

October 21, 2018

Q2FY19 Result Update

Key Financials

Y/e March	FY18	FY19E	FY20E	FY21E
Net Premiums (Rs m)	2,51,601	3,05,211	3,75,651	4,57,656
- Growth (%)	20.7	21.3	23.1	21.8
Surplus / Deficit (Rs m)	10,229	10,697	11,734	13,145
PAT (Rs m)	11,504	13,811	14,798	16,621
- Growth (%)	20.5	20.0	7.1	12.3
EPS (Rs)	11.5	13.8	14.8	16.6
Emb. Value (Rs bn)	190.8	219.8	258.1	304.7
NBP Margin (%) post overrun	16.2	17.4	17.8	18.0
RoE (%)	19.0	19.4	17.8	17.2
Operating RoEV (%)	17.9	17.6	18.1	18.7
RoEV (%)	15.4	15.2	17.4	18.1
Dividend yield (%)	0.4	0.4	0.4	0.4
Price/EV (x)	3.5	3.1	2.6	2.2
Ap. Value/EV (x)	4.1	3.5	3.0	2.6

Key Data

SBIL.BO | SBILIFE IN

52-W High / Low	Rs.775 / Rs.485
Sensex / Nifty	34,316 / 10,304
Market Cap	Rs.561.2bn/ \$ 7,534.2m
Shares Outstanding	1,000m
3M Avg. Daily Value	Rs.243.3m

Shareholding Pattern (%)

Promoter's	84.10
Foreign	4.45
Domestic Institution	4.74
Public & Others	6.71
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	(8.8)	(21.8)	(16.6)
Relative	(1.5)	(21.1)	(18.9)

Pritesh Bumb

priteshbumb@plindia.com | 91-22-66322232

Business margins improve, while EV takes marginal hit

Quick Pointers

- VNB margins improve by 30bps QoQ to 17.3% for H1FY19 benefitting from both protection and group credit life product
- PMJJBY product impacts operating variance & bond yields effect economic variance leading to slightly lower EV growth.

SBI Life's new business APE growth improved to 9% YoY in H1FY19, while GWP grew by 41% YoY on back of strong renewal premium growth of 41% YoY in Q2FY19 which has helped persistency improve across cohorts except for 61st Month. Protection continues to drive new business growth improving share to 10.4% up 30bps QoQ from traction in both individual & group life. EV grew 10% YoY in H1FY19, slightly slower on higher impact from economic variance (MTM loss in G-sec) offsetting positive gains from persistency, mortality and cost. We have tweaked our APE growth assumptions to 20% from 24% but increased margins upward by 30bps. We also reduced our EV by 2% for FY19E. We believe, momentum to continue on key products and improving penetration leading to improve margins, hence we maintain BUY with revised TP of Rs779 (reduced from Rs840) implying 2.8x multiple (reduced from 3.2x) on Sep-20 EV (rolled from Mar-20 EV).

- APE growth improving; renewals also helping persistency:** SBI Life's APE grew by 9% YoY in H1FY19 v/s 2% growth seen in Q1FY19 with growth from steady growth from ULIP (69% share in APE) and strong growth in group savings and protection. The management guided comfortable APE growth of 20% in FY19 as traction picks up in H2. Renewal premium saw growth of ~40% YoY leading to persistency improvement across Cohorts expect for 61st month as single premium share has been declining in base.
- Key focus products continue to deliver:** Protection business continued to grow robust at 139% YoY in H1FY19 with 10% share in new business with strong growth in individual protection (up +2x YoY) and group credit life continuing to support strong growth. Company is also not seeing any issues in ULIP slowing or any deterioration as yet from market volatility which continues to grow at 15% YoY in NBP. Company will continue to focus on protection and group credit life, but in light of rising interest scenario will be willing to introduce/push guaranteed return products (small share) and annuity products.
- Margins further improve but yields & provisions impact EV:** Margins have improved by 170bps YoY and 110bps in H1FY19 to 17.3% from high margin products of individual protection and group credit life. While EV, grew only 10% YoY to Rs199.1bn on impact from higher yields on debt securities of Rs13.0bn (higher from group savings) and negative variance (experience loss) in the PMJJBY product and non-availability of reinsurer for the product this year.
- Operating metrics see improvement:** Key operating metrics saw marked improvement i.e on commissions, opex, mis-selling and surrender ratios. Channel productivity (banca) looks slightly lower as company initiated activation of branches but should improve ahead. Also solvency ratio improved further to 221% in H2FY19 from 214% in Q1FY19.

