

Robust revenue growth...

MindTree reported a healthy set of Q4FY21 numbers. The company reported dollar revenue growth of 5.2% QoQ in line with our estimate of 5.0% QoQ. EBITDA margin came in at 21.9% (down 119 bps QoQ, mainly led by wage hikes) but was higher than our expectation of 20.5%. The deal pipeline increased 20% QoQ (down 4.6% YoY) to US\$375 million. The company added 989 employees in the quarter, with utilisation increasing 120 bps QoQ to 84.3% and offshore effort mix flat QoQ at 82.9%. The company has declared a dividend of ₹ 17.5/share.

Healthy order book, improving growth across verticals

The company's order-book for FY21 has increased 12% YoY. In addition, Mindtree is seeing healthy deal wins in BFSI (which is expected to ramp up in FY22E), green shoots in travel and ramp up deals transitioned in the previous quarters, which bodes well for revenue growth. Further, considering the company's ability to cross sell, up sell, inorganic expansion, organic expansion via P&L, expansion in Europe and traction in cloud & data prompts it to believe it will be able to clock industry leading double digit growth in FY22E (which we believe is 17% YoY). This, coupled with vendor consolidation opportunities, traction in multi-year deals, client mining, scaling up existing clients to US\$50 million and Mindtree's digital prowess is expected to lead to sustainable revenue growth in coming years. Hence we expect dollar revenues to increase at a CAGR of ~16% over FY21-23E.

Despite headwind, company expects 20% plus margins

Going forward, the company is seeing margin headwind in terms of selective wage hike, investments to drive growth, lower utilisation and return of few cost (which was saved due to Covid). However, Mindtree believes it will be able to maintain margins at 20% plus in coming years mainly led by pyramid rationalisation, fixed price projects, annuity type revenues, revenue growth and other operational efficiencies. The company has clocked 20.8% EBITDA margins in FY21. We expect Mindtree to maintain similar margins in FY22E with a modest increase of 20 bps YoY to 21% in FY23E.

Valuation & Outlook

Ramp up of deal wins, focus on annuity deals, client mining, expansion in Europe, traction in BFSI & travel, robust growth in digital technologies and broad based growth in clients are expected to enable the company to clock industry leading double digit growth in coming years. This, coupled with healthy margin prompt us to maintain our **BUY** rating with a revised target price of ₹ 2390/share (25x P/E on FY23E EPS) (earlier TP was ₹ 1970).



Particulars

Particular	Amount
Market Cap (₹ Crore)	34,075.7
Total Debt (₹ Crore)	-
Cash and Investment (₹ Crore)	1,281.4
EV (₹ Crore)	32,794.3
52 week H/L	2275/ 722
Equity capital	164.7
Face value	₹ 10

Key Risk

- Mindtree has expanded margins substantially led by cost rationalisation and operational efficiencies. We believe the company will be able to sustain healthy margins in longer term. However, in the event it is unable to sustain its savings it will adversely impact financials
- Covid-19 has accelerated demand for digital technologies. We believe Mindtree will be a key beneficiary of this trend. Any deceleration in demand for digital technologies will adversely impact its financials

Research Analyst

Devang Bhatt
devang.bhatt@icicisecurities.com

Key Financial Summary

Key Financials	FY19	FY20	FY21	FY22E	FY23E	CAGR (FY21-23E)
Net Sales	7,022	7,764	7,968	9,466	10,956	17.3%
EBITDA	1,065	1,062	1,657	1,969	2,301	17.8%
EBITDA Margins (%)	15.2	13.7	20.8	20.8	21.0	
Net Profit	754	631	1,111	1,314	1,549	18.1%
EPS (₹)	45.9	38.3	67.4	79.8	94.0	
P/E	45.0	54.0	30.7	25.9	22.0	
RoNW (%)	22.8	20.0	25.7	25.5	25.3	
RoCE (%)	29.8	23.0	32.5	32.6	32.6	

