

India

ADD (no change)

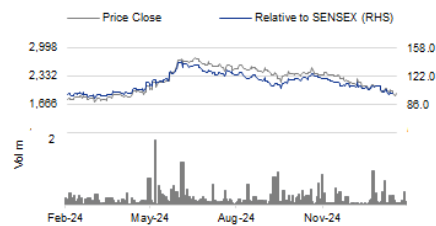
Consensus ratings*: Buy 10 Hold 2 Sell 3

Current price:	Rs1,914
Target price:	Rs2,498
Previous target:	Rs2,832
Up/downside:	30.5%
InCred Research / Consensus:	-7.4%
Reuters:	ENDU.NS
Bloomberg:	ENDU IN
Market cap:	US\$3,098m
	Rs269,229m
Average daily turnover:	US\$3.7m
	Rs325.1m
Current shares o/s:	140.7m
Free float:	25.0%

*Source: Bloomberg

Key changes in this note

- Sales cut by 1-3% for FY25F-27F.
- EBITDA cut by 2-5% for FY25F-27F.
- PAT cut by 5-9% for FY25F-27F.



Source: Bloomberg

Price performance	1M	3M	12M
Absolute (%)	(4.6)	(20.2)	5.9
Relative (%)	(4.3)	(18.6)	(0.4)

Major shareholders	% held
Promoter and Promoter group	75.0
LIC	4.3
UTI Mutual Fund	2.2

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

Endurance Technologies Ltd

Strong EBITDA growth

- 3QFY25 EBITDA grew by 25% yoy to Rs3.7bn, below our/Bloomberg consensus estimates, due to a miss on the domestic sales front.
- Building in short-term 2W demand slowdown, we cut EPS by 9% for FY25F. Big order wins in new segments like EV & 4W limit FY26F-27F EPS cut to 5%.
- Stock price correction led forward EV/EBITDA and P/BV valuations to ease to -1SD levels. Maintain our ADD rating on the stock with a lower TP of Rs2,498.

Sustains EBITDA margin despite revenue miss

Endurance Technologies' 3QFY25 consolidated EBITDA rose by 12% yoy but fell 2% qoq to Rs28.6bn, below our estimate (4%) and Bloomberg or BB consensus estimate (7%). The sales miss was driven by the domestic segment. The EBITDA margin dipped by 9bp qoq but rose by 135bp yoy to 13.0%. The rise in interest costs disappointed, leading to PAT growth of 30% yoy and flat qoq at Rs1.8bn, which was 13% below our estimate and 17% vs. Bloomberg consensus estimate.

Management conference-call highlights

Management highlighted weak demand scenario in Europe as automobile sales in 3Q remained flat yoy, while the acquisition of Stoferle will improve the company's position with German OEMs and enhance automation expertise. Endurance Technologies plans to commence a four-wheeler (4W) die-casting plant in Jun 2025F and has already secured Rs2.2bn worth of orders from two large global OEMs. It has partnered with the BWI group for manufacturing four-wheeler brakes by the end of FY26F. In FY25F, the company won Rs7.8bn worth of new orders, with 50% from the electric vehicle or EV space & 40% from four-wheelers.

EPS cut by 5-9% for FY25F-27F

The slowdown in India 2W sales volume post festive season, we feel, is temporary. The income-tax rate cut benefit will help in reviving demand in FY26F. However, building in the short-term demand slowdown impact, we have cut FY25F EBITDA by 5% and PAT by 9%. Incorporating Europe acquisition with €80 sales in FY26F, we limit EBITDA and PAT cut to 5%. With the sales growth coming from expansion into making new components for cars, we turn cautious and maintain the EBITDA margin stable at around 13%.

Valuation eases to -1SD of the five-year mean; reiterate ADD rating

The sharp 30% stock price correction from its peak has driven the forward EV/EBITDA valuation to an attractive level of -1SD of the five-year mean (Figs. 10 and 11). With easing growth, we have cut our target EV/EBITDA to the five-year mean level of 16.6x vs 18x, earlier, leading to a lower target price of Rs2,498 (Rs2,832 earlier). With management actions on technology tie-ups and new orders helping it to walk towards the bigger mix of 4Ws and EVs, we reiterate our ADD rating on the stock. Downside risk: Tariff war impacting global car production and its European operations.