Exhibit 1: Stable profitability with slight impact from actuarial liability

(Rs m)	Q2FY19	Q2FY18	YoY gr. (%)	Q1FY19	QoQ gr. (%)
Policyholders' Account					
Gross Premium Income	76,855	54,601	40.8	47,590	61.5
Net Premium Income	76,616	53,846	42.3	47,545	61.1
Income from Investment (Net)	19,610	23,360	(16.1)	20,953	(6.4)
Total (A)	96,383	77,345	24.6	68,655	40.4
Net Commission	3,193	2,674	19.4	1,959	63.0
Opex related to Insurance	5,154	4,241	21.5	4,594	12.2
Benefits Paid (Net)	27,680	26,692	3.7	21,648	27.9
Change in actuarial liability	55,921	39,595	41.2	34,911	60.2
Total (B)	93,491	74,495	25.5	65,491	42.8
Surplus / (Deficit)	2,892	2,851	1.4	3,164	(8.6)
Shareholders' Account					
Trf from Policyholders A/c	1,403	1,297	8.2	2,424	(42.1)
Investment Income	1,188	1,128	5.4	1,240	(4.2)
Total	2,632	2,446	7.6	3,698	(28.8)
Non Insurance Expenses	68	102	(33.3)	73	(6.2)
Trf to Policyholders A/c	-	-	-	-	-
Profit/(Loss) before Tax	2,564	2,326	10.2	3,633	(29.4)
Provision for Taxation	59	72	(17.8)	89	(34.2)
Profit/(Loss) after Tax	2,505	2,255	11.1	3,543	(29.3)
Ratios					
Expense Ratio	6.7	7.8	(106)	9.7	(295)
Commission Ratio	4.2	4.9	(74)	4.1	4
Cost / TWRP	10.9	12.7	(181)	13.8	(291)

Source: Company, PL

Exhibit 2: APE growth improved with protection seeing strong growth

Rs Mn	Q2FY19	Q2FY18	YoY Chg.	Q1FY19	QoQ Chg.	H1FY19	H1FY18	YoY Chg.
New Business APE	23,900	20,928	14.2	13,100	82.4	37,000	33,756	9.6
Individual	22,000	19,548	12.5	12,100	81.8	34,100	30,644	11.3
Group	1,900	1,380	37.7	1,000	90.0	2,900	3,112	(6.8)
Total New Business	34,965	24,885	40.5	20,763	68.4	55,729	42,886	29.9
Savings	31,265	23,485	33.1	18,663	67.5	49,929	40,464	23.4
Protection	3,700	1,400	164.3	2,100	76.2	5,800	2,422	139.5
%								
Savings	89.4	94.4	(496)	89.9	(47)	89.6	94.4	(476.0)
Protection	10.6	5.6	496	10.1	47	10.4	5.6	476.0
VNB	4,170	5,251	(20.6)	2,230	87.0	6,400	5,251	21.9
VNB Margin (%)	17.4	25.1	(764.3)	17.0	44.8	17.3	15.6	170.0

Source: Company, PL

Exhibit 3: Renewal premium and group new biz growth was strong; whereas retail new biz growth remains slow

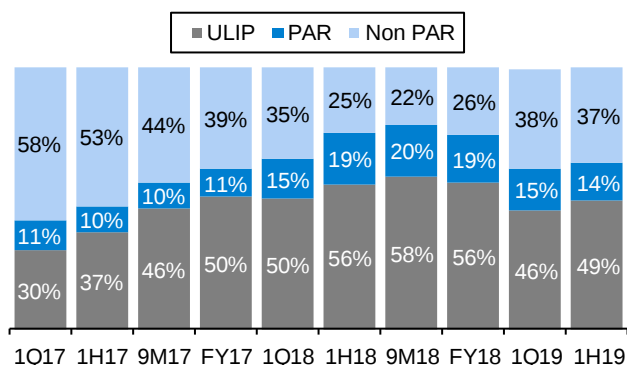
Rs Mn	Q2FY19	Q2FY18	YoY Chg.	Q1FY19	QoQ Chg.	H1FY19	H1FY18	YoY Chg.
Retail New Business	23,890	21,153	12.9	13,300	79.6	37,190	33,323	11.6
Group New Business	11,075	3,732	196.7	7,463	48.4	18,539	9,563	93.9
Renewal Premium	41,889	29,715	41.0	26,826	56.1	68,716	49,596	38.6
Gross Weighted Premium	76,855	54,601	40.8	47,590	61.5	124,444	92,481	34.6

