

## Corporate demand stays healthy...

**About the stock:** EIH Ltd is the flagship company of the Oberoi group that manages 33 hotels (~11 owned and 22 under management contract) with room inventory of ~4247 rooms.

- The company operates the hotels under the brands Oberoi - super luxury brand, Trident-five star brand and Maidens (heritage)
- EIH also provides catering/kitchen services to airlines and operates restaurants/lounges at airports and is also into air charter and car hire services

**Q2FY23 Results:** EIH reported a healthy operational performance for Q2FY23. However, exceptional loss restricted its profitability growth.

- Revenues were up 76% YoY, 3.9% QoQ to ₹ 355.7 crore (higher than I-direct estimate of ₹ 334.0 crore). It surpassed pre-Covid level revenues by 23.6%
- EBITDA margin was at 21.9%, higher than our estimate of 21.1%. It was also far higher than EBITDA margin of 5.7% in Q2FY20 and 11% during Q2FY19
- However, exceptional expenses of ₹ 13 crore mainly due to impairment in value of non-current investments led to the company reporting lower net profit of ₹ 27.2 crore vs. expected PAT of ₹ 40.2 crore. It declined 36% QoQ

**What should investors do?** The balance sheet provides strong immunity to weather the challenges while strategic property locations provide visibility to ride on the long-term tourism growth story.

- Hence, we remain positive on the company with **BUY** rating on the stock

**Target Price and Valuation:** We value EIH at ₹ 240 i.e. 31x FY24E EV/EBITDA.

### Key triggers for future price performance:

- Opening doors fully for foreign tourists (FTAs) from March 2022 to provide further fillip to leisure and business hotel room demand from FY23 onwards
- The recent venture into premium café business to lead to potential value unlocking of F&B segment in the long run. Strong b/s to support the growth
- Given the strong performance in a seasonally weak quarter, H2FY23 (i.e. peak season) is now looking more promising. We expect revenue CAGR of 32.3 during FY22-24E. Margins are expected to cross ~26% by FY24E driving strong profitability growth

**Alternate Stock Idea:** Apart from EIH, we also like Indian Hotels.

- It has the strong "Taj brand" in the premium segment along with having a larger presence in the midscale and economy segment
- BUY with a target price of ₹ 365/share



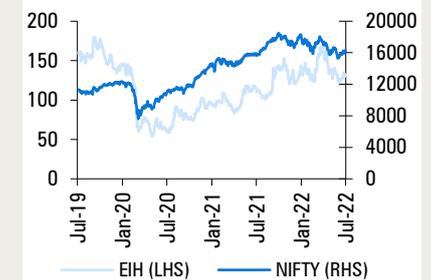
### Particulars

Particulars	Amount
Market Cap (₹ Crore)	11,819.1
Debt (FY22) (₹ Crore)	507.4
Cash & Bank (FY22) (₹ crore)	253.5
EV (₹ Crore)	12,073.1
52 week H/L	197 / 104
Equity capital (₹ crore)	125.1
Face value	₹ 2

### Shareholding pattern

(in %)	Dec-21	Mar-22	Jun-22	Sep-22
Promoter	35.7	35.7	35.7	35.7
FII	3.6	3.8	3.7	3.7
DII	14.0	13.9	13.9	14.4
Others	46.7	46.6	46.6	46.2

### Price Chart



### Key risks

- Any further imposition of restriction on travel
- The recent visa related issue may interrupt foreign tourist inflow in the medium term.

### Research Analyst

Rashes Shah  
rashes.shah@icicisecurities.com

Debotro Sinha  
debotro.sinha@icicisecurities.com

### Key Financial Summary

Key Financials	FY19	FY20	FY21	FY22	3 year CAGR (%)	FY23E	FY24E	2 year CAGR (%)
Net Sales	1811	1596	497	1034	-17.0	1591	1812	32.3
EBITDA	406	290	-292	15	-66.6	405	478	462.9
EBITDA (%)	22.4	18.2	-58.7	1.5		25.4	26.4	
PAT	194	163	-377	-59	-167.0	235	267	LP
EPS (₹)	3.1	2.6	-6.0	-0.9		3.8	4.3	
EV/EBITDA	29.9	42.1	-41.4	800.1		29.3	24.3	
D/E	0.2	0.2	0.2	0.2		0.1	0.1	
RoNW (%)	6.5	5.2	-12.2	-1.9		7.4	8.1	
RoCE (%)	9.6	5.7	-9.9	-1.5		9.5	11.7	

