

Hindustan Petroleum Corporation

BUY

Strong marketing performance

We prefer HPCL among the OMCs given the (1) Impending 55% refinery capacity addition to 24.5mmt by FY21E, vis-a-vis no visibility on additional capacities for other OMCs (2) Restoration of marketing margins post elections that will benefit HPCL the most as this business contributes ~60% to its EBITDA. Maintain BUY.

HIGHLIGHTS OF THE QUARTER

- HPCL's 4QFY19 EBITDA came in at Rs 51.66bn (+76.8%/5.4x YoY/QoQ) primarily owing to Rs 11.64bn of inventory and forex gains. Adjusting for these gains, core EBITDA was Rs 40.02bn (+40.4/4.5% YoY/QoQ).
- **Refining:** Throughput was 4.60mmt (-0.6/+0.9% YoY/QoQ). Utilisation was at 116/120% for the Mumbai/Visakh refineries respectively. Core GRM (excluding inventory gains of USD 2.35/bbl) stood at USD 2.16/bbl vs USD 6.60/bbl in 4QFY18. GRMs were impacted owing to lower light distillate cracks. In Q1FY20, refining margins have recovered from the Q4 lows (S'ore GRM at USD 3.2/bbl to 5.5) owing to increase in gasoline cracks (from USD 3.4/bbl to 12.3).
- GRMs will be supported by (1) The bottom up-gradation project at the Visakh refinery as the share of middle distillates will increase to 65% from 51% while reducing the share of heavy ends to 5% from 18% (2) Rising share of heavy and sour crude.

Financial Summary (Standalone)

(Rs bn)	4QFY19	4QFY18	YoY (%)	3QFY19	QoQ (%)	FY18	FY19P	FY20E	FY21E
Revenues	679.38	608.10	11.7	721.12	(5.8)	2,193.33	2,751.97	2,908.00	3,089.83
EBITDA	51.66	29.23	76.8	9.63	436.4	107.38	114.42	102.20	116.75
APAT	29.69	17.48	69.9	2.48	1,099.4	63.57	60.29	49.84	53.46
AEPS (Rs)	19.5	11.5	69.9	1.6	1,099.4	41.7	39.6	32.7	35.1
P/E (x)						7.0	7.4	9.0	8.4
EV/EBITDA (x)						5.1	5.3	7.6	6.5
RoE (%)						28.7	23.1	16.7	16.1

Source: Company, HDFC sec Inst Research

- **Marketing:** Domestic sales volume was 10.11mmt, +7.0% YoY while India's petroleum product consumption was up 4.19% YoY, thus HPCL has gained market share in Q4. Blended gross margin stood at Rs 6.0/lit (+39.9/65.3% YoY/QoQ). **Though these margins seem unsustainable, we believe that they will remain in the range of ~Rs 3/lit in FY20-21E.**
- **Near-term outlook:** Restoration of normative marketing margins post elections.

STANCE

HPCL is doubling its existing capacity at the Visakh refinery from 8.3mmtpa to 15mmtpa by FY21 (Outlay Rs. 210bn) and increasing it from the current 7.5mmtpa to 9.5mmtpa (Outlay Rs 50bn) at its Mumbai refinery. This will drive the earnings of the refinery business.

OMCs could not take any price hike to compensate for the rising product prices till mid-May in an election-packed environment. Now onwards, normative margins will be restored allowing HP to be the largest beneficiary as its earnings are highly sensitive to changes in the marketing margins (EBITDA contribution of ~60% vs 55/44% for BP/IOC). **Our SOTP target is Rs 346 (6x Mar 21E EV/e for standalone refining and pipeline, 7x EV/e for marketing and Rs 57/sh from other investments).**

INDUSTRY	OIL & GAS
CMP (as on 21 May 2019)	Rs 285
Target Price	Rs 346

Nifty	11,709
Sensex	38,970

KEY STOCK DATA

Bloomberg	HPCL IN
No. of Shares (mn)	1,524
MCap (Rs bn) / (\$ mn)	434/6,221
6m avg traded value (Rs mn)	1,727

STOCK PERFORMANCE (%)

52 Week high / low	Rs 325/163		
	3M	6M	12M
Absolute (%)	27.6	15.7	(9.0)
Relative (%)	19.1	5.0	(21.6)

SHAREHOLDING PATTERN (%)