Source: Company, PL

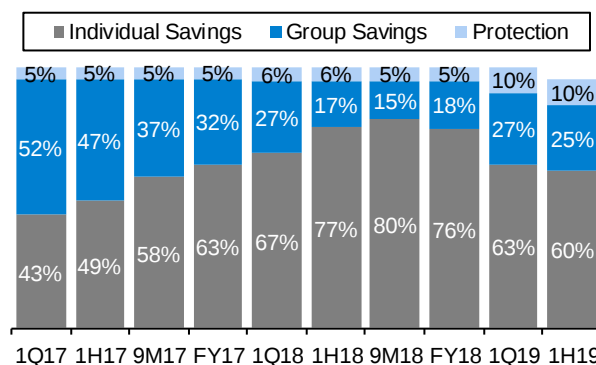
Exhibit 4: Slower growth in traditional products, ULIP seeing steady growth

Total NB Product Mix	Q2FY19	Q2FY18	YoY Chg.	Q1FY19	QoQ Chg.	H1FY19	H1FY18	YoY Chg.
Rs Mn								
Individual Savings	20,500	20,998	(2.4)	13,100	56.5	33,600	33,037	1.7
PAR	4,600	5,572	(17.4)	3,200	43.8	7,800	8,350	(6.6)
Non PAR	600	527	13.9	300	100.0	900	859	4.8
ULIP	17,900	14,899	20.1	9,500	88.4	27,400	23,829	15.0
Group Savings	8,100	2,487	225.7	5,600	44.6	13,700	7,426	84.5
Protection	3,700	1,400	164.3	2,100	76.2	5,800	2,422	139.5
(%)								
Individual Savings	58.7	84.4	(2,564)	63.0	(424)	60.4	77.0	(1,660)
PAR	13.2	22.4	(921)	15.4	(220)	14.0	19.5	(544)
Non PAR	1.7	2.1	(40)	1.4	28	1.6	2.0	(38)
ULIP	51.3	59.9	(858)	45.7	562	49.3	55.6	(628)
Group Savings	23.2	10.0	1,322	26.9	(371)	24.6	17.3	732
Protection	10.6	5.6	498	10.1	51	10.4	5.6	478

Source: Company, PL

Exhibit 5: Total NB Product Mix: Non PAR sees high traction


Source: Company, PL

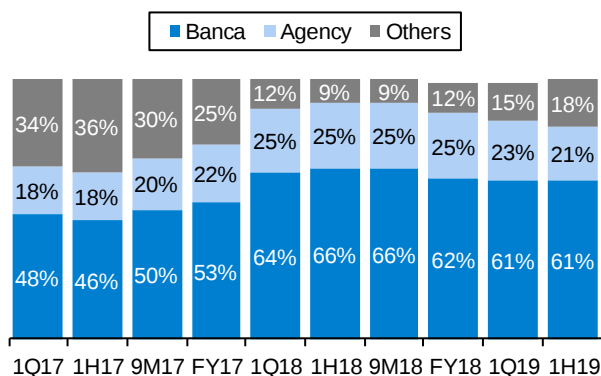
Exhibit 6: Total NB Product Mix: Protection improving