Source: Company, ICICI Direct Research

## Key performance highlights

- Occupancy levels inched up to 73% in September 2022 after staying at 68-69% for almost three months i.e. from June-August. For Q2, average occupancy came in at 70%, far better than occupancy of 64% recorded in Q2FY20 (pre-Covid). Similarly, ARR also remained firm at ₹ 11,467 vs. ₹ 11,066 during Q1 vs. ₹ 9,562/room during Q2FY20 (20% higher than pre-Covid level). Overall, RevPAR recorded healthy growth of 31% from pre-Covid levels for owned hotels
- Mumbai recorded the highest occupancy rate (73-75%) in August 2022, followed by New Delhi (69-71%) and Hyderabad (68-70%)
- Balance sheet strength helped in controlling the finance costs and obtaining low interest rates from banks. Weighted average cost of debt as on September 30, 2022 was 7.6%
- **Air catering business** – Many clients are foreign airlines. With the resumption of foreign travel, the company is expected to see healthy traction in the air catering business
- Room nights from foreign tourists has reached 35% of total room booking in September 2022. This segment is yet to see a full recovery
- **Reducing carbon footprint:** Solar plants with a total capacity of 3.0 MW at four different locations being commissioned, which is expected to generate 4.2 million units per annum

**Exhibit 1: Variance Analysis**

	Q2FY23	Q2FY23E	Q2FY22	YoY (%)	Q1FY23	QoQ (%)	Comments
Net Sales	355.7	334.0	201.6	76.4	342.4	3.9	
Other income	11.8	15.0	15.7	-24.7	14.6	-19.0	
Raw Material Expenses	41.0	41.8	30.5	34.2	38.0	7.7	
Employee cost	92.2	91.5	83.0	11.1	89.0	3.6	
Other Exp	144.6	130.3	100.4	44.1	136.1	6.2	
EBITDA	77.9	70.5	-12.3	LP	79.2	-1.7	
EBITDA Margin (%)	21.9	21.1	-6.1	NA	23.1	NA	
Interest	7.6	8.9	8.5	-9.9	8.2	-7.2	
Depreciation	28.7	29.5	28.4	0.9	28.9	-0.8	
PBT before exceptional ex	53.4	47.1	-33.5	LP	56.7	LP	
Exeptional exps	13.0	0.0	27.4	NA	0.0	0.0	
PBT	40.4	47.1	-60.9	NA	56.7	LP	
Tax Expenses	13.2	6.9	-10.5	-225.2	14.3	-7.9	
PAT	27.2	40.2	-50.4	LP	42.4	-35.9	
EPS	0.4	0.6	-0.8	LP	0.7	-35.9	

Source: Company, ICICI Direct Research

**Exhibit 2: Change in estimates**

(₹ Crore)	FY23E			FY24E			Comments
	Old	New	% Change	Old	New	% Change	
Revenue	1,591.3	1,591.3	0%	NA	1,811.8	NA	NA
EBITDA	385.1	404.9	5%	NA	478.2	NA	NA
EBITDA Margin (%)	22.9	25.4	NA	NA	26.4	NA	
PAT	218.4	235.1	8%	NA	267.5	NA	NA
EPS (₹)	3.5	3.8	8%	NA	4.3	NA	

Source: Company, ICICI Direct Research

## Key triggers for future price performance

**Benefit of efficiency measures now getting visible:** FY23 began on a strong note for the hotel sector in terms of growth and margin expansion. With the full reopening, corporate demand and MICE segment also joined the growth bandwagon in Q1FY23 while leisure continued to perform well. This, in turn, helped the company to raise room tariffs without disturbing demand. Further, the company utilised the long 18-24 months of the pandemic phase to structurally realign its cost base and become leaner in terms of costs. Hence, in our view, while FY23E would see efficiency led margin expansion, it would accelerate further with traction in room rates in FY24E

**To add 20 properties over next five years:** The company is adding 20 properties under owned and managed contracts to its portfolio over the next five years. Of these, four are in different stages of construction, five in the planning stage and 11 hotels including one serviced apartment in the active discussion stage.

