

November 4, 2020

Q2FY21 Result Update

☑ Change in Estimates | ☑ Target | ☑ Reco

Change in Estimates

	Cu	rrent	Pre	vious
	FY22E	FY23E	FY22E	FY23E
Rating	E	BUY	RE	DUCE
Target Price	!	597		476
Sales (Rs. m)	3,77,940	4,06,222	3,73,883	4,13,744
% Chng.	1.1	(1.8)		
EBITDA (Rs. n	n) 90,712	97,272	82,076	90,817
% Chng.	10.5	7.1		
EPS (Rs.)	26.5	28.4	22.6	26.0
% Chng.	16.9	9.4		

Key Financials - Consolidated

Y/e Mar	FY20	FY21E	FY22E	FY23E
Sales (Rs. bn)	323	326	378	406
EBITDA (Rs. bn)	65	81	91	97
Margin (%)	20.0	24.7	24.0	23.9
PAT (Rs. bn)	36	61	64	68
EPS (Rs.)	14.9	25.5	26.5	28.4
Gr. (%)	19.8	70.8	4.0	7.4
DPS (Rs.)	5.8	2.0	2.0	2.0
Yield (%)	1.2	0.4	0.4	0.4
RoE (%)	8.3	14.8	15.8	14.7
RoCE (%)	8.5	12.6	15.3	15.0
EV/Sales (x)	3.5	3.6	3.0	2.6
EV/EBITDA (x)	17.4	14.5	12.4	11.0
PE (x)	32.6	19.1	18.3	17.1
P/BV (x)	2.6	3.1	2.7	2.4

Key Data	SUN.BO SUNP IN
52-W High / Low	Rs.565 / Rs.312
Sensex / Nifty	40,261 / 11,814
Market Cap	Rs.1,165bn/ \$ 15,658m
Shares Outstanding	2,399m
3M Avg. Daily Value	Rs.10084.13m

Shareholding Pattern (%)

Promoter's	54.68
Foreign	12.38
Domestic Institution	22.23
Public & Others	10.71
Promoter Pledge (Rs bn)	9.09

Stock Performance (%)

	1M	6M	12M
Absolute	(4.2)	4.6	11.0
Relative	(7.9)	(12.4)	10.7

Suraiit Pal

surajitpal@plindia.com | 91-22-66322259

Tausif Shaikh

tausifshaikh@plindia.com | 91-22-66322246

Sun Pharmaceutical (SUNP IN)

Rating: BUY | CMP: Rs486 | TP: Rs597

Limited downside in US; Halol resolution expected in 1HFY22E - Upgrade to BUY

Quick Pointers:

 Export market drives QoQ growth in US/ROW/EM by 17%/28%/18% while global specialty sales were US\$108m.

Industries

India formulation remained muted with 1% growth YoY.

We increase our earnings estimate by 23%/17%9% for FY21/22/23E on back new approvals post Halol resolution, increased revenue contribution from domestic formulation with growth returning to normalize level of 10-12% led by field force expansion, debt reduction and stable growth in ROW markets. SUNP 2QFY21 earnings were higher than our estimates due to growth in export formulation along with tax credit of Rs2,882mn. We believe part of its growth could be sustainable once lockdown restriction eases in coming months. We don't see Halol regulatory issue getting escalated as only one of the observation were serious in nature and expect resolution in 1HFY22E once travel restrictions eases. With key injectables filed from Halol, new approvals would start coming in and this would be a key growth driver while Taro and specialty products contribution to growth to remain lower. We roll over valuation to FY23E (earlier FY22E) which leads to new TP of Rs597 (Rs476) based on 21x(PE) of FY23E EPS of 28. We upgrade our rating to 'BUY' (earlier Reduce).

Earnings beat due to Export formulations: Revenue grew 13% QoQ and 6% YoY to Rs84.5bn (PLe: Rs79.3bn).US/ROW/EM growth were higher than our estimate with growth of 17%/28%/18% QoQ. EBITDA grew 21.6% QoQ and 31% YoY to Rs20.9bn (PLe: 17.9bn) while EBITDA margin was 24.8% (PLe: 22.7%) v/s 23.1% QoQ and 20.2% YoY. SG&A increased 19% QoQ due to easing lockdown restriction in India which led field force to return on field. PBT grew 32% QoQ and 35% YoY to Rs19.1bn (PLe: Rs14.8.3b) while PAT grew 62% QoQ and 68% YoY to Rs19.4bn (PLe: Rs11.3.6b) due to creation of deferred tax asset amounting to Rs2.9bn arising out of subsequent measurement attributable to restructuring of an acquired entity. Forex loss was Rs1.2bn in 2QFY21.