	Dec-18	Mar-19
Promoters	-	-
FIs & Local MFs	17.64	17.09
FPIs	19.15	18.60
Public & Others	63.21	64.31
Pledged Shares	0.00	0.00

Source : BSE

Nilesh Ghuge

nilesh.ghuge@hdfcsec.com
+91-22-6171-7342

Divya Singhal

divya.singhal@hdfcsec.com
+91-22-6639-3038

Core EBITDA (excluding inventory gains/ (losses), forex gains/(losses)) was Rs 40.02bn (+40.4/4.5% YoY/QoQ)

Reported EBITDA was up 76.8% YoY primarily owing to Rs 11.64bn of inventory and forex gains

Refinery transfer price (RTP) changes on a fortnightly basis, thus in a falling product and crude oil prices environment, the refinery segment reports better margins

Quarterly Financials Snapshot (Standalone)

(Rs bn)	4QFY19	4QFY18	YoY (%)	3QFY19	QoQ (%)	FY19	FY18	YoY (%)
Net Sales	679.38	608.10	11.7	721.12	(5.8)	2,751.97	2,193.33	25.5
Raw Material and Traded goods	586.21	537.54	9.1	682.64	(14.1)	2,479.17	1,944.47	27.5
Employee Expenses	7.31	7.82	(6.5)	7.83	(6.6)	29.38	28.59	2.8
Other Expenses	34.20	33.51	2.0	21.02	62.7	129.00	112.89	14.3
EBITDA	51.66	29.23	76.8	9.63	436.4	114.42	107.38	6.6
Core EBITDA*	40.02	28.50	40.4	38.31	4.5	113.89	92.78	22.8
Depreciation	8.28	7.25	14.2	7.39	12.1	30.13	27.53	9.4
EBIT	43.38	21.97	97.4	2.24	1,837.5	84.29	79.86	5.6
Other Income	5.23	3.43	52.5	3.94	32.7	16.35	18.49	(11.6)
Interest Cost	1.87	1.78	5.4	1.47	27.2	7.26	5.67	28.1
PBT	46.73	23.62	97.8	4.70	893.5	93.39	92.68	0.8
Tax	17.04	6.14	177.3	2.23	664.7	33.10	28.45	16.4
RPAT	29.69	17.48	69.9	2.48	1,099.4	60.29	64.24	(6.1)
EO (Loss) / Profit (Net Of Tax)	-	-	-	-	-	-	0.67	NA
APAT	29.69	17.48	69.9	2.48	1,099.4	60.29	63.57	(5.2)
AEPS	19.48	11.47	69.9	1.62	1,099.4	39.55	41.71	(5.2)

Margin Analysis

	4QFY19	4QFY18	YoY (bps)	3QFY19	QoQ (bps)	FY19	FY18	YoY (bps)
Raw Material As % Of Net Sales	86.3	88.4	(211.0)	94.7	(837.7)	90.1	88.7	143.3
Employee Expenses as % of Net Sales	1.1	1.3	(21.0)	1.1	(1.0)	1.1	1.3	(23.6)
Opex As % of Net Sales	5.0	5.5	(47.8)	2.9	211.9	4.7	5.1	(46.0)
EBITDA Margin (%)	7.6	4.8	279.8	1.3	626.9	4.2	4.9	(73.8)
Net Profit Margin (%)	4.4	2.9	149.6	0.3	402.7	2.2	2.9	(73.8)
Tax Rate (%)	36.5	26.0	1,045.3	47.4	(1,090.9)	35.4	30.7	475.0

