Sharekhan by BNP PARIBAS

Powered by the Sharekhan 3R Research Philosophy

APL Apollo Tubes Ltd

Decent Q1; Scaling up capacities

Building Material	Sharekhan code: APLAPOLLO
Reco/View: Buy ↔	CMP: **Rs. 1,480** / Price Target: **Rs. 1,720** ↑

↑ Upgrade ↔ Maintain ↓ Downgrade

3R MATRIX	+	=	-
Right Sector (RS)	✓		
Right Quality (RQ)	✓		
Right Valuation (RV)	✓		

+ Positive = Neutral – Negative

What has changed in 3R MATRIX

	Old		New
RS		↔	
RQ		↔	
RV		↔	

ESG Disclosure Score NEW

ESG RISK RATING 30.46

Updated Jun 08, 2023

High Risk

NEGL	LOW	MED	HIGH	SEVERE
0-10	10-20	20-30	30-40	40+

Source: Morningstar

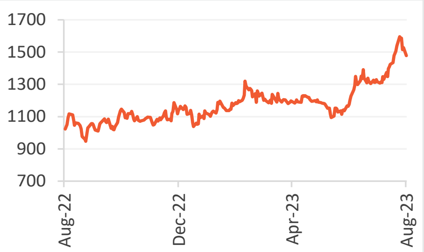
Company details

Market cap:	Rs. 41,039 cr
52-week high/low:	Rs. 1601/943
NSE volume: (No of shares)	5.6 lakh
BSE code:	533758
NSE code:	APLAPOLLO
Free float: (No of shares)	19.2 cr

Shareholding (%)

Promoters	30.6
FII	25.1
DII	12.7
Others	31.6

Price chart



Price performance

(%)	1m	3m	6m	12m
Absolute	13.0	24.6	24.9	44.5
Relative to Sensex	12.0	17.8	16.1	32.4

Sharekhan Research, Bloomberg

Summary

- Q1 consolidated PAT of Rs. 194 crore (down 4% q-o-q) was below our estimate due to a miss in the margin, higher interest cost partially offset by higher other income and lower depreciation. Inline volume of 662kt (up 57%/2% y-o-y/q-o-q).
- EBITDA margin declined by 6.5% q-o-q to Rs4,645/tonne (8% below our estimate) due to inventory loss and impact of channel destocking. Adjusting for inventory loss, operating profit would have stood at Rs375-380 crore, which implies 14-16% q-o-q growth. Also, excluding (ABPL) EBITDA per tonne was at Rs5,700/tonne.
- Management hinted toward sustainable, strong volume/margin-led earnings growth over FY24-26. EBITDA guidance of Rs1,400-1,500 crore/Rs2,500 crore for FY24/FY25 implies 56% CAGR over FY24-25 and is higher than our EBITDA CAGR estimate of 45% over the same period. Thus, a faster Raipur ramp-up provides an upside to our earnings estimate.
- We maintain Buy on APL with a revised PT of Rs. 1,720. A strong earnings growth outlook high RoE/RoCE of 34%/42% in FY25E would narrow the valuation gap with listed peers and makes the risk-reward scenario favourable. APL trades at 27.5x its FY2025E EPS.

APL Apollo Tubes Limited's (APL) Q1FY24 results were below our expectations as inventory loss and channel destocking led to an 8% miss in EBITDA margin at Rs4645/tonne (down 6.5% q-o-q) while volume of 662kt (up 57%/2% y-o-y/q-o-q) was in-line with estimates. Thus, consolidated operating profit/PAT of Rs. 307 crore/Rs194 crore, down 5%/4% q-o-q, was 8%/7% below our estimate of Rs332 crore/Rs208 crore. The management indicated that in the absence of inventory loss, the company's EBITDA would have been at Rs375-380 crore, which implies 14-16% q-o-q growth. APL normally maintains an inventory of 70-80k tonnes and steel price declined by Rs5,500/tonne q-o-q thus, we estimate an inventory loss of Rs39-44 crore.