Conference call and key highlights:

US Formulations (Including Taro): Total US revenue grew 19% QoQ to US\$335m v/s US\$282m in 1QFY21 with Taro revenue being US\$143m (v/s US\$117.6mn in 1QFY21), growth of 21% QoQ. Global specialty products revenue were US\$108mn with Ilumya, Cequa and Yonsa US revenue back to pre COVID levels while Levulan was muted. SUNP hiked price of Ilumya by 5% recently. It has 92 ANDAs and 6 NDAs pending with USFDA. New approvals for SUNP has been muted in last 9 months cause of Halol OAI status.



- Halol regulatory update: In Q3FY20, Halol plant went under cGMP inspection and received 8 observations including one issue of data integrity. The plant is under OAI status and its remediation work will likely to complete soon. SUNP has completed its CAPA and is waiting for inspection.
- India Business: Growth was much lower than peers with 1% growth YoY in 2QFY21. Chronic products (60% of total domestic revenue) growth recovered to high single-digit while acute continued its declining trend. During the quarter, SUNP launched 22 new products in the domestic market and completed its field force expansion. Two products related to COVID are under clinical trial for Indian market only and the recruitment process for patients has been completed.
- EM: Revenue growth was 21% QoQ at US\$210m v/s US\$173m. Previous quarter witnessed decline in South Africa tender biz and lower realization from currency devaluation.
- **ROW and API**: ROW revenue growth was 31% QoQ at US\$178m v/s US\$136m. During the quarter, SUNP launched Ilumya in Japan. API growth declined 8% QoQ while YoY growth was 9%.
- SUNP repaid debt of over US\$ 300 million in H1FY21 compared to the debt as of March 31, 2020.

Exhibit 1: 2Q21 Result Overview (Rs mn): Export formulation leads growth in 2QFY21

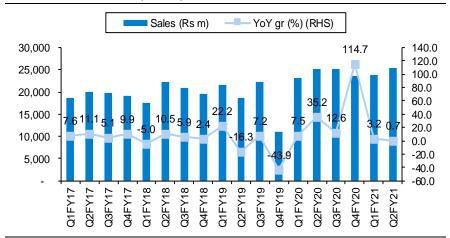
Y/e March	Q2FY21	Q2FY20	YoY gr. (%)	Q1FY21	H1FY21	H1FY20	YoY gr. (%)
Net Sales	84,588	79,492	6.4	74,672	1,59,260	1,62,085	(1.7)
Raw Material	21,463	22,679	(5.4)	19,696	41,159	47,257	(12.9)
% of Net Sales	25.4	28.5		26.4	25.8	29.2	
Personnel Cost	17,053	16,209	5.2	17,590	34,643	31,613	9.6
% of Net Sales	20.2	20.4		23.6	21.8	19.5	
Others	25,082	24,533	2.2	20,131	45,213	49,013	(7.8)
% of Net Sales	29.7	30.9		27.0	28.4	30.2	
Total Expenditure	63,599	63,421	0.3	57,417	1,21,016	1,27,882	(5.4)
EBITDA	20,989	16,071	30.6	17,255	38,244	34,203	11.8
Margin (%)	24.8	20.2		23.1	24.0	21.1	
Depreciation	4,986	4,733	5.3	4,959	9,945	9,304	6.9
EBIT	16,003	11,338	41.1	12,295	28,299	24,898	13.7
Other Income	3,501	3,750	(6.6)	2,719	6,220	7,031	(11.5)
Interest	333	839	(60.3)	520	852	1,880	(54.7)
PBT	19,172	14,249	34.6	14,494	33,666	30,049	12.0
Total Taxes	(312)	2,660	(111.7)	2,459	2,147	4,121	(47.9)
ETR (%)	(1.6)	18.7		17.0	6.4	13.7	
PAT	19,484	11,589	68.1	12,035	31,519	25,929	21.6
Minority Interest	1,356	1,033		(7,742)	(6,386)	2,172	
Exceptional items	_	85		(36,333)	(36,333)	759	
Adj Pat	18,128	10,641	70.4	(16,556)	1,572	24,516	(93.6)