Key Quarterly Data

	4QFY19	4QFY18	YoY (%)	3QFY19	QoQ (%)	FY19	FY18	YoY (%)
Refinery Throughput (mnT)	4.60	4.63	(0.6)	4.56	0.9	18.44	18.28	0.9
Pipeline Throughput (mnT)	5.61	5.27	6.5	5.22	7.5	21.53	20.15	6.8
Marketing Throughput (mnT)	10.11	9.45	7.0	9.74	3.8	38.71	36.88	5.0
Core GRM (USD/bbl)	2.16	6.60	(67.3)	10.01	(78.4)	4.61	4.66	(1.1)
Inventory Gain/(Loss) (USD/bbl)	2.35	0.47	400.4	(6.29)	(137.4)	1.65	2.50	(33.9)
Reported GRM (USD/bbl)	4.51	7.07	(36.2)	3.72	21.2	5.04	7.40	(31.9)
Exchange Gain/(Loss) (Rs bn)	2.48	(0.84)	(395.2)	5.97	(58.5)	(5.79)	3.23	(279.1)
Adventitious Gain/(Loss) (Rs bn)	9.16	1.57	483.4	(34.65)	(126.4)	6.32	10.13	(37.6)
Debt (Rs bn)	272.40	209.91	29.8	206.18	32.1	272.40	209.91	29.8

Source: Company, HDFC sec Inst Research, *Core EBITDA net off inventory gains, forex gain/ (loss) and other operating income

Assumptions

	Unit	FY17	FY18	FY19	FY20E	FY21E
Refining						
HPCL Throughput	mnT	17.7	18.2	18.4	17.9	22.4
HMEL Throughput	mnT	10.5	8.8	12.5	12.5	12.5
GRM Standalone	USD/bbl	4.9	6.8	4.7	5.0	5.0
HMEL GRM	USD/bbl	11.3	15.0	7.8	9.0	9.0
Marketing						
Volumes	mnT	35.2	36.9	37.9	39.8	43.3
YoY Growth	%	3.0	4.7	2.9	5.0	8.6
Diesel Volume	mnT	17.0	17.7	18.1	19.0	19.7
Diesel Volume Growth	%	0.8	4.4	2.2	5.0	3.5
Diesel's Margin	Rs/lit	2.6	2.6	2.6	2.7	2.9
Pipeline						
Volumes	mnT	17.9	20.1	21.5	23.0	23.0
Macro						
Crude Price	USD/bbl	50.0	57.5	70.2	75.0	75.0
Exchange Rate	USD /INR	67.1	66.0	69.9	72.0	72.0

Source: Company, HDFC sec Inst Research

Change in estimates

Particulars (Rs bn)	FY20E			FY21E		
	Old	New	%Ch	Old	New	%Ch
Revenues	2,958.09	2,908.00	(1.7)	3,131.94	3,089.83	(1.3)
EBIDTA	98.77	102.20	3.5	114.48	116.75	2.0
APAT	45.13	49.84	10.4	48.95	53.46	9.2
AEPS	27.82	32.70	17.5	32.18	35.07	9.0

Source: Company, HDFC sec Inst Research

We have changed our estimates owing to lower depreciation costs and Other incomes for FY20E and FY21E

Valuation (Based On Mar 21E)

Business	EBIDTA (Rs bn)	Multiple (x)	Value (Rs bn)	Value (Rs/sh)	Valuation basis
Standalone					
Refining	31.28	6.0	187.68	123	EV/EBIDTA on Mar 21E
Marketing	71.41	7.0	499.88	328	EV/EBIDTA on Mar 21E
Pipeline	14.06	6.0	84.36	55	EV/EBIDTA on Mar 21E
Standalone net Debt			(331.25)	(217)	As on Mar 21E
Standalone Equity Value	116.75		440.68	289	
Investments					
HMEL Investment	43.2	6.0	259.10	170	EV/EBIDTA on Mar 21E
HMEL net debt			(164.96)	(108)	As on Mar 20E
HMEL Equity value			94.14	30	HPCL's stake is 48.9%
Traded investments					
	o/s shares (mn)	CMP(Rs/sh)			
Oil India	17.8	181	2.26	1	30% disc. to CMP
MRPL	297.2	62	12.90	8	30% disc. to CMP
Other non traded investments					
			25.29	17	0.5x BV
Investments Equity Value			134.58	57	
Value per share				346	

