

January 19, 2019

# **Q3FY19 Result Update**

☑ Change in Estimates | ☑ Target | ■ Reco

### **Change in Estimates**

	Curi	ent	Prev	/ious
	FY20E	FY21E	FY20E	FY21E
Rating	ВІ	JY	В	UY
Target Price	2,3	71	2,	310
NII (Rs. m)	577,539	696,407	572,664	686,415
% Chng.			0.9	1.5
Op. Profit (Rs. m)	477,253	577,992	466,266	563,096
% Chng.			2.4	2.6
EPS (Rs.)	93.5	113.2	94.0	114.9
% Chng.			(0.6)	(1.5)

#### **Key Financials**

	FY18	FY19E	FY20E	FY21E
NII (Rs bn)	401	480	578	696
Op. Profit (Rs bn)	326	397	477	578
PAT (Rs bn)	175	210	254	308
EPS (Rs.)	67.8	78.9	93.5	113.2
Gr. (%)	18.6	16.4	18.5	21.1
DPS (Rs.)	10.9	12.7	15.0	18.0
Yield (%)	0.5	0.6	0.7	0.8
NIM (%)	4.4	4.3	4.3	4.4
RoAE (%)	17.9	16.5	16.1	17.1
RoAA (%)	1.8	1.8	1.8	1.9
P/BV (x)	5.2	3.9	3.5	3.0
P/ABV (x)	5.5	4.1	3.6	3.1
PE (x)	31.4	27.0	22.8	18.8
CAR (%)	14.8	16.9	15.4	14.1

Key Data	HDBK.BO   HDFCB IN
52-W High / Low	Rs.2,220 / Rs.1,829
Sensex / Nifty	36,387 / 10,907
Market Cap	Rs.5,793bn/ \$ 81,494m
Shares Outstanding	2,720m
3M Avg. Daily Value	Rs.12332.2m

# **Shareholding Pattern (%)**

Promoter's	26.54
Foreign	38.70
Domestic Institution	17.38
Public & Others	17.38
Promoter Pledge (Rs bn)	

#### **Stock Performance (%)**

	1M	6M	12M
Absolute	(0.2)	(2.1)	10.1
Relative	(0.4)	(2.1)	6.7

## **Pritesh Bumb**

priteshbumb@plindia.com | 91-22-66322232

#### **Prabal Gandhi**

prabalgandhi@plindia.com | 91-22-66322258

# **HDFC Bank (HDFCB IN)**

Rating: BUY | CMP: Rs2,130 | TP: Rs2,371

# Another stable quarter

#### **Quick Pointers**

- Strong PPOP growth of 27.5% YoY led by steady NIMs & robust other income
- CASA growth was slower at 13% YoY with lower concerns on savings transfers to other banks and bank focuses granular retail TDs

HDFCB saw strong beat on PPOP of Rs107.8bn (PLe: Rs101.9bn) up 27.5% YoY on back of strong other income (fees/treasury/misc income) and slightly better than expected NII growth of 21.9% YoY. Overall earnings growth of 20.3% was in-line with estimate as better income was offset by higher contingent provisions of Rs3.35bn for stress emanating from Agri loan portfolio from last few quarters on external factors Business growth remained strong with all loan segments delivering strong, while CASA has been slower as bank continues to push granular retail deposit which provides better liquidity cushion but drag on NIMs. Bank continues to deliver 20% CAGR earnings with stable margins, low cost liabilities and strong asset quality which leads us to retain BUY rating but stock is currently trading at 3.3x Sep-20 ABV and recent outperformance restricts upside to 10-11% with TP of Rs2,371 (from Rs2,310) based on 3.7x Sep-20 ABV.

