

November 8, 2024

Q2FY25 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Current		Previous	
	FY26E	FY27E	FY26E	FY27E
Rating	HOLD		HOLD	
Target Price	761		836	
Sales (Rs. m)	42,088	45,958	43,355	47,358
% Chng.	(2.9)	(3.0)		
EBITDA (Rs. m)	11,588	12,816	12,117	13,166
% Chng.	(4.4)	(2.7)		
EPS (Rs.)	20.8	23.8	23.4	24.0
% Chng.	(11.0)	(0.5)		

Key Financials - Standalone

Y/e Mar	FY24	FY25E	FY26E	FY27E
Sales (Rs. m)	35,781	38,575	42,088	45,958
EBITDA (Rs. m)	9,495	10,682	11,588	12,816
Margin (%)	26.5	27.7	27.5	27.9
PAT (Rs. m)	7,295	8,168	9,077	10,408
EPS (Rs.)	16.7	18.7	20.8	23.8
Gr. (%)	(2.6)	12.0	11.1	14.7
DPS (Rs.)	12.0	9.0	12.0	13.0
Yield (%)	1.8	1.3	1.8	1.9
RoE (%)	30.7	31.5	31.0	31.0
RoCE (%)	31.2	32.4	31.7	31.4
EV/Sales (x)	8.1	7.4	6.7	6.0
EV/EBITDA (x)	30.5	26.8	24.3	21.6
PE (x)	40.1	35.8	32.2	28.1
P/BV (x)	12.0	10.7	9.4	8.1

Key Data

EMAM.BO | HMN IN

52-W High / Low	Rs.860 / Rs.417
Sensex / Nifty	79,486 / 24,148
Market Cap	Rs.294bn/ \$ 3,486m
Shares Outstanding	439m
3M Avg. Daily Value	Rs.416.87m

Shareholding Pattern (%)

Promoter's	54.84
Foreign	14.38
Domestic Institution	21.51
Public & Others	9.27
Promoter Pledge (Rs bn)	4.47

Stock Performance (%)

	1M	6M	12M
Absolute	(9.4)	25.3	31.2
Relative	(7.0)	15.8	7.2

Amnish Aggarwal

amnishaggarwal@plindia.com | 91-22-66322233

Hasti Savla

hastisavla@plindia.com |

Vishwa Solanki

vishwasolanki@plindia.com | 91-22-66322244

Watch for winter onset and brands under stress

Quick Pointers:

- Favorable and strong winter could boost winter portfolio
- 20% of portfolio under Kesh King, Fair & Handsome and Boroplus is under pressure, HMN needs recovery in these brands to sustain double digit growth

HMN's near-term outlook appears positive, supported by an uptick in rural markets, favorable seasonal conditions, and stable raw material prices. A strong winter season could drive 2H sales, benefiting from both the winter portfolio's performance, a low base and anticipated uptick in rural demand. Emami is also experiencing a positive recovery in general trade across rural and urban areas, while modern trade and e-commerce channels are the fastest-growing (26% share) led by quick commerce.

We cut FY25/FY26/FY27 EPS estimates by 9.7%/11.0%/0.5% given 1) sustained pressure on Kesh King, Boroplus & Fair and Handsome 2) limited scope to increase margins and 3) higher spending to push for growth in troubled brands. While near term outlook seems positive, the stock has appreciated by ~60% in past 9 months and trades at 30.8x Sep'26 EPS. We estimate 13% PAT CAGR over FY25-27 and value the stock at 35x Sep'26 assigning a value of Rs761 (Rs.831 earlier). Retain Hold.