Exhibit 3: Upcoming projects

	FY23	FY25	FY26	FY27
<b>Opening Soon</b>	<p>Club in Mumbai   Managed (November 2022)</p> <p>Restaurant in Mumbai   Leased (March 2023)</p>			
<b>Under Construction</b>		<p>The Oberoi Rajgarh Palace   Owned – 48 keys</p> <p>The Oberoi Bandavgarh   Managed – 24 keys</p>	<p>The Oberoi Kathmandu   Managed – 84 keys</p> <p>The Oberoi Wadi Safar, Saudi Arabia   Managed – 60 keys</p>	
<b>Planning Stage</b>		<p>The Oberoi Bardia   Managed – 18 keys</p>	<p>Trident Tirupati   Owned by subsidiary &amp; managed by EIH - 100 keys</p>	<p>The Oberoi Goa   Owned – 90 keys</p> <p>Trident Goa   Owned - 150 keys</p> <p>The Oberoi Al Zorah   Managed – 174 keys</p>

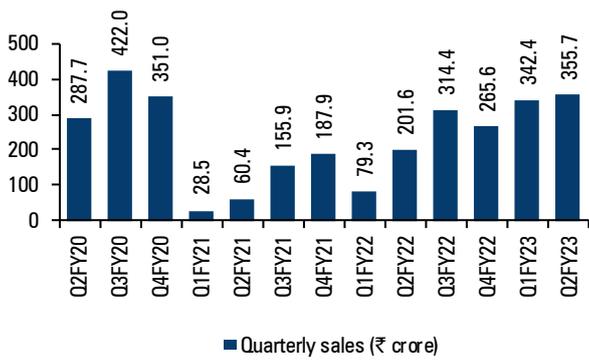
Source: Company, ICICI Direct Research

**Strong balance-sheet:** On the balance sheet front, the company is well placed as far as liquidity and debt is concerned with D/E being 0.2x. As the company derives majority of revenues from the domestic market with Mumbai and Delhi being the key revenue contributor, looking at the strong performance in the seasonally weak quarter, H2FY23 (i.e. peak season) is now looking more promising. This season will also have an advantage of influx of foreign tourists who generally visit India for long haul vacation.

**Valuation & Outlook:** With a strong balance sheet and strategic property locations across key destinations, the company is best positioned to ride on the long-term growth story. At the CMP of ₹ 189, the stock is trading at adjusted EV/room of ₹ 2.8 crore/adjusted room (i.e. at 35% of its fair value). Hence, we maintain our BUY recommendation with an unchanged target price of ₹ 240/share (i.e. @ 31x FY24E EV/EBITDA).