Key positives

- Robust volume growth of 57% y-o-y to 662 kt.
- Improvement in VAP mix to 57% versus 54% in Q4FY23.

Key negatives

- Miss of 8% in EBITDA margin to Rs4645/tonne, down 6.5% q-o-q.

Management Commentary

- EBITDA guidance of Rs1,400-1,500 crore/Rs2500 crore for FY24/FY25 on volume of 2.8-3mmt/3.6-4 mmt. This implies an EBITDA margin of Rs5000/Rs6250 per tonne on the upper end of volume guidance. FY26 volume guidance of 4.6-5mmt.
- Raipur's new narrow section capacity of 400kt is expected to be commissioned in the next 1-1.5 months. Management expects 0.5-0.6 million tonnes of volume from the Raipur plant for FY24. Rairpur margin to stabilise at Rs6000/tonne from Q3FY24.
- Capacity expansion to 4.8 mtpa (excluding 0.2mtpa East India capacity) by March 2024 at capex of Rs300 crore for the next three quarters. Capex of Rs180 crore already spent in Q1FY24.
- Capacity break-up – APL/Raipur/Dubai/East India 3.1 mtpa/1.4 mtpa/0.3 mtpa/0.2 mtpa. Capacity addition break-up – 0.6mtpa existing brownfield/0.3 mtpa Raipur//0.3 mtpa Dubai/0.2 mtpa East India.
- Vision 2025/2030 – Target of 5mtpa/10 mtpa of capacity. 2025 vision includes – 80% capacity utilisation, revenue/EBITDA growth of 2x/2.5x, VAP mix of 70% (versus 57% currently) and 10% export sales share.

Revision in estimates: We maintain our FY24-25 earnings estimate.

Our Call

Valuation – Maintain Buy on APL with a revised PT of Rs. 1,720: APL's presence in a niche business, first-mover advantage (introduction of innovative, first-of-its-kind products) in structural steel tubes space, and improved earnings quality (better margin/RoE profile) could help reduce the valuation gap with other listed building material companies (APL trades at 27.5x its FY2025E EPS as compared to the valuation of 74x for players such as Astral Limited). We expect APL to sustain a high earnings growth momentum (expect EBITDA/PAT CAGR of 45%/52% over FY2023-FY2025E), supported by robust double-digit volume growth and margin expansion. Hence, we maintain a Buy rating on APL with a revised price target (PT) of Rs. 1,720 (32x FY25E EPS).

Key Risks

A delayed recovery in demand from construction and infrastructure projects could hurt the earnings outlook. Any intensifying competition from well-established steel companies could affect APL's volume growth and the working capital cycle.

Valuation (Consolidated) Rs cr

Particulars	FY22	FY23	FY24E	FY25E
Revenue	13,063	16,166	21,335	29,250
OPM (%)	7.2	6.3	7.0	7.4
Adjusted PAT	557	642	979	1,491
% YoY growth	54.7	15.2	52.6	52.2
Adjusted EPS (Rs.)	20.1	23.2	35.3	53.8
P/E (x)	73.6	63.9	41.9	27.5
P/B (x)	18.1	13.6	10.8	8.2
EV/EBITDA (x)	39.4	36.7	24.8	16.7
RoNW (%)	28.2	24.4	28.7	33.7
RoCE (%)	30.8	25.3	32.3	41.6

Source: Company; Sharekhan estimates

Decent Q1; earnings miss estimates on lower margin

Q1FY24 results were below our estimate with a miss of 8% in consolidated operating profit at Rs307 crore (up 58.4% y-o-y; down 4.8% q-o-q) due to lower-than-expected EBITDA margin of Rs4645/tonne (down 6.5% q-o-q and 8% below our estimate of Rs5023/tonne). The sequential decline in margin was on account of 5.5% q-o-q contraction in gross margin to Rs9,436/tonne due to inventory loss given the fall in the steel price and impact of channel destocking given volatility in steel price. Blended EBITDA margins declined by 7%/10%/9% q-o-q for Apollo Structural/Apollo Z/Apollo Galv to Rs3,756/Rs6,471/Rs6,196 per tonne. However, the mix of value-added products improved to 57% versus 54% in Q4FY23 as the share of general structures (commodity products) decline to 43% (versus 46% in Q4FY23). Volume grew strongly by 57% y-o-y (up 2% q-o-q) to 662kt, led by strong y-o-y growth across existing product categories and ramp-up at the new Raipur plant. Consolidated PAT of Rs. 194 crore (up 60.5% y-o-y; down 4.1% q-o-q) was 7% below our estimate due to a miss in the margin, higher interest cost partially offset by higher other income and lower depreciation.