Source: Company, PL

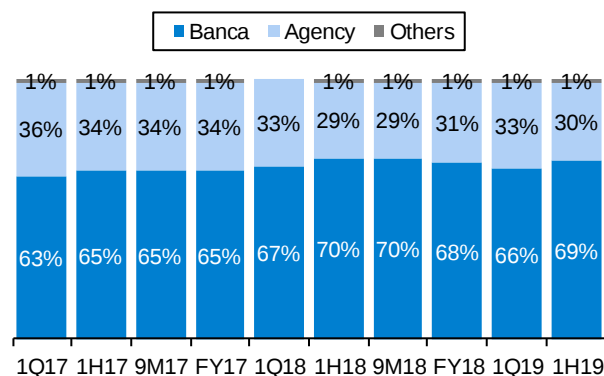
Exhibit 7: Mixed performance across channels

Rs Mn	Q2FY19	Q2FY18	YoY Chg.	Q1FY19	QoQ Chg.	H1FY19	H1FY18	YoY Chg.
Total NB Sourcing Mix Breakup								
Banca	21,250	16,922	25.6	12,666	67.8	33,916	28,305	19.8
Agency	6,900	5,972	15.5	4,776	44.5	11,676	10,722	8.9
Others	6,894	1,991	246.3	3,114	121.3	10,008	3,860	159.3
Indv APE Sourcing Mix Breakup								
Banca	15,543	14,075	10.4	7,986	94.6	23,529	21,451	9.7
Agency	6,237	5,473	14.0	3,993	56.2	10,230	8,887	15.1
Others	220	-	NA	121	81.8	341	306	11.3