Tepid 2Q led by 1.3% realization: Revenues grew by 3% YoY to Rs8.9bn (PLe: Rs9.16bn) Domestic revenues increased by 2.6% driven by 1.7% volume growth while International business grew by 6% Gross margins expanded by 61bps YoY to 70.7% (PLe: 70%) EBITDA grew by 7.2% YoY to Rs2.5bn (PLe: Rs.2.2bn); Margins expanded by 111bps YoY to 28.1% (PLe:27.2%) led by 150bps decline in A&P spends & 90bps increase in employee costs. Adj PAT grew by 19.1% YoY to Rs2.1bn (PLe:Rs 1.9bn), PAT beat has been mainly due to nearly doubling of other income and decline in tax rate by 390bps to 4.2%. Growth was led by 10% growth in Navratna & Dermi-cool, followed by 11% growth in Healthcare, 2% growth in Boroplus cream & 5% growth in pain management range. Kesh King (9% de-growth), & Male-grooming (13% de-growth) continue to remain under pressure

Concall takeaways: 1) HMN expects high single digit revenue growth & double-digit EBITDA margin in FY25 2) Rural markets slightly grew ahead of urban markets 3) MT/E-comm account for 26% of distribution channels are likely to grow going ahead 4) Bangladesh will witness growth 3Q onwards 5) Boroplus is expected to achieve double-digit growth for FY25 if winter conditions are favorable; otherwise, growth is anticipated to be around 8-9% for the year 6) Kesh King continues to remain under pressure and growth will take time, current ad spends are done disproportionately 7) In spite of existing pressures, HMN continues to remain bullish on Kesh King as it believes hair care/hair fall as a category has big potential 8) The Man Company & Male Grooming will make a comeback soon 9) HMN will continue to invest behind business through ad spends as margins continue expanding 10) Re-launched Fair & Handsome with packaging overhaul & new brand ambassador 11) HMN has engaged BCG for growth of Kesh King & Boroplus

Exhibit 1: Revenues grew by 3%, EBITDA margin expanded by 110bps YoY to 28.1%.

Y/e March	2QFY25	2QFY24	YoY gr. (%)	1QFY25	1HFY25	1HFY24	YoY gr. (%)
Net Sales	8,906	8,649	3.0	9,061	17,967	16,905	6.3
Gross Profit	6,296	6,061	3.9	6,131	12,427	11,462	8.4
% of NS	70.7	70.1	0.6	67.7	69.2	67.8	1.4
Other Expenses	3,791	3,724	1.8	3,966	7,757	7,225	7.4
% of NS	42.6	43.1	(0.5)	43.8	43.2	42.7	0.4
EBITDA	2,505	2,337	7.2	2,165	4,670	4,237	10.2
Margins %	28.1	27.0	1.1	23.9	26.0	25.1	0.9
Depreciation	447	461	-3.1	444	891	921	-3.3
Interest	23	23	3.6	21	44	44	0.0
Other Income	216	111	94.1	105	320	194	65.1
PBT	2,251	1,964	14.6	1,805	4,055	3,466	17.0
Tax	94	158	-40.4	278	372	287	29.6
Tax rate %	4.2	8.1	(3.9)	15.4	9.2	8.3	0.9
Adjusted PAT	2,127	1,785	19.1	2,584	3,653	3,162	15.5

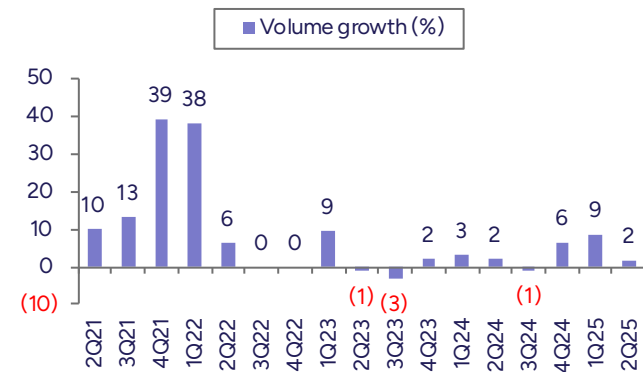
Source: Company, PL

Exhibit 2: Navratna reported 10% growth while Kesh King/ Male grooming continued decline in volumes