Exhibit 2: Major Sources of Revenues

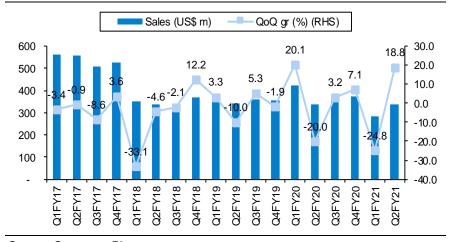
Major sources of income	Q2FY21	Q2FY20	YoY gr. (%)	Q1FY21	H1FY21	H1FY20	YoY gr. (%)
API	5,104	4,681	9.0	5,537	10,642	9,293	14.5
% of Net Sales	6.0	5.9		7.4	6.7	5.7	
Formulation	79,038	74,533	6.0	68,708	1,47,746	1,52,221	(2.9)
% of Net Sales	93.4	93.8		92.0	92.8	93.9	
India	25,311	25,148	0.7	23,884	49,195	48,284	1.9
% of Net Sales	29.9	31.6		32.0	30.9	29.8	
International	53,727	49,386	8.8	44,824	98,551	1,03,937	(5.2)
% of Net Sales	63.5	62.1		60.0	61.9	64.1	
US formulations	24,920	23,898	4.3	21,364	46,284	53,372	(13.3)
% of Net Sales	29.5	30.1		28.6	29.1	32.9	
ROW formulations	28,807	25,488	13.0	23,460	52,267	50,565	3.4
% of Net Sales	34.1	32.1		31.4	32.8	31.2	
Others	445	278	60.2	426	871	571	52.5
Total Sales	84,588	79,492	6.4	74,671	1,59,259	1,62,085	(1.7)

Exhibit 3: Domestic FM(Rs mn): Growth lower due to lockdown restriction



Source: Company, PL

Exhibit 4: US Generic (US\$ mn) :New launch Muted due to Halol OAI status



Source: Company, PL



Exhibit 5: Taro Sales (US\$ mn):Derma products creates a drag

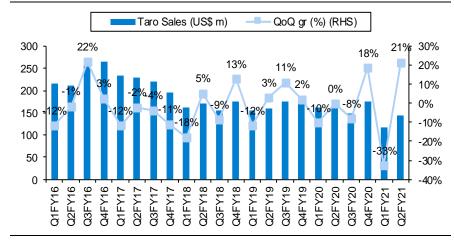
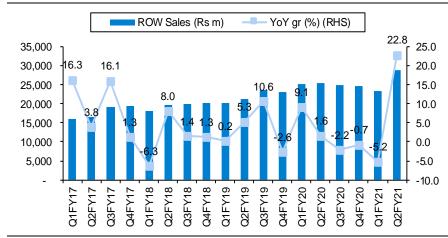
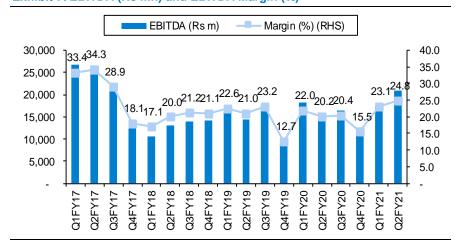


Exhibit 6: ROW Sales (Rs mn) :Logistic issue hampered growth in 1QFY21



Source: Company, PL

Exhibit 7: EBITDA (Rs mn) and EBITDA Margin (%)

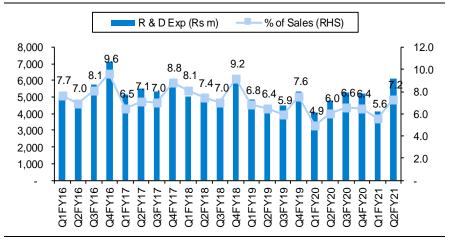


Source: Company, PL

November 4, 2020



Exhibit 8: R&D Expense (Rs mn) and % of sales





Financials

Income Statement (Rs m)

Y/e Mar	FY20	FY21E	FY22E	FY23E
Net Revenues	3,23,252	3,26,287	3,77,940	4,06,222
YoY gr. (%)	15.0	0.9	15.8	7.5
Cost of Goods Sold	92,305	85,756	99,391	1,09,541
Gross Profit	2,30,947	2,40,531	2,78,549	2,96,682
Margin (%)	71.4	73.7	73.7	73.0
Employee Cost	63,624	64,667	72,562	77,543
Other Expenses	19,252	23,643	30,235	32,498
EBITDA	64,774	80,543	90,712	97,272
YoY gr. (%)	7.2	24.3	12.6	7.2
Margin (%)	20.0	24.7	24.0	23.9
Depreciation and Amortization	20,528	20,377	22,034	22,984
EBIT	44,247	60,166	68,678	74,287
Margin (%)	13.7	18.4	18.2	18.3
Net Interest	1,541	1,541	1,232	1,219
Other Income	11,483	11,231	11,509	11,733
Profit Before Tax	54,188	69,855	78,955	84,802
Margin (%)	16.8	21.4	20.9	20.9
Total Tax	11,595	7,341	11,054	11,872
Effective tax rate (%)	21.4	10.5	14.0	14.0
Profit after tax	42,594	62,514	67,901	72,929
Minority interest	4,219	1,429	4,380	4,685
Share Profit from Associate	-	-	-	-
Adjusted PAT	35,769	61,085	63,521	68,244
YoY gr. (%)	19.8	70.8	4.0	7.4
Margin (%)	11.1	18.7	16.8	16.8
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	35,769	61,085	63,521	68,244
YoY gr. (%)	19.8	70.8	4.0	7.4
Margin (%)	11.1	18.7	16.8	16.8
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	35,769	61,085	63,521	68,244
Equity Shares O/s (m)	2,399	2,399	2,399	2,399
EPS (Rs)	14.9	25.5	26.5	28.4