Source: Company, ICICI Direct Research

Exhibit 1: Variance Analysis

	Q4FY21	Q4FY21E	Q4FY20	YoY (%)	Q3FY21	QoQ (%)	Comments
Revenue	2,109.3	2,098.1	2,050.5	2.9	2,023.7	4.2	Dollar revenues increased 5.0% QoQ mainly led by healthy growth in Technology & retail, CPG & manufacturing and travel vertical
Employee expenses	1,312.3	1,366.1	1,293.3	1.5	1,261.0	4.1	
Gross Margin	797.0	732.0	757.2	5.3	762.7	4.5	
Gross margin (%)	37.8	34.9	36.9	86 bps	37.7	10 bps	
SG&A expenses	334.4	302.1	433.5	-22.9	294.8	13.4	
EBITDA	462.6	429.9	323.7	42.9	467.9	-1.1	
EBITDA Margin (%)	21.9	20.5	15.8	615 bps	23.1	-119 bps	The decline in margins was due to wage hike (240 bps impact) forex (50 bps impact) partially offset by 170 bps operation efficiency. Despite decline in margins, it was above our estimates
Depreciation	71.3	71.7	67.9	5.0	71.7	-0.6	
EBIT	391.3	358.2	255.8	53.0	396.2	-1.2	
EBIT Margin (%)	18.6	17.1	12.5	608 bps	19.6	-103 bps	
Other income	38.9	55.0	18.3	112.6	61.6	-36.9	
PBT	430.2	413.2	274.1	57.0	457.8	-6.0	
Tax paid	113.9	100.1	72.5	57.1	138.6	-17.8	
PAT	317.3	300.3	206.2	53.9	326.5	-2.8	PAT was above our estimates on the back of better performance at the operating level

Source: Company, ICICI Direct Research

Exhibit 2: Change in estimates

(₹ Crore)	FY22E			FY23E			Comments
	Old	New	% Change	Old	New	% Change	
Revenue	8,989	9,466	5.3	10,202.0	10,956	7.4	We revise our revenue estimates upwards led by traction in digital, change in US\$ INR assumption and healthy deal pipeline
EBITDA	1,861	1,969	5.8	2,142.0	2,301	7.4	
EBITDA Margin (%)	20.7	20.8	10 bps	21.0	21.0	0 bps	We expect margins to stabilise at 21% in FY23E
PAT	1,240	1,314	6.0	1,443.0	1,549	7.3	
EPS (₹)	75.3	79.8	5.9	87.6	94.0	7.3	

Source: Company, ICICI Direct Research

Conference Call Highlights

- **Revenue outlook:** The order-book for FY21 has increased by 12% YoY. In addition, Mindtree is seeing healthy deal wins in BFSI (which is expected to ramp up in FY22E), green shoots travel and ramp up deals transitioned in the previous quarters. Further, considering the company's ability to cross sell, up sell, inorganic expansion, organic expansion via P&L, expansion in Europe and traction in cloud & data prompts it to believe it will be able to clock industry leading double digit growth in FY22E (which we believe is 17% YoY). This, coupled with healthy win ratio, shift of spend from run to new, transformational projects and the company's digital prowess is expected to lead to sustainable revenue growth in coming years. Vertical wise, the company is seeing healthy traction in the technology & retail vertical while ramp up of deals in BFSI and green shoots in travel bode well for revenue growth
- **Margin walkthrough:** Margins in the quarter dipped by 119 bps due to wage hike (240 bps impact) forex (50 bps impact) partially offset by 170 bps operation efficiency. Going forward, the company is seeing margin headwind in terms of selective wage hike, investments to drive growth, lower utilisation and return of few cost (which was saved due to Covid). However, Mindtree believes it will be able to maintain margins at 20% plus in coming years mainly led by pyramid rationalisation, fixed price projects, annuity type revenues, revenue growth and other operational efficiencies. The company has clocked 20.8% margins in FY21. We expect Mindtree to maintain similar margins in FY22E with a modest increase of 20 bps YoY to 21% in FY23E
- **Other highlights:** In the Top 10 clients, the company has exposure to the travel vertical. Hence, it has impacted top 2-5 & top 6-10 client's growth in YoY terms. Excluding travel clients, the company's top 2-5 & top 6-10 have grown at a robust pace. The company is seeing broad based growth in clients including top client. DSO days declined by one to 60 days. In terms of clients, US\$10 million client declined by one QoQ and US\$1 million client declined by two QoQ. The company has seen addition of one client in US\$5 million client bucket
- **Order book:** The order book increased 20% QoQ (down 4.6% YoY) to US\$375 million in Q4FY21. The company has not reported digital and new & renew order book in the quarter
- **Clientele details:** Top customer contribution to overall revenues was at 28.0% in the quarter and witnessed growth of 3.3% QoQ. Top 2-5 & 6-10 customers declined 1.4% QoQ & 0.6% QoQ. The company has cut some of its tail clients. Mindtree has rationalised 25-30% of clients (~70 clients) and expects rationalisation to take place at a slower pace in coming quarters
- **Employee update:** With a net addition of 989 in Q4, employee strength was at 23,184. Utilisation (including trainees) increased 120 bps QoQ to 84.3% mainly led by aggressive reskilling helping the company to cater to demand. Mindtree plans to hire to cater to increased demand in coming quarters and, hence, expect utilisation to come down in coming quarters. The company plans to give selective wage hike in FY22E