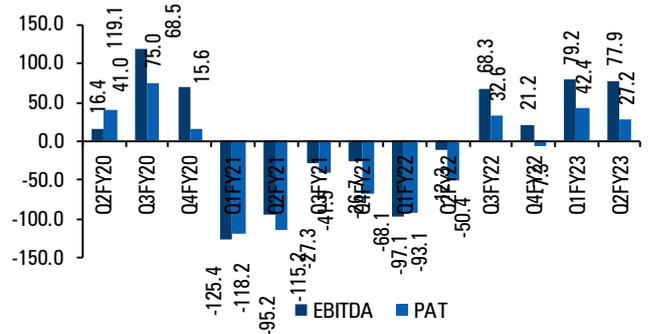
### Financial Story in Charts

Exhibit 4: Quarterly revenue trend



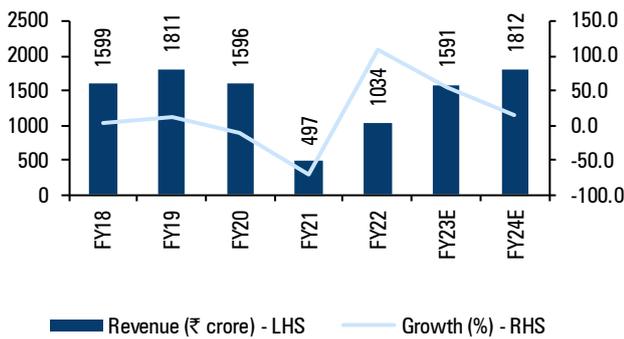
Source: Company, ICICI Direct Research

Exhibit 5: EBITDA & PAT trend



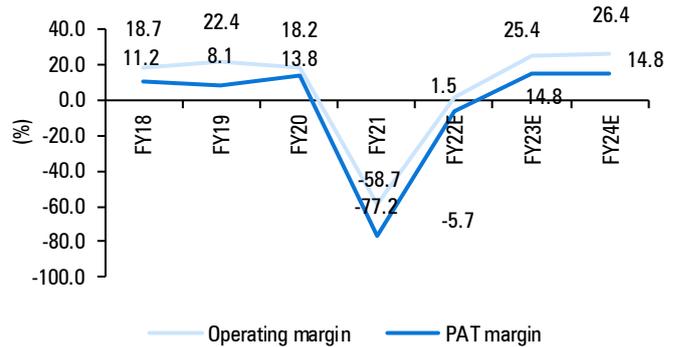
Source: Company, ICICI Direct Research

Exhibit 6: Expect revenue CAGR of 32.3% during FY22-24E on lower base



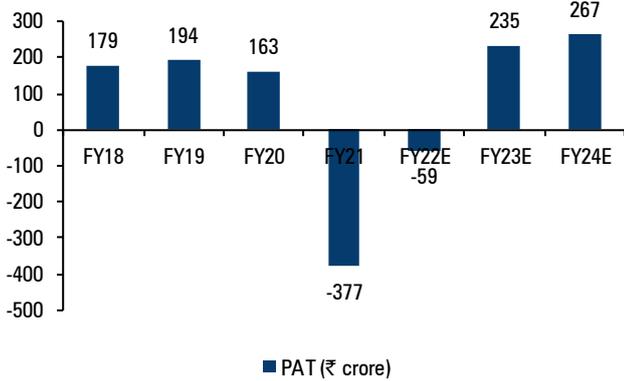
Source: Company, ICICI Direct Research

Exhibit 7: EBITDA margins to rebound in FY23E, stay healthy, going forward