Source: Company, HDFC sec Inst Research

Peer Set Comparison

	MCap (Rs bn)	CMP (Rs)	RECO	TP (Rs)	Upside %	EPS (Rs/sh)				P/E (x)				P/BV (x)				ROE (%)			
						FY18	FY19	FY20E	FY21E	FY18	FY19	FY20E	FY21E	FY18	FY19P	FY20E	FY21E	FY18	FY19P	FY20E	FY21E
Reliance Industries	8,494	1,340	BUY	1,535	15	53.0	55.5	66.8	69.1	25.3	24.2	20.1	19.4	19.7	18.6	15.7	15.1	11.1	9.8	10.0	9.5
ONGC	2,202	175	BUY	190	8	15.9	18.7	21.1	21.4	11.0	9.4	8.3	8.2	1.1	1.1	1.0	1.0	10.5	11.9	12.8	12.3
Indian Oil Corp	1,414	154	BUY	190	23	22.8	18.4	18.9	21.1	6.8	8.4	8.2	7.3	1.3	1.3	1.2	1.1	19.9	15.4	15.3	15.8
BPCL	736	374	NEU	409	9	41.6	36.3	33.8	34.3	9.0	10.3	11.1	10.9	2.2	2.0	1.8	1.7	25.6	20.1	17.3	16.0
HPCL	434	285	BUY	346	21	41.7	39.6	32.7	35.1	6.8	7.2	8.7	8.1	1.8	1.5	1.4	1.2	28.7	23.1	16.7	16.1
Petronet LNG	360	240	BUY	345	44	13.9	14.4	16.6	20.3	17.3	16.7	14.5	11.8	3.7	3.6	3.4	3.2	23.3	21.8	24.1	27.7
GAIL	762	338	BUY	410	21	20.4	29.7	28.4	30.6	16.6	11.4	11.9	11.0	1.9	1.7	1.6	1.4	11.7	15.7	13.7	13.5
Oil India	196	181	BUY	234	29	24.6	32.7	30.6	31.5	7.4	5.5	5.9	5.8	0.7	0.6	0.6	0.5	9.4	12.2	10.4	9.6
Indraprastha Gas	215	311	BUY	394	27	9.6	11.0	12.4	14.5	32.5	28.4	25.0	21.4	6.1	5.4	4.7	4.1	20.9	20.5	20.3	20.7
Mahanagar Gas	85	856	BUY	1,113	30	48.4	55.3	56.7	58.6	17.7	15.5	15.1	14.6	4.0	3.5	3.1	2.8	24.3	24.3	21.9	20.0
GSPL	105	186	BUY	209	13	11.9	14.1	14.4	14.7	15.7	13.2	12.9	12.7	2.1	1.8	1.7	1.5	14.0	14.7	13.4	12.5
Asian Oil Field Services*	3	74	NA	164	122	5.4	8.3	12.3	16.4	13.6	9.0	6.0	4.5	2.2	1.8	1.4	1.1	23.7	20.1	23.9	25.0

Source: Company, HDFC sec Inst Research | *Fair Value

Standalone Income Statement

(Rs bn)	FY17	FY18	FY19	FY20E	FY21E
Revenues	1,870.24	2,193.33	2,751.97	2,908.00	3,089.83
Growth (%)	4.2	17.3	25.5	5.7	6.3
Material Expenses	1,634.15	1,944.47	2,479.17	2,645.15	2,795.44
Employee Expenses	29.46	28.59	29.38	32.32	35.56
Other Operating Expenses	100.85	112.89	129.00	128.34	142.09
EBIDTA	105.77	107.38	114.42	102.20	116.75
EBIDTA Margin (%)	5.7	4.9	4.2	3.5	3.8
EBITDA Growth (%)	24.8	1.5	6.6	(10.7)	14.2
Core EBITDA	67.11	90.29	95.94	102.20	116.75
Core EBITDA margin (%)	3.59	4.12	3.49	3.51	3.78
Core EBITDA growth (%)	(29.13)	34.53	6.25	6.53	14.24
Depreciation	25.35	27.53	30.13	31.60	38.39
EBIT	80.42	79.86	84.29	70.60	78.36
Other Income Incl EO	15.15	18.49	16.35	12.13	11.67
Interest	5.36	5.67	7.26	7.60	9.45
PBT	90.21	92.68	93.39	75.13	80.58
Tax	28.12	28.45	33.10	25.29	27.12
RPAT	62.09	64.24	60.29	49.84	53.46
EO (Loss) / Profit (Net Of Tax)	0.17	0.67	-	-	-
APAT	61.91	63.57	60.29	49.84	53.46
APAT Growth (%)	60.3	2.7	(5.2)	(17.3)	7.3
AEPS	40.6	41.7	39.6	32.7	35.1
EPS Growth (%)	60.3	2.8	(5.2)	(17.3)	7.3