Source: Company Data, PL Research

Balance Sheet Abstract (Rs	m)			
Y/e Mar	FY20	FY21E	FY22E	FY23E
Non-Current Assets				
Gross Block	2,86,345	2,97,345	3,08,345	3,19,345
Tangibles	1,84,842	1,92,842	2,00,842	2,08,842
Intangibles	1,01,503	1,04,503	1,07,503	1,10,503
Acc: Dep / Amortization	1,22,691	1,45,221	1,71,706	1,95,680
Tangibles	79,168	94,990	1,12,884	1,29,106
Intangibles	43,523	50,231	58,821	66,574
Net fixed assets	1,63,655	1,52,125	1,36,640	1,23,66
Tangibles	1,05,675	97,852	87,958	79,73
Intangibles	57,980	54,272	48,682	43,929
Capital Work In Progress	12,203	11,825	11,527	11,30
Goodwill	64,815	64,815	64,815	64,81
Non-Current Investments	53,513	38,385	36,519	43,06
Net Deferred tax assets	31,172	31,539	32,091	32,68
Other Non-Current Assets	40,043	35,587	36,845	38,182
Current Assets				
Investments	48,974	31,833	33,424	35,09
Inventories	78,750	83,696	87,475	91,53
Trade receivables	94,212	1,00,121	1,18,041	1,27,98
Cash & Bank Balance	64,876	18,887	49,646	86,85
Other Current Assets	18,953	16,110	17,721	19,49
Total Assets	6,82,524	5,94,549	6,35,156	6,86,02
Equity				
Equity Share Capital	2,399	2,399	2,399	2,399
Other Equity	4,50,245	3,71,480	4,29,194	4,91,63
Total Networth	4,52,645	3,73,879	4,31,594	4,94,032
Non-Current Liabilities				
Long Term borrowings	20,289	17,600	14,960	12,71
Provisions	5,110	5,314	4,252	3,40
Other non current liabilities	7,809	8,590	6,013	4,20
Current Liabilities				
ST Debt / Current of LT Debt	55,494	37,000	24,050	15,63
Trade payables	40,937	49,166	54,879	58,98
Other current liabilities	60,632	62,321	54,969	48,57
Total Equity & Liabilities	6,82,524	5,94,549	6,35,156	6,86,029

Source: Company Data, PL Research

November 4, 2020 6



Cash Flow (Rs m) Y/e Mar	FY20	FY21E	FY22E	FY23E
PBT	50,096	69,855	78,955	84,802
Add. Depreciation	20,528	20,377	22,034	22,984
Add. Interest	1,541	1,541	1,232	1,219
Less Financial Other Income	11,483	11,231	11,509	11,733
Add. Other	(85,347)	(1,27,644)	(16,745)	(26,286)
Op. profit before WC changes	(13,182)	(35,871)	85,476	82,719
Net Changes-WC	7,617	3,271	(26,287)	(19,596)
Direct tax	(12,077)	(12,077)	(11,966)	(9,583)
Net cash from Op. activities	(17,642)	(44,677)	47,222	53,539
Capital expenditures	(27,125)	(10,622)	(10,702)	(10,776)
Interest / Dividend Income	-	-	-	-
Others	-	16,062	-	-
Net Cash from Invt. activities	(27,125)	5,440	(10,702)	(10,776)
Issue of share cap. / premium	-	-	-	-
Debt changes	11,651	46,604	-	-
Dividend paid	(16,693)	(5,806)	(5,806)	(5,806)
Interest paid	(1,541)	(1,541)	(1,232)	(1,219)
Others	-	-	-	-
Net cash from Fin. activities	(6,583)	39,256	(7,039)	(7,025)
Net change in cash	(51,350)	20	29,482	35,739
Free Cash Flow	(44,767)	(55,298)	36,520	42,764