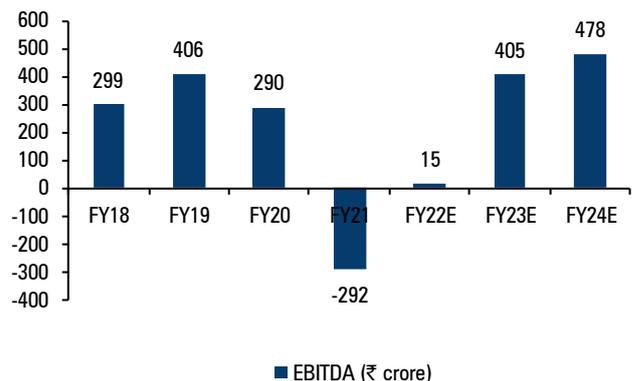
Source: Company, ICICI Direct Research

Exhibit 8: Profitability trend



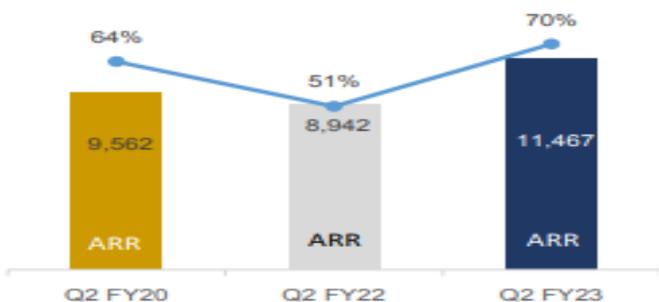
Source: Company, ICICI Direct Research

Exhibit 9: EBITDA trend over FY22-24E



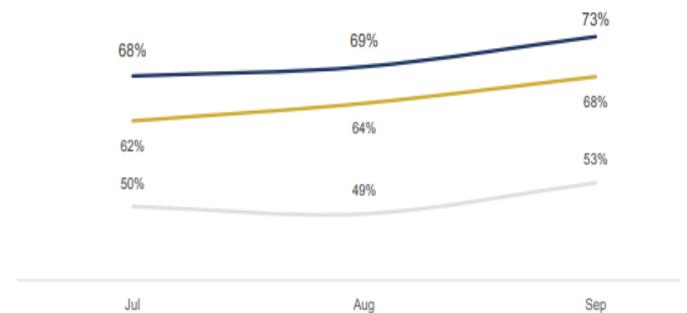
Source: Company, ICICI Direct Research

Exhibit 10: Quarterly occupancy & ARR



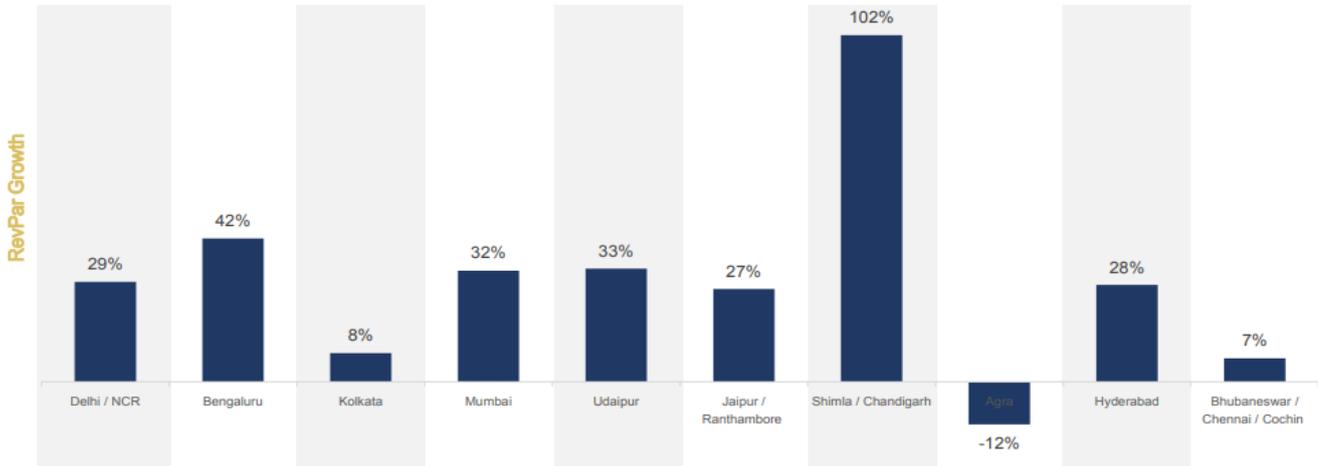
Source: Company, ICICI Direct Research

Exhibit 11: Monthly occupancy trend (%)