Q1FY2024 conference call highlights

- **Volume/EBITDA guidance:** Management broadly maintained its sales volume guidance of 2.8-3mmt/3.6-4 mmt/4.6-5mmt for FY24/FY25/FY26 and expects EBITDA of Rs1400-1500 crore/Rs2500 crore for FY24/FY25. Management's EBITDA guidance implies a margin of Rs5,000/Rs6,250 per tonne for FY24/FY25 on the upper end of volume guidance.
- **EBITDA break:** APL 3.1 mtpa capacity with a margin of Rs4500/tonne would provide EBITDA of Rs1400 crore, Dubai at the capacity of 0.3 mtpa with EBITDA margin of Rs10000/tonne would give EBITDA of Rs300 crore, ABPL 1.2 mtpa capacity with EBITDA margin of Rs7000/tonne would mean EBITDA contribution of Rs840 crore and AMPL capacity of Rs0.4 mtpa would result into EBITDA of Rs400 crore. Thus, total EBITDA would be at Rs3000 crore, and management is conservatively guiding for Rs2500 crore for FY25.
- **Capex guidance:** The capex to expand capacity to 4.8 mtpa by March 2024 would be ~Rs500 crore, and out of that APL has spent Rs180 crore in Q1FY24. Thus, the remaining three-quarters of FY24 would see capex spending of Rs300-320 crore. The company plans to further expand capacity to 10 mtpa by 2030.
- **Raipur plant update:** The plant is operating at 30% utilisation and the target is to take it to 40-50% in FY24. The company plans to commission its new narrow section capacity of 400kt in the next 1-1.5 months. Only one line of galvanisation under process and a narrow section capacity of 400kt would become operational once that is done. Out of the 1 mtpa added at the Raipur plant, 600kt is fully operational and is for heavy structural tubes and coated products. Raipur volume stood at 75kt in Q1FY24 and expected to ramp-up to 100kt/150kt/175-200kt in Q2FY24/Q3FY24/Q4FY24. Thus, Raipur volumes are expected at 0.5-0.6 mn tonnes for FY24. Gross spreads are good at Raipur, but EBITDA per tonne is lower at Rs4000/tonne due to only 30% utilisation. Once utilisation improves the EBITDA is also expected to increase to Rs6000-7000/tonne.
- **Railway orders:** The entire railway station work is divided into four parts – 1) station building, foot over bridges, ceiling & roofing, and office complexes. The bulk of the steel consumption would be for station buildings and office complexes. The foot-over bridges and ceiling & roofing will require 100% tubular steel, while APL is trying to convince contractors to build station buildings and office complexes using tubular steel. APL has already supplied 2000 tonnes of material for Tirupati Railway stations. Railway stations to the tune of 1275 are up for redevelopment, providing a massive volume opportunity for APL.
- **Other updates** – 1) Gross debt of Rs. 950 crore and cash of Rs650 crore and net debt increased to Rs280 crore versus Rs240 crore in Q4FY23, 2) Excluding (ABPL) EBITDA per tonne was at Rs5700/tonne, 3) state incentive for Raipur plant of Rs500 crore has been already allotted and expect another Rs500 for phase-2 capacity expansion, 4) target of 70% volume mix post capacity expansion to 5 mtpa, 5) market share of 60% in Indian structural steel tube market, 6) Net working capital cycle remain low at 6 days.

