



# Info Edge (India) Limited

## Weak Q4, key businesses keep clicking

Internet & New media

Sharekhan code: NAUKRI

Result Update

### 3R MATRIX

	+	=	-
Right Sector (RS)	✓	✗	✗
Right Quality (RQ)	✓	✗	✗
Right Valuation (RV)	✓	✓	✗

+ Positive = Neutral - Negative

### What has changed in 3R MATRIX

	Old		New
RS	Green	↔	Green
RQ	Green	↔	Green
RV	Grey	↔	Grey

Reco/View	Change
Reco: Buy	↔
CMP: Rs. 4,978	
Price Target: Rs. 6,100	↔

↑ Upgrade ↔ Maintain ↓ Downgrade

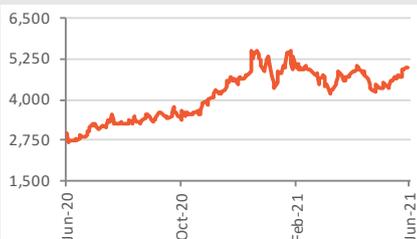
### Company details

Market cap:	Rs. 64,109 cr
52-week high/low:	Rs. 5,876 / 2,623
NSE volume: (No of shares)	7.6 lakh
BSE code:	532777
NSE code:	NAUKRI
Free float: (No of shares)	7.9 cr

### Shareholding (%)

Promoters	38.4
FII	40.3
DII	11.6
Others	9.7

### Price chart



### Price performance

(%)	1m	3m	6m	12m
Absolute	15.0	11.8	7.8	80.3
Relative to Sensex	11.6	5.4	-5.4	30.4

Sharekhan Research, Bloomberg

### Summary

- We retain a Buy rating on Info Edge (India) Limited with a PT of Rs. 6,100, given strong recovery in billings across its business segments and strong prospects of its investee companies.
- The company reported lower-than-expected performance on all fronts; while billings growth remained strong across its segments. Q4 saw further improvement in traffic in its recruitment and 99acres businesses, while Jeevansathi continued its growth momentum.
- We expect a strong 27% CAGR in revenue over FY2021-FY2023E, led by recovery in billings across key businesses, increasing adoption of online real estate platform, higher hiring activities, and strong volumes in Jeevansathi.com business.
- We continue to like Info Edge, given its leading market share in its core businesses, proactive in its new product offerings, a strong balance sheet, and proven track record of identifying scalable online businesses early.

Info Edge reported marginally lower-than-expected revenue performance, while EBITDA margin missed our expectations significantly owing to higher employee expenses and advertising expenses. Standalone revenue declined by 10.1% y-o-y to Rs. 290 crore, slightly below our estimates, owing to sharp revenue decline recruitment (down 13.9% y-o-y) and 99acres (down 11.2% y-o-y) business. Revenue from Jeevansathi.com and Shiksha grew by 14.4% y-o-y and 16.8% y-o-y, respectively. EBITDA margin contracted by 1,160bps y-o-y to 18.3%, lagging our expectations, owing to higher employee expenses to revenue and higher advertising expenses to revenue. EBITDA during the quarter declined by 44.9% y-o-y to Rs. 53.2 crore. However, adjusted net profit declined by 11.3% y-o-y and was 10% below our estimates, owing to lower operating profit, partially offset by higher other income (up 108.6% y-o-y/28.6% q-o-q) and lower tax provision (14.6% versus 23.8% in Q4FY2020). Overall billings during the quarter grew by 25.2% y-o-y to Rs. 416 crore as compared to a flat growth in Q3FY2021, while billing grew by 40% sequentially. Strong recovery in billings was driven by improving demand across all key sub-segments of recruitment and 99acres. Billings growth in Jeevansathi.com and Shiksha remained strong. Recruiter engagement increased further on its recruitment portal in Q4FY2021, led by IT & ITes, healthcare, and pharma industries. Management indicated that the second wave of COVID-19 has negligible impact on recruitment business, while the company witnessed strong recovery on its 99acres portal in terms of traffic in June 2021 after a sharp drop in traffic in the first two months of Q1FY2022. Further, continued improvement in traffic on Jeevansathi portal over the past 18 months has resulted in higher revenue growth in a pandemic year. Jeevansathi.com business is expected to grow in the next few years, given the company's aggressive investments to obtain a dominant market share in Hindi-speaking regions. We have modelled strong revenue growth (29.8% y-o-y) in FY2022E, given recovery in overall billings, demand recovery in new/resale homes, increasing attrition rate, and strong addition of users in Jeevansathi business.