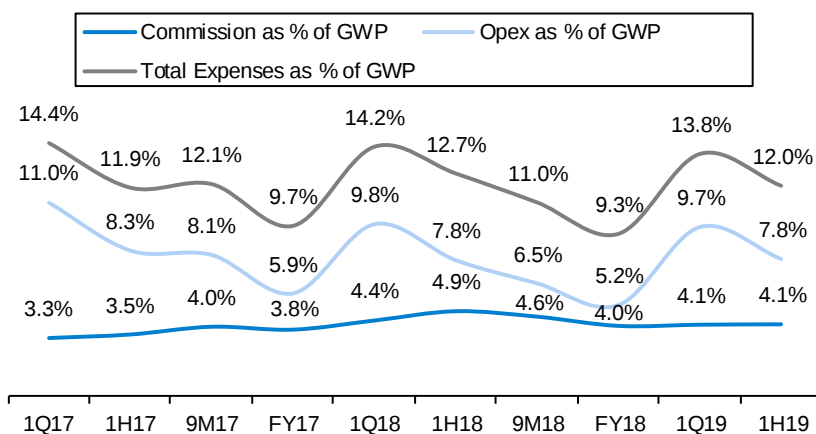
Source: Company, PL

Exhibit 8: Total NB Sourcing Mix: Remains broadly similar


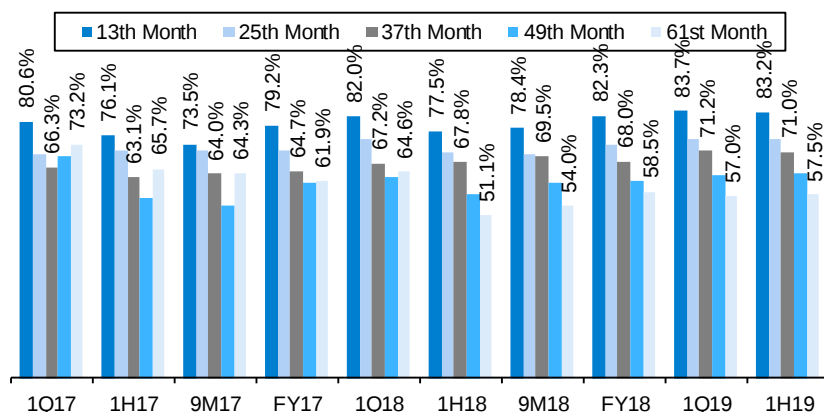
Source: Company, PL

Exhibit 9: Individual APE Sourcing Mix: Improved in agency


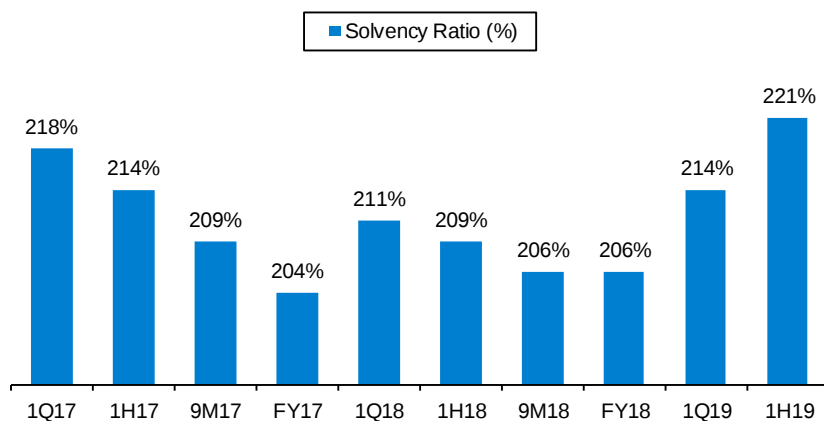
Source: Company, PL

Exhibit 10: Good improvement in opex ratios


Source: Company, PL

Exhibit 11: Persistency improved across Cohorts except for 61st month


Source: Company, PL

Exhibit 12: Solvency Ratio improves


Source: Company, PL

Exhibit 13: Change in estimates table – We have reduced APE growth estimates, impact on economic variance on EV and improved margins

Rs Bn	Old		Revised		% Change	
	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E
APE	106.2	130.8	101.7	122.5	(4.2)	(6.4)
VNB	18.2	23.5	17.7	21.7	(2.4)	(7.5)
VNB Margin (%)	17.1	18.0	17.4	17.8	0.3	(0.2)
EV	223.5	265.9	219.8	258.1	(1.7)	(2.9)
Price target (Rs)	840		779		(7.3)	
Recommendation	BUY		BUY			

Source: Company, PL

Exhibit 14: We reduce our TP to Rs779 (from Rs840) on 2.8x (from 3.2x) P/EV Sep-20E as we increase our CoE assumptions

PT calculation and upside	
Op RoEV	18.4%
CoE	14.0%
Terminal Growth	5.0%
Embedded value	281
Price / Embedded value	2.8
Appraisal Value	779
Number of shares, mn	1,000
Valuation per share	779
CMP	561
Upside (%)	38.8%

Source: Company, PL

Exhibit 15: Key Metrics and EV movement

Rs bn	FY16	FY17	FY18	FY19E	FY20E	FY21E
APE	49.4	67.3	85.4	101.7	122.5	147.5
YoY growth (%)		36.2	26.9	19.1	20.4	20.5
NBV	7.0	10.4	13.8	17.7	21.7	26.5
YoY growth (%)		48.3	33.4	28.2	22.6	21.8
EV Movement						
Opening IEV	118.4	125.5	165.4	190.8	219.8	258.1
New Business Value	7.0	10.4	13.8	17.7	21.7	26.5
EVOP	22.5	28.9	29.6	33.5	39.8	48.1
Dividend payout	1.4	1.8	2.4	2.5	2.5	2.5
Closing EV	125.5	165.4	190.8	219.8	258.1	304.7
Adjusted Net worth		70.0	74.7	86.2	98.8	113.3
Value in force (VIF)		95.4	116.1	133.6	159.3	191.4
Ratios (%)						
NBAP margins	14.2	15.4	16.2	17.4	17.8	18.0
RoEV	5.9	31.8	15.4	15.2	17.4	18.1
Operating RoEV	19.0	23.0	17.9	17.6	18.1	18.7

Source: Company, PL

Appendix

Exhibit 16: Policyholders' Account (Technical Account)

Policyholders' Account	FY13	FY14	FY15	FY16	FY17	FY18	FY19E	FY20E	FY21E
Net earned premium	1,03,821	1,06,571	1,27,800	1,56,654	2,08,525	2,51,601	3,05,211	3,75,651	4,57,656
Investment income	43,739	63,540	1,02,429	33,409	92,950	84,563	1,24,183	1,43,518	1,76,591
Other income	2,879	3,435	1,669	1,128	1,301	1,442	1,625	1,832	2,067
Total Revenue	1,50,440	1,73,546	2,31,898	1,91,191	3,02,775	3,37,605	4,31,019	5,21,001	6,36,314
Commission expense	5,113	5,562	6,037	7,143	7,833	11,209	12,942	14,947	17,444
Operating expense	11,510	11,034	11,778	14,581	16,465	17,188	19,605	23,909	27,985
Benefit Cost	1,25,742	1,46,609	2,04,818	1,59,464	2,67,671	2,92,725	3,85,229	4,67,036	5,73,549
Total expense	1,43,124	1,64,102	2,24,913	1,84,548	2,96,231	3,27,376	4,20,322	5,09,268	6,23,169
Surplus / Deficit	7,316	9,444	6,985	6,644	6,544	10,229	10,697	11,734	13,145