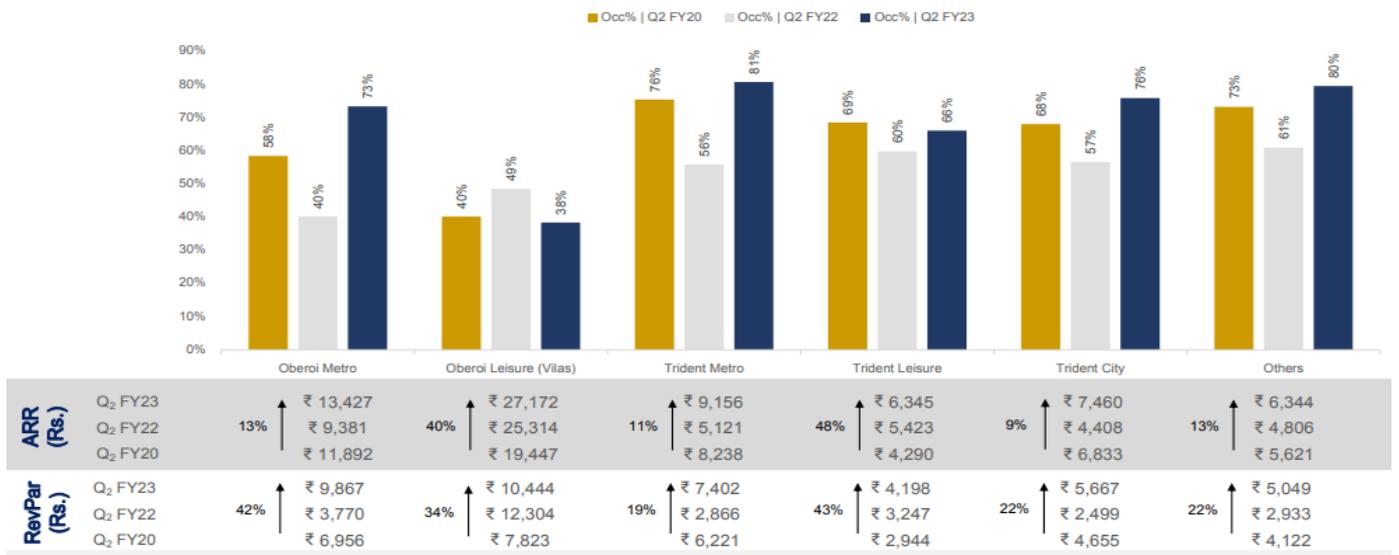
Source: Company, ICICI Direct Research

Exhibit 12: City-wise RevPAR growth at domestic hotels (Q2FY23 vs. Q2FY20)



