	(5,250)	(5,750)	(5,750)
Debt Raised/(repaid)	9,448	(5,748)	(1,000)	(1,000)	(1,000)
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(7,105)	(7,713)	(9,467)	(10,551)	(11,683)
Preferred Dividends					
Other Financing Cashflow	9,926	13,003	(341)		
Cash Flow From Financing	12,269	(458)	(10,808)	(11,551)	(12,683)
Total Cash Generated	4,443	(7,261)	23,053	10,911	14,242
Free Cashflow To Equity	1,622	(12,551)	32,862	21,462	25,926
Free Cashflow To Firm	(6,725)	(5,046)	35,930	23,971	28,276

SOURCE: INCRED RESEARCH, COMPANY REPORTS

BY THE NUMBERS...cont'd

Balance Sheet					
(Rs mn)	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Total Cash And Equivalents	21,322	34,197	57,260	68,181	82,434
Total Debtors	11,163	12,453	15,064	16,391	17,740
Inventories	21,299	15,372	19,159	20,263	21,398
Total Other Current Assets	6,974	6,636	6,721	6,729	6,738
Total Current Assets	60,758	68,657	98,204	111,565	128,310
Fixed Assets	39,590	41,530	43,592	45,573	46,907
Total Investments					
Intangible Assets	53,768	58,223	58,223	58,223	58,223
Total Other Non-Current Assets	6,796	5,963	5,963	5,963	5,963
Total Non-current Assets	100,153	105,716	107,777	109,758	111,093
Short-term Debt	12,591	8,829	8,579	8,329	8,079
Current Portion of Long-Term Debt					
Total Creditors	21,631	18,232			
Other Current Liabilities	26,476	23,349	43,807	45,018	46,382
Total Current Liabilities	60,698	50,409	52,386	53,346	54,461
Total Long-term Debt	4,453	2,467	1,717	967	217
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities					
Total Non-current Liabilities	4,453	2,467	1,717	967	217
Total Provisions	1,832	1,786	1,786	1,786	1,786
Total Liabilities	66,983	54,662	55,889	56,099	56,464
Shareholders Equity	115,559	137,942	150,082	165,204	182,909
Minority Interests					
Total Equity	115,559	137,942	150,082	165,204	182,909

Key Ratios					
	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Revenue Growth	11.3%	8.5%	13.5%	10.6%	9.7%
Operating EBITDA Growth	0.3%	3.0%	18.4%	18.0%	15.3%
Operating EBITDA Margin	19.5%	18.5%	19.3%	20.6%	21.7%
Net Cash Per Share (Rs)	4.18	22.39	45.92	57.58	72.49
BVPS (Rs)	113.01	134.88	146.75	161.54	178.85
Gross Interest Cover	19.84	12.69	12.59	20.35	26.16
Effective Tax Rate	17.2%	19.4%	18.6%	19.5%	20.4%
Net Dividend Payout Ratio			43.1%	41.1%	39.8%
Accounts Receivables Days	31.53	32.37	33.23	34.35	33.97
Inventory Days	115.54	100.38	88.17	94.48	94.14
Accounts Payables Days	129.86	109.12	46.55		
ROIC (%)	23.9%	22.6%	24.8%	28.4%	31.9%
ROCE (%)	19.1%	16.4%	18.2%	19.4%	20.4%
Return On Average Assets	12.0%	10.7%	11.0%	11.5%	12.1%

Key Drivers					
	Mar-22A	Mar-23A	Mar-24F	Mar-25F	Mar-26F
Domestic business sales growth %	11.1%	10.3%	16.5%	11.2%	10.0%
International business sales growth %	11.5%	6.1%	9.4%	9.6%	9.3%

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. INH000007793. 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.