Result Update

mkay Your success is our success

15.3 %

CRIN IN

8.3

Coromandel International

Refer to important disclosures at the end of this report

Margin pressure going ahead; inorganic opportunities key trigger

- CRIN missed our EBITDA/PAT estimates by 2% in Q3 mainly due to lower-than-expected margins in traded complex fertilizers. However, manufactured fertilizer EBITDA increased 2.7% yoy to Rs4,160/ton (Emkay est). Gross margin improved 118bps yoy to 32.7%. Overall EBITDA margin expanded 96bps yoy to 14.1% (vs. 13.9% Emkay est).
- Phos acid (key RM) prices increased 15% gog in Q4FY21 to USD795/mt from USD689/mt in Q3FY21. Our back-of-the-envelope calculations suggest a 15-20% increase in consumer prices. Management said that the industry has not yet raised prices due to low cost inventory.
- We believe that there could be some pressure on volumes going into FY22 as companies raise prices. We decrease our EBITDA margin estimates for FY22/23 by 32bps/9bps on the back of lower gross margin assumption in the fertilizer segment.
- We reduce our target P/E multiple to 17x (vs. 18x earlier) due to lack of meaningful capex in the fertilizer segment and RM price pressure. We roll forward our valuations to Mar'23E EPS (vs. Sep'22E EPS earlier). Our TP remains unchanged at Rs910/sh as the lower multiple is compensated by 1) roll forward, and 2) increase in EPS due to lower interest expense (lower WC assumption due to subsidy receipts). We maintain Buy with UW stance in EAP.

Backward integration aids margin improvement in Nutrient segment

Nutrient segment's revenue increased 8% (volumes +19% yoy, realizations: -11% yoy) on the back of 8%/87% yoy increase in complex fertilizers/urea. Overall manufactured volumes increased by 3% yoy as CRIN increased imports of DAP. Full ramp-up of the phos acid plant at Vizag and higher share of unique grade (50% vs. 38% in Q3FY20) led to 57bps improvement in EBIT margin to 13.4%.

Product mix led margin improvement in CP segment

CRIN's CP revenue increased 11% yoy to Rs5.1bn, driven by new products launches, despite excessive rainfall in key markets of AP/TG/TN coupled with draughts in LatAm (key export geography). Improved product mix led to 208bps yoy expansion in EBIT margin to 17.5%, which management believes is sustainable. New products now contribute 25% of CP revenue.

Accelerated subsidy payout to improve working capital

We reduce our net working capital assumptions by 46days for FY21E and 41days for FY22/23E as we factor in accelerated payout of subsidy receivable by the government. We estimate CRIN's ROIC to improve 1045bps in FY21E to 37.6%. Key catalyst for the stock would be 1) inorganic opportunities in fertilizer/CP segments, 2) demand boost for NPK due to direct transfer of subsidy to farmers, and 3) faster ramp-up of the retail business.

Key risks: 1) sharp movement in raw material prices; 2) adverse weather conditions; 3) unfavorable forex movement; 4) delay in capex execution

Please see our sector model portfolio (Emkay Alpha Portfolio): Agri Input & Chemicals (page 9)

Financial Snapshot (Consolidated)

(Rs mn)	FY19	FY20	FY21E	FY22E	FY23E
Net Sales	132,246	131,367	142,901	153,397	162,904
EBITDA	14,431	17,310	21,578	21,936	23,132
EBITDA Margin (%)	10.9	13.2	15.1	14.3	14.2
APAT	7,443	10,643	14,553	14,974	15,727
EPS (Rs)	25.4	36.3	49.7	51.1	53.7
EPS (% chg)	7.6	42.7	36.7	2.9	5.0
ROE (%)	23.8	27.7	30.4	26.3	23.8
P/E (x)	31.0	21.7	15.9	15.4	14.7
EV/EBITDA (x)	17.9	14.3	10.6	10.4	9.6
P/BV (x)	6.9	5.4	4.4	3.8	3.3

Source: Company, Emkay Research

CMP Target Price Rs 910 (■) Rs 789 as of (February 2, 2021) Rating **Upside**

Change in Estimates	
EPS Chg FY21E/FY22E (%)	5/3
Target Price change (%)	NA
Target Period (Months)	12
Previous Reco	BUY

Emkay vs Consensus

BUY (**■**)

Fmkay

EPS Estimates							
	FY21E	FY22E					
	49.7	51.1					

Consensus	47.4	50.0
Mean Consensus TP	(12M)	Rs 938

Stock Details Bloomhera Code

bloomberg code	ORMIN
Face Value (Rs)	1
Shares outstanding (mn)	293
52 Week H/L	881 / 443
M Cap (Rs bn/USD bn)	231 / 3.17
Daily Avg Volume (nos.)	753,612

Shareholding Pattern Dec '20

Daily Avg Turnover (US\$ mn)

Promoters	57.6%
FIIs	7.0%
DIIs	19.2%
Public and Others	16.2%

Price Performance (%) 1M 6M 12M 3M **Absolute** (3) 28 Rel. to Nifty 2

Relative price chart



Source: Bloomberg

This report is solely produced by Emkay Global. The following person(s) are responsible for the production of the recommendation:

Varshit Shah

varshit.shah@emkayglobal.com

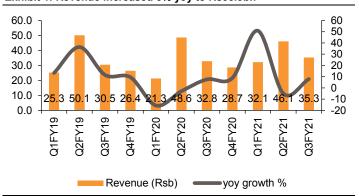
+91 22 6612 1358

Karan Shah

karan.shah@emkayglobal.com +91 22 661 21257

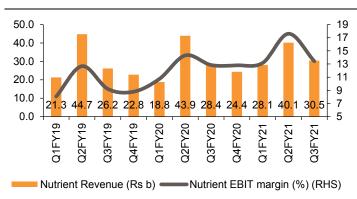
Story in Charts

Exhibit 1: Revenue increased 8% yoy to Rs35.3bn



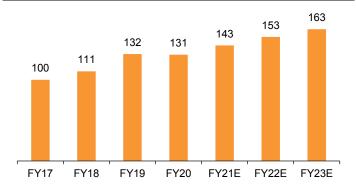
Source: Company, Emkay Research

Exhibit 3: 7% yoy increase in revenue for Nutrient segment



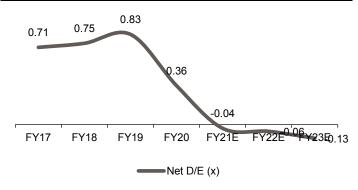
Source: Company, Emkay Research

Exhibit 5: Expect 7% revenue CAGR over FY21-23E



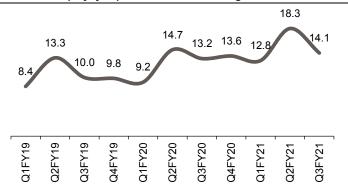
Source: Company, Emkay Research

Exhibit 7: Comfortable debt position



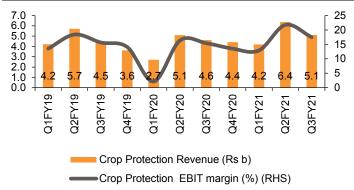
Source: Company, Emkay Research

Exhibit 2: 96bps yoy expansion in EBITDA margin to 14.1%



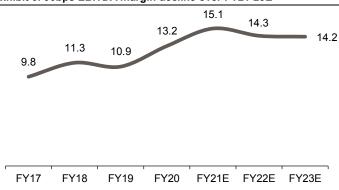
Source: Company, Emkay Research

Exhibit 4: 208bps yoy expansion in EBIT margin for Crop Protection segment



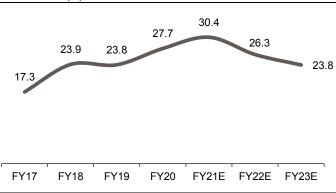
Source: Company, Emkay Research

Exhibit 6: 90bps EBITDA margin decline over FY21-23E



Source: Company, Emkay Research

Exhibit 8: ROE (%)



Source: Company, Emkay Research

Exhibit 9: Actual vs Estimates (Q3FY21)

(Rs mn)	Actual	Estimates		% vari	ation	Comments
(KS IIII)	Actual	Emkay	Consensus	Emkay	Consensus	Comments
Sales	35,330	36,742	37,650	-4%	-6%	Below our estimates due marginally lower volumes
EBITDA	4,993	5,107	5,239	-2%	-5%	Below estimate due to revenue miss
EBITDA Margin	14.1%	13.9%	13.9%	23 bps	22 bps	Above estimates due to higher gross margins
PAT	3,338	3,398	3,462	-2%	-4%	Below estimates due to EBITDA miss