### Key positives

- Overall billings grew by 25.2% y-o-y and 40% q-o-q.
- Strong cash and cash equivalents of Rs. 3,592 crore versus Rs. 3,500 crore in Q3FY2021.
- Free cash flow (FCF) conversion remained strong at 100% to EBITDA.

### Key negatives

- Recovery in broker listings on 99acres platform remains slow.

### Our Call

**Valuation – Maintain Buy with a PT of Rs. 6,100:** We have fine-tuned our estimates for FY2022E/FY2023E, factoring in strong billings growth across segments and minimal impact on recruitment business in the second wave of COVID-19. We expect revenue and margins to improve sharply in subsequent years, led by improving economic activity, rise in recruitment across sectors, strong recovery in 99acres.com business, and continued growth momentum in Jeevansathi and Shiksha businesses. We considered higher valuation for Zomato, given its leadership position in the emerging market, faster adoption of food delivery in India, and long runway for growth. Info Edge had a cash balance of Rs. 3,592 crore as of March 31, 2021, and would receive Rs. 750 crore from monetisation of some of its stake in upcoming Zomato's IPO, which would be largely utilised for merger and acquisition opportunities in core business areas. Given dominant market share in its core businesses and strong balance sheet, we maintain a Buy rating on the stock with an SOTP-based price target (PT) of Rs. 6,100.

### Key Risks

Intense competition from both international and domestic players in the recruitment business could affect the growth trajectory and margins of the recruitment business. Further, high competitive intensity in the real estate segment could enhance losses.

### Valuation

Particulars	Rs cr			
	FY20	FY21	FY22E	FY23E
Revenue	1,272.7	1,098.6	1,426.5	1,760.1
OPM (%)	31.6	25.3	36.8	42.0
Adjusted PAT	328.9	274.2	470.1	651.7
% YoY growth	4.4	-16.7	71.5	38.6
Adjusted EPS (Rs.)	26.8	21.3	36.3	50.4
P/E (x)	185.4	233.8	137.0	98.8
P/B (x)	25.0	14.0	13.0	11.7
EV/EBITDA (x)	149.4	228.3	121.0	85.6
RoNW (%)	13.5	6.0	9.5	12.0
RoCE (%)	17.9	7.6	12.2	15.3

Source: Company; Sharekhan estimates

## Below estimates; Strong recovery in billings

Info Edge's standalone revenue remained marginally below our estimates, while EBITDA margin missed our expectations owing to higher employee expenses and advertising expenses. Standalone revenue declined by 10.1% y-o-y to Rs. 290 crore, slightly below our estimates. The decline in revenue performance was due to sharp revenue decline recruitment and 99acres business. Revenue from the recruitment business and 99acres business declined by 13.9% y-o-y and 11.2% y-o-y, respectively. Revenue from Jeevansathi.com grew by 14.4% y-o-y during the quarter and revenue from Shiksha grew by 16.8% y-o-y. Overall billings grew by 25.2% y-o-y to Rs. 416 crore as compared to a decline of 1% y-o-y in Q3FY2021. Billing grew by 40% q-o-q. EBITDA margin contracted by 1,160 bps y-o-y to 18.3%, below our expectations, owing to higher employee expenses to revenue and higher advertising expenses to revenue. Employee expenses and advertisement expenses stood at 52.2% and 18.5% of revenue as compared to 43.1% and 15.5%, respectively, in Q4FY2020. EBITDA during the quarter declined by 44.9% y-o-y to Rs. 53.2 crore. However, adjusted net profit declined by 11.3% y-o-y and was 10% below our estimates, owing to lower operating profit, partially offset by higher other income (up 108.6% y-o-y/28.6% q-o-q) and lower tax provision (14.6% versus 23.8% in Q4FY2020).