Brand/segments	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25
Navratna	-5	-6	-3	-8	12	7	1	27	10
Boroplus	17	-3	-25	19	-4	-9	33	4	2
Pain Management	-13	-2	-9	13	1	3	9	-7	5
7 Oils in one	NA	5	NA	2	NA	NA	NA	9	-3
Kesh King	-10	-1	1	2	-5	7	-9	-15	-9
Male Grooming	2	-1	29	0	-7	-6	-2	-5	-13
Health Care	-16	2	-13	11	4	0	10	11	11

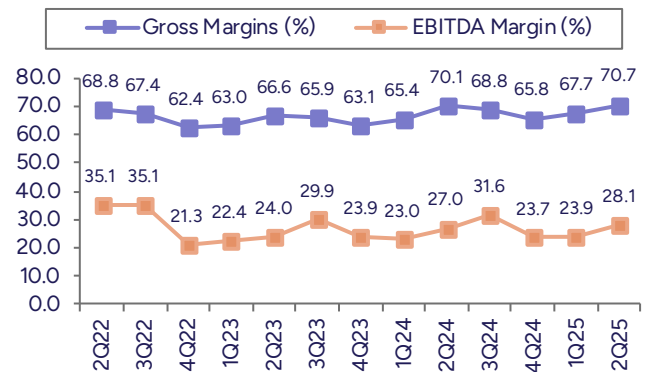
Source: Company, PL

Exhibit 3: 2Q25 volumes grew by 1.7%



Source: Company, PL

Exhibit 4: GM expand by 303bps QoQ at 70.7%



Source: Company, PL

Exhibit 5: New Launches in 2Q

New Launches – Q2FY25

DermiCool
Sweat Reliever Super Active Tale

DermiCool
Ice Cool Shower Gel

HE
De-Tan & Deep Cleansing Face Wash

HE
Style lock Shampoo

HE
Fresh Impact Body Wash

HE
Odour Control Shower Gel

HE
Absolute EDT Perfume

HE
Pleasures EDT Perfume

Digital first launches on Zanducare

Zandu
Daily Health Super Greens

Zandu
Dirghayuprash

Zandu
Hair Growth Serum

Relaunch of BoroPlus Soft

BoroPlus Soft
Relaunch with new packaging

Source: Company, PL

Exhibit 6: 12% CCG growth in IBD excluding Bangladesh

SAARC & SEA (39% contribution)

MENA (43% contribution)

CIS (11% contribution)

Source: Company, PL

Financials

Income Statement (Rs m)

Y/e Mar	FY24	FY25E	FY26E	FY27E
Net Revenues	35,781	38,575	42,088	45,958
YoY gr. (%)	5.1	7.8	9.1	9.2
Cost of Goods Sold	11,605	12,185	13,605	14,945
Gross Profit	24,175	26,390	28,483	31,013
Margin (%)	67.6	68.4	67.7	67.5
Employee Cost	3,956	4,352	4,787	5,266
Other Expenses	1,321	1,381	1,474	1,593
EBITDA	9,495	10,682	11,588	12,816
YoY gr. (%)	9.9	12.5	8.5	10.6
Margin (%)	26.5	27.7	27.5	27.9
Depreciation and Amortization	1,859	2,017	2,066	2,038
EBIT	7,636	8,665	9,522	10,777
Margin (%)	21.3	22.5	22.6	23.5
Net Interest	100	79	71	75
Other Income	468	549	751	986
Profit Before Tax	8,004	9,136	10,202	11,689
Margin (%)	22.4	23.7	24.2	25.4
Total Tax	667	914	1,071	1,227
Effective tax rate (%)	8.3	10.0	10.5	10.5
Profit after tax	7,338	8,222	9,131	10,462
Minority interest	(5)	(5)	(4)	(4)
Share Profit from Associate	(37)	(50)	(50)	(50)
Adjusted PAT	7,295	8,168	9,077	10,408
YoY gr. (%)	(3.6)	12.0	11.1	14.7
Margin (%)	20.4	21.2	21.6	22.6
Extra Ord. Income / (Exp)	(854)	(690)	(655)	(563)
Reported PAT	7,305	8,177	9,085	10,415
YoY gr. (%)	18.5	11.9	11.1	14.6
Margin (%)	20.4	21.2	21.6	22.7
Other Comprehensive Income	81	-	-	-
Total Comprehensive Income	7,224	8,177	9,085	10,415
Equity Shares O/s (m)	437	437	437	437
EPS (Rs)	16.7	18.7	20.8	23.8