- Strong income helps PPOP: NII grew slightly better than estimate at 21.9% as 26bps yields rise was higher than 20bps of rise in Cost of funds and also better balance sheet management (investment book was lower QoQ) which helped NIM remain steady at 4.3%. PPOP beat was led by strong other income with robust fees growth from cards, CMS and banking fees and high treasury gains during the quarter.
- CASA has been slower but adding granular liabilities: CASA grew by 13% YoY/-0.7% QoQ with both CA & SA slowing bringing down CASA ratio at 40.7% from 42% sequentially. Bank has been pushing more of granular retail term deposits from last few quarters as it provides stability and liquidity despite slight drag on margins, hence liquidity ratio improved to 122% from 118% sequentially. Although having applied this strategy, on monitoring of CASA balances, debits has been towards EMI, TPP and card payments and money moving out to other banks is steady and less of concern.
- Loan growth traction continues: Overall loans grew by 23.7% YoY with stable mix between retail & wholesale. Retail loans continued to be steady across segments with unsecured credit growing much faster, while business banking saw pick up but in selective segments.
- Agri stress continues: Incrementally slippages came from Agri which marginally deteriorated asset quality ratios. Looking at stress emanating from Agri, bank provided Rs3.35bn of contingent provisions to take care of further stress likely to come ahead as well on waivers announcement and specific impact in certain states. Asset quality and slippages ratios ex Agri has been steady and coming off in some segments which augurs well.



NII growth was better on positive
effect from loan growth and stable
NIM

Other Income driven by core fee and capital gains

Opex control in check with C/l improving

Provisions increased on back of Rs3.35bn contingent provisions taken on Agri loan book on continued stress

Business growth continued to remain robust

NIM stable as yield rose much faster than CoF and on better B/s management

Incrementally slippages were from Agri portfolio marginally deteriorating assets quality but bank maintained PCR

CASA mix has been coming off from last few quarters as bank has been pushing higher TDs

**Exhibit 1: Other income boosts operating performance** 

(Rs m)	Q3FY19	Q3FY18	YoY gr. (%)	Q2FY19	QoQ gr. (%)
Interest income	2,58,903	2,05,813	25.8	2,41,995	7.0
Interest Expended	1,33,135	1,02,669	29.7	1,24,362	7.1
Net interest income (NII)	1,25,768	1,03,143	21.9	1,17,634	6.9
- Treasury income	1,500	2,594	(42.2)	(328)	(557.3)
Other income	49,210	38,692	27.2	40,156	22.5
Total income	1,74,978	1,41,835	23.4	1,57,789	10.9
Operating expenses	67,193	57,322	17.2	62,991	6.7
-Staff expenses	19,676	16,913	16.3	19,092	3.1
-Other expenses	47,517	40,410	17.6	43,898	8.2
Operating profit	1,07,784	84,513	27.5	94,799	13.7
Core operating profit	1,06,284	81,919	29.7	95,127	11.7
Total provisions	22,115	13,514	63.6	18,200	21.5
Profit before tax	85,669	70,999	20.7	76,599	11.8
Tax	29,810	24,573	21.3	26,543	12.3
Profit after tax	55,859	46,426	20.3	50,057	11.6
Balance sheet (Rs m)					
Deposits	85,25,019	69,90,264	22.0	83,33,641	2.3
Advances	78,09,512			75,08,381	4.0
Profitability ratios					
YoA – Calc	10.6	10.5	15	10.3	29
CoF - Calc	5.5	5.2	30	5.2	23
NIM - Rep	4.3	4.3	-	4.3	-
RoaA	1.9	2.0	(6)	1.8	13
RoaE	15.9	18.9	(290)	16.4	(40)
Asset Quality					
Gross NPL (Rs mn)	1,09,029	82,349	32.4	1,00,977	8.0
Net NPL (Rs mn)	33,015	27,737	19.0	30,282	9.0
Gross NPL ratio	1.4	1.3	9	1.3	5
Net NPL ratio	0.4	0.4	(2)	0.4	2
Coverage ratio - Calc	69.7	66.3	340	70.0	(29)
Business & Other Ratios					
Low-cost deposit mix	40.7	43.9	(320)	42.0	(130)
Cost-income ratio	38.4	40.4	(201)	39.9	(150) (152)
Non int. inc / total income	28.1	27.3	(201)	25.4	267
Credit deposit ratio	91.6	90.3	131	90.1	151
	51.0	50.5	101	50.1	101
CAR	17.3	15.5	180	17.1	20