## Strong recovery across its segments; Expect strong growth in FY2022E

Management witnessed strong recovery in collections and billings across its business segments. Recruitment and 99acres billings strongly recovered to 22.1% y-o-y and 41.1% y-o-y growth, respectively, while Jeevansathi billings continued to grow at 12.2% y-o-y in Q4FY2021. Management indicated that both job seekers and recruiters' engagement on its Naukri.com portal improved further, while it witnessed strong growth in new owner listings on its portal. Further, the second wave of COVID-19 has negligible impact on recruitment business, while the company witnessed a sharp drop in terms of traffic on 99acres portal in the first two months of Q1FY2022. However, traffic on 99acres portal has bounced back significantly in June 2021. Management indicated that traffic gains over the past 18 months on Jeevansathi portal have translated into higher revenue growth. Hence, the company would continue its aggressive investments in Jeevansathi business to acquire profiles and drive growth going ahead. We have modelled strong growth revival in FY2022E, given recovery in economic activity, pent-up demand in new/resale homes, higher hiring activities, and an increasing attrition rate.

## Q4FY2021 Conference Call Highlights

- ◆ **Brief round-up of FY2021 performance:** Info Edge reported standalone revenue of Rs. 1,098.6 crore in FY2021, registering a decline of 13.7%. The company's revenue declined due to lockdown across the country. Revenue from recruitment and 99acres business declined by 15% y-o-y and 23.8% y-o-y, respectively, while revenue from Jeevansathi grew by 14.4% y-o-y in FY2021. Billings in FY2021 declined by 9.3% y-o-y to Rs. 1,150.7 crore. Billings of recruitment and 99acres business declined by 11.9% y-o-y and 13.6% y-o-y, respectively, while billings of Jeevansathi grew by 15.2% y-o-y in FY2021. EBITDA margin contracted to 25.3% in FY2021 from 31.6% in FY2020 due to higher operating expenses to revenue. Total operating expenses declined by 5.6% y-o-y compared to 13.7% y-o-y decline in revenue. EBITDA declined by 31.1% y-o-y to Rs. 277.5 crore. As a result, adjusted net profit declined by 16.7% y-o-y to Rs. 274.2 crore in FY2021.
- ◆ **Strong recovery across its businesses:** Management indicated that it sees strong recovery in recruitment business and 99acres.com business, while growth momentum continued in Jeevansathi.com business. Overall billings grew by 25.2% y-o-y to Rs. 416 crore compared to flat y-o-y growth in Q3FY2021. On a q-o-q basis, overall billings grew by 40% compared to 19% q-o-q growth in Q3FY2021. Deferred sales revenue (amount collected in advance) grew by 12% y-o-y to Rs. 521 crore compared to a decline of 14% y-o-y in Q3FY2021. Management indicated that all of its core verticals witnessed sharp revival in terms of terms of traffic and billings. Both new CV registrations and average number of modifications per day on Naukri.com grew by 25% y-o-y and 21% y-o-y, respectively, in Q4FY2021. Though IT & ITeS sector has been driving recovery of recruitment business in the past three quarters, hiring activities in many other sectors also improved during the quarter. Recruiter engagement from IT & ITeS, healthcare, and pharma industries further improved in Q4FY2021. The company redefined its marketing strategy for the recruitment business, given the current challenging business environment. The company continues to maintain its market share at 80%+ in the online recruitment business. Management cited that traffic in 99acres.com

improved in Q4FY2021 as the company's expenses in this business segment grew by 20% y-o-y owing to increased brand marketing spends and launch of a new marketing campaign. New owner listings on 99acres portal increased by 14% y-o-y in Q4FY2021, while recovery in broker listings lagged compared to recovery in owner listings. The company received a large number of enquiries on its real estate portal in Q4FY2021, which grew by 35% y-o-y. The company's aggressive investments in Jeevansathi.com provided an edge over its competitors, reflected in strong growth in its user base. The company continued to invest aggressively in content in Shiksha business. The company's aggressive investments in Jeevansathi.com provided an edge over its competitors, reflected in strong growth in its user base despite rise in COVID-19 cases. Jeevansathi continues to consolidate its position, given its dominant position in the Hindi speaking markets. The company continued to invest aggressively in content in Shiksha business.