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY24	FY25E	FY26E	FY27E
Non-Current Assets				
Gross Block	36,036	38,508	39,883	41,258
Tangibles	12,750	15,122	16,397	17,672
Intangibles	23,286	23,386	23,486	23,586
Acc: Dep / Amortization	25,873	27,890	29,956	31,994
Tangibles	6,419	7,516	8,709	9,997
Intangibles	19,454	20,373	21,247	21,997
Net fixed assets	10,164	10,618	9,927	9,264
Tangibles	6,331	7,605	7,688	7,675
Intangibles	3,832	3,013	2,239	1,589
Capital Work In Progress	75	75	75	75
Goodwill	682	682	682	682
Non-Current Investments	2,951	3,221	3,541	3,894
Net Deferred tax assets	4,271	3,517	3,505	3,492
Other Non-Current Assets	364	552	597	640
Current Assets				
Investments	1,610	5,500	8,250	12,000
Inventories	3,234	3,662	4,012	4,389
Trade receivables	4,942	4,227	4,612	5,036
Cash & Bank Balance	2,014	1,798	3,132	4,294
Other Current Assets	1,606	2,122	2,315	2,528
Total Assets	32,788	36,380	41,096	46,785
Equity				
Equity Share Capital	437	437	437	437
Other Equity	24,029	26,938	30,785	35,526
Total Networth	24,466	27,374	31,221	35,962
Non-Current Liabilities				
Long Term borrowings	-	-	-	-
Provisions	153	169	185	204
Other non current liabilities	147	192	243	302
Current Liabilities				
ST Debt / Current of LT Debt	785	785	785	785
Trade payables	4,546	4,197	4,694	5,156
Other current liabilities	2,248	3,150	3,422	3,796
Total Equity & Liabilities	32,788	36,380	41,096	46,785

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY24	FY25E	FY26E	FY27E
PBT	8,005	9,136	10,202	11,689
Add. Depreciation	1,859	2,017	2,066	2,038
Add. Interest	100	79	71	75
Less Financial Other Income	468	549	751	986
Add. Other	(314)	(387)	(580)	(806)
Op. profit before WC changes	9,649	10,844	11,759	12,996
Net Changes-WC	(270)	1,530	(121)	(132)
Direct tax	(667)	(914)	(1,071)	(1,227)
Net cash from Op. activities	8,712	11,460	10,567	11,636
Capital expenditures	(554)	(2,501)	(1,400)	(1,395)
Interest / Dividend Income	319	391	584	810
Others	(1,005)	(281)	(309)	(339)
Net Cash from Invst. activities	(1,240)	(2,390)	(1,124)	(925)
Issue of share cap. / premium	(655)	(1,390)	(50)	(50)
Debt changes	49	-	-	-
Dividend paid	(5,238)	(3,929)	(5,238)	(5,675)
Interest paid	(100)	(79)	(71)	(75)
Others	-	-	-	-
Net cash from Fin. activities	(5,944)	(5,397)	(5,359)	(5,799)
Net change in cash	1,528	3,673	4,084	4,912
Free Cash Flow	8,159	8,960	9,167	10,241

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY24	FY25E	FY26E	FY27E
Per Share(Rs)				
EPS	16.7	18.7	20.8	23.8
CEPS	21.0	23.3	25.5	28.5
BVPS	56.1	62.7	71.5	82.4
FCF	18.7	20.5	21.0	23.5
DPS	12.0	9.0	12.0	13.0
Return Ratio(%)				
RoCE	31.2	32.4	31.7	31.4
ROIC	26.2	29.8	32.0	35.3
RoE	30.7	31.5	31.0	31.0
Balance Sheet				
Net Debt : Equity (x)	(0.1)	(0.2)	(0.3)	(0.4)
Net Working Capital (Days)	37	35	34	34
Valuation(x)				
PER	40.1	35.8	32.2	28.1
P/B	12.0	10.7	9.4	8.1
P/CEPS	31.9	28.7	26.2	23.5
EV/EBITDA	30.5	26.8	24.3	21.6
EV/Sales	8.1	7.4	6.7	6.0
Dividend Yield (%)	1.8	1.3	1.8	1.9