Key Metrics

Exhibit 3: Geography wise break-up

	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21
Revenue by geography (%)					
US	76.8	79.0	77.4	77.2	76.6
Europe	15.3	13.1	15.4	15.2	15.7
RoW	4.0	7.9	7.2	7.6	7.7
Growth QoQ (%)					
US	4.1	-6.4	1.0	4.7	4.3
Europe	-9.0	-22.1	21.2	3.7	8.6
RoW	-51.8	79.6	-6.1	10.9	6.5

Source: Company, ICICI Direct Research

Growth in revenues was across geography

Exhibit 4: Industry wise break-up

	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21
Revenue by verticals (%)					
Communication Media & Technology	43.1	51.0	49.8	49.9	49.4
BFSI	20.4	20.3	20.4	19.6	18.4
Retail, CPG & Mfg	20.3	20.6	21.5	21.6	22.4
Travel & Hospitality	16.2	8.1	8.3	8.9	9.9
Growth QoQ (%)					
Technology, Media & services	5.1	7.6	0.7	5.2	4.1
BFSI	-3.1	-9.5	3.6	0.9	-1.3
Retail, CPG & Mfg	-0.3	-7.7	7.6	5.5	9.0
Travel & Hospitality	-1.3	-54.5	5.6	12.6	17.0

Source: Company, ICICI Direct Research

Growth was driven by Technology, retail and travel

Exhibit 5: Service offerings break up

	Q4FY20	Q3FY21	Q4FY21	QoQ	YoY
Revenue by service offerings (%)					
Customer Success	22.3	38.1	38.6	6.5	79.2
Data & Intelligence	12.4	14.9	16	12.9	33.6
Cloud Services	3.8	19.2	19.4	6.2	428.5
Enterprise IT	18.2	27.8	26	-1.7	47.9

Source: Company, ICICI Direct Research

The growth was led by Data & Intelligence, Customer Success and Cloud services

Exhibit 6: Client & human resource matrix

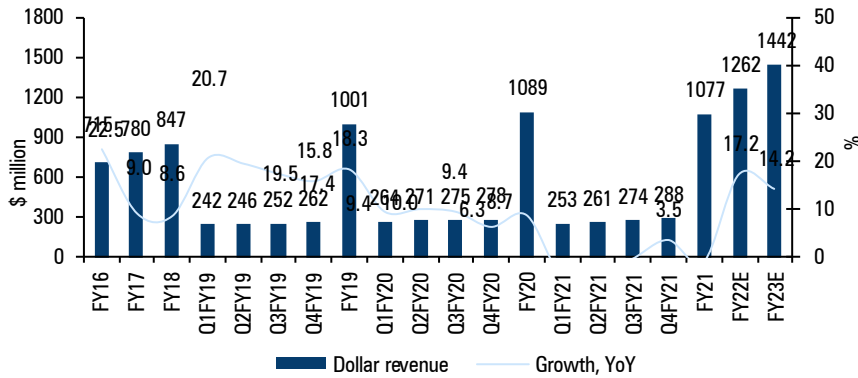
	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21
Client metrics					
\$1 mn Clients	134	127	125	120	118
\$10 mn Clients	23	23	24	21	20
\$25 mn Clients	5	5	5	4	4
\$50 mn Clients	1	1	1	1	1
\$100 mn Clients	1	1	1	1	1
Headcount, Utilization & Attrition					
Total Employees	21991	21955	21827	22195	23184
Utilization	76.5	75.5	78.8	83.1	84.3