- ◆ **EBITDA margin missed our estimates:** EBITDA declined by 44.9% y-o-y owing to lower revenue, higher employee expenses, and advertisement expenses. As a result, EBITDA margin declined to 18.3% in Q4FY2021 compared to 29.9% in Q4FY2020. EBITDA margin of the recruitment business declined by 690 bps y-o-y to 50%, while 99acres and Jeevansathi.com reported EBITDA loss of Rs. 15.6 crore and Rs. 21.4 crore. PBT was down 49% y-o-y to Rs. 51.1 crore. PBT margin in the recruitments business contracted by 721 bps y-o-y to 47%, while PBT margin for 99acres stood at -37.5% in Q4FY2021 compared to -2.5% in Q4FY2020. PBT margin of other businesses (Jeevansathi.com and Shiksha) stood at -56.9%, owing to higher advertising expenses.
- ◆ **Strong recovery in the recruitment business:** Revenue of the recruitment business declined by 13.9% y-o-y in Q4FY2021, slightly below our expectations. However, recruitment billings increased by 22.1% y-o-y and 47.9% q-o-q. Further, its billings grew by 16.7% y-o-y compared to Q4FY2019. EBITDA margin remained at 50% in Q4FY2021 compared to 56.9% in Q4FY2020. The company witnessed strong recovery in collections and billings across multiple industries during the quarter. New registrations remained at 16,000 per day, up 25% y-o-y. Average modifications per day reached a record high, registering 21% y-o-y growth. Recruiter engagement on the platform also improved in Q4FY2021, led by IT & ITeS, healthcare, and pharma industries. The company managed to maintain its market share of 80%+ in online recruitment business. The iimjobs.com portal also reported billings of Rs. 10.3 crore, up 54.9% y-o-y. For FY2021, iimjobs.com added 4,300 new customers. The company completed 100% acquisition of Bangalore-based Zwayam in June. It is engaged in providing SaaS-based sourcing and screening recruitment solutions. The acquisition will leverage its strength in distribution and complement and supplement its offerings.
- ◆ **Activities on recruitment platforms improved:** Growth in average number of resumes added daily increased by 62% y-o-y in Q4FY2021 as compared to 31% y-o-y in Q3FY2021. The number of unique customers declined by 3% y-o-y. Deferred revenue of the recruitment business increased by 10.5% y-o-y.
- ◆ **99acres: Strong recovery across sub-segments:** Management cited that traffic grew handsomely across the sub-segments such as residential, rental, commercial, and new launches. During Q4FY2021, new homes, retail, and commercial recovered strongly on a sequential basis, while rental recovery remained muted. Expenses in 99acres during the quarter increased by 20% y-o-y owing to increased brand marketing spends and launch of a new marketing campaign. Management stated that daily new owner listings on the platform grew by 14% y-o-y, while broker listings lagged behind the recovery in owner listings. With the surge in COVID-19 infections in the second wave across the country, the traffic on its 99acres platform declined significantly in April and May and it bounced back in June. Management expects the share of online advertisement spend to total advertisement by leading developers and brokers would increase after normalisation of economic activities. The company will continue to invest aggressively in improving its core platform experience in 99acres to strengthen its competitive positions.
- ◆ **Jeevansathi.com: Growth momentum continued:** Revenue of the Jeevansathi.com business grew by 14.4% y-o-y to Rs. 25.9 crore during the quarter. Growth was led by aggressive marketing spends for acquisition of profile. Billings in this business grew by 12.2% y-o-y to Rs. 26.7 crore. Further, the company's offerings in video calling and video profiles, which were launched in FY2020, helped to drive its growth. Management indicated that traffic gains over the past 18 months have been translated into higher revenue growth. Management indicated that aggressive spends on marketing would continue to gain market share.