Source: Company, HDFC sec Inst Research , *Core EBITDA net of inventory gains, forex gain/(loss) and other operating income

Standalone Balance Sheet

(Rs bn)	FY17	FY18	FY19P	FY20E	FY21E
SOURCES OF FUNDS					
Share Capital	10.16	15.24	15.24	15.24	15.24
Reserves	193.31	224.24	266.51	298.90	333.65
Total Shareholders' Funds	203.47	239.48	281.75	314.14	348.89
Long-term Debt	62.79	88.31	113.17	251.17	213.17
Short-term Debt	108.92	107.62	137.93	172.93	190.93
Total Debt	171.71	195.93	251.10	424.10	404.10
Deferred Taxes	58.96	65.69	71.65	54.74	58.71
Long Term Provisions & Others	1.90	0.81	1.79	1.83	1.87
TOTAL SOURCES OF FUNDS	436.04	501.92	606.29	794.82	813.57
APPLICATION OF FUNDS					
Net Block	361.32	379.72	409.79	423.29	622.75
CWIP	76.20	100.91	162.31	309.50	138.45
Investments	51.09	49.99	50.84	50.84	50.84
LT Loans & Advances	4.56	4.62	11.41	26.57	8.69
Other Non-current Assets	13.39	14.09	22.07	22.07	22.07
Total Non-current Assets	506.56	549.33	656.42	832.26	842.79
Inventories	185.76	184.20	201.93	205.99	217.70
Debtors	40.64	55.73	56.53	59.31	63.02
Cash & Equivalents	0.34	11.94	0.96	10.27	8.24
Other Current Assets	51.39	66.87	121.67	119.08	127.59
Total Current Assets	278.13	318.74	381.09	394.65	416.55
Creditors	126.65	157.04	188.77	184.48	194.96
Other Current Liabilities	222.01	209.11	242.45	247.62	250.81
Total Current Liabilities	348.66	366.15	431.21	432.10	445.77
Net Current Assets	(70.52)	(47.41)	(50.12)	(37.44)	(29.22)
TOTAL APPLICATION OF FUNDS	436.04	501.92	606.29	794.82	813.57

Source: Company, HDFC sec Inst Research

Standalone Cash Flow Statement

Rs bn	FY17	FY18	FY19P	FY20E	FY21E
Reported PBT	90.03	92.02	93.39	75.13	80.58
Non-operating & EO Items	(15.15)	(18.49)	(16.35)	(12.13)	(11.67)
Interest Expenses	5.36	5.67	7.26	7.60	9.45
Depreciation	25.35	27.53	30.13	31.60	38.39
Working Capital Change	69.51	(12.61)	(15.29)	(18.51)	7.64
Tax Paid	(18.36)	(21.71)	(27.14)	(42.20)	(23.15)
OPERATING CASH FLOW (a)	156.74	72.39	71.99	41.48	101.25
Capex	(57.40)	(70.63)	(121.60)	(192.28)	(66.81)
Free Cash Flow (FCF)	99.34	1.76	(49.61)	(150.80)	34.43
Investments	10.39	18.89	7.53	12.13	11.67
INVESTING CASH FLOW (b)	(47.01)	(51.75)	(114.07)	(180.15)	(55.14)
Debt Issuance/(Repaid)	(66.14)	24.19	56.37	173.02	(19.97)
Interest Expenses	(5.36)	(5.67)	(7.26)	(7.60)	(9.45)
FCFE	27.84	20.28	(0.50)	14.62	5.01
Share Capital Issuance	6.77	5.08	-	-	-
Dividend	(36.72)	(31.19)	(29.17)	(17.44)	(18.71)
Others	(8.19)	(1.46)	11.15	-	(0.00)
FINANCING CASH FLOW (c)	(109.64)	(9.04)	31.09	147.98	(48.14)
NET CASH FLOW (a+b+c)	0.10	11.60	(10.99)	9.32	(2.03)
Closing Cash & Equivalents	0.34	11.94	0.96	10.27	8.24