Results (Consolidated) Rs cr

Particulars	Q1FY24	Q1FY23	YoY (%)	Q4FY23	QoQ (%)
Revenue	**4,545**	**3,439**	**32.2**	**4,431**	**2.6**
Total Expenditure	4,238	3,245	30.6	4,108	3.2
Operating profit	**307**	**194**	**58.4**	**323**	**-4.8**
Other Income	22	8	160.5	18	20.7
Interest	27	10	171.9	25	9.0
Depreciation	41	29	39.4	47	-12.6
PBT	261	163	60.1	269	-3.1
Tax	67	42	59.2	67	-0.2
Reported PAT	**194**	**121**	**60.5**	**202**	**-4.1**
Equity Cap (cr)	27.7	27.7		27.7	
Reported EPS (Rs)	7.0	4.4	60.5	7.3	-4.1
Margins (%)			**BPS**		**BPS**
OPM	6.8	5.6	112	7.3	-53
Effective tax rate	25.8	25.9	-15	25.0	75
NPM	4.3	3.5	75	4.6	-29

Source: Company, Sharekhan Research

Key operating metrics

Particulars	Q1FY24	Q1FY23	YoY (%)	Q4FY23	QoQ (%)
Volume (kt)	662	423	56.5%	650	1.8%
Realisation (Rs/tonne)	68,706	81,330	-15.5%	68,199	0.7%
Gross margin (Rs/tonne)	9,436	10,573	-10.7%	9,986	-5.5%
EBITDA margin (Rs/tonne)	4,645	4,587	1.3%	4,970	-6.5%

Source: Company, Sharekhan Research

Product-wise volume performance kt

Particulars	Q1FY24	Q1FY23	y-o-y (%)	Q4FY23	q-o-q (%)
Apollo Structural	**442**	**257**	**72.0**	**449**	**-1.6**
Heavy Structures	45	33	36.5	39	14.7
Super Heavy Section	4	0	NA	2	NA
Light Structures	111	59	88.7	108	2.2
General Structures	282	165	70.5	299	-5.9
Apollo Z	**189**	**148**	**27.5**	**173**	**9.2**
Rust-proof structures	170	141	20.5	163	3.8
Coated products	19	7	160.6	10	101.3
Apollo Galv	**30**	**18**	**73.7**	**27**	**11.4**
Total volume (kt)	**662**	**423**	**56.5**	**650**	**1.8**
VAP mix (%)	**57.4**	**60.9**	**-350**	**53.9**	**348**

Source: Company, Sharekhan Research

Product-wise EBITDA margin performance Rs. /tonne

Particulars	Q1FY24	Q1FY23	y-o-y (%)	Q4FY23	q-o-q (%)
Apollo Structural					
Heavy Structures	7,711	7,028	9.7	8,437	-8.6
Super Heavy Section	8,777	0	NA	9,604	NA
Light Structures	5,775	5,081	13.7	6,256	-7.7
General Structures	2,252	1,614	39.5	2,612	-13.8
Apollo Z					
Rust-proof structures	6,749	7,224	-6.6	7,327	-7.9
Coated products	4,044	0	NA	4,424	-8.6
Apollo Galv	**6,196**	**5,005**	**23.8**	**6,780**	**-8.6**
Overall EBITDA margin (Rs/tonne)	**4,645**	**4,587**	**1.3**	**4,970**	**-6.5**

Source: Company, Sharekhan Research

Outlook and Valuation

■ Sector view - Structural steel tubes market size to report a 17% CAGR over 2019-2030E, as demand from construction projects soars

Structural steel tubes market has posted a 7% CAGR over 2017-2019 and is estimated at ~4 million tonnes in CY2019. The demand outlook seems robust, supported by the government's focus on infrastructure spending and rising applications of structured steel in housing and commercial buildings. With strong demand, we expect the share of structured steel in India's overall steel consumption pie to increase significantly to 10% by CY2030 from 4% in CY2019. Overall, we expect the structural steel tubes market to post a 17% CAGR over 2019-2030E and reach ~22 million tonne by CY2030E.