Source: Company, PL



# **Key Q3FY19 Concall Highlights**

# **Business growth and outlook**

- Retail Loan growth has been broad based across segments as previous trends. Corporate/Business banking- Small ticket emerging enterprise growing stable, while bank is not growing in Agri commodity lending on account of concerns from last FY on spurt in NPLs which has now course corrected and should see better loan book.
- Bank did not buyout any portfolio in current quarter except home loan portfolio amounting to 62bn from HDFC ltd.
- Liabilities CASA came at 40.7% v/s 42%/43.9% in 2Q19/3Q18 on slower growth of 13% YoY and with TDs growing faster at 29% YoY with strong momentum of granular retail deposits push in one /two-year bucket by highlighting better rates (7.3%-7.9% v/s peers of 6.9% to 7.9%). Also granular liabilities help in better liquidity management with LCR moving up to 122% v/s 118% in sequential quarter.

# Fees/Branches/Margins

- Other income grew 27% YoY and contributed 28% in total income. Within, core fee income grew 27% YoY due to buoyant payment business fee and prudent cash management. Bank stated that issuance & acquisition volumes in cards (debit/credit) have continued strong momentum with spreads turning from negative (earlier) to positive now due to reduction in unit cost of card. Debit/Credit card fees contribute 7%/25% in core fee income. Also, revisiting charges on CMS business transaction helped fee growth.
- Few quarters earlier, with NBFCs growing aggressively in LAP segment, bank was seeing lower pricing power (below internal threshold levels) which has now seen improvement.
- Bank continue to opex 150-200 branches every FY but is skewed in H2 due to lengthy approval & legal procedures

# **Asset Quality**

- Total Slippages were Rs39.99bn with slippage rate of 2.04%, while ex-agri slippage rate was at 1.7% ex agri. Slippage and asset quality ex-agri has been stable. In retail, early bucket delinquencies have been also stable with improvements in certain segments. GNPA ex-Agri is at 1.1%, while exposure to IL&FS in marginal.
- With farm loan waiver announcements made in state elections and general elections lined up next, bank provided contingent provisions of 3.35bn anticipating spike in Agri NPLs.
- Bank highlighted that given retail nature of agri loans formulated write off policy was not needed but given scenario may need one. Also, yields are good at 10-12% led from a suite of products like direct crop loans, cash credit and term loans



Retail loans continue to grow strong led by all product segments. Car loans continue to be slow but other vehicle loans were strong

Unsecured loans share continues to inch up on strong growth in credit cards, personal loans.

Business banking has continued to be good and driven by emerging corporate (small credit)  As per IndAS accounting, management expects provisions in stage 2 to be at elevated levels, however, given bank's higher provisioning policy, stage 1 & 3 is likely not to be impacted.

# **Others**

 HDB book reported loan book growth of 26% YoY to 500bn. Margins have slightly come under pressure due to rising cost of funds. NIM at 7.2% v/s 6.7%.
 Asset quality was stable QoQ at 2.07%