Source: Company Data, PL Research

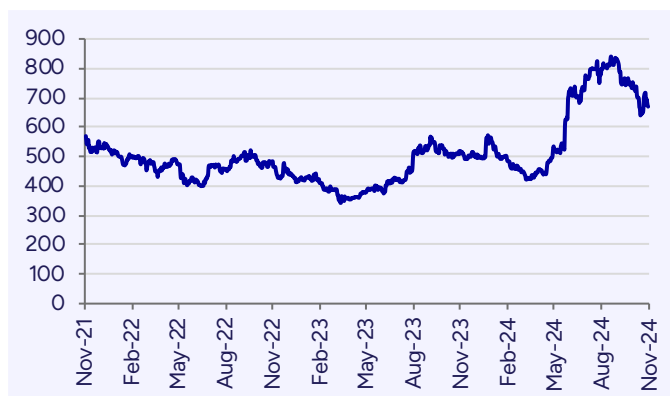
Quarterly Financials (Rs m)

Y/e Mar	Q3FY24	Q4FY24	Q1FY25	Q2FY25
Net Revenue	9,963	8,912	9,061	8,906
YoY gr. (%)	1.4	6.6	9.7	3.0
Raw Material Expenses	3,112	3,050	2,930	2,610
Gross Profit	6,851	5,863	6,131	6,296
Margin (%)	68.8	65.8	67.7	70.7
EBITDA	3,149	2,109	2,165	2,505
YoY gr. (%)	7.0	5.5	13.9	7.2
Margin (%)	31.6	23.7	23.9	28.1
Depreciation / Depletion	458	480	444	447
EBIT	2,691	1,629	1,721	2,058
Margin (%)	27.0	18.3	19.0	23.1
Net Interest	27	29	21	23
Other Income	167	107	105	216
Profit before Tax	2,831	1,707	1,805	2,251
Margin (%)	28.4	19.2	19.9	25.3
Total Tax	155	225	278	94
Effective tax rate (%)	5.5	13.2	15.4	4.2
Profit after Tax	2,676	1,482	1,527	2,156
Minority interest	22	(23)	(21)	(17)
Share Profit from Associates	(10)	(16)	(21)	(46)
Adjusted PAT	2,643	1,489	1,527	2,127
YoY gr. (%)	11.5	3.0	10.8	18.2
Margin (%)	26.5	16.7	16.8	23.9
Extra Ord. Income / (Exp)	(59)	-	-	-
Reported PAT	2,584	1,489	1,527	2,127
YoY gr. (%)	9.0	3.0	10.8	18.2
Margin (%)	25.9	16.7	16.8	23.9
Other Comprehensive Income	(120)	(54)	(11)	(32)
Total Comprehensive Income	2,583	1,435	1,516	2,095
Avg. Shares O/s (m)	445	445	439	437
EPS (Rs)	5.9	3.3	3.5	4.9

Source: Company Data, PL Research

Price Chart

Recommendation History



No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	07-Oct-24	Hold	836	743
2	01-Aug-24	Hold	831	824
3	09-Jul-24	UR	-	725
4	30-May-24	Accumulate	574	524
5	09-Apr-24	Accumulate	496	457
6	09-Feb-24	Accumulate	561	485
7	08-Jan-24	Accumulate	565	555