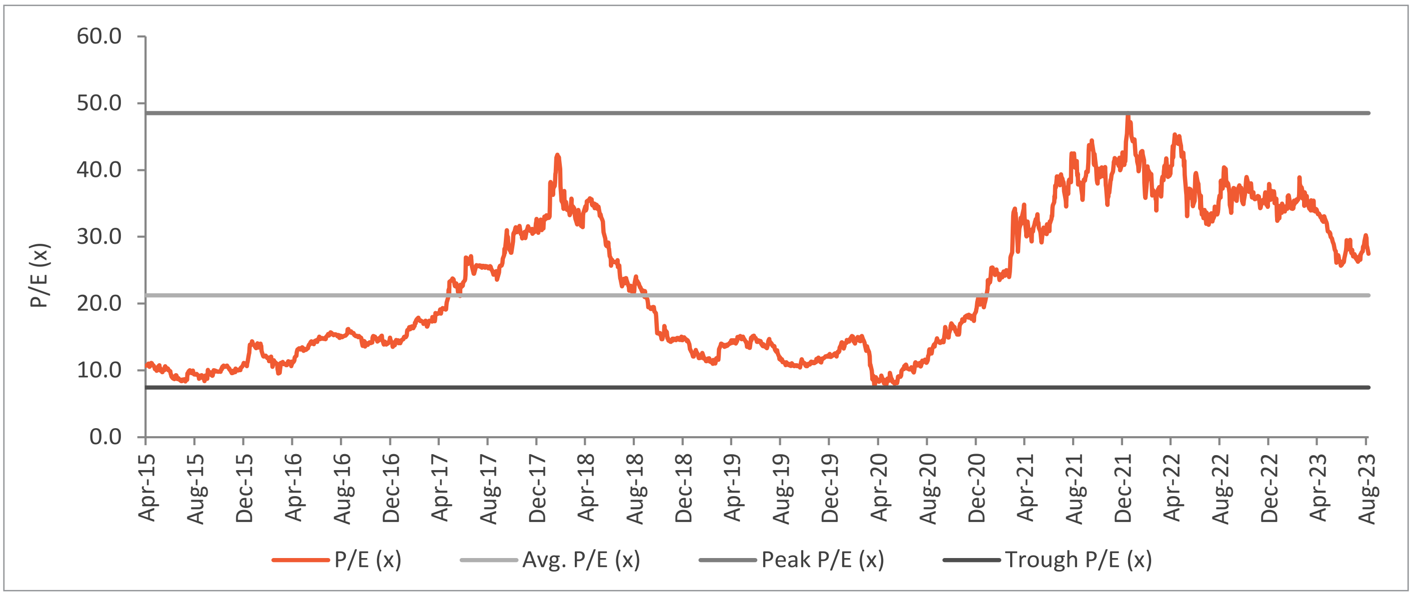
■ Company outlook - Earnings to rise sustainably, led by structural volume growth drivers and a potential margin rise

Volumes reported a 16% CAGR over FY2017 to FY2023, led by market share gains supported by capacity expansion. Given a fragmented industry structure, demand drivers for structural steel tubes and weak competition would help APL expand its market share in the next few years. Hence, we expect a robust 31% volume CAGR over FY2023-FY2025E and reach 3.9 million tonnes by FY2025E. Moreover, premiumisation and cost reduction would drive up EBITDA margins to Rs. 5,040/Rs. 5,515 per tonne in FY24E/FY25E versus ~Rs. 4,480/tonne in FY23, with scope for further improvement as the share of VAP is likely to increase further from 56% in FY2023. Industry-leading volume growth and strong margins will likely result in sustained outperformance in earnings (expect a 52% PAT CAGR over FY2023-FY2025E) versus peers in the medium to long term.