Exhibit 2: Retail loans growing relatively higher than non-retail

Loan Composition (Rs m)	Q3FY19	Q3FY18	YoY gr. (%)	Q2FY19	QoQ gr. (%)
Car Loans	8,30,120	7,30,570	13.6	8,03,360	3.3
CV loans	2,71,660	2,14,030	26.9	2,55,080	6.5
2 wheeler loans	1,00,950	76,910	31.3	96,890	4.2
Sub-total - Auto Loans	12,02,730	10,21,510	17.7	11,55,330	4.1
Personal loans	8,88,030	6,68,170	32.9	8,34,260	6.4
Business banking	5,57,060	4,69,890	18.6	5,41,800	2.8
Loan against shares	17,880	16,710	7.0	18,240	(2.0)
Credit Cards	4,48,390	3,36,220	33.4	4,05,350	10.6
Home loans	5,17,860	3,81,290	35.8	4,78,610	8.2
Gold Loans	51,610	50,570	2.1	51,930	(0.6)
Other Retail	5,25,440	4,49,290	16.9	5,29,470	(0.8)
Retail Loans	42,09,000	33,93,650	24.0	40,14,990	4.8
Non Retail Loans	36,00,512	29,18,497	23.4	34,93,391	3.1
Total Advances	78,09,512	63,12,147	23.7	75,08,381	4.0
Loan Mix					
Vehicle Loans	15.4%	16.2%	(0.8)	15.4%	0.0
Unsecured Loans	17.1%	15.9%	1.2	16.5%	0.6
Retail Loans	53.9%	53.8%	0.1	53.5%	0.4
Non Retail Loans	46.1%	46.2%	(0.1)	46.5%	(0.4)

Source: Company, PL

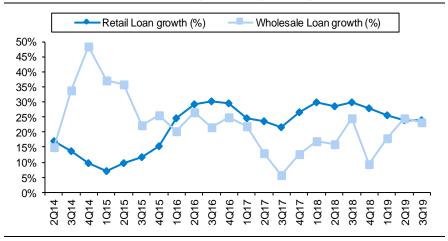
Exhibit 3: Loan book composition as per internal classification

Loan Composition (Rs m)	Q3FY19	Q3FY18	YoY gr. (%)	Q2FY19	QoQ gr. (%)
Car Loans	9,30,230	8,25,140	12.7	9,19,200	1.2
CV loans	5,28,800	4,25,480	24.3	4,95,480	6.7
2 wheeler loans	1,13,690	92,240	23.3	1,12,900	0.7
Sub-total - Auto Loans	15,72,720	13,42,860	17.1	15,27,580	3.0
Personal loans	8,95,500	6,74,850	32.7	8,41,450	6.4
Business banking	12,04,290	10,08,100	19.5	11,70,390	2.9
Loan against shares	34,550	34,580	(0.1)	35,800	(3.5)
Credit Cards	4,48,390	3,36,220	33.4	4,05,350	10.6
Home loans	5,17,990	3,81,330	35.8	4,78,750	8.2
Gold loans	57,600	52,990	8.7	57,010	1.0
Other Retail	5,87,520	4,97,630	18.1	5,80,910	1.1
Retail Total	53,18,560	43,28,560	22.9	50,97,240	4.3