Financial Summary

	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue (Rsm)	88,041	102,209	116,837	139,313	159,486
Operating EBITDA (Rsm)	10,363	13,080	15,352	19,354	21,528
Net Profit (Rsm)	4,796	6,805	8,260	11,239	12,758
Core EPS (Rs)	34.5	47.3	58.7	79.9	90.7
Core EPS Growth	(10.2%)	37.2%	24.1%	36.1%	13.5%
FD Core P/E (x)	56.14	39.56	32.60	23.95	21.10
DPS (Rs)	7.0	9.0	12.0	14.0	15.0
Dividend Yield	0.42%	0.53%	0.69%	0.79%	0.84%
EV/EBITDA (x)	26.17	20.76	17.14	13.40	11.78
P/FCFE (x)	1,797.91	33.57	110.28	62.44	42.13
Net Gearing	4.4%	4.7%	(10.9%)	(15.1%)	(20.5%)
P/BV (x)	6.10	5.41	4.79	4.12	3.55
ROE	11.6%	14.2%	15.6%	18.5%	18.1%
% Change In Core EPS Estimates			(8.95%)	(4.74%)	(5.21%)
InCred Research/Consensus EPS (x)					

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Strong EBITDA growth

Management conference-call highlights >

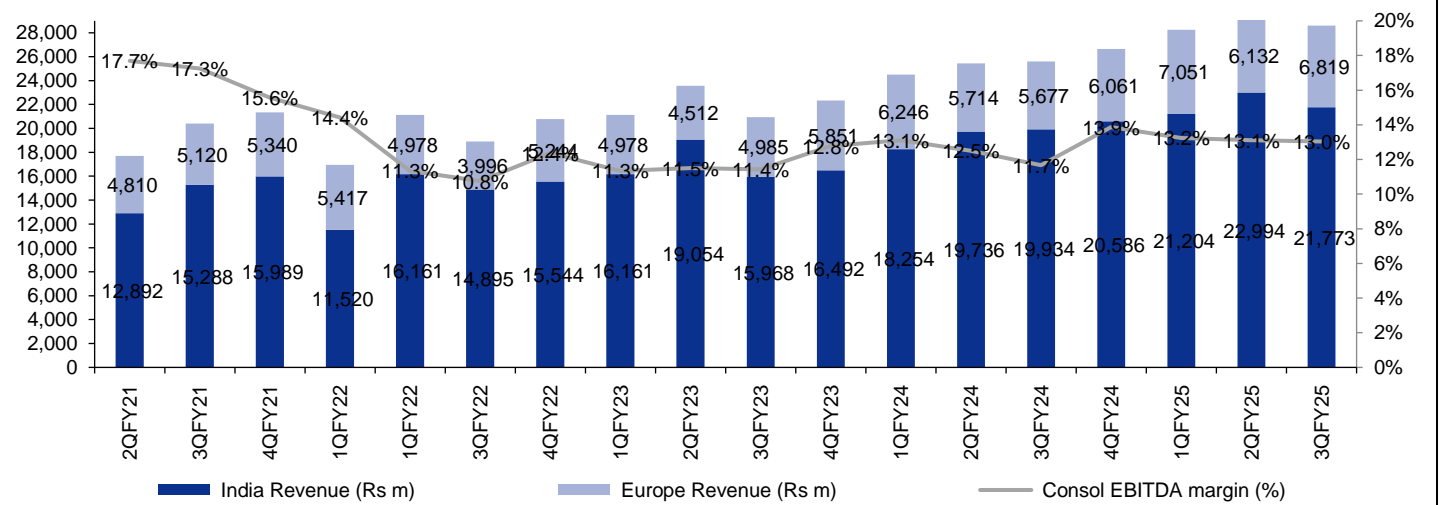
- **Europe business & market:** European subsidiaries of Endurance Technologies grew their revenue by 16.1% yoy and EBITDA by 22.1% yoy, despite a weak market. Inflationary pressure in Germany is being managed through cost-control measures. Orders from Volkswagen and BMW in the hybrid vehicle segment, in our view, are likely to support business growth.
- **4W business & outlook:** The company is expanding its four-wheeler die casting plant at AURIC Shendra, set to commence operations in Jun 2025F. It has secured orders worth Rs2.2bn (with potential for more) from Valeo, a large global OEM. The company has signed a technical assistance agreement with a Korean company for four-wheeler suspension. Four-wheeler brake manufacturing is targeted in late FY26F, in partnership with the BWI group.
- **2W braking systems & ABS expansion:** Currently supplying ABS to Bajaj Auto and Royal Enfield and there are ongoing discussions with two additional OEMs. Dual-channel ABS is planned for launch in 1QFY26F.
- **Order book & business wins:** The company won Rs7.8bn of new orders so far in FY25, with 50% from EVs and 40% from four-wheelers. Subsidiary Maxwell won Rs2.5bn of orders.
- **Stoferle acquisition:** Endurance Technologies has acquired Stoferle in Germany, a profitable company with in-house machine manufacturing capabilities. This will improve the company's position with German OEMs and enhance automation expertise. The expected revenue is €80m, with an EBITDA of €15–16m from Stoferle.
- **KTM India:** Sales to KTM India are projected at Rs1.2bn in FY26F, with orders for new braking system. Management indicated that KTM India's financial restructuring is proceeding smoothly, with operations expected to resume in Mar 2025F.
- **Electronics & embedded solutions:** The company is developing high-voltage BMS (Battery Management System) for EVs, hybrid vehicles, and UPS systems and expanding motor control and power electronics product portfolio for electric vehicles. EV component sales in 3QFY25 stood at Rs722m (3.5% of total sales), nearly two times 1QFY25 sales.
- **Transmission & powertrain components:** The company has won Rs524m worth of clutch orders from Hero MotoCorp and Royal Enfield. It is developing slip-assist clutch technology for premium motorcycles. Won Rs450m of orders for driveshaft business (targets Rs1bn annual run rate).
- **Aluminium castings business:** Won Rs3.8bn of new orders till date this year from Tata Motors, Valeo, Ather, HMSI, and Piaggio. Management's endeavour is expand into export-oriented, higher-margin castings business.
- **Suspension business:** Won Rs1.4bn of new orders from Hero MotoCorp, HMSI, Kawasaki and TVS Motor Company.
- **State incentives:** Awaiting Rs80m in state incentives for which an application has been submitted.