Source: Company, ICICI Direct Research

The company witnessed a healthy improvement in the quarter

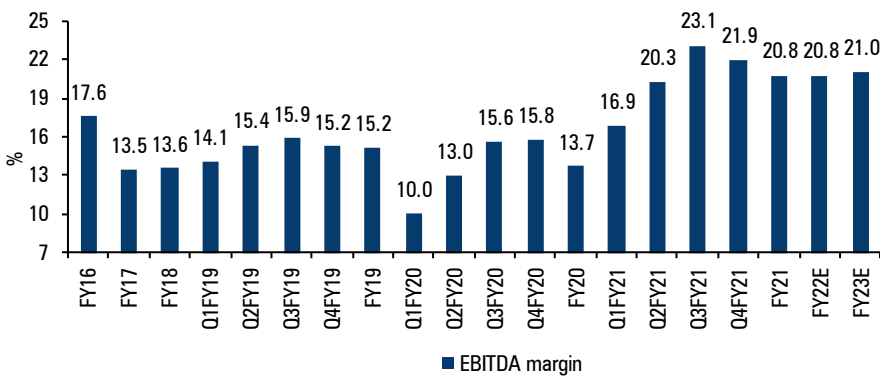
Financial story in charts

Exhibit 7: Dollar revenues to increase ~16% over FY21-23E



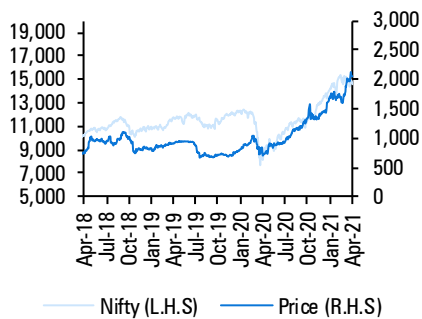
Source: Company, ICICI Direct Research

Exhibit 8: Maintain our EBITDA margin estimates



Source: Company, ICICI Direct Research

Exhibit 9: Price Performance



Source: Company, ICICI Direct Research

Financial summary

Exhibit 10: Profit and loss statement				
	₹ crore			
	FY20	FY21	FY22E	FY23E
Total Revenues	7,764	7,968	9,466	10,956
Growth (%)	10.6	2.6	18.8	15.7
COGS	5,065	5,113	6,106	7,045
Other Expenses	1,637	1,198	1,392	1,611
EBITDA	1,062	1,657	1,969	2,301
Growth (%)	(0.2)	56.0	18.8	16.9
Depreciation	275	260	308	357
Other Income	95	152	166	200
Interest paid	53	50	50	50
PBT	829	1,498	1,776	2,093
PBT	829	1,498	1,776	2,093
Growth (%)	(16.0)	80.8	18.5	17.9
Total Tax	198	388	462	544
PAT before MI	631	1,111	1,314	1,549
Minority interest	-	-	-	-
PAT	631	1,111	1,314	1,549
EPS - diluted	38.3	67.4	79.8	94.0
EPS (Growth %)	(16.6)	76.0	18.3	17.9

Source: Company, ICICI Direct Research

Exhibit 12: Balance sheet				
	₹ crore			
	FY20	FY21	FY22E	FY23E
Equity	165	165	165	165
Reserves & Surplus	2,992	4,154	4,981	5,955
Networth	3,157	4,319	5,146	6,120
Minority Interest	-	-	-	-
Total Debt	-	-	-	-
Other long term liability	676	450	450	450
Source of funds	3,833	4,769	5,595	6,570
Net Block	860	781	746	731
CWIP	14	22	22	22
Other intangible assets	549	495	495	495
Other long term assets	479	488	568	648
Current investments	694	1,931	1,931	1,931
Debtors	1,439	1,274	1,545	1,718
Cash & Cash equivalen	587	760	1,436	2,193
Loans and advances	10	4	5	6
Other Current Assets(O	525	607	666	725
Trade payables	259	268	312	361
Other Current liabilities	893	1,102	1,241	1,231
Provisions	172	223	265	306
Application of funds	3,833	4,769	5,595	6,570