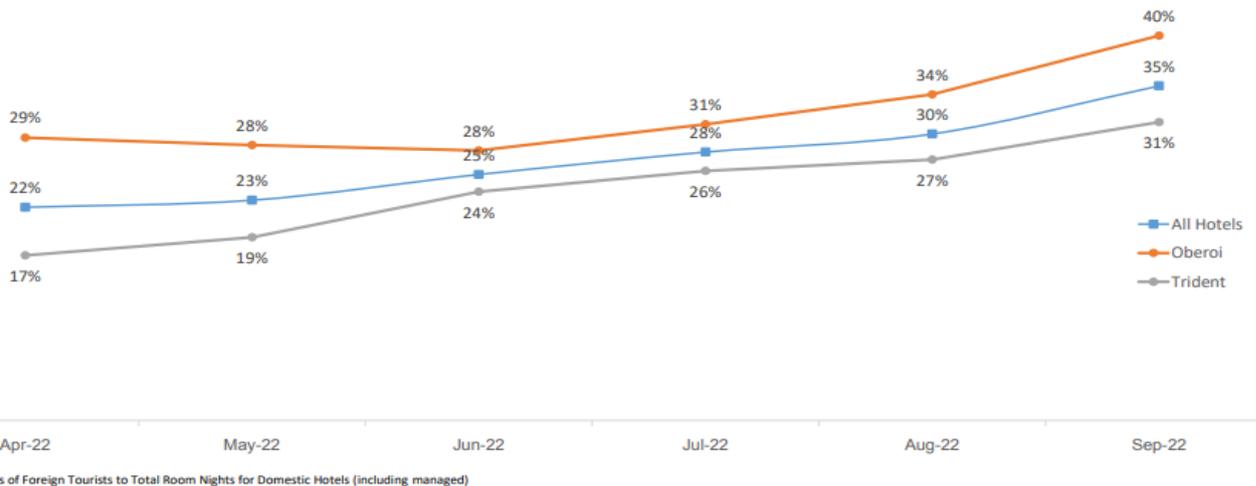
Source: Company, ICICI Direct Research

Exhibit 13: Brand wise quarterly trend in ARR and occupancies



Source: Company, ICICI Direct Research

Exhibit 14: Increasing room nights from foreign tourists



Source: Company, ICICI Direct Research

## Financial Summary

### Exhibit 15: Profit & Loss Account

(Year-end March)	FY20	FY21	FY22	FY23E	FY24E
<b>Total operating Income</b>	<b>1,596.3</b>	<b>497.1</b>	<b>1,034.5</b>	<b>1,591.3</b>	<b>1,811.8</b>
Growth (%)	-11.8	-68.9	108.1	53.8	13.9
Raw Material Expenses	199	75	140	215	245
Employee Expenses	469	352	362	399	419
Other Exp	637	362	517	573	670
Total Operating Expenditure	1,306.0	789.0	1,019.4	1,186.4	1,333.7
<b>EBITDA</b>	<b>290.3</b>	<b>-291.9</b>	<b>15.1</b>	<b>404.9</b>	<b>478.2</b>
Growth (%)	-28.5	-200.5	-105.2	2,583.1	18.1
Depreciation	146.5	132.7	139.5	136.8	136.8
Interest	55.6	45.7	46.7	29.9	16.1
Other Income	78.4	57.9	69.5	76.4	82.5
PBT	166.7	-412.4	-101.6	314.5	407.8
Others	-54.8	72.3	-16.3	-6.2	0.3
Total Tax	0.9	-100.9	-26.7	85.6	140.0
<b>Reported PAT</b>	<b>220.6</b>	<b>-383.8</b>	<b>-58.6</b>	<b>235.1</b>	<b>267.5</b>
Growth (%)	49.7	-274.0	NA	LP	LP
<b>Adjusted EPS (₹)</b>	<b>2.6</b>	<b>-6.0</b>	<b>-0.9</b>	<b>3.8</b>	<b>4.3</b>

Source: Company, ICICI Direct Research

### Exhibit 17: Balance Sheet summary

(Year-end March)	FY20	FY21	FY22	FY23E	FY24E
<b>Liabilities</b>					
Equity Capital	114.3	125.1	125.1	125.1	125.1
Reserve and Surplus	3,005.3	2,980.0	2,901.6	3,052.9	3,173.2
Total Shareholders funds	3,119.6	3,105.1	3,026.7	3,178.0	3,298.3
Total Debt	620.3	475.4	507.4	325.4	175.4
Deferred Tax Liability	76.1	41.4	33.0	41.4	41.4
Minority Interest / Others	99.7	94.4	97.4	97.4	97.4
<b>Total Liabilities</b>	<b>3,916</b>	<b>3,716</b>	<b>3,665</b>	<b>3,642</b>	<b>3,612</b>
<b>Assets</b>					
Gross Block	4,309.5	4,201.5	4,163.1	4,163.1	4,163.1
Less: Acc Depreciation	1,788.9	1,788.9	1,788.9	1,925.7	2,062.5
Net Block	2,520.5	2,412.5	2,374.2	2,237.4	2,100.6
Capital WIP	130.4	168.9	54.1	110.0	80.0
Total Fixed Assets	2,651.0	2,581.4	2,428.2	2,347.4	2,180.6
Goodwill on consolidation	370.1	360.9	376.8	360.9	360.9
Investments	613.0	564.4	523.9	564.4	564.4
Inventory	61.0	51.4	48.7	82.1	66.9
Debtors	205.7	77.8	115.7	174.4	198.6
Loans and Advances	149.6	144.2	0.0	0.0	0.0
Other Current Assets	93.0	63.1	244.4	137.5	224.8
Cash	212.2	205.1	253.5	281.5	385.3
Total Current Assets	721.5	618.1	803.7	816.8	1,017.0
Creditors	296.2	266.2	277.4	252.9	287.9
Provisions	151.4	150.2	198.5	202.3	230.3
Total Current Liabilities	447.5	416.4	475.9	455.2	518.2
Net Current Assets	274.0	201.7	327.8	361.7	498.8
Others Assets	7.7	7.7	7.7	7.7	7.7
<b>Application of Funds</b>	<b>3,916</b>	<b>3,716</b>	<b>3,665</b>	<b>3,642</b>	<b>3,612</b>

