INSTITUTIONAL RESEARCH

HSIE Results Daily

Contents

Results Reviews

- **Infoedge:** Infoedge reported a decent quarter with better-than-expected revenue, billings, and margin performance in a challenging environment. The core recruitment segment billing was flat YoY (-4% YoY in Q1) due to the continued slowdown in IT hiring (~60% of recruitment), offset by traction in non-IT sectors like BFSI, travel, auto, construction, etc. Recruitment billings have witnessed two strong years of >30% YoY growth, which is slowing down in FY24E due to the base effect and lower hiring activity. The margin for the recruitment segment continues to be an impressive ~59-60%. 99acres and Jeevansathi continue to witness growth with a focus on improving profitability. The combined loss of 99acres and Jeevansathi, at 0.34bn, is down 40% YoY due to lower ad spending. The recruitment slowdown is behind, and pick-up is expected in H2, with 99 acres continuing to be the growth engine. The recruitment margin will be in the range of 58-60% and will be driven by a continued focus on spending efficiency. We maintain our BUY rating with a SoTP-based TP of INR 5,055, valuing Naukri at 35x EV/EBITDA, 99acres/Jeevansathi+Shiksha at 5/3x P/S, while Zomato and Policybazaar have been assigned the market value (~15% discount). The core recruitment business is trading at 26x FY25E EV/EBITDA vs an average of >35x.
- **Hindustan Petroleum Corporation:** Our ADD rating on Hindustan Petroleum Corporation (HPCL) with a price target of INR 310 is premised on robust refining and marketing margins, offset by elevated debt, owing to higher capex plans. Q2FY24 EBITDA came in at INR 82bn, marginally below our estimate, owing to lower-than-expected gross refining margins and marketing sales volumes; however, this was offset by higher crude throughput and higher-than-expected gross refining margins (GRMs).
- **JK Cement:** We maintain our REDUCE rating on JK Cement (JKCE), with a revised TP of INR 3,135 (11x Sep-25E consolidated EBITDA). In Q2FY24, JKCE reported robust 22% YoY grey cement volume growth (ramp-up of its Panna capacity). Fuel costs further cooled off by INR 150/MT QoQ in Q2 and even freight costs fell 6% QoQ. These along with a 3% QoQ grey NSR rise drove up consolidated unit EBITDA by INR 153/MT to INR 1,036. We estimate unit EBITDA to rebound by ~INR 350/MT YoY in FY24, owing to a cool-off in fuel cost, healthy ramp-up of central capacity and large incentive accruals from FY24 onwards. The upcoming expansion in UP and MP will increase grey cement capacity to 24mn MT in FY25E and drive volume growth. The paint business is gradually ramping up and is expected to turn EBITDA positive by FY25-end.
- **Devyani International:** Devyani reported yet another weak print on most growth metrics. India revenue grew 12% led by store addition (+24%) while international fell 26% on the devaluation of the Nigerian currency. SSSG remained weak, KFC/PH at -4/-10% (Sapphire 0/-20%) as the demand environment continued to impact QSR consumption (aided by an additional Shravan month). Devyani's KFC was more impacted than its sister franchisee due to higher exposure to southern markets (high non-veg mix). GM improved for both brands, but RoM for both KFC/PH contracted by 210/930bps YoY to 19.4/7.7% (Sapphire +130/-750bps). PBT fell by a sharp 53% with the PBT margin coming in at 4% (down 540bps). We remain cautious about QSR performance despite near-term catalysts (World Cup; festive

HSIE Research Team
hdfcsec-research@hdfcsec.com

season) and expect pressure on both demand and margin to persist. We cut our EPS for FY24/FY25/FY26 by 7/2/1% and value Devyani at 50x P/E on Sep'25 EPS to arrive at a TP of INR 115. Maintain REDUCE.