Figure 1: Results comparison

Y/E Mar (Rs m)	3QFY25	3QFY24	yoy % chg	2QFY25	qoq % chg	9MFY25	9MFY24	yoy % chg	Comments for the quarter
Revenue	28,592	25,611	11.6	29,127	(1.8)	85,973	75,561	13.8	4% below our estimate.
Raw material costs	16,320	15,391	6.0	16,832	(3.0)	49,412	45,193	9.3	
RM costs as a % of revenue	57.1	60.1	(301.5)	57.8	(70.9)	57.5	59.8	(233.7)	160bp below our estimate.
EBITDA	3,725	2,990	24.6	3,820	(2.5)	11,286	9,386	20.2	6% below our estimate.
EBITDA margin (%)	13.0	11.7	135.5	13.1	(8.5)	13.1	12.4	70.6	19bp below our estimate.
Depreciation & amortization	1,364	1,144	19.2	1,311	4.0	3,963	3,458	14.6	3% above our estimate.
EBIT	2,361	1,846	27.9	2,508	(5.9)	7,323	5,928	23.5	
Interest expenses	115	109	5.1	116	(0.9)	343	298	15.3	
Other income	219	270	(18.6)	265	(17.3)	823	591	39.4	12% below our estimate.
Pre-tax profit	2,466	2,006	22.9	2,658	(7.2)	7,803	6,221	25.4	11% below our estimate.
Tax	622	483	28.7	628	(0.9)	1,891	1,518	24.6	
Tax rate (%)	25.2	24.1	113	23.6	160	24.2	24.4	(16)	
Normalized Net profit	1,844	1,523	21.1	2,030	(9.2)	5,912	4,703	25.7	13% below our estimate.
Exceptional items	-	-	-	-	nm	-	-	nm	-
Reported net profit	1,844	1,523	21.1	2,030	(9.2)	5,912	4,703	25.7	
Normalized EPS (Rs)	13.1	10.8	21.1	14.4	(9.2)	42.0	33.4	25.7	