Source: Company, PL

Exhibit 17: Shareholders' Account (Revenue Account)

Shareholders' Account	FY13	FY14	FY15	FY16	FY17	FY18	FY19E	FY20E	FY21E
Transfer from policholders' account	7,384	8,396	7,044	6,656	6,546	8,294	10,697	11,734	13,145
Investment income	1,571	2,095	2,836	3,257	4,098	4,634	4,615	4,750	5,385
Expenses	2,733	3,090	1,535	1,175	898	1,083	1,220	1,384	1,570
Profit before tax	6,222	7,401	8,345	8,738	9,746	11,845	14,093	15,100	16,960
Tax expenses	-	-	144	127	199	341	282	302	339
Profit after tax	6,222	7,401	8,200	8,610	9,547	11,504	13,811	14,798	16,621

Source: Company, PL

Exhibit 18: Balance Sheet

Balance Sheet	FY13	FY14	FY15	FY16	FY17	FY18	FY19E	FY20E	FY21E
Sources of Fund									
Shareholders' Fund	27,100	33,423	40,394	47,331	55,521	65,278	76,792	89,379	1,03,847
Borrowings	-	-	-	-	-	-	-	-	-
Policyholders' Funds: Insurance reserves and provisions	4,92,389	5,48,132	6,64,986	7,43,386	9,17,462	10,91,622	13,50,088	16,71,601	20,68,341
Others	3,700	8,410	16,726	16,529	19,270	24,658	26,131	30,835	36,385
Total	5,23,190	5,89,965	7,22,107	8,07,246	9,92,252	11,81,558	14,53,011	17,91,816	22,08,573
Application of Funds									
Shareholders' inv	18,116	23,535	30,702	35,649	42,955	50,143	47,018	58,538	68,161
Policyholders' inv	2,16,949	2,53,239	3,15,045	3,82,559	4,69,617	5,44,857	6,71,666	8,32,298	10,30,714
Assets to cover linked liab.	2,65,479	2,85,973	3,48,101	3,60,219	4,45,730	5,49,359	6,91,548	8,50,501	10,50,132
Net Current Assets	19,593	24,007	25,526	23,111	26,783	29,677	34,129	40,272	47,521
Other Assets	3,054	3,213	2,733	5,708	7,167	7,522	8,650	10,207	12,045
Total	5,23,190	5,89,965	7,22,107	8,07,246	9,92,252	11,81,558	14,53,011	17,91,816	22,08,573

Source: Company, PL

**Exhibit 19: Embedded Value**

Embedded Value	FY13	FY14	FY15	FY16	FY17	FY18	FY19E	FY20E	FY21E
Embedded Value			1,18,429	1,25,475	1,65,379	1,90,813	2,19,792	2,58,097	3,04,716
Annualised Premium Equivalent (APE)	28,746	32,043	35,511	49,390	67,273	84,220	1,01,704	1,22,450	1,47,496
New Business Value				6,990	10,368	13,835	17,741	21,749	26,499
New Business Margin (%)				14.2	15.4	16.2	17.4	17.8	18.0
EV Operating Profit				22,490	28,874	29,635	33,506	39,832	48,147
Operating RoEV (%)				19.0	23.0	17.9	17.6	18.1	18.7

Source: Company, PL

Exhibit 20: Key Ratios

Key Ratio	FY13	FY14	FY15	FY16	FY17	FY18	FY19E	FY20E	FY21E
Commission expense/GWP (%)	4.9	5.2	4.7	4.5	3.7	4.4	4.2	4.0	3.8
Operating expense/GWP (%)	11.0	10.3	9.2	9.2	7.8	6.8	6.4	6.3	6.1
Total expense/GWP (%)	15.9	15.5	13.8	13.7	11.6	11.2	10.6	10.3	9.9

Source: Company, PL



PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly



ANALYST CERTIFICATION

(Indian Clients)

We/I, Ms. Pritesh Bumb- MBA, M.com Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

(US Clients)

The research analysts, with respect to each issuer and its securities covered by them in this research report, certify that: All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and No part of his or her or their compensation was, is or will be directly related to the specific recommendation or views expressed in this research report.