Source: Company, PL

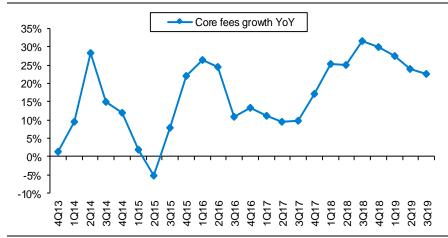


Exhibit 4: Retail/Wholesale loans grew strong keeping stable mix



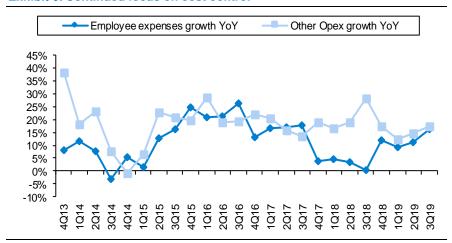
Source: Company, PL

Exhibit 5: Core fees growth was much better led by cards/payments and CMS



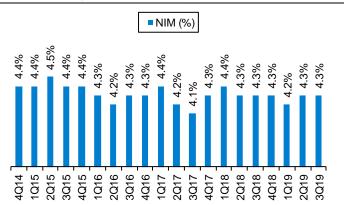
Source: Company, PL

**Exhibit 6: Continued focus on cost control** 



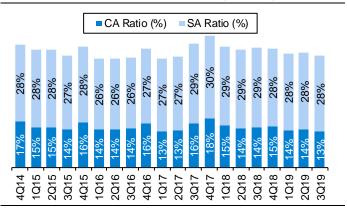
Source: Company, PL

Exhibit 7: Margins maintained as yields catch up



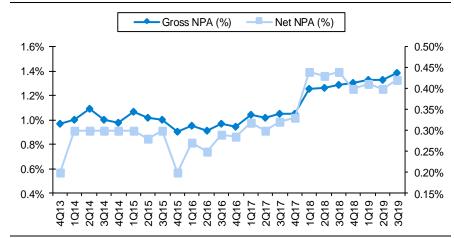
Source: Company, PL

Exhibit 8: CASA mix came off on stronger TDs growth



Source: Company, PL

Exhibit 9: Asset quality steady with provision cover maintained at 70%



Source: Company Data, PL Research

Exhibit 10: Pricing power to translate into better return ratios

RoA decomposition	FY14	FY15	FY16	FY17	FY18	FY19E	FY20E	FY21E
Interest income	9.22	8.96	9.27	8.64	8.32	8.53	8.84	9.01
Interest expenses	5.08	4.82	5.02	4.51	4.17	4.41	4.66	4.73
Net interest income	4.14	4.14	4.25	4.13	4.16	4.12	4.18	4.28
Treasury income	0.32	0.29	0.30	0.30	0.25	0.19	0.15	0.14
Other Inc. from operations	1.46	1.38	1.35	1.23	1.33	1.33	1.31	1.27
Total income	5.92	5.80	5.90	5.66	5.74	5.64	5.64	5.69
Employee expenses	0.94	0.88	0.88	0.81	0.71	0.66	0.63	0.61
Other operating expenses	1.76	1.71	1.74	1.65	1.65	1.57	1.55	1.53
Operating profit	3.22	3.22	3.29	3.21	3.38	3.40	3.46	3.55
Tax	0.96	0.94	0.98	0.95	0.96	0.96	0.98	1.01
Loan loss provisions	0.36	0.38	0.42	0.45	0.61	0.65	0.64	0.66
RoAA	1.90	1.89	1.89	1.81	1.81	1.80	1.84	1.89
RoAE	21.28	19.37	18.26	17.95	17.87	16.54	16.14	17.07

Source: Company Data, PL Research



Exhibit 11: We revise our TP to Rs2,371 (from Rs2,310) based on FY21 ABV

PT calculation and upside	
Market risk premium	6.0%
Risk-free rate	8.0%
Adjusted beta	1.01
Terminal Growth	5.0%
Cost of equity	14.1%
Fair price - P/ABV	2,371
Target P/ABV	3.7
Target P/E	22.9
Current price, Rs	2130
Upside (%)	11.3%
Dividend yield (%)	0.8%
Total return (%)	12.1%

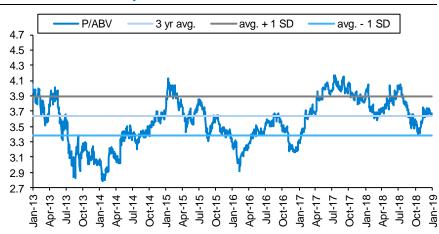
Source: Company Data, PL Research

Exhibit 12: Change in earnings estimates – We increase margin estimates & other income with slight tweaking on credit cost

(Pe mn)		Old			Revised	% Change			
(Rs mn)	FY19E	FY20E	FY21E	FY19E	FY20E	FY21E	FY19E	FY20E	FY21
Net interest income	478,881	572,664	686,415	480,381	577,539	696,407	0.3	0.9	1.5
Operating profit	390,301	466,266	563,096	396,589	477,253	577,992	1.6	2.4	2.6
Net profit	208,531	254,443	310,816	209,657	254,213	307,808	0.5	(0.1)	(1.0)
EPS (Rs)	78.7	94.0	114.9	78.9	93.5	113.2	0.3	(0.6)	(1.5)
ABVPS (Rs)	517.4	592.2	682.8	516.2	592.4	686.1	(0.2)	0.0	0.5
Price target (Rs)		2,310 2,371		2,371			2.6		
Recommendation		BUY			BUY				