Source: Company, Bloomberg consensus, Emkay Research

Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193	Rs. Mn	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	YoY%	QoQ%	M9FY21	M9FY20	YoY%
as % of sales 68.52 65.03 70.99 66.51 67.34 — 68.03 70.03 Employee expenses 1,207 1,169 1,216 1,300 1,432 18.6 5.3 4,008 3,442 16.4 as % of sales 4,794 4,959 3,980 5,652 5,116 6.7 (9.5) 14,748 13,931 5.9 as % of sales 14.62 24,786 28,007 37,682 30,338 6.6 (19.5) 66,027 89,271 7.6 EBITOA 4,320 3,907 4,122 40.0 423 3.6 0.8 1,563 1,303 30.9 Depreciation 408 451 421 420 423 3.6 0.8 1,533 1,130 11.8 BBIT 3,912 3,457 3,704 8,911 4,523 3.0 0.8 1,27 278 89,25 2.7 Other Income 91 115 107 82 89 2.05 </td <td>Sales</td> <td>32,787</td> <td>28,693</td> <td>32,132</td> <td>46,113</td> <td>35,330</td> <td>7.8</td> <td>(23.4)</td> <td>113,575</td> <td>102,674</td> <td>10.6</td>	Sales	32,787	28,693	32,132	46,113	35,330	7.8	(23.4)	113,575	102,674	10.6
Femployee expenses	Cost of Raw Material	22,466	18,658	22,812	30,669	23,790	5.9	(22.4)	77,271	71,898	7.5
as % of sales 3.68 4.07 3.78 2.95 4.05 4.05 3.53 3.35 5.9 Other expenses 4,794 4,999 3,980 5.662 5,116 6,7 (9,5) 14,748 13,937 5.9 as % of sales 14,62 17,28 12,39 12,66 14,48 12,98 12,66 14,48 12,98 12,68 14,48 12,98 12,68 14,48 12,98 12,68 14,89 15,66 (40,8) 17,548 13,403 30,90 12,62 4,43 4,993 15,66 (40,8) 17,548 13,403 30,90 12,62 4,21 420 423 3,6 0.8 1,263 1,130 11,8 11,130 11,8 11,130 11,8 11,130 11,8 11,130 11,8 11,130 11,130 11,130 11,130 11,130 11,130 11,130 12,63 12,77 278 28,55 (2,7) 10,111 10,111 10,11 10,11 10,11	as % of sales	68.52	65.03	70.99	66.51	67.34			68.03	70.03	
Other expenses 4,794 4,959 3,980 5,652 5,116 6.7 (9.5) 14,788 13,931 5.9 as % of sales 14,62 17.28 12,39 12,26 14,48 12,98 13,57 Total Expenditure 28,4867 24,786 28,007 37,682 30,338 6.6 (19.5) 96,027 7.6 EBITDA 4,320 3,997 4,125 8,431 4,993 15.6 (40.8) 17,548 13,403 30.9 Depreciation 408 451 421 420 423 3.6 0.8 1,263 11,30 11.8 EBIT 3,912 3,457 3,704 8,011 4,570 16.8 (40.3) 11,628 12,273 32.7 Interest cost 459 43,44 43 253 205 (55.3) (18.8) 893 19.19 (53.5) PBT 3,544 3,137 3,764 8,744 4,453 25.7 (43.2) 15.6	Employee expenses	1,207	1,169	1,216	1,360	1,432	18.6	5.3	4,008	3,442	16.4
as % of sales 14.62 17.28 12.39 12.26 14.48 12.98 13.57 Total Expenditure 28,467 28,476 28,077 37,682 30,338 6.6 (19.5) 96,027 89,271 7.6 EBITDA 4,320 3,497 4,125 8,431 4,933 3.6 0.8 1,263 1,130 11.8 EBIT 3,912 3,487 3,704 8,011 4,570 16.8 (40.0) 16,285 1,273 32.7 Other Income 91 115 110 82 89 (2.4) 7.7 278 285 (2.7) Interest cost 459 434 434 253 205 (55.3) (18.8) 893 1,916 (43.2) 15,670 10,640 47.3 Total Tax 899 800 896 1,967 1,130 25.7 (42.5) 3,933 2,135 17.0 PAT before Minority Interest 2,644 2,338 2,480	as % of sales	3.68	4.07	3.78	2.95	4.05			3.53	3.35	
Total Expenditure	Other expenses	4,794	4,959	3,980	5,652	5,116	6.7	(9.5)	14,748	13,931	5.9
BBITDA	as % of sales	14.62	17.28	12.39	12.26	14.48			12.98	13.57	
Depreciation 408	Total Expenditure	28,467	24,786	28,007	37,682	30,338	6.6	(19.5)	96,027	89,271	7.6
Page	EBITDA	4,320	3,907	4,125	8,431	4,993	15.6	(40.8)	17,548	13,403	30.9
Other Income 91 115 107 82 89 (2.4) 7.7 278 285 (2.7) Interest cost 459 434 434 253 205 (55.3) (18.8) 893 1,919 (55.5) PBT 3,544 3,137 7,841 4,453 25.7 (42.5) 3,993 2,335 71.0 PAT before Minority Interest 2,644 2,338 2,480 5,874 3,323 25.6 (43.4) 11,677 8,305 40.6 Minority Interest 2,644 2,338 2,480 5,874 3,333 26.2 (43.3) 11,677 8,305 40.6 PAL from associate/JV 1 4 26 5,889 3,338 26.2 (43.3) 11,733 8,308 41.2 Exceptional Items - 2,645 2,342 2,506 5,889 3,338 26.2 (43.3) 11,733 8,308 41.2 Exceptional Items - 2,645 2,342	Depreciation	408	451	421	420	423	3.6	0.8	1,263	1,130	11.8
Interest cost 459 434 434 253 205 (55.3) (18.8) 893 1,919 (53.5) PBT 3,544 3,137 3,376 7,841 4,453 25.7 (43.2) 15,670 10,640 47.3 10 10 10 10 10 10 10 1	EBIT	3,912	3,457	3,704	8,011	4,570	16.8	(43.0)	16,285	12,273	32.7
PBT 3,544 3,137 3,376 7,841 4,453 25.7 (43.2) 15,670 10,640 47.3 Total Tax 899 800 896 1,967 1,130 25.7 (42.5) 3,993 2,335 71.0 PAT before Minority Interest 2,644 2,338 2,480 5,874 3,323 25.6 (43.4) 11,677 8,305 40.6 Minority Interest -	Other Income	91	115	107	82	89	(2.4)	7.7	278	285	(2.7)
Total Tax	Interest cost	459	434	434	253	205	(55.3)	(18.8)	893	1,919	(53.5)
PAT before Minority Interest 2,644 2,338 2,480 5,874 3,323 25.6 (43.4) 11,677 8,305 40.6 Minority Interest -<	PBT	3,544	3,137	3,376	7,841	4,453	25.7	(43.2)	15,670	10,640	47.3
Minority Interest	Total Tax	899	800	896	1,967	1,130	25.7	(42.5)	3,993	2,335	71.0
P&L from associate/JV 1 4 26 15 16 56 4 PAT before extra 2,645 2,342 2,506 5,889 3,338 26.2 (43.3) 11,733 8,308 41.2 Exceptional Items	PAT before Minority Interest	2,644	2,338	2,480	5,874	3,323	25.6	(43.4)	11,677	8,305	40.6
PAT before extra 2,645 2,342 2,506 5,889 3,338 26.2 (43.3) 11,733 8,308 41.2 Exceptional Items -	Minority Interest	-	-	-	-	-			-	-	
Reported PAT 2,645 2,342 2,506 5,889 3,338 26.2 (43.3) 11,733 8,308 41.2	P&L from associate/JV	1	4	26	15	16			56	4	
Margins (%) 13.2 13.6 12.8 18.3 14.1 96 (415) 15.5 13.1 240	PAT before extra	2,645	2,342	2,506	5,889	3,338	26.2	(43.3)	11,733	8,308	41.2
Margins (%) bps bp	Exceptional Items	-	-	-	-	-			-	-	
EBIDTA 13.2 13.6 12.8 18.3 14.1 96 (415) 15.5 13.1 240 EBIT 11.9 12.0 11.5 17.4 12.9 100 (444) 14.3 12.0 239 PBT 10.8 10.9 10.5 17.0 12.6 180 (440) 13.8 10.4 343 PAT 8.1 8.1 7.7 12.7 9.4 134 (333) 10.3 8.1 219 Effective Tax rate (% of PBT) 25.4 25.5 26.5 25.1 25.4 1 30 25.5 21.9 354 Segmental Details Segment Revenue (Rs mn) Nutrient and Other Allied Business 28,408 24,362 28,072 40,142 30,453 7.2 (24.1) 98,666 91,138 8.3 Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193	Reported PAT	2,645	2,342	2,506	5,889	3,338	26.2	(43.3)	11,733	8,308	41.2
EBIDTA 13.2 13.6 12.8 18.3 14.1 96 (415) 15.5 13.1 240 EBIT 11.9 12.0 11.5 17.4 12.9 100 (444) 14.3 12.0 239 PBT 10.8 10.9 10.5 17.0 12.6 180 (440) 13.8 10.4 343 PAT 8.1 8.1 7.7 12.7 9.4 134 (333) 10.3 8.1 219 Effective Tax rate (% of PBT) 25.4 25.5 26.5 25.1 25.4 1 30 25.5 21.9 354 Segmental Details Segment Revenue (Rs mn) Nutrient and Other Allied Business 28,408 24,362 28,072 40,142 30,453 7.2 (24.1) 98,666 91,138 8.3 Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193											
EBIT 11.9 12.0 11.5 17.4 12.9 100 (444) 14.3 12.0 239 PBT 10.8 10.9 10.5 17.0 12.6 180 (440) 13.8 10.4 343 PAT 8.1 8.1 7.7 12.7 9.4 134 (333) 10.3 8.1 219 Effective Tax rate (% of PBT) 25.4 25.5 26.5 25.1 25.4 1 30 25.5 21.9 354 Segmental Details Segment Revenue (Rs mn) Nutrient and Other Allied Business 28,408 24,362 28,072 40,142 30,453 7.2 (24.1) 98,666 91,138 8.3 Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193							•	bps			bps
PBT 10.8 10.9 10.5 17.0 12.6 180 (440) 13.8 10.4 343 PAT 8.1 8.1 7.7 12.7 9.4 134 (333) 10.3 8.1 219 Effective Tax rate (% of PBT) 25.4 25.5 26.5 25.1 25.4 1 30 25.5 21.9 354 Segmental Details Segment Revenue (Rs mn) Nutrient and Other Allied Business 28,408 24,362 28,072 40,142 30,453 7.2 (24.1) 98,666 91,138 8.3 Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193							96	` ,			
PAT 8.1 8.1 7.7 12.7 9.4 134 (333) 10.3 8.1 219 Effective Tax rate (% of PBT) 25.4 25.5 26.5 25.1 25.4 1 30 25.5 21.9 354 Segmental Details Segment Revenue (Rs mn) Nutrient and Other Allied Business 28,408 24,362 28,072 40,142 30,453 7.2 (24.1) 98,666 91,138 8.3 Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193	EBIT	11.9	12.0	11.5	17.4	12.9	100	(444)	14.3	12.0	239
Segmental Details Segment Revenue (Rs mn) Nutrient and Other Allied Business 28,408 24,362 28,072 40,142 30,453 7.2 (24.1) 98,666 91,138 8.3 Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193	PBT	10.8	10.9	10.5	17.0	12.6	180	(440)	13.8	10.4	343
Segmental Details Segment Revenue (Rs mn) Nutrient and Other Allied Business 28,408 24,362 28,072 40,142 30,453 7.2 (24.1) 98,666 91,138 8.3 Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193	PAT	8.1	8.1	7.7	12.7	9.4	134	(333)	10.3	8.1	219
Segment Revenue (Rs mn) Nutrient and Other Allied Business 28,408 24,362 28,072 40,142 30,453 7.2 (24.1) 98,666 91,138 8.3 Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193	Effective Tax rate (% of PBT)	25.4	25.5	26.5	25.1	25.4	1	30	25.5	21.9	354
Segment Revenue (Rs mn) Nutrient and Other Allied Business 28,408 24,362 28,072 40,142 30,453 7.2 (24.1) 98,666 91,138 8.3 Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193											
Nutrient and Other Allied Business 28,408 24,362 28,072 40,142 30,453 7.2 (24.1) 98,666 91,138 8.3 Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193	•										
Crop Protection 4,625 4,420 4,202 6,371 5,114 10.6 (19.7) 15,687 12,434 26.2 Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193	Segment Revenue (Rs mn)										
Segment Results (EBIT) (Rs mn) Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193		28,408	24,362		•	•	7.2	, ,	•	•	8.3
Nutrient and Other Allied Business 3,649 3,119 3,695 7,064 4,087 12.0 (42.1) 14,846 11,951 24.2 Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193		4,625	4,420	4,202	6,371	5,114	10.6	(19.7)	15,687	12,434	26.2
Crop Protection 713 598 542 1,385 894 25.4 (35.4) 2,822 1,605 75.8 Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193	Segment Results (EBIT) (Rs mn)										
Segment EBIT Margins (%) Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193	Nutrient and Other Allied Business	3,649	3,119	3,695	7,064	4,087	12.0	(42.1)	14,846	11,951	24.2
Nutrient and Other Allied Business 12.8 12.8 13.2 17.6 13.4 57 -418 15.0 13.1 193	Crop Protection	713	598	542	1,385	894	25.4	(35.4)	2,822	1,605	75.8
	Segment EBIT Margins (%)										
Crop Protection 15.4 13.5 12.9 21.7 17.5 208 -425 18.0 12.9 508	Nutrient and Other Allied Business	12.8	12.8	13.2	17.6	13.4	57	-418	15.0	13.1	193
	Crop Protection	15.4	13.5	12.9	21.7	17.5	208	-425	18.0	12.9	508