- ◆ **Education business reported strong growth:** Shiksha.com billings grew by 45.1s% y-o-y to Rs. 19.4 crore, while its revenue was up 16.8% y-o-y to Rs. 15.4 crore. Management indicated that it would continue to invest aggressively in content. The company's strategy is to provide more and more relevant content to students.
- ◆ **Commentary on M&A activities:** Management indicated that it may aggressively invest in start-ups, take majority stake in companies in its core areas (recruitment, education, matrimony, and real estate), and merger and acquisition opportunities. The company has cash and cash equivalents of Rs. 3,592 crore as of March 31, 2021, compared to Rs. 3,500 crore as of December 31, 2020. The company has not utilised anything from the QIP fund so far. Further, the company expects Rs. 750 crore of proceeds from the monetisation of some stake in Zomato during its IPO. Management indicated that it may take further time for any big-ticket acquisition.

Result (Standalone)					Rs cr	
Particulars	Q4FY21	Q4FY20	Q3FY21	Y-o-Y %	Q-o-Q %	
<b>Net Sales</b>	<b>290.0</b>	<b>322.8</b>	<b>272.3</b>	<b>-10.1</b>	<b>6.5</b>	
Network, internet and other direct charges	7.1	5.8	6.7	22.7	6.2	
Employee benefits expense	151.5	139.2	131.5	8.9	15.3	
Advertising and promotion cost	55.7	48.4	50.3	15.1	10.8	
Other expenses	22.6	32.9	15.7	-31.5	43.4	
<b>Operating profit</b>	<b>53.2</b>	<b>96.5</b>	<b>68.2</b>	<b>-44.9</b>	<b>-22.0</b>	
Depreciation and amortisation	10.6	11.0	10.9	-3.9	-3.4	
<b>EBIT</b>	<b>42.6</b>	<b>85.5</b>	<b>57.2</b>	<b>-50.1</b>	<b>-25.5</b>	
Other income	40.6	19.5	31.6	108.6	28.6	
<b>PBT</b>	<b>81.9</b>	<b>103.4</b>	<b>87.5</b>	<b>-20.8</b>	<b>-6.3</b>	
Provision of tax	12.0	24.6	17.6	-51.2	-31.7	
<b>Adjusted net income</b>	<b>69.9</b>	<b>78.8</b>	<b>69.9</b>	<b>-11.3</b>	<b>0.1</b>	
Exceptional item	3.2	37.2	-	-91.3	-	
<b>Reported net income</b>	<b>66.7</b>	<b>41.6</b>	<b>69.9</b>	<b>60.3</b>	<b>-4.6</b>	
Adjusted EPS (Rs.)	5.7	6.5	5.7	-11.3	0.1	
<b>Margin (%)</b>				<b>(Bps)</b>	<b>(Bps)</b>	
OPM	18.3	29.9	25.0	-1156	-670	
EBIT Margin	14.7	26.5	21.0	-1179	-632	
NPM	24.1	24.4	25.7	-31	-156	

Source: Company; Sharekhan Research

#### SOTP Valuation

Business segment	Stake	Valuation methodology	Per share value (Rs.)
Recruitment business	100%	EV/EBITDA	3292
99acres	100%	EV/Sales	401
Jeevansathi.com	100%	EV/Sales	155
<b>Standalone business (per share)</b>			<b>3848</b>
Zomato Media	19%	Valued at \$12.6 billion	1424
PolicyBazaar	15%	Valued at \$5.0 billion	490
Other investee company			59
Cash		Per share	279
<b>Total per share</b>			<b>6,100</b>

Source: Company; Sharekhan Research

## Outlook and Valuation

### ■ Sector view – Expect acceleration in internet businesses going forward

Info Edge's recruitment business directly and disproportionately benefits from pick-up in GDP growth. With a strong shift from print ads to digital and lower interest rate, we expect a high-growth trajectory for 99acres in the long term. Further, India's real estate online classifieds market is expected to be worth Rs. 60 billion by 2030, with a 21% CAGR over 2018-2030E.