DISCLAIMER

Indian Clients

Prabhudas Lilladher Pvt. Ltd, Mumbai, India (hereinafter referred to as "PL") is engaged in the business of Stock Broking, Portfolio Manager, Depository Participant and distribution for third party financial products. PL is a subsidiary of Prabhudas Lilladher Advisory Services Pvt Ltd. which has its various subsidiaries engaged in business of commodity broking, investment banking, financial services (margin funding) and distribution of third party financial/other products, details in respect of which are available at www.plindia.com.

This document has been prepared by the Research Division of PL and is meant for use by the recipient only as information and is not for circulation. This document is not to be reported or copied or made available to others without prior permission of PL. It should not be considered or taken as an offer to sell or a solicitation to buy or sell any security.

The information contained in this report has been obtained from sources that are considered to be reliable. However, PL has not independently verified the accuracy or completeness of the same. Neither PL nor any of its affiliates, its directors or its employees accepts any responsibility of whatsoever nature for the information, statements and opinion given, made available or expressed herein or for any omission therein.

Recipients of this report should be aware that past performance is not necessarily a guide to future performance and value of investments can go down as well. The suitability or otherwise of any investments will depend upon the recipient's particular circumstances and, in case of doubt, advice should be sought from an independent expert/advisor.

Either PL or its affiliates or its directors or its employees or its representatives or its clients or their relatives may have position(s), make market, act as principal or engage in transactions of securities of companies referred to in this report and they may have used the research material prior to publication.

PL may from time to time solicit or perform investment banking or other services for any company mentioned in this document.

PL is in the process of applying for certificate of registration as Research Analyst under Securities and Exchange Board of India (Research Analysts) Regulations, 2014

PL submits that no material disciplinary action has been taken on us by any Regulatory Authority impacting Equity Research Analysis activities.

PL or its research analysts or its associates or his relatives do not have any financial interest in the subject company.

PL or its research analysts or its associates or his relatives do not have actual/beneficial ownership of one per cent or more securities of the subject company at the end of the month immediately preceding the date of publication of the research report.

PL or its research analysts or its associates or his relatives do not have any material conflict of interest at the time of publication of the research report.

PL or its associates might have received compensation from the subject company in the past twelve months.

PL or its associates might have managed or co-managed public offering of securities for the subject company in the past twelve months or mandated by the subject company for any other assignment in the past twelve months.

PL or its associates might have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months.

PL or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months

PL or its associates might have received any compensation or other benefits from the subject company or third party in connection with the research report.

PL encourages independence in research report preparation and strives to minimize conflict in preparation of research report. PL or its analysts did not receive any compensation or other benefits from the subject Company or third party in connection with the preparation of the research report. PL or its Research Analysts do not have any material conflict of interest at the time of publication of this report.

It is confirmed that Ms. Pritesh Bumb- MBA, M.com Research Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

The Research analysts for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

The research analysts for this report has not served as an officer, director or employee of the subject company PL or its research analysts have not engaged in market making activity for the subject company

Our sales people, traders, and other professionals or affiliates may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest.

PL and its associates, their directors and employees may (a) from time to time, have a long or short position in, and buy or sell the securities of the subject company or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company or act as an advisor or lender/borrower to the subject company or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

US Clients

This research report is a product of Prabhudas Lilladher Pvt. Ltd., which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by Prabhudas Lilladher Pvt. Ltd. only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a-6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, Prabhudas Lilladher Pvt. Ltd. has entered into an agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo").

Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

Prabhudas Lilladher Pvt. Ltd.

3rd Floor, Sadhana House, 570, P. B. Marg, Worli, Mumbai-400 018, India | Tel: (91 22) 6632 2222 Fax: (91 22) 6632 2209

www.plindia.com | Bloomberg Research Page: PRLD <GO>