Source: Company, Emkay Research

Conference call highlights

Industry commentary

- Excess rainfall in some of the key operating geographies led to postponement in sowing and skipping of few applications.
- Complex fertilizer industry volumes increased 8% in Q3FY21.
- Phos acid prices during the quarter remained stable at USD689/MT. However, for Q4FY21 Phos acid prices have been revised to USD795/MT.
- Management highlighted that there has been no price hikes announced by the industry. However, with RM price increasing, industry might pass-on the price increase.

Nutrient business

- Subsidy: Non-subsidy revenue split stood at 78:22 vs. 77:23 in Q3FY20.
- Subsidy: Non-subsidy EBITDA split stood at 70:30 vs. 72:27 in Q3FY20.
- Manufacturing plants were operating at 80% utilization vs. 90% in Q2FY21 due to systematic plant shutdown and low ramp-up in the Kakinada plant.
- Share from unique grades was 50% vs. 38% in Q3FY20.
- SSP volumes increased 7% yoy to 0.16m MT.
- Outstanding subsidy currently stands at Rs2.8bn in Q3FY21.

Crop protection

- Management expects to achieve mid to high double-digit revenue growth from the segment, led by 1) new product launches, 2) diversification of product offerings and 3) expanding into new and existing geographies.
- New products contributed 25% of the domestic formulation revenue.
- CRIN received registration for Quizalofop Ethyl (herbicide for soybean and other vegetable crops).
- CRIN would continue to focus on introducing new 9(3) and combination molecules for both domestic and international markets.

Bio Products

- Bio pesticide segment reported strong growth in the EU and US markets.
- CRIN plans to expand the capacity at the Thyagavalli plant to cater to the increased demand for Bio products.

Capex

- Debottlenecking in Vizag and Kakinada plants is on track as per the company's plan. For FY21, CRIN expects to incur Rs3.5-4bn capex.
- Management maintained its guidance to incur Rs4-5bn in capex in the next 2-3 years.
- The Sulphuric Acid plant has been successfully re-commissioned at Ranipet and a pilot Liquid Fertilizer Plant is being set up at Vizag.