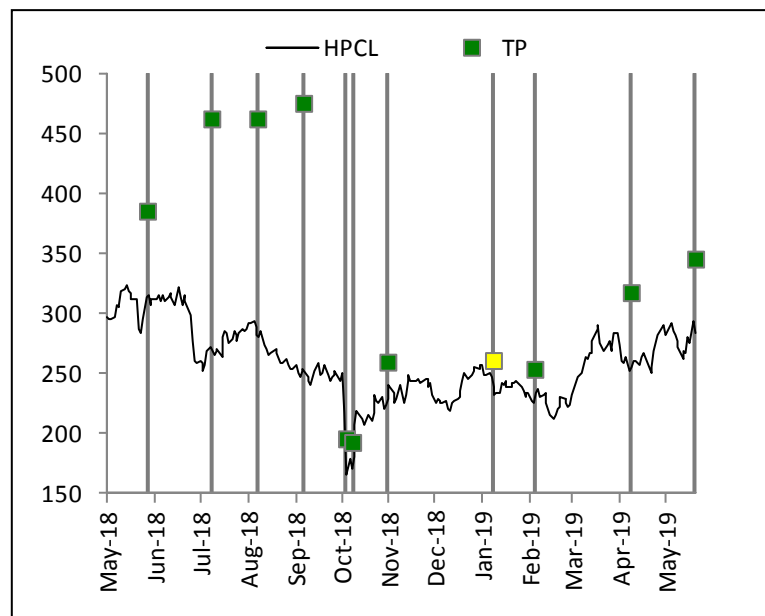
Source: Company, HDFC sec Inst Research

Standalone Key Ratios

	FY17	FY18	FY19P	FY20E	FY21E
PROFITABILITY %					
EBITDA Margin	5.7	4.9	4.2	3.5	3.8
EBIT Margin	5.1	4.5	3.7	2.8	2.9
APAT Margin	3.3	2.9	2.2	1.7	1.7
RoE	32.3	28.7	23.1	16.7	16.1
Core RoCE	21.8	24.7	21.8	18.1	15.0
RoCE	17.3	18.7	15.1	10.1	9.6
EFFICIENCY					
Tax Rate %	31.2	30.9	35.4	33.7	33.7
Asset turnover (x)	2.5	2.7	2.9	2.6	2.5
Inventory (days)	36	31	27	26	26
Debtor (days)	8	9	7	7	7
Other Current Assets (days)	10	11	16	15	15
Payables (days)	26	27	26	24	24
Other Curr Liab & Prov (days)	26	27	26	24	24
Cash conversion cycle (days)	2	(4)	(2)	0	0
Net Debt/EBITDA (x)	1.1	1.2	1.7	3.6	3.0
Net D/E	0.6	0.6	0.7	1.2	1.0
Interest Coverage	17.8	17.4	13.9	10.9	9.5
PER SHARE DATA					
EPS (Rs)	40.6	41.7	39.6	32.7	35.1
CEPS (Rs)	57.2	59.8	59.3	53.4	60.3
DPS (Rs)	20.0	17.0	15.9	9.5	10.2
BV (Rs)	133.4	157.1	184.8	206.1	228.9
VALUATION					
P/E (x)	7.2	7.0	7.4	9.0	8.4
P/Cash EPS (x)	5.1	4.9	5.0	5.5	4.9
P/BV (x)	2.2	1.9	1.6	1.4	1.3
EV/EBITDA (x)	5.3	5.1	5.3	7.6	6.5
EV/Revenue (x)	0.3	0.2	0.2	0.3	0.2
OCF/EV (%)	28.1	13.3	11.8	5.3	13.3
FCFF/EV (%)	17.8	0.3	(8.2)	(19.3)	4.5
FCFE/M CAP (%)	6.2	4.5	(0.1)	3.3	1.1
Dividend Yield (%)	6.8	5.8	5.4	3.2	3.5

Source: Company, HDFC sec Inst Research

RECOMMENDATION HISTORY



Date	CMP	Reco	Target
29-May-18	313	BUY	386
9-Jul-18	271	BUY	463
8-Aug-18	282	BUY	463
10-Sep-18	253	BUY	476
8-Oct-18	165	BUY	196
9-Oct-18	179	BUY	196
2-Nov-18	229	BUY	260
9-Jan-19	248	NEU	261
6-Feb-19	225	BUY	254
9-Apr-19	256	BUY	318
21-May-19	285	BUY	346

Rating Definitions

BUY : Where the stock is expected to deliver more than 10% returns over the next 12 month period
NEUTRAL : Where the stock is expected to deliver (-)10% to 10% returns over the next 12 month period
SELL : Where the stock is expected to deliver less than (-)10% returns over the next 12 month period

Disclosure:

We, **Nilesh Ghuge, MMS & Divya Singhal, CA**, 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. HSL has no material adverse disciplinary history as on the date of publication of this report. 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.