Source: Company Data, PL Research

Exhibit 13: HDFCB one year forward P/ABV trend



Source: Company Data, PL Research



Income Statement (Rs. m)					Quarterly Financials (Rs. m)				
Y/e Mar	FY1	8 FY19E	FY20E	FY21E	Y/e Mar	Q4FY18	Q1FY19	Q2FY19	Q3FY19
Int. Earned from Adv.	626,61			1,181,484	Interest Income	213,211	225,490	241,995	258,903
Int. Earned from invt.	162,22			269,022	Interest Expenses	106,634	117,354	124,362	133,135
Others	13,57			15,226	Net Interest Income	106,577	108,136	117,634	125,768
Total Interest Income	802,41			1,465,732	YoY growth (%)	17.7	26.2	25.4	29.7
Interest Expenses	401,46			769,325	CEB	33,297	31,710	32,956	36,468
Net Interest Income	400,94			696,407	Treasury	33,231	31,710	32,330	30,400
Growth(%)	21.	•		18.9	Non Interest Income	42,726	38,181	40,156	49,210
Non Interest Income	152,20			229,452	Total Income	255,937	263,670	282,151	308,113
Net Total Income	553,15			925,859	Employee Expenses	17,412	18,105	19,092	19,676
Growth(%)	17.			19.2	Other expenses	43,094	41,734	43,898	47,517
Employee Expenses	68,05			98,461	Operating Expenses	60,506	59,839	62,991	67,193
Other Expenses	149,78			234,786	Operating Profit	88,797	86,478	94,799	107,784
Operating Expenses	226,90			347,867	YoY growth (%)	22.0	15.0	21.3	27.5
Operating Profit	326,24			577,992	Core Operating Profits	88,577	89,310	95,127	103,044
Growth(%)	26	•		21.1	NPA Provision	11,325	14,322	15,725	17,346
NPA Provision	49,10			89,001	Others Provisions	15,411	16,294	18,200	22,115
Total Provisions	59,27			106,616	Total Provisions	15,411	16,294	18,200	22,115
РВТ	266,97			471,376	Profit Before Tax	73,386	70,184	76,599	85,669
Tax Provision	92,10	•		163,567	Tax	24,953	24,169	26,543	29,810
Effective tax rate (%)	34.			34.7	PAT	48,433	46,014	50,057	55,859
PAT	174,86	7 209,657	254,213	307,808	YoY growth (%)	21.4	18.2	20.6	20.3
Growth(%)	20.	.2 19.9	9 21.3	21.1	Deposits	7,887,706	8,057,853	8,333,641	8,525,019
					YoY growth (%)	22.5	20.0	20.9	22.0
Balance Sheet (Rs. m)					Advances	6,583,331	7,086,487	7,508,381	7,809,512
Y/e Mar	FY18	FY19E	FY20E	FY21E	YoY growth (%)	18.7	22.0	24.1	23.7
Face value	2	2	2	2					
No. of equity shares	2,595	2,719	2,719	2,719	Key Ratios				
Equity	5,190	5,439	5,439	5,439	Y/e Mar	FY18	FY19E	FY20E	FY21E
Networth	1,062,950	1,471,964	1,678,151	1,928,328	CMP (Rs)	2,130	2,130	2,130	2,130
Growth(%)	18.8	38.5	14.0	14.9	EPS (Rs)	67.8	78.9	93.5	113.2
Adj. Networth to NNPAs	26,010	30,818	30,083	24,775	Book Value (Rs)	410	541	617	709
Deposits	7,887,706	9,307,494	11,075,917	13,180,342	Adj. BV (70%)(Rs)	388	516	592	686
Growth(%)	22.5	18.0	19.0	19.0	P/E (x)	31.4	27.0	22.8	18.8
CASA Deposits	3,430,928	3,890,532	4,662,961	5,575,285	P/BV (x)	5.2		3.5	3.0
% of total deposits	43.5	41.8	42.1	42.3	P/ABV (x)	5.5		3.6	3.1
Total Liabilities	10,639,343	12,669,405	14,943,020	17,600,301	DPS (Rs)	10.9	12.7	15.0	18.0
Net Advances	6,583,331	8,163,330	10,000,080	12,250,098	Dividend Payout Ratio (%)	19.4			18.7
Growth(%)	18.7	24.0	22.5	22.5	Dividend Yield (%)	0.5	0.6	0.7	0.8
Investments	2,422,002	3,270,094	3,584,558	3,893,916	Efficiency				
Total Assets	10,639,343	12,664,231	14,932,228	17,583,558	Y/e Mar	FY18	FY19E	FY20E	FY21E
Growth (%)	23.2	19.0	17.9	17.8	Cost-Income Ratio (%)	41.0	39.6	38.7	37.6
Asset Quality					C-D Ratio (%)	83.5	87.7	90.3	92.9
Y/e Mar	FY1	8 FY19E	FY20E	FY21E	Business per Emp. (Rs m)	164	195		272
Gross NPAs (Rs m)	86,07	0 103,702	113,669	122,134	Profit per Emp. (Rs lacs)	20	23		
Net NPAs (Rs m)	26,01			24,775	Business per Branch (Rs m)	3,023	3,411	3,846	
Gr. NPAs to Gross Adv.(%)		.3 1.3		1.0	Profit per Branch (Rs m)	37	41		
Net NPAs to Net Adv. (%)		.4 0.4		0.2					
NPA Coverage %	69.			79.7	Du-Pont				
					Y/e Mar	FY18	FY19E	FY20E	FY21E
Profitability (%)					NII	4.16	4.12	4.18	4.28
Y/e Mar	FY1		FY20E	FY21E	Total Income	5.74	5.64	5.64	5.69
	4.	4 4.3		4.4	Operating Expenses	2.35	2.23	2.18	2.14
NIM			1.8	1.9	PPoP	3.38	3.40	3.46	3.55
NIM RoAA	1.	8 1.8	1.0						
	1. 17.			17.1	Total provisions	0.61	0.65	0.64	0.66
RoAA		9 16.5	16.1	17.1 12.6					0.66 1.89