Others

CRIN will undertake a 2-4 week plant shutdown for annual maintenance in Q4FY21.

Exhibit 11: Changes in estimates

Rs mn	FY21E			FY22E			FY23E			
	Old	New	% change	Old	New	% change	Old	New	% change	
Revenues	141,600	142,901	1%	150,573	153,397	2%	159,100	162,904	2%	
EBITDA	21,141	21,578	2%	22,013	21,936	0%	22,730	23,132	2%	
EBITDA margins, %	14.9%	15.1%	17 bps	14.6%	14.3%	-32 bps	14.3%	14.2%	-9 bps	
Net profits	13,928	14,553	4%	14,489	14,974	3%	15,125	15,727	4%	
EPS (Rs)	47.5	49.7	5%	49.4	51.1	3%	51.6	53.7	4%	

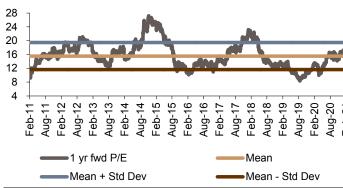
Source: Emkay Research

Exhibit 12: Key Assumptions

Rs bn	FY17	FY18	FY19	FY20	FY21E	FY22E	FY23E
Nutrient segment revenue	89	96	115	116	123	131	137
Crop Protection segment revenue	14	17	18	17	21	24	27
Tax Rate (%)	33.0	33.4	33.4	22.8	25.5	25.2	25.2

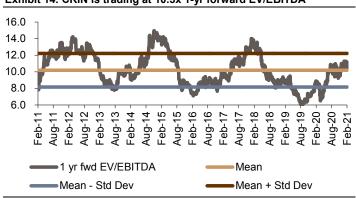
Source: Company, Emkay Research

Exhibit 13: CRIN is trading at 15.9x 1-yr forward PE



Source: Bloomberg, Emkay Research

Exhibit 14: CRIN is trading at 10.5x 1-yr forward EV/EBITDA



Source: Bloomberg, Emkay Research

Exhibit 15: Peer comparison

Company Name	Price Mkt Cap		P/E (x)			EBITDA Margin (%)			ROE (%)		
Company Name	(Rs)	(Rs bn)	FY20	FY21E	FY22E	FY20	FY21E	FY22E	FY20	FY21E	FY22E
Coromandel International	789	231	21.7	15.9	15.4	13.2	15.1	14.3	27.7	30.4	26.3
Chambal*	235	98	8.0	7.8	7.3	15.7	18.1	18.1	38.2	28.6	24.5
Fertilizer Avg.			14.9	11.8	11.4	14.4	16.6	16.2	33.0	29.5	25.4

Source: *Bloomberg estimate, Emkay Research

Key Financials (Consolidated)

Income Statement

Y/E Mar (Rs mn)	FY19	FY20	FY21E	FY22E	FY23E
Net Sales	132,246	131,367	142,901	153,397	162,904
Expenditure	117,815	114,057	121,323	131,461	139,771
EBITDA	14,431	17,310	21,578	21,936	23,132
Depreciation	1,138	1,580	1,710	1,905	2,201
EBIT	13,292	15,730	19,868	20,031	20,931
Other Income	371	400	360	250	375
Interest expenses	2,507	2,353	694	263	281
PBT	11,156	13,777	19,534	20,018	21,025
Tax	3,721	3,135	4,981	5,045	5,298
Extraordinary Items	238	(8)	0	0	0
Minority Int./Income from Assoc.	0	0	0	0	0
Reported Net Income	7,205	10,650	14,553	14,974	15,727
Adjusted PAT	7,443	10,643	14,553	14,974	15,727

Balance Sheet

Y/E Mar (Rs mn)	FY19	FY20	FY21E	FY22E	FY23E
Equity share capital	293	293	293	293	293
Reserves & surplus	33,291	42,884	52,163	61,277	70,557
Net worth	33,584	43,177	52,456	61,570	70,850
Minority Interest	0	0	0	0	0
Loan Funds	29,545	16,251	3,751	3,751	3,751
Net deferred tax liability	1,502	1,005	1,042	1,076	1,107
Total Liabilities	64,630	60,433	57,249	66,397	75,708
Net block	13,095	20,323	22,613	25,208	27,507
Investment	2,008	2,113	2,113	2,113	2,113
Current Assets	88,723	78,393	76,516	86,341	96,318
Cash & bank balance	1,593	784	5,590	7,609	12,706
Other Current Assets	8,257	5,849	6,363	6,830	7,253
Current liabilities & Provision	41,104	41,051	44,647	47,920	50,885
Net current assets	47,619	37,342	31,869	38,421	45,434
Misc. exp	0	0	0	0	0
Total Assets	64,630	60,433	57,249	66,397	75,708

Cash Flow

Y/E Mar (Rs mn)	FY19	FY20	FY21E	FY22E	FY23E
PBT (Ex-Other income) (NI+Dep)	10,785	13,377	19,174	19,768	20,650
Other Non-Cash items	0	0	0	0	0
Chg in working cap	(9,799)	8,969	10,318	(4,500)	(1,884)
Operating Cashflow	5,264	18,619	27,275	12,641	16,325
Capital expenditure	(1,997)	(6,878)	(4,000)	(4,500)	(4,500)
Free Cash Flow	3,268	11,741	23,275	8,141	11,825
Investments	206	(105)	0	0	0
Other Investing Cash Flow	(4,551)	4,363	(360)	(250)	(375)
Investing Cashflow	(5,971)	(2,219)	(4,000)	(4,500)	(4,500)
Equity Capital Raised	0	1	0	0	0
Loans Taken / (Repaid)	2,260	(13,294)	(12,500)	0	0
Dividend paid (incl tax)	(2,813)	(2,292)	(1,234)	(5,274)	(5,860)
Other Financing Cash Flow	623	706	(4,040)	(586)	(586)
Financing Cashflow	(2,437)	(17,231)	(18,468)	(6,123)	(6,727)
Net chg in cash	(3,144)	(832)	4,807	2,019	5,097
Opening cash position	4,465	1,338	506	5,313	7,331
Closing cash position	1,593	784	5,590	7,609	12,706