Source: Company, ICICI Direct Research

### Exhibit 16: Cash flow statement

(Year-end March)	FY20	FY21	FY22	FY23E	FY24E
Profit after Tax	220.6	-383.8	-58.6	235.1	267.5
Add: Depreciation	146.5	132.7	139.5	136.8	136.8
(Inc)/dec in Current Assets	236.9	172.9	-72.4	14.8	-96.3
Inc/(dec) in CL and Provisions	-4.7	-31.1	59.5	-20.7	63.1
<b>CF from operating</b>	<b>599.3</b>	<b>-109.3</b>	<b>68.0</b>	<b>366.0</b>	<b>371.1</b>
(Inc)/dec in Investments	0.0	0.0	0.0	0.0	0.0
(Inc)/dec in Fixed Assets	-549.3	-63.1	13.7	-55.9	30.0
Others	-41.3	-30.9	-21.2	24.3	0.0
<b>CF from investing</b>	<b>-590.7</b>	<b>-94.0</b>	<b>-7.5</b>	<b>-31.7</b>	<b>30.0</b>
Issue/(Buy back) of Equity	0.0	10.8	0.0	0.0	0.0
Inc/(dec) in loan funds	89.3	-144.9	32.1	-182.1	-150.0
Dividend paid & dividend tax	-66.2	0.0	0.0	-73.6	-147.2
Inc/(dec) in Sec. premium	0.0	338.9	0.0	0.0	0.0
Others	-16.5	19.5	-19.8	-10.2	0.0
<b>CF from financing</b>	<b>6.6</b>	<b>224.3</b>	<b>12.2</b>	<b>-265.8</b>	<b>-297.2</b>
Net Cash flow	-17.9	-7.1	48.4	28.0	103.9
Opening Cash	230.2	212.2	205.1	253.5	281.5
<b>Closing Cash</b>	<b>212.2</b>	<b>205.1</b>	<b>253.5</b>	<b>281.5</b>	<b>385.3</b>

Source: Company, ICICI Direct Research

### Exhibit 18: Ratio sheet

(Year-end March)	FY20	FY21	FY22	FY23E	FY24E
<b>Per share data (₹)</b>					
Adjusted EPS	2.6	-6.0	-0.9	3.8	4.3
Cash EPS	5.9	-4.0	1.3	5.9	6.5
BV	49.9	49.7	48.4	50.8	52.7
DPS	0.9	0.0	0.0	0.0	0.0
Cash Per Share	3.4	3.3	4.1	4.5	6.2
<b>Operating Ratios (%)</b>					
EBITDA Margin	18.2	-58.7	1.5	25.4	26.4
PAT Margin	13.8	-77.2	-5.7	14.8	14.8
Inventory days	13.8	41.2	17.7	15.0	15.0
Debtor days	47.0	57.1	40.8	40.0	40.0
Creditor days	67.7	195.5	97.9	58.0	58.0
<b>Return Ratios (%)</b>					
RoE	5.2	-12.2	-1.9	7.4	8.1
RoCE	5.7	-9.9	-1.5	9.5	11.7
RoIC	4.5	-14.7	-4.4	9.8	12.9
<b>Valuation Ratios (x)</b>					
P/E	54.4	0.0	0.0	51.1	44.9
EV / EBITDA	42.8	-42.1	812.5	29.8	24.7
EV / Net Sales	7.8	24.7	11.9	7.6	6.5
Market Cap / Sales	7.5	24.2	11.6	7.5	6.6
Price to Book Value	3.8	3.9	4.0	3.8	3.6
<b>Solvency Ratios</b>					
Debt/EBITDA	2.1	-1.6	33.6	0.8	0.4
Debt / Equity	0.2	0.2	0.2	0.1	0.1
Current Ratio	1.1	0.8	0.9	0.9	0.9
Quick Ratio	1.0	0.7	0.8	0.7	0.8

Source: Company, ICICI Direct Research

## RATING RATIONALE

ICICI Direct endeavours 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](mailto: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](mailto:research@icicidirect.com)

## ANALYST CERTIFICATION

I/We, Rashesh Shah (CA), Deboto Sinha (MBA) Research Analyst, 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 – INH00000990. 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](http://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 [icicidirect.com](http://icicidirect.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 or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the companies mentioned in the report in the past twelve months.

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 actual/ beneficial ownership of one percent or more or other material conflict of interest 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.