Source: Company, ICICI Direct Research

Exhibit 11: Cash flow statement				
	₹ crore			
	FY20	FY21	FY22E	FY23E
Net profit before Tax	829	1,498	1,776	2,093
Depreciation	275	260	308	357
(inc)/dec in Current Assets	(135)	123	(330)	(233)
(inc)/dec in current Liabilities	177	291	225	81
CF from operations	825	1,996	1,322	1,524
Other Investments	99	(1,121)	166	200
(Purchase)/Sale of Fixed Asset	(122)	(62)	(123)	(142)
CF from investing Activities	(23)	(1,183)	43	57
Inc / (Dec) in Equity Capital	(49)	(84)	-	-
Othes	(1)	(1)	(150)	(200)
Dividend & Dividend tax	(594)	(288)	(488)	(575)
Interest Paid on Loans	(53)	(50)	(50)	(50)
CF from Financial Activities	(696)	(423)	(688)	(825)
Cash generating during the yea	135	369	677	757
Opening cash balance	256	391	564	1,240
Exchange rate differences	29	(21)	-	-
Closing cash	587	564	1,436	2,193

Source: Company, ICICI Direct Research

Exhibit 13: Key ratios				
	₹ crore			
(Year-end March)	FY20	FY21	FY22E	FY23E
Per share data (₹)				
Adjusted EPS (Diluted)	38.3	67.4	79.8	94.0
BV per share	191.7	262.2	312.3	371.5
DPS	13.0	25.0	29.6	34.9
Cash per Share	35.6	46.1	87.2	133.1
Operating Ratios				
EBITDA Margin (%)	13.7	20.8	20.8	21.0
PBT Margin (%)	10.7	18.8	18.8	19.1
PAT Margin (%)	8.1	13.9	13.9	14.1
Debtor days	68	58	60	57
Creditor days	12	12	12	12
Return Ratios (%)				
RoE	20.0	25.7	25.5	25.3
RoCE	23.0	32.5	32.6	32.6
RoIC	31.0	68.0	75.3	80.2
Valuation Ratios (x)				
P/E	54.0	30.7	25.9	22.0
EV / EBITDA	30.9	18.9	15.6	13.0
Price to Book Value	10.8	7.9	6.6	5.6
EV / Net Sales	4.2	3.9	3.2	2.7
Market Cap / Sales	4.4	4.3	3.6	3.1
Solvency Ratios				
Debt/EBITDA	-	-	-	-
Debt / Equity	-	-	-	-
Current Ratio	1.5	1.2	1.2	1.3
Quick Ratio	1.5	1.2	1.2	1.3

Source: Company, ICICI Direct Research

Exhibit 14: ICICI Direct coverage universe (IT)

Company	Cmp (₹)	TP (₹)	Rating	Mcap (₹ Cr)	EPS (₹)				P/E (x)				RoCE (%)				RoE (%)			
					FY20	FY21E	FY22E	FY23E	FY20	FY21E	FY22E	FY23E	FY20	FY21E	FY22E	FY23E	FY20	FY21E	FY22E	FY23E
HCL Tech (HCLTEC)	1,010	1,150	Buy	2,73,986	40.8	48.3	54.1	62.6	25	21	19	16	23.0	23.6	24.4	24.8	21.6	21.5	20.8	20.6
Infosys (INFTEC)	1,352	1,650	Buy	5,75,896	38.9	45.5	55.0	64.1	35	30	25	21	30.8	31.7	34.1	36.9	25.2	25.2	27.9	30.2
TCS (TCS)	3,193	3,800	Buy	11,81,410	86.2	86.7	109.3	128.7	37	37	29	25	44.4	45.9	51.2	54.4	38.4	37.5	43.3	45.7
Tech M (TECMAH)	1,010	1,120	Buy	97,714	45.9	53.4	58.9	69.2	22	19	17	15	19.1	20.5	20.4	21.5	18.5	19.4	18.8	19.3
Wipro (WIPRO)	469	530	Hold	2,57,108	16.6	19.1	20.5	24.8	28	25	23	19	19.3	21.3	21.6	25.7	17.4	19.5	21.0	25.4
Mindtree (MINCON)	2,069	2,390	Buy	34,076	38.3	67.4	79.8	94.0	54	31	26	22	23.0	32.5	32.6	32.6	20.0	25.7	25.5	25.3
LTI (LTINFC)	4,090	4,580	Hold	71,461	86.6	107.7	125.5	149.1	47	38	33	27	30.7	32.4	31.7	31.6	28.1	28.7	28.0	27.9
Coforge (NIITEC)	3,170	3,300	Hold	19,211	71.4	72.3	102.9	121.2	44	44	31	26	23.0	23.5	26.4	27.1	18.5	19.4	23.9	24.4
Infoedge (INFEDG)	4,637	5,725	Hold	59,624	26.8	21.8	38.9	49.0	173	213	119	95	18.0	8.3	14.0	16.3	13.5	6.3	10.5	12.3
Teamlease (TEASER)	3,282	3,290	Buy	5,611	20.5	53.1	68.8	85.6	160	62	48	38	15.0	13.5	15.7	16.5	6.5	14.4	15.5	16.3