Research Analyst or his/her relative or HDFC Securities Ltd. **does not have** any financial interest in the subject company. Also Research Analyst or his relative or HDFC Securities Ltd. or its Associate may have beneficial ownership of 1% or more in the subject company at the end of the month immediately preceding the date of publication of the Research Report. Further Research Analyst or his relative or HDFC Securities Ltd. or its associate **does not have** any material conflict of interest.

Any holding in stock –No

HDFC Securities Limited (HSL) is a SEBI Registered Research Analyst having registration no. INH000002475.

Disclaimer:

This report has been prepared by HDFC Securities Ltd and is meant for sole use by the recipient and not for circulation. The information and opinions contained herein have been compiled or arrived at, based upon information obtained in good faith from sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. This document is for information purposes only. Descriptions of any company or companies or their securities mentioned herein are not intended to be complete and this document is not, and should not be construed as an offer or solicitation of an offer, to buy or sell any securities or other financial instruments. This report is not directed to, or intended for display, downloading, printing, reproducing or for distribution to or use by, any person or entity who is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, reproduction, availability or use would be contrary to law or regulation or what would subject HSL or its affiliates to any registration or licensing requirement within such jurisdiction.

If this report is inadvertently sent or has reached any individual in such country, especially, USA, the same may be ignored and brought to the attention of the sender. This document may not be reproduced, distributed or published for any purposes without prior written approval of HSL.

Foreign currencies denominated securities, wherever mentioned, are subject to exchange rate fluctuations, which could have an adverse effect on their value or price, or the income derived from them. In addition, investors in securities such as ADRs, the values of which are influenced by foreign currencies effectively assume currency risk.

It should not be considered to be taken as an offer to sell or a solicitation to buy any security. HSL may from time to time solicit from, or perform broking, or other services for, any company mentioned in this mail and/or its attachments.

HSL and its affiliated company(ies), 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 company(ies) mentioned herein 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 company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

HSL, its directors, analysts or employees do not take any responsibility, financial or otherwise, of the losses or the damages sustained due to the investments made or any action taken on basis of this report, including but not restricted to, fluctuation in the prices of shares and bonds, changes in the currency rates, diminution in the NAVs, reduction in the dividend or income, etc.

HSL and other group companies, its directors, associates, employees may have various positions in any of the stocks, securities and financial instruments dealt in the report, or may make sell or purchase or other deals in these securities from time to time or may deal in other securities of the companies / organizations described in this report.

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

HSL or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction in the normal course of business.

HSL or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither HSL nor Research Analysts have any material conflict of interest at the time of publication of this report. Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. HSL may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.

Research entity has not been engaged in market making activity for the subject company. Research analyst has not served as an officer, director or employee of the subject company. We have not received any compensation/benefits from the subject company or third party in connection with the Research Report.

HDFC securities Limited, I Think Techno Campus, Building - B, "Alpha", Office Floor 8, Near Kanjurmarg Station, Opp. Crompton Greaves, Kanjurmarg (East), Mumbai 400 042 Phone: (022) 3075 3400 Fax: (022) 2496 5066

Compliance Officer: Binkle R. Oza Email: complianceofficer@hdfcsec.com Phone: (022) 3045 3600

HDFC Securities Limited, SEBI Reg. No.: NSE-INB/F/E 231109431, BSE-INB/F 011109437, AMFI Reg. No. ARN: 13549, PFRDA Reg. No. POP: 04102015, IRDA Corporate Agent License No.: HDF 2806925/HDF C000222657, SEBI Research Analyst Reg. No.: INH000002475, CIN - U67120MH2000PLC152193

Mutual Funds Investments are subject to market risk. Please read the offer and scheme related documents carefully before investing.