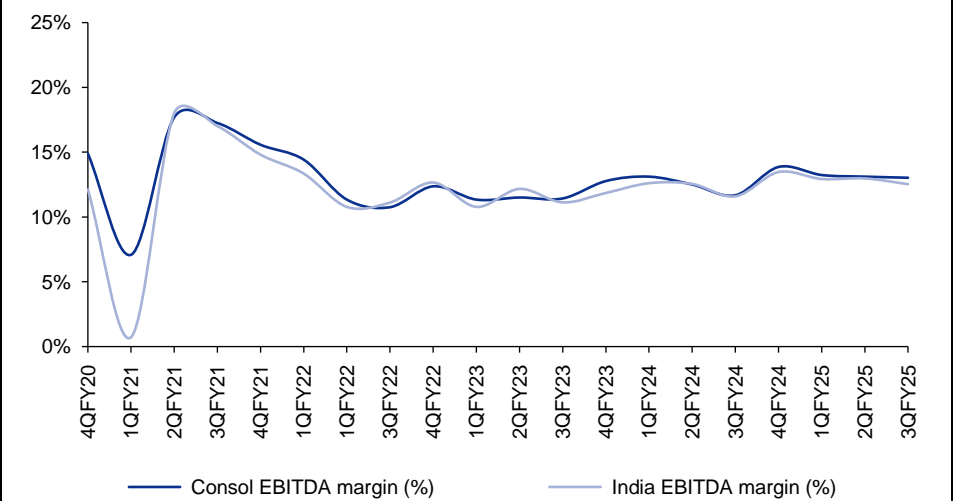
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 2: Consolidated entity's sales and EBITDA remain stable



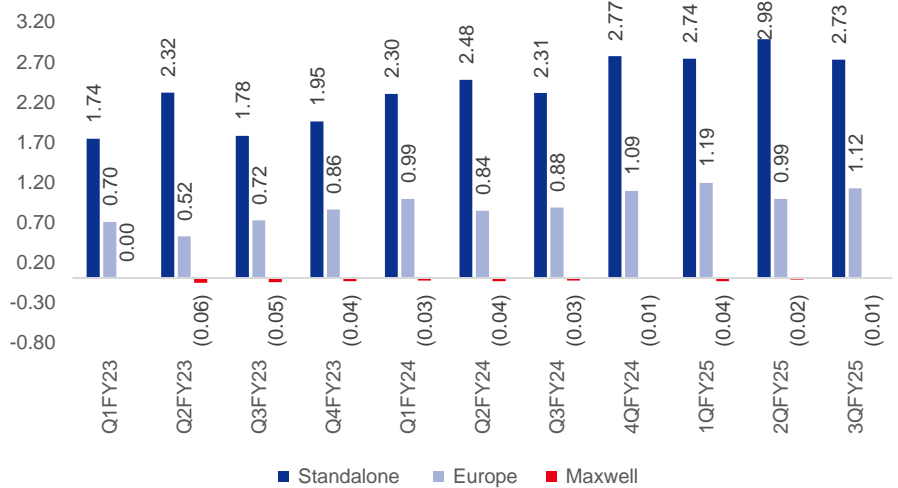
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 3: EBITDA margin profile of Indian and European operations is steady



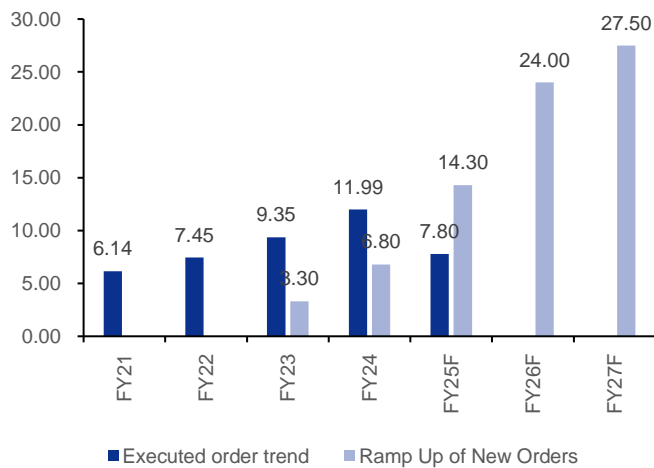
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 4: EBITDA trend across business segments (Rs bn)