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q3FY20	Q4FY20	Q1FY21	Q2FY21
Net Revenue	80,387	80,780	74,672	84,588
YoY gr. (%)	5.0	14.7	(9.6)	6.4
Raw Material Expenses	22,000	23,048	19,696	21,463
Gross Profit	58,387	57,732	54,976	63,124
Margin (%)	72.6	71.5	73.6	74.6
EBITDA	16,434	12,561	17,255	20,989
YoY gr. (%)	(20.6)	40.0	(4.8)	30.6
Margin (%)	20.4	15.5	23.1	24.8
Depreciation / Depletion	5,470	5,754	4,959	4,986
EBIT	10,964	6,807	12,295	16,003
Margin (%)	13.6	8.4	16.5	18.9
Net Interest	630	518	520	333
Other Income	2,361	2,091	2,719	3,501
Profit before Tax	12,695	8,381	14,494	19,172
Margin (%)	15.8	10.4	19.4	22.7
Total Tax	3,276	831	2,459	(312)
Effective tax rate (%)	25.8	9.9	17.0	(1.6)
Profit after Tax	9,419	7,550	12,035	19,484
Minority interest	1,102	945	(7,742)	1,356
Share Profit from Associates	-	-	-	-
Adjusted PAT	9,135	3,998	(16,556)	18,128
YoY gr. (%)	(3.5)	(37.1)	(219.3)	70.4
Margin (%)	11.4	4.9	(22.2)	21.4
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	9,135	3,998	(16,556)	18,128
YoY gr. (%)	(3.5)	(37.1)	(219.3)	70.4
Margin (%)	11.4	4.9	(22.2)	21.4
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	9,135	3,998	(16,556)	18,128
Avg. Shares O/s (m)	-	-	-	-
EPS (Rs)	3.5	2.8	8.2	7.6

Source: Company Data, PL Research

Key Financial Metrics					
Y/e Mar	FY20	FY21E	FY22E	FY23E	
Per Share(Rs)					
EPS	14.9	25.5	26.5	28.4	
CEPS	23.5	34.0	35.7	38.0	
BVPS	188.7	155.8	179.9	205.9	
FCF	(18.7)	(23.0)	15.2	17.8	
DPS	5.8	2.0	2.0	2.0	
Return Ratio(%)					
RoCE	8.5	12.6	15.3	15.0	
ROIC	8.5	12.6	16.1	17.1	
RoE	8.3	14.8	15.8	14.7	
Balance Sheet					
Net Debt : Equity (x)	(0.1)	0.0	(0.1)	(0.2)	
Net Working Capital (Days)	149	151	145	144	
Valuation(x)					
PER	32.6	19.1	18.3	17.1	
P/B	2.6	3.1	2.7	2.4	
P/CEPS	23.5	34.0	35.7	38.0	
EV/EBITDA	17.4	14.5	12.4	11.0	
EV/Sales	3.5	3.6	3.0	2.6	
Dividend Yield (%)	1.2	0.4	0.4	0.4	

Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY20	FY21E	FY22E	FY23E
Formulations	2,91,897	3,22,473	3,53,524	3,87,711
India Formulations	97,102	1,04,870	1,13,260	1,22,321
US Formulations	1,02,221	1,13,247	1,23,943	1,35,717
ROW Formulations	92,574	1,04,356	1,16,321	1,29,673
APIs	19,159	21,329	24,484	28,112

Source: Company Data, PL Research





Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Aurobindo Pharma	Hold	808	834
2	Cadila Healthcare	Sell	357	411
3	Cipla	Reduce	657	814
4	Cipla	Reduce	657	787
5	Dr. Lal PathLabs	UR	-	2,179
6	Dr. Reddy's Laboratories	BUY	5,964	4,951
7	Eris Lifesciences	BUY	615	510
8	Glenmark Pharmaceuticals	Sell	349	496
9	Indoco Remedies	Hold	239	252
10	Ipca Laboratories	Hold	1,886	2,113
11	Jubilant Life Sciences	Sell	455	708
12	Lupin	BUY	1,085	1,047
13	Sun Pharmaceutical Industries	Reduce	476	456
14	Thyrocare Technologies	UR	-	1,138

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, Mr. Surajit Pal- PGDBA, CFA, M.Com, Mr. Tausif Shaikh- BA, Major in Economics, Financial Management 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 Mr. Surajit Pal- PGDBA, CFA, M.Com, Mr. Tausif Shaikh- BA, Major in Economics, Financial Management Research Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months

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

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

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

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

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

US Clients

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

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

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

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

Prabhudas Lilladher Pvt. Ltd.

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