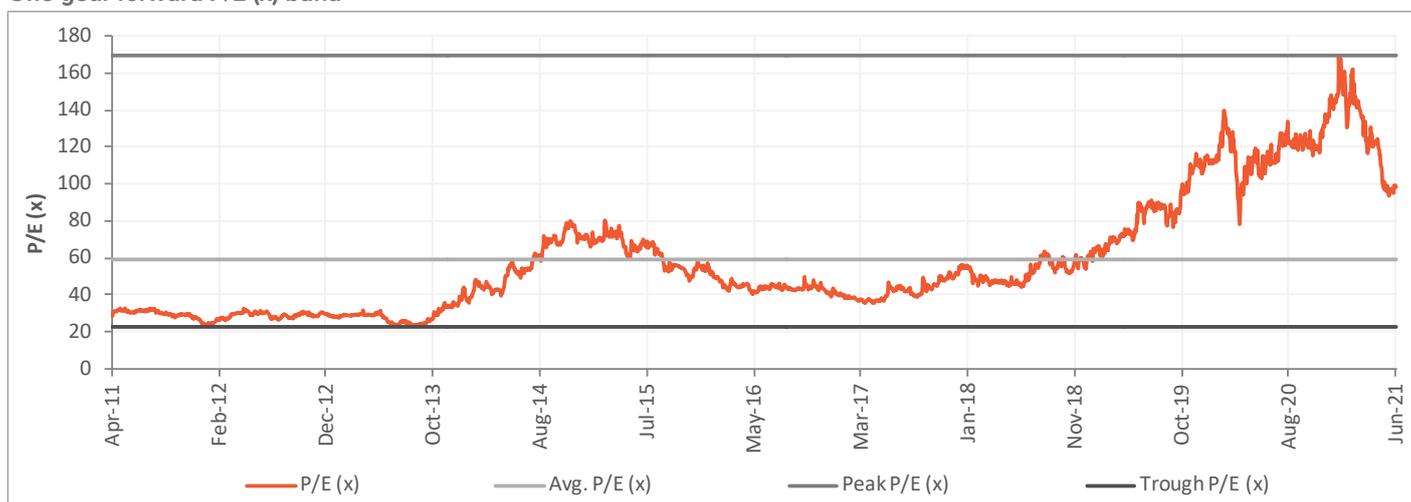
### ■ Company outlook – Dominant core positioning

Info Edge is a leading online classifieds company with dominant position in recruitment, real-estate, matrimony, and education. Info Edge witnessed strong recovery in traffic share across its core businesses and expects the sequential growth momentum would continue in the coming quarters. Info Edge prefers to invest at an early stage in companies. Among its investee companies, Zomato and PolicyBazaar have emerged as big bets and have a huge potential to grow in the coming years. In the long term, we believe a leadership position in core businesses along with improving traction in certain investee companies (Zomato and PolicyBazaar) would bode well for the company.

### ■ Valuation – Strong business model

We have fine-tuned our estimates for FY2022E/FY2023E, factoring in strong billings growth across segments and minimal impact on recruitment business in the second wave of COVID-19. We expect revenue and margins to improve sharply in subsequent years, led by improving economic activity, rise in recruitment across sectors, strong recovery in 99acres.com business, and continued growth momentum in Jeevansathi and Shiksha businesses. We considered higher valuation for Zomato, given its leadership position in the emerging market, faster adoption of food delivery in India, and long runway for growth. Info Edge had a cash balance of Rs. 3,592 crore as of March 31, 2021, and would receive Rs. 750 crore from monetisation of some of its stake in upcoming Zomato's IPO, which would be largely utilised for merger and acquisition opportunities in core business areas. Given dominant market share in its core businesses and strong balance sheet, we maintain a Buy rating on the stock with an SOTP-based price target (PT) of Rs. 6,100.

#### One-year forward P/E (x) band



Source: Sharekhan Research

#### Peer valuation

Particulars	CMP (Rs / Share)	MCAP (Rs Cr)	P/E (x)		EV/EBIDTA (x)		P/BV (x)		RoE (%)	
			FY22E	FY23E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E
Just Dial	1,039	6,472	32.5	23.9	39.0	25.1	4.4	4.3	16.5	16.0
Affle India	4,660	12,419	89.7	63.4	69.3	51.3	24.9	17.9	27.8	28.2
Info Edge*	4,978	64,109	137.0	98.8	121.0	85.6	13.0	11.7	9.5	12.0

Source: Company, Sharekhan estimates; \*Standalone

## About company

Info Edge is India's largest listed Internet technology player, operating in businesses such as online recruitment, real estate, matrimony, and others. The company operates in the online recruitment business under its flagship brand Naukri.com, which has a share of more than 80% of the recruitment market. The company's other businesses such as online real estate and matrimony divisions operate under *99acres.com* and *Jeevansathi.com*, respectively. The company also has stakes in a number of companies, including *Zomato* and *Policybazaar.com*.