■ Valuation - Maintain Buy on APL with a revised PT of Rs. 1,720

APL's presence in a niche business, first-mover advantage (introduction of innovative, first-of-its-kind products) in structural steel tubes space, and improved earnings quality (better margin/RoE profile) could help reduce the valuation gap with other listed building material companies (APL trades at 27.5x its FY2025E EPS as compared to the valuation of 74x for players such as Astral Limited). We expect APL to sustain a high earnings growth momentum (expect EBITDA/PAT CAGR of 45%/52% over FY2023-FY2025E), supported by robust double-digit volume growth and margin expansion. Hence, we maintain a Buy rating on APL with a revised price target (PT) of Rs. 1,720 (32x FY25E EPS).

One-year forward P/E (x) band



Source: Sharekhan Research

About company

APL is the largest structural tube manufacturer in India, with a market share of 50%. The company has consistently expanded its capacity from 53,000 TPA in FY2006 to 3.6 MTPA in FY2023 through the organic and inorganic routes. The company plans to expand its capacity to 5mtpa/10mtpa by FY25/FY30. APL is present across India with plants in northern, western, central, and southern regions. The company also has a distribution network of 800 distributors and over 50,000 retailers. The company derives 48% of its volume from building material housing, 26% from building material commercial, 21% from infrastructure, and 5% from industrial and agricultural sectors.

Investment theme

Structural steel share in overall steel consumption in India is one of the lowest in the world at ~4% in FY2020 as compared to a global average of 9-10%. With rising demand from housing and infrastructure projects, we expect the structural steel market to witness a 10% CAGR over FY2021P-FY2024E and reach 5mt by FY2024E. APL, a market leader in the segment, would be the key beneficiary of rising demand and potential market share gain over the next few years. Thus, we expect sustained volume/margin improvement led strong earnings growth for APL over medium to long term.

Key Risks

- Any rise in competition from well-established steel companies could impact volume growth and the working capital cycle.
- Delayed recovery in demand from construction and infrastructure projects could hurt the earnings outlook.

Additional Data

Key management personnel

Sanjay Gupta	Chairman
Arun Agarwal	Chief Operating Officer
Deepak Kumar Goyal	Chief Financial Officer

Source: Company

Top 10 shareholders

Sr. No.	Holder Name	Holding (%)
1	KITARA PIIN 1101	6.67
2	Capital Group Cos Inc/The	6.23
3	K India Opportunities Fund Ltd	2.39
4	Vanguard Group Inc/The	1.94
5	Sampat Sameer Mahendra	1.92
6	Tata AIA Life Insurance Co Ltd	1.77
7	DSP Investment Managers Pvt Ltd	1.76
8	Kotak Mahindra Asset Management Co	1.49
9	BlackRock Inc	1.03
10	L&T Mutual Fund Trustee Ltd/India	1.02

Source: Bloomberg

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 detoriating 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

Sharekhan

by BNP PARIBAS

DISCLAIMER

This information/document has been prepared by Sharekhan Ltd. (SHAREKHAN) and is intended for use only by the person or entity to which it is addressed to. This Document may contain confidential and/or privileged material and is not for any type of circulation and any review, retransmission, or any other use is strictly prohibited. This information/ document is subject to changes without prior notice.

Recommendation in reports based on technical and derivatives analysis is based on studying charts of a stock's price movement, trading volume, outstanding positions, as opposed to focusing on a company's fundamentals and as such, may not match with a report on a company's fundamentals. However, this would only apply for information/document focused on technical and derivatives research and shall not apply to reports/documents/information focused on fundamental research.

This information/document does not constitute an offer to sell or solicitation for the purchase or sale of any financial instrument or as an official confirmation of any transaction. Though disseminated to all customers who are due to receive the same, not all customers may receive this report at the same time. SHAREKHAN will not treat recipients as customers by virtue of their receiving this information/report.

The information contained herein is obtained from publicly available data or other sources believed to be reliable and SHAREKHAN has not independently verified the accuracy and completeness of the said data and hence it should not be relied upon as such. While we would endeavour to update the information herein on reasonable basis, SHAREKHAN, its subsidiaries and associated companies, their directors and employees ("SHAREKHAN and affiliates") are under no obligation to update or keep the information current. Also, there may be regulatory, compliance, or other reasons that may prevent SHAREKHAN and affiliates from doing so. This document is prepared for assistance only and is not intended to be and must not alone be taken as the basis for an investment decision. Recipients of this report should also be aware that past performance is not necessarily a guide to future performance and value of investments can go down as well. The user assumes the entire risk of any use made of this information. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved) and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. We do not undertake to advise you as to any change of our views. Affiliates of Sharekhan may have issued other recommendations/ reports that are inconsistent with and reach different conclusions from the information presented in this recommendations/report.