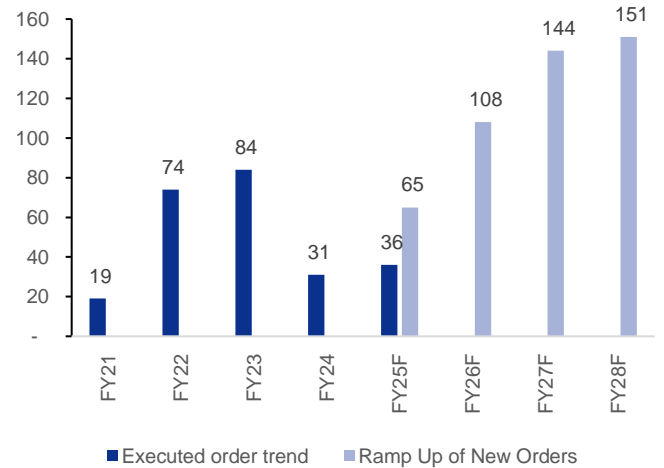
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 5: New order execution plan for standalone business (Rs bn)



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 6: New order execution plan for European operations (euro m)



SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 7: Our revised earnings estimates

Rs m	FY25F		FY26F		FY27F	
	Old	New	Old	New	Old	New
Consolidated Net sales	1,20,236	1,16,837	1,40,791	1,39,313	1,59,952	1,59,486
% change		-2.8%		-1.0%		-0.3%
EBITDA	16,093	15,352	19,681	19,354	21,949	21,528
% change		-4.6%		-1.7%		-1.9%
EBITDA margin	13.4%	13.1%	14.0%	13.9%	13.7%	13.5%
bp change		(24)		(9)		(22)
PAT	9,071	8,260	11,799	11,239	13,460	12,758
% change		-8.9%		-4.7%		-5.2%
EPS (Rs)	64	59	84	80	96	91
% change		-8.9%		-4.7%		-5.2%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 8: Key assumptions

Segment-wise revenue (Rs m)	FY23	FY24	FY25F	FY26F	FY27F
Shock Absorbers	23,754	26,144	30,065	33,072	36,048
Disc brake assembly (incl rotary disc)	8,324	11,541	14,426	19,187	23,984
Alloy wheels	6,023	7,694	8,463	10,156	11,679
Clutch and clutch parts	3,790	3,847	4,386	4,824	5,210
Aluminium die casting parts	38,802	45,344	50,964	62,406	71,766
Other operating revenue	7,348	7,639	8,533	9,669	10,798
Consolidated Revenue	88,041	1,02,209	1,16,837	1,39,313	1,59,486
growth yoy %	15.7%	16.1%	14.3%	19.2%	14.5%
Product segment mix %					
Shock Absorbers	27.0%	25.6%	25.7%	23.7%	22.6%
Disc brake assembly (incl rotary disc)	9.5%	11.3%	12.3%	13.8%	15.0%
Alloy wheels	6.8%	7.5%	7.2%	7.3%	7.3%
Clutch and clutch parts	4.3%	3.8%	3.8%	3.5%	3.3%
Aluminium die casting parts	44.1%	44.4%	43.6%	44.8%	45.0%
Other operating revenue	8.3%	7.5%	7.3%	6.9%	6.8%

SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 9: EV/EBITDA-based target price

1-year forward EBITDA (Rs m)	19,622
EV/EBITDA multiple (x)	16.6
EV (Rs m)	3,25,726
Net debt (Rs m)	(25,630)
No. of shares (m)	141
Target price (Rs)	2,498