Source: Company, ICICI Direct Research

RATING RATIONALE

ICICI Direct endeavors to provide objective opinions and recommendations. ICICI Direct assigns ratings to its stocks according to their notional target price vs. current market price and then categorizes them as Buy, Hold, Reduce and Sell. The performance horizon is two years unless specified and the notional target price is defined as the analysts' valuation for a stock

Buy: >15%

Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%



Pankaj Pandey

Head – Research

pankaj.pandey@icicisecurities.com

ICICI Direct Research Desk,
ICICI Securities Limited,
1st Floor, Akruiti Trade Centre,
Road No 7, MIDC,
Andheri (East)
Mumbai – 400 093
research@icicidirect.com

ANALYST CERTIFICATION

I/We, Devang Bhatt, PGDBM, 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. It is also confirmed that above mentioned Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months and do not serve as an officer, director or employee of the companies mentioned in the report.

Terms & conditions and other disclosures:

ICICI Securities Limited (ICICI Securities) is a full-service, integrated investment banking and is, inter alia, engaged in the business of stock brokering and distribution of financial products.

ICICI Securities is Sebi registered stock broker, merchant banker, investment adviser, portfolio manager and Research Analyst. ICICI Securities is registered with Insurance Regulatory Development Authority of India Limited (IRDAI) as a composite corporate agent and with PFRDA as a Point of Presence. ICICI Securities Limited Research Analyst SEBI Registration Number – INH000000990. ICICI Securities Limited SEBI Registration is INZ000183631 for stock broker. ICICI Securities is a subsidiary of ICICI Bank which is India's largest private sector bank and has its various subsidiaries engaged in businesses of housing finance, asset management, life insurance, general insurance, venture capital fund management, etc. ("associates"), the details in respect of which are available on www.icicibank.com.

ICICI Securities is one of the leading merchant bankers/ underwriters of securities and participate in virtually all securities trading markets in India. We and our associates might have investment banking and other business relationship with a significant percentage of companies covered by our Investment Research Department. ICICI Securities and its analysts, persons reporting to analysts and their relatives are generally prohibited from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover.

Recommendation in reports based on technical and derivative analysis centre on studying charts of a stock's price movement, outstanding positions, trading volume etc as opposed to focusing on a company's fundamentals and, as such, may not match with the recommendation in fundamental reports. Investors may visit icidirect.com to view the Fundamental and Technical Research Reports.

Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein.

ICICI Securities Limited has two independent equity research groups: Institutional Research and Retail Research. This report has been prepared by the Retail Research. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the Institutional Research.

The information and opinions in this report have been prepared by ICICI Securities and are subject to change without any notice. The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of ICICI Securities. While we would endeavour to update the information herein on a reasonable basis, ICICI Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent ICICI Securities from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or ICICI Securities policies, in circumstances where ICICI Securities might be acting in an advisory capacity to this company, or in certain other circumstances.

This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. ICICI Securities will not treat recipients as customers by virtue of their receiving this report. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. ICICI Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance. Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice.

ICICI Securities 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.

ICICI Securities 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.

ICICI Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. ICICI Securities or its associates 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 ICICI Securities nor Research Analysts and their relatives 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.

ICICI Securities or its subsidiaries collectively or Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report.

Since associates of ICICI Securities and ICICI Securities as a entity are engaged in various financial service businesses, they might have financial interests or beneficial ownership in various companies including the subject company/companies mentioned in this report.

ICICI Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.

Neither the Research Analysts nor ICICI Securities have been engaged in market making activity for the companies mentioned in the report.

We submit that no material disciplinary action has been taken on ICICI Securities by any Regulatory Authority impacting Equity Research Analysis activities.

This report is not directed 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, regulation or which would subject ICICI Securities and affiliates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.