## Investment theme

Info Edge enjoys a leadership position in its core businesses such as online recruitment, real estate, and matrimony and stands to benefit from the rising popularity of these platforms with greater internet penetration. Naukri is the leader in the industry and its revenue growth is directly linked to GDP growth. Cash generated by *Naukri.com* supports other businesses (*99acres* and *Jeevansathi.com*) and investments in start-ups. *99acres* is well placed to capitalise from increasing spends on the digital front by real estate developers and brokers. In addition, the company has invested in more than 20 start-ups, including *Zomato* and *PolicyBazaar*. We believe *Zomato* is now uniquely placed with a good brand name and expansion of the food delivery industry would remain high for the next 2-3 years.

## Key Risks

1) Entry of large internet players with aggressive expansion plans and any slower-than-expected economic recovery could affect growth trajectory and margins of the recruitment business, 2) any new technology that can provide tough competition to core businesses, 3) high competitive intensity in the real estate segment would widen losses, 4) higher competition for attracting talent in food delivery platforms would increase cash burn rates and, and 5) increasing losses from companies that Info Edge has invested in.

## Additional Data

### Key management personnel

Sanjeev Bikhchandani	Founder and Executive Vice Chairman
Hitesh Oberoi	Managing Director and CEO
Chintan Arvind Thakkar	Director and CFO
Dr. Pawan Goyal	Chief Business Officer - Naukri.com
Maneesh Upadhyaya	Chief Business Officer- 99Acres.Com

Source: Company Website

### Top 10 shareholders

Sr. No.	Holder Name	Holding (%)
1	Axis Asset Management Co. Ltd.	5.50
2	Nalanda India Equity Fund Ltd.	2.99
3	BlackRock Inc.	2.11
4	Matthews International Capital Man	1.44
5	WF Asian Smaller Cos Fund Ltd./Caym	1.34
6	Amansa Holdings Pvt. Ltd.	1.31
7	Schroders PLC	1.29
8	Vanguard Group Inc/The	1.28
9	Goldman Sachs Group Inc/The	1.27
10	First State Investments ICVC	1.25

Source: Bloomberg

Sharekhan Limited, its analyst or dependant(s) of the analyst might be holding or having a position in the companies mentioned in the article.

## Understanding the Sharekhan 3R Matrix

Right Sector	
Positive	Strong industry fundamentals (favorable demand-supply scenario, consistent industry growth), increasing investments, higher entry barrier, and favorable government policies
Neutral	Stagnancy in the industry growth due to macro factors and lower incremental investments by Government/private companies
Negative	Unable to recover from low in the stable economic environment, adverse government policies affecting the business fundamentals and global challenges (currency headwinds and unfavorable policies implemented by global industrial institutions) and any significant increase in commodity prices affecting profitability.
Right Quality	
Positive	Sector leader, Strong management bandwidth, Strong financial track-record, Healthy Balance sheet/cash flows, differentiated product/service portfolio and Good corporate governance.
Neutral	Macro slowdown affecting near term growth profile, Untoward events such as natural calamities resulting in near term uncertainty, Company specific events such as factory shutdown, lack of positive triggers/events in near term, raw material price movement turning unfavourable
Negative	Weakening growth trend led by led by external/internal factors, reshuffling of key management personal, questionable corporate governance, high commodity prices/weak realisation environment resulting in margin pressure and deteriorating balance sheet
Right Valuation	
Positive	Strong earnings growth expectation and improving return ratios but valuations are trading at discount to industry leaders/historical average multiples, Expansion in valuation multiple due to expected outperformance amongst its peers and Industry up-cycle with conducive business environment.
Neutral	Trading at par to historical valuations and having limited scope of expansion in valuation multiples.
Negative	Trading at premium valuations but earnings outlook are weak; Emergence of roadblocks such as corporate governance issue, adverse government policies and bleak global macro environment etc warranting for lower than historical valuation multiple.

Source: Sharekhan Research

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