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Asian Paints	Reduce	2,605	3,073
2	Avenue Supermarts	Hold	4,748	4,573
3	Britannia Industries	Accumulate	6,397	6,206
4	Colgate Palmolive	Reduce	2,973	3,219
5	Dabur India	Hold	589	547
6	Emami	Hold	836	743
7	Hindustan Unilever	Hold	2,744	2,659
8	ITC	Accumulate	539	472
9	Jubilant FoodWorks	Hold	582	629
10	Kansai Nerolac Paints	Reduce	286	292
11	Marico	Accumulate	693	629
12	Metro Brands	Hold	1,208	1,165
13	Mold-tekk Packaging	Accumulate	803	737
14	Nestle India	Accumulate	2,689	2,379
15	Pidilite Industries	Accumulate	3,339	3,122
16	Restaurant Brands Asia	Hold	109	92
17	Titan Company	BUY	3,782	3,230
18	Westlife Foodworld	Hold	797	802

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

ANALYST CERTIFICATION

(Indian Clients)

We/I, Mr. Amnish Aggarwal- MBA, CFA, Ms. Hasti Savla- CA, Mr. Vishwa Solanki- PGDM - Finance Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

(US Clients)

The research analysts, with respect to each issuer and its securities covered by them in this research report, certify that: All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and No part of his or her or their compensation was, is or will be directly related to the specific recommendation or views expressed in this research report.

DISCLAIMER

Indian Clients

Prabhudas Lilladher Pvt. Ltd, Mumbai, India (hereinafter referred to as "PL") is engaged in the business of Stock Broking, Portfolio Manager, Depository Participant and distribution for third party financial products. PL is a subsidiary of Prabhudas Lilladher Advisory Services Pvt Ltd. which has its various subsidiaries engaged in business of commodity broking investment banking, financial services (margin funding) and distribution of third party financial/other products, details in respect of which are available at www.plindia.com.

This document has been prepared by the Research Division of PL and is meant for use by the recipient only as information and is not for circulation. This document is not to be reported or copied or made available to others without prior permission of PL. It should not be considered or taken as an offer to sell or a solicitation to buy or sell any security.

The information contained in this report has been obtained from sources that are considered to be reliable. However, PL has not independently verified the accuracy or completeness of the same. Neither PL nor any of its affiliates, its directors or its employees accepts any responsibility of whatsoever nature for the information, statements and opinion given, made available or expressed herein or for any omission therein.

Recipients of this report should be aware that past performance is not necessarily a guide to future performance and value of investments can go down as well. The suitability or otherwise of any investments will depend upon the recipient's particular circumstances and, in case of doubt, advice should be sought from an independent expert/advisor.

Either PL or its affiliates or its directors or its employees or its representatives or its clients or their relatives may have position(s), make market, act as principal or engage in transactions of securities of companies referred to in this report and they may have used the research material prior to publication.

PL may from time to time solicit or perform investment banking or other services for any company mentioned in this document.

PL is a registered with SEBI under the SEBI (Research Analysts) Regulation, 2014 and having registration number INH000000271.

PL submits that no material disciplinary action has been taken on us by any Regulatory Authority impacting Equity Research Analysis activities.

PL or its research analysts or its associates or his relatives do not have any financial interest in the subject company.

PL or its research analysts or its associates or his relatives do not have actual/beneficial ownership of one percent or more securities of the subject company at the end of the month immediately preceding the date of publication of the research report.

PL or its research analysts or its associates or his relatives do not have any material conflict of interest at the time of publication of the research report.

PL or its associates might have received compensation from the subject company in the past twelve months.

PL or its associates might have managed or co-managed public offering of securities for the subject company in the past twelve months or mandated by the subject company for any other assignment in the past twelve months.

PL or its associates might have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months.

PL or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months.

PL or its associates might have received any compensation or other benefits from the subject company or third party in connection with the research report.

PL encourages independence in research report preparation and strives to minimize conflict in preparation of research report. PL or its analysts did not receive any compensation or other benefits from the subject company or third party in connection with the preparation of the research report. PL or its Research Analysts do not have any material conflict of interest at the time of publication of this report.

It is confirmed that Mr. Amnish Aggarwal- MBA, CFA, Ms. Hasti Savla- CA, Mr. Vishwa Solanki- PGDM - Finance Research Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months.

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

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

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

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

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

US Clients

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

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

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

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

Prabhudas Lilladher Pvt. Ltd.

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

www.plindia.com