Source: Company, Emkay Research

Key Ratios

Profitability (%)	FY19	FY20	FY21E	FY22E	FY23E
EBITDA Margin	10.9	13.2	15.1	14.3	14.2
EBIT Margin	10.1	12.0	13.9	13.1	12.8
Effective Tax Rate	33.4	22.8	25.5	25.2	25.2
Net Margin	5.6	8.1	10.2	9.8	9.7
ROCE	22.3	25.8	34.4	32.8	30.0
ROE	23.8	27.7	30.4	26.3	23.8
RoIC	24.5	27.1	37.6	38.2	36.0

Per Share Data (Rs)	FY19	FY20	FY21E	FY22E	FY23E
EPS	25.4	36.3	49.7	51.1	53.7
CEPS	29.3	41.7	55.5	57.6	61.2
BVPS	114.8	147.4	179.0	210.1	241.8
DPS	6.5	12.0	18.0	20.0	22.0

Valuations (x)	FY19	FY20	FY21E	FY22E	FY23E
PER	31.0	21.7	15.9	15.4	14.7
P/CEPS	26.9	18.9	14.2	13.7	12.9
P/BV	6.9	5.4	4.4	3.8	3.3
EV / Sales	2.0	1.9	1.6	1.5	1.4
EV / EBITDA	17.9	14.3	10.6	10.4	9.6
Dividend Yield (%)	0.8	1.5	2.3	2.5	2.8

Gearing Ratio (x)	FY19	FY20	FY21E	FY22E	FY23E
Net Debt/ Equity	0.8	0.4	0.0	(0.1)	(0.1)
Net Debt/EBIDTA	1.9	0.9	(0.1)	(0.2)	(0.4)
Working Cap Cycle (days)	127.0	101.6	67.1	73.3	73.3

Growth (%)	FY19	FY20	FY21E	FY22E	FY23E
Revenue	19.3	(0.7)	8.8	7.3	6.2
EBITDA	14.9	20.0	24.7	1.7	5.5
EBIT	14.9	18.3	26.3	0.8	4.5
PAT	4.2	47.8	36.6	2.9	5.0

Quarterly (Rs mn)	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21
Revenue	32,787	28,693	32,132	46,113	35,330
EBITDA	4,320	3,907	4,125	8,431	4,993
EBITDA Margin (%)	13.2	13.6	12.8	18.3	14.1
PAT	2,645	2,342	2,506	5,889	3,338
EPS (Rs)	9.0	8.0	8.6	20.1	11.4

Source: Company, Emkay Research

Shareholding Pattern (%)	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20
Promoters	61.7	61.6	59.6	59.6	57.6
FIIs	3.5	3.5	4.3	5.9	7.0
DIIs	18.5	19.7	21.3	19.7	19.2
Public and Others	16.3	15.2	14.9	14.9	16.2

Source: Capitaline

RECOMMENDATION HISTORY TABLE

Date	Closing Price	TP	Period (months)	Rating	Analyst
1-Feb-21	832	910	12m	Buy	Varshit Shah
4-Nov-20	744	910	12m	Buy	Varshit Shah
10-Oct-20	723	910	12m	Buy	Varshit Shah
28-Jul-20	775	910	12m	Buy	Varshit Shah
16-Jul-20	773	910	12m	Buy	Varshit Shah
1-Jul-20	752	910	12m	Buy	Varshit Shah
27-May-20	661	712	12m	Hold	Varshit Shah
19-May-20	606	605	12m	Hold	Varshit Shah
17-May-20	626	605	12m	Hold	Varshit Shah
13-Apr-20	509	605	12m	Hold	Varshit Shah
5-Apr-20	512	605	12m	Hold	Varshit Shah
4-Feb-20	620	650	12m	Hold	Varshit Shah
25-Oct-19	479	565	12m	Buy	Varshit Shah
23-Sep-19	414	507	12m	Buy	Varshit Shah
24-Jul-19	385	473	12m	Buy	Varshit Shah
25-Apr-19	434	569	12m	Buy	Amar Mourya
23-Jan-19	434	569	12m	Buy	Amar Mourya
29-Oct-18	396	569	12m	Buy	Amar Mourya
21-Sep-18	400	569	12m	Buy	Amar Mourya
1-Aug-18	428	569	12m	Buy	Pratik Tholiya
25-Apr-18	482	569	12m	Buy	Pratik Tholiya
2-Apr-18	535	635	12m	Buy	Pratik Tholiya
7-Mar-18	539	635	12m	Buy	Pratik Tholiya
5-Feb-18	552	635	12m	Buy	Pratik Tholiya

Source: Company, Emkay Research

RECOMMENDATION HISTORY CHART



Source: Bloomberg, Company, Emkay Research



Analyst: Varshit Shah

Contact Details

varshit.shah@emkayglobal.com +91 22 6612 1358

Sector

Agro-Chemicals and Fertilizers

Analyst bio

Varshit Shah is a Chartered Accountant and a commerce graduate from Narsee Monjee College of Commerce and Economics, Mumbai. He comes with total eight years of experience across sectors such as Chemicals, Education, Telecom, IT and Midcaps. His team currently covers 12 stocks in Agro Chemicals, Fertilizers and Midcaps.

Emkay Alpha Portfolio - Agri Input & Chemicals

EAP sector portfolio

Company Name	BSE200 Weight	EAP Weight	OW/UW (%)	OW/UW (bps)	EAP Weight (Normalised)
Agri Input & Chemicals	0.78	0.78	0%	0	100.00
Bayer CropScience*	0.09	0.08	-6%	-1	10.62
Chambal Fertilisers*	0.00	0.00	NA	0	0.00
Coromandel International	0.12	0.11	-6%	-1	14.44
DCM Shriram*	0.00	0.00	NA	0	0.00
Deepak Fertilisers*	0.00	0.00	NA	0	0.00
Dhanuka Agritech	0.00	0.00	NA	0	0.00
GSFC*	0.00	0.00	NA	0	0.00
Insecticides India*	0.00	0.00	NA	0	0.00
PI Industries	0.20	0.21	4%	1	26.91
Rallis India	0.00	0.00	NA	0	0.00
Sharda Cropchem*	0.00	0.00	NA	0	0.00
UPL	0.37	0.37	1%	0	48.04
Cash	0.00	0.00	NA	0	0.00