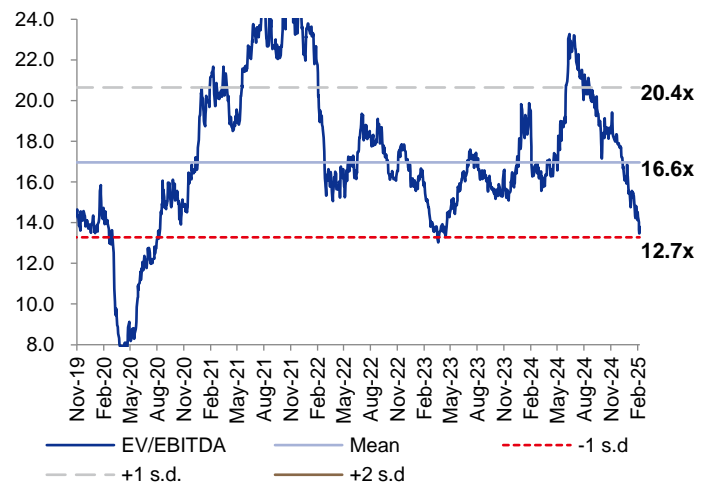
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 10: Forward P/E valuation is below the -1 SD level



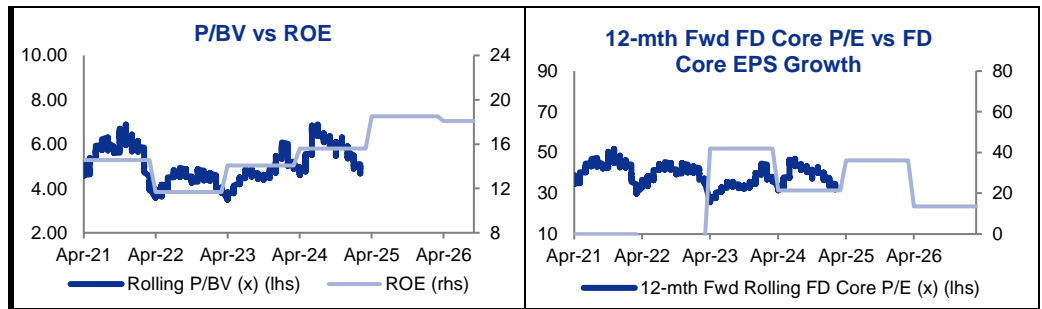
SOURCE: INCRED RESEARCH, COMPANY REPORTS

Figure 11: Forward EV/EBITDA valuation



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	88,041	102,209	116,837	139,313	159,486
Gross Profit	34,746	41,703	48,838	57,118	64,751
Operating EBITDA	10,363	13,080	15,352	19,354	21,528
Depreciation And Amortisation	(4,216)	(4,740)	(5,404)	(5,836)	(6,303)
Operating EBIT	6,147	8,340	9,948	13,518	15,225
Financial Income/(Expense)	(206)	(427)	(420)	(300)	(200)
Pretax Income/(Loss) from Assoc.					
Non-Operating Income/(Expense)	454	856	1,199	1,378	1,544
Profit Before Tax (pre-EI)	6,396	8,769	10,727	14,597	16,569
Exceptional Items	(70)	200			
Pre-tax Profit	6,325	8,969	10,727	14,597	16,569
Taxation	(1,529)	(2,165)	(2,467)	(3,357)	(3,811)
Exceptional Income - post-tax					
Profit After Tax	4,796	6,805	8,260	11,239	12,758
Minority Interests					
Preferred Dividends					
FX Gain/(Loss) - post tax					
Other Adjustments - post-tax					
Net Profit	4,796	6,805	8,260	11,239	12,758
Recurring Net Profit	4,849	6,653	8,260	11,239	12,758
Fully Diluted Recurring Net Profit	4,849	6,653	8,260	11,239	12,758