# **Analyst Coverage Universe**

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Axis Bank	Accumulate	681	637
2	Bank of Baroda	BUY	161	123
3	Bank of India	Reduce	89	106
4	Federal Bank	BUY	102	89
5	HDFC Bank	BUY	2,310	2,121
6	HDFC Standard Life Insurance Company	BUY	440	393
7	ICICI Bank	BUY	415	368
8	ICICI Prudential Life Insurance Company	BUY	507	320
9	IDFC Bank	Accumulate	55	46
10	IndusInd Bank	BUY	1,765	1,602
11	Jammu & Kashmir Bank	BUY	76	37
12	Kotak Mahindra Bank	Hold	1,291	1,247
13	Max Financial Services	BUY	629	436
14	Punjab National Bank	Hold	79	81
15	SBI Life Insurance Company	BUY	779	602
16	South Indian Bank	BUY	22	15
17	State Bank of India	BUY	355	296
18	Union Bank of India	Reduce	79	91
19	YES Bank	Accumulate	231	187

# PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock
Under Review (UR) : Rating likely to change shortly



# **ANALYST CERTIFICATION**

### (Indian Clients)

We/l, Ms. Pritesh Bumb- MBA, M.com, Mr. Prabal Gandhi- BTech, CFA Level II 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, Mr. Prabal Gandhi- BTech, CFA Level II 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 o 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>