This information/recommendation/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 SHAREKHAN 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.

The analyst certifies that the analyst might have dealt or traded directly or indirectly in securities of the company and that all the views expressed in this document accurately reflect his or her personal views about the subject company or companies and its or their securities and do not necessarily reflect those of SHAREKHAN. The analyst and SHAREKHAN further certifies that either he or his relatives or Sharekhan associates might have direct or indirect financial interest or might have actual or beneficial ownership of 1% or more in the securities of the company at the end of the month immediately preceding the date of publication of the research report. The analyst and SHAREKHAN encourages independence in research report/ material preparation and strives to minimize conflict in preparation of research report. The analyst and SHAREKHAN does not have any material conflict of interest or has not served as officer, director or employee or engaged in market making activity of the company. The analyst and SHAREKHAN has not been a part of the team which has managed or co-managed the public offerings of the company, and no part of the analyst's compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this document. Sharekhan Ltd or its associates or analysts have not received any compensation for investment banking, merchant banking, brokerage services or any compensation or other benefits from the subject company or from third party in the past twelve months in connection with the research report.

Either SHAREKHAN or its affiliates or its directors or employees / representatives / clients or their relatives may have position(s), make market, act as principal or engage in transactions of purchase or sell of securities, from time to time or may be materially interested in any of the securities or related securities referred to in this report and they may have used the information set forth herein before publication. SHAREKHAN may from time to time solicit from, or perform investment banking, or other services for, any company mentioned herein. Without limiting any of the foregoing, in no event shall SHAREKHAN, any of its affiliates or any third party involved in, or related to, computing or compiling the information have any liability for any damages of any kind.

Forward-looking statements (if any) are provided to allow potential investors the opportunity to understand management's beliefs and opinions in respect of the future so that they may use such beliefs and opinions as one factor in evaluating an investment. These statements are not a guarantee of future performance and undue reliance should not be placed on them. Such forward-looking statements necessarily involve known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or result expressed or implied by such forward-looking statements. Sharekhan/its affiliates undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws. The reader/investors are cautioned not to place undue reliance on forward-looking statements and use their independent judgement before taking any investment decision.

Investment in securities market are subject to market risks, read all the related documents carefully before investing. The securities quoted are for illustration only and are not recommendatory. Registration granted by SEBI, and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Client should read the Risk Disclosure Document issued by SEBI & relevant exchanges and the T&C on www.sharekhan.com

---

Registration and Contact Details: Name of Research Analyst - Sharekhan Limited, Research Analyst Regn No.: INH000006183. CIN): - U99999MH1995PLC087498. Registered Office: The Ruby, 18th Floor, 29 Senapati Bapat Marg, Dadar (West), Mumbai – 400 028, Maharashtra, INDIA. Tel: 022-6115000.

Correspondence/Administrative Office: Gigaplex IT Park, Unit No 1001, 10th Floor, Building No.9, TTC Industrial Area, Digha, Airoli-West, Navi Mumbai – 400 708. Tel: 022 61169000 / 61150000, Fax No. 61169699.

Other registrations of Sharekhan Ltd.: SEBI Regn. Nos.: BSE / NSE / MSEI (CASH / F&O / CD) / MCX - Commodity: INZ000171337; DP: NSDL/ CDSL-IN-DP-365-2018; PMS: INP000005786; Mutual Fund: ARN 20669.

Compliance Officer: Ms. Binkle Oza; Tel: 022-62263303; email id: complianceofficer@sharekhan.com

For any complaints/grievance, email us at igc@sharekhan.com or you may even call Customer Service desk on - 022- 41523200/022 - 33054600