Source: Emkay Research

■ High Conviction/Strong Over Weight
■ High Conviction/Strong Under Weight

Sector portfolio NAV

	Base					Latest
	1-Apr-19	3-Feb-20	3-Aug-20	2-Nov-20	1-Jan-21	1-Feb-21
EAP - Agri Input & Chemicals	100.0	98.1	103.8	107.4	112.5	115.3
BSE200 Neutral Weighted Portfolio (ETF)	100.0	96.1	100.1	103.5	108.5	111.2

^{*}Performance measurement base date 1st April 2019

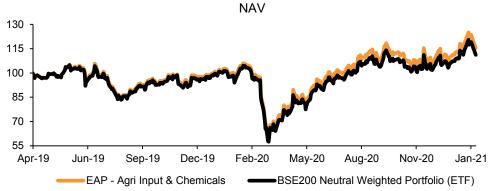
Source: Emkay Research

Price Performance (%)

	1m	3m	6m	12m
EAP - Agri Input & Chemicals	2.5%	7.3%	11.1%	17.5%
BSE200 Neutral Weighted Portfolio (ETF)	2.5%	7.5%	11.1%	15.7%

Source: Emkay Research

NAV chart



Source: Emkay Research

Please see our model portfolio (Emkay Alpha Portfolio): Nifty

Please see our model portfolio (Emkay Alpha Portfolio): SMID

"Emkay Alpha Portfolio – SMID and Nifty are a supporting document to the Emkay Alpha Portfolios Report and is updated on regular intervals"

^{*} Not under coverage: Equal Weight

Emkay Rating Distribution

Ratings	Expected Return within the next 12-18 months.	
BUY	Over 15%	
HOLD	Between -5% to 15%	
SELL	Below -5%	

Completed Date: 03 Feb 2021 12:46:23 (SGT) Dissemination Date: 03 Feb 2021 12:47:23 (SGT)

Sources for all charts and tables are Emkay Research unless otherwise specified.

GENERAL DISCLOSURE/DISCLAIMER BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Emkay Global Financial Services Limited (CIN-L67120MH1995PLC084899) and its affiliates are a full-service, brokerage, investment banking, investment management and financing group. Emkay Global Financial Services Limited (EGFSL) along with its affiliates are participants in virtually all securities trading markets in India. EGFSL was established in 1995 and is one of India's leading brokerage and distribution house. EGFSL is a corporate trading member of Bombay Stock Exchange Limited (BSE), National Stock Exchange of India Limited (NSE), MCX Stock Exchange Limited (MCX-SX). EGFSL along with its subsidiaries offers the most comprehensive avenues for investments and is engaged in the businesses including stock broking (Institutional and retail), merchant banking, commodity broking, depository participant, portfolio management, insurance broking and services rendered in connection with distribution of primary market issues and financial products like mutual funds, fixed deposits. Details of associates are available on our website i.e. www.emkayqlobal.com

EGFSL is registered as Research Analyst with SEBI bearing registration Number INH000000354 as per SEBI (Research Analysts) Regulations, 2014. EGFSL hereby declares that it has not defaulted with any stock exchange nor its activities were suspended by any stock exchange with whom it is registered in last five years, except that NSE had disabled EGFSL from trading on October 05, October 08 and October 09, 2012 for a manifest error resulting into a bonafide erroneous trade on October 05, 2012. However, SEBI and Stock Exchanges have conducted the routine inspection and based on their observations have issued advice letters or levied minor penalty on EGFSL for certain operational deviations in ordinary/routine course of business. EGFSL has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has its certificate of registration been cancelled by SEBI at any point of time.

EGFSL offers research services to clients as well as prospects. The analyst 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.

Other disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report

EGFSL and/or its affiliates may seek investment banking or other business from the company or companies that are the subject of this material. Our salespeople, traders, and other professionals 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 may be 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 including but not limited to those stated herein. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would subject EGFSL or its group companies to any registration or licensing requirement within such jurisdiction. Specifically, this document does not constitute an offer to or solicitation to any U.S. person for the purchase or sale of any financial instrument or as an official confirmation of any transaction to any U.S. person. Unless otherwise stated, this message should not be construed as official confirmation of any transaction. No part of this document may be used by private customers in United Kingdom. All material presented in this report, unless specifically indicated otherwise, is under copyright to Emkay. None of the material, nor its content, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party, without the prior express written permission of EGFSL. All trademarks, service marks and logos used in this report are trademarks or registered trademarks of EGFSL or its Group Companies. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Indian Securities Market. In so far as this report includes current or historic information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

- This publication has not been reviewed or authorized by any regulatory authority. There is no planned schedule or frequency for updating research publication relating to any issuer.
- Please contact the primary analyst for valuation methodologies and assumptions associated with the covered companies or price targets

Disclaimer for U.S. persons only: This research report is a product of Emkay Global Financial Services Limited (Emkay), 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 Financial Institutions Regulatory Authority (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 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.

ANALYST CERTIFICATION BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL)

The research analyst(s) primarily responsible for the content of this research report, in part or in whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The analyst(s) also certifies that no part of his/her compensation was, is, or will be, directly or indirectly, related to specific recommendations or views expressed in the report. The research analyst (s) primarily responsible of the content of this research report, in part or in whole, certifies that he or his associate does not serve as an officer, director or employee of the issuer or the new listing applicant (which includes in the case of a real estate investment trust, an officer of the management company of the real estate investment trust; and in the case of any other entity, an officer or its equivalent counterparty of the entity who is responsible for the management of the issuer or the new listing applicant). The research analyst(s) primarily responsible for the content of this research report or his associate does not have financial interests in relation to an issuer or a new listing applicant that the analyst reviews. EGFSL has procedures in place to eliminate, avoid and manage any potential conflicts of interests that may arise in connection with the production of research reports. The research analyst(s) responsible for this report operates as part of a separate and independent team to the investment banking function of the EGFSL and procedures are in place to ensure that confidential information held by either the research or investment banking function is handled appropriately. There is no direct link of EGFSL compensation to any specific investment banking function of the EGFSL.