Cash Flow

(Rs mn)	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
EBITDA	10,363	13,080	15,352	19,354	21,528
Cash Flow from Invt. & Assoc.					
Change In Working Capital	(1,267)	267	(2,061)	(2,561)	(1,437)
(Incr)/Decr in Total Provisions	586	315	725	251	285
Other Non-Cash (Income)/Expense					
Other Operating Cashflow					
Net Interest (Paid)/Received	248	430	779	1,078	1,344
Tax Paid	(1,529)	(2,165)	(2,467)	(3,357)	(3,811)
Cashflow From Operations	8,401	11,927	12,328	14,765	17,910
Capex	(7,659)	(4,407)	(4,608)	(5,147)	(6,182)
Disposals Of FAs/subsidiaries					
Acq. Of Subsidiaries/investments					
Other Investing Cashflow	(1,430)	(2,065)	(4,278)	(4,306)	(4,337)
Cash Flow From Investing	(9,090)	(6,472)	(8,886)	(9,453)	(10,519)
Debt Raised/(repaid)	839	2,565	(1,000)	(1,000)	(1,000)
Proceeds From Issue Of Shares					
Shares Repurchased					
Dividends Paid	(1,144)	(1,425)	(1,847)	(2,128)	(2,269)
Preferred Dividends					
Other Financing Cashflow					
Cash Flow From Financing	(305)	1,139	(2,847)	(3,128)	(3,269)
Total Cash Generated	(994)	6,594	594	2,183	4,121
Free Cashflow To Equity	150	8,020	2,441	4,312	6,390
Free Cashflow To Firm	(483)	5,882	3,861	5,612	7,590

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	2,877	5,047	12,542	15,240	19,968
Total Debtors	11,620	12,624	14,405	17,176	19,663
Inventories	8,206	8,722	10,883	12,595	14,419
Total Other Current Assets	4,753	5,861	5,963	6,470	7,006
Total Current Assets	27,456	32,253	43,793	51,480	61,057
Fixed Assets	27,883	27,527	27,123	26,788	26,985
Total Investments	6,718	7,926	11,926	15,926	19,926
Intangible Assets	3,900	3,923	3,531	3,178	2,860
Total Other Non-Current Assets	708	638	638	638	638
Total Non-current Assets	39,209	40,014	43,218	46,530	50,409
Short-term Debt	4,833	7,398	6,398	5,398	4,398
Current Portion of Long-Term Debt					
Total Creditors	14,257	16,045	17,926	19,847	22,721
Other Current Liabilities	3,835	4,649	5,114	5,472	5,855
Total Current Liabilities	22,925	28,092	29,438	30,718	32,975
Total Long-term Debt					
Hybrid Debt - Debt Component					
Total Other Non-Current Liabilities					
Total Non-current Liabilities					
Total Provisions	973	846	931	1,024	1,126
Total Liabilities	23,898	28,938	30,369	31,742	34,101
Shareholders Equity	44,121	49,774	56,187	65,298	75,787
Minority Interests					
Total Equity	44,121	49,774	56,187	65,298	75,787

Key Ratios					
	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Revenue Growth	15.7%	16.1%	14.3%	19.2%	14.5%
Operating EBITDA Growth	1.1%	26.2%	17.4%	26.1%	11.2%
Operating EBITDA Margin	11.8%	12.8%	13.1%	13.9%	13.5%
Net Cash Per Share (Rs)	(13.91)	(16.71)	43.68	69.97	110.69
BVPS (Rs)	313.67	353.86	399.44	464.22	538.79
Gross Interest Cover	29.88	19.55	23.69	45.06	76.13
Effective Tax Rate	24.2%	24.1%	23.0%	23.0%	23.0%
Net Dividend Payout Ratio	23.5%	21.6%	22.4%	18.9%	17.8%
Accounts Receivables Days	44.20	43.29	42.22	41.37	42.15
Inventory Days	52.11	51.06	52.62	52.13	52.04
Accounts Payables Days	91.33	91.40	91.17	83.87	82.01
ROIC (%)	13.3%	16.1%	19.8%	26.3%	28.2%
ROCE (%)	13.3%	15.7%	16.6%	20.3%	20.2%
Return On Average Assets	8.0%	10.0%	10.8%	12.4%	12.3%

Key Drivers					
	Mar-23A	Mar-24A	Mar-25F	Mar-26F	Mar-27F
Unit sales grth (% , main prod./serv.)	18.8%	16.0%	14.3%	18.0%	14.2%
Unit sales grth (% ,2ndary prod/serv)	15.7%	16.1%	14.3%	19.2%	14.5%

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.