¹ An associate is defined as (i) the spouse, or any minor child (natural or adopted) or minor step-child, of the analyst; (ii) the trustee of a trust of which the analyst, his spouse, minor child (natural or adopted) or minor step-child, is a beneficiary or discretionary object; or (iii) another person accustomed or obliged to act in accordance with the directions or instructions of the analyst.

COMPANY-SPECIFIC / REGULATORY DISCLOSURES BY EMKAY GLOBAL FINANCIAL SERVICES LIMITED (EGFSL):

Disclosures by Emkay Global Financial Services Limited (Research Entity) and its Research Analyst under SEBI (Research Analyst) Regulations, 2014 with reference to the subject company(s) covered in this report-:

- 1. EGFSL, its subsidiaries and/or other affiliates do not have a proprietary position in the securities recommended in this report as of February 2, 2021
- 2. EGFSL, and/or Research Analyst does not market make in equity securities of the issuer(s) or company(ies) mentioned in this Research Report Disclosure of previous investment recommendation produced:
- EGFSL may have published other investment recommendations in respect of the same securities / instruments recommended in this research
 report during the preceding 12 months. Please contact the primary analyst listed in the first page of this report to view previous investment
 recommendations published by EGFSL in the preceding 12 months.
- 4. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's does not have any material conflict of interest in the securities recommended in this report as of February 2, 2021.
- 5. EGFSL, its subsidiaries and/or other affiliates and Research Analyst or his/her relative's does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the February 2, 2021
- 6. EGFSL, its subsidiaries and/or other affiliates and Research Analyst have not received any compensation in whatever form including compensation for investment banking or merchant banking or brokerage services or for products or services other than investment banking or merchant banking or brokerage services from securities recommended in this report (subject company) in the past 12 months.
- 7. EGFSL, its subsidiaries and/or other affiliates and/or and Research Analyst have not received any compensation or other benefits from securities recommended in this report (subject company) or third party in connection with the research report.
- 8. Securities recommended in this report (Subject Company) has not been client of EGFSL, its subsidiaries and/or other affiliates and/or and Research Analyst during twelve months preceding the February 2, 2021

² Financial interest is defined as interest that are commonly known financial interest, such as investment in the securities in respect of an issuer or a new listing applicant, or financial accommodation arrangement between the issuer or the new listing applicant and the firm or analysis. This term does not include commercial lending conducted at the arm's length, or investments in any collective investment scheme other than an issuer or new listing applicant notwithstanding the fact that the scheme has investments in securities in respect of an issuer or a new listing applicant.

RESTRICTIONS ON DISTRIBUTION

INEO I INIO I I ONO ON E	SIGHT ADD THOM
General	This report is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation.
Australia	This report is not for distribution into Australia.
Hong Kong	This report is not for distribution into Hong Kong.
Indonesia	This report is being distributed in Indonesia by PT DBS Vickers Sekuritas Indonesia.
Malaysia	This report is not for distribution into Malaysia.
Singapore	This report is distributed in Singapore by DBS Bank Ltd (Company Regn. No. 16800306E) or DBSVS (Company Regn. No. 1860024G) both of which are Exempt Financial Advisers as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. DBS Bank Ltd and/or DBSVS, may distribute reports produced by its respective foreign entities, affiliates or other foreign research houses pursuant to an agreement under Regulation 32C of the financial Advisers Regulations. Singapore recipients should contact DBS Bank Ltd at 6327 2288 for matters arising from, or in connection with the report.
Thailand	This report is being distributed in Thailand by DBS Vickers Securities (Thailand) Co Ltd.
	This report is disseminated in the United Kingdom by DBS Vickers Securities (UK) Ltd, ("DBSVUK"). DBSVUK is authorised and regulated by the Financial Conduct Authority in the United Kingdom.
United Kingdom	In respect of the United Kingdom, this report is solely intended for the clients of DBSVUK, its respective connected and associated corporations and affiliates only and no part of this document may be (i) copied, photocopied or duplicated in any form or by any means or (ii) redistributed without the prior written consent of DBSVUK. This communication is directed at persons having professional experience in matters relating to investments. Any investment activity following from this communication will only be engaged in with such persons. Persons who do not have professional experience in matters relating to investments should not rely on this communication.
Dubai International Financial Centre	This research report is being distributed by DBS Bank Ltd., (DIFC Branch) having its office at units 608-610, 6th Floor, Gate Precinct Building 5, PO Box 506538, Dubai International Financial Centre (DIFC), Dubai, United Arab Emirates. DBS Bank Ltd., (DIFC Branch) is regulated by The Dubai Financial Services Authority. This research report is intended only for professional clients (as defined in the DFSA rulebook) and no other person may act upon it.
United Arab Emirates	This report is provided by DBS Bank Ltd (Company Regn. No. 196800306E) which is an Exempt Financial Adviser as defined in the Financial Advisers Act and regulated by the Monetary Authority of Singapore. This report is for information purposes only and should not be relied upon or acted on by the recipient or considered as a solicitation or inducement to buy or sell any financial product. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situation, or needs of individual clients. You should contact your relationship manager or investment adviser if you need advice on the merits of buying, selling or holding a particular investment. You should note that the information in this report may be out of date and it is not represented or warranted to be accurate, timely or complete. This report or any portion thereof may not be reprinted, sold or redistributed without our written consent.
United States	DBSVUSA did not participate in its preparation. The research analyst(s) named on this report are not registered as research analysts with FINRA and are not associated persons of DBSVUSA. The research analyst(s) are not subject to FINRA Rule 2241 restrictions on analyst compensation, communications with a subject company, public appearances and trading securities held by a research analyst. This report is being distributed in the United States by DBSVUSA, which accepts responsibility for its contents. This report may only be distributed to Major U.S. Institutional Investors (as defined in SEC Rule 15a-6) and to such other institutional investors and qualified persons as DBSVUSA may authorize. Any U.S. person receiving this report who wishes to effect transactions in any securities referred to herein should contact DBSVUSA directly and not its affiliate.
Other jurisdictions	In any other jurisdictions, except if otherwise restricted by laws or regulations, this report is intended only for qualified, professional, institutional or sophisticated investors as defined in the laws and regulations of such jurisdictions.

Emkay Global Financial Services Ltd.

CIN - L67120MH1995PLC084899

7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India Tel: +91 22 66121212 Fax: +91 22 66121299 Web: www.emkayglobal.com