- **Radico Khaitan:** Radico's Q2FY24 print was operationally in line with revenue/EBITDA growing by 22/35%, led by a resilient P&A momentum. IMFL revenue was up 15% with volume contracting by 3% YoY to 6.96mn cases (4-year CAGR at 5%). Non-IMFL revenues (country liquor, bulk alcohol, etc.) continue to see sharp growth and were up 50% to INR 2.26bn (25% of total revenue). P&A volumes/revenue grew by 22/36% (HSIE 20/28%) while realizations grew by 11% YoY. P&A volume four-year CAGR came at c.18%. Regular volumes/revenue fell by 17/16% (HSIE -10/-7%). GM expanded YoY/QoQ by 260bps/50bps to 44.1% (HSIE 43.5%) aided by price increase in country liquor and premiumisation of IMFL business. EBITDAM expanded by 130/60bps YoY/QoQ to 13.1% (HSIE 13%). EBITDA grew by 35% on a favourable base (-19% last year, 2-year CAGR at 4%) to INR 1,212mn (HSIE 1,204mn). Whilst we remain positive about Radico's success in product innovation and luxury portfolio scale-up, we remain cautious about margin recovery (RM volatility, growth in regular portfolio) and costs related to capex to impact earnings. We maintain our EPS estimates and value Radico at 30x P/E on Sep-25 EPS to arrive at a TP of INR 1,000. Maintain REDUCE.
- **Sobha:** Sobha's (SDL) reported its highest-ever quarterly presales in value and volume at INR 17.24bn (+48%/+18% YoY/QoQ) and 1.7msf (+26%/+21% YoY/QoQ) resp. The average price realization was INR 10,223 (+17%/-3%, YoY/QoQ). The total launch pipeline for the next two years is 15msf, of which 6-7msf launch is planned for FY24, and 5/1/1msf is planned for Bengaluru/NCR/other markets. Of this, SDL launched the Neopolis project in Bengaluru during Q3FY24 with a saleable area of 3.4msf. SDL until now has sold 40% of the launched inventory (825 units launched approx. INR 6.5bn sold) with APR north of 11,500psf. EBITDA margin improves sequentially to 10.2% (-397/+298bps YoY/QoQ). This was on account of the completion of legacy projects. In terms of business development (BD), SDL expects to spend INR 2.5-3bn in FY24. JD/JVA route will be preferred whilst outright land purchases would be funded by robust internal accruals. Net debt at the consolidated level inched further downward to INR 14.4bn (INR 15.7bn in Q1FY24) on the back of a strong collection of INR 14.5bn. We maintain BUY with an unchanged TP of INR 1,024.
- **Kolte Patil Developers:** KPDL reported strong presales of INR 6.3bn (+72%/-10% YoY/QoQ), with an average realisation of INR 6,426 per sq. ft. (-3%/-15% YoY/QoQ). 55% of the total H1FY24 presales (INR 13bn) were backed by new launches which were worth INR 20bn. KPDL is confident of surpassing presales of INR 28bn for FY24 and expects INR 35bn in FY25. This is on the back of INR 21bn worth of inventory, INR 30bn worth of priority launches, and an additional INR 40-50bn worth of new phase launches. The Pune region contributed 95% of the total H1FY24 presale value, which KPDL is expecting to lower to 70% by FY25. FY24TD, KPDL added INR 34.5bn worth of projects and for the rest of FY24, it expects to add INR 45bn worth of projects. The society redevelopment project (GDV of INR 9.5bn) in MMR is expected to be launched by H1FY25. Another high-value project added to the MMR i.e. Mulund (GDV of INR 9bn) is expected to be launched by H1FY25. Navi Mumbai project in Vashi (GDV of INR 3bn) is expected to be launched in Q4FY24. Liquidity is comfortable with net D/E at 0.05x (board-approved limit of 0.50x) paves the way for accelerated BD activities. Given strong business development and better-than-expected price realisation (5-10% increase), we maintain BUY and increase our TP to INR 534.

Infoedge

Decent show in a challenging environment

Infoedge reported a decent quarter with better-than-expected revenue, billings, and margin performance in a challenging environment. The core recruitment segment billing was flat YoY (-4% YoY in Q1) due to the continued slowdown in IT hiring (~60% of recruitment), offset by traction in non-IT sectors like BFSI, travel, auto, construction, etc. Recruitment billings have witnessed two strong years of >30% YoY growth, which is slowing down in FY24E due to the base effect and lower hiring activity. The margin for the recruitment segment continues to be an impressive ~59-60%. 99acres and Jeevansathi continue to witness growth with a focus on improving profitability. The combined loss of 99acres and Jeevansathi, at 0.34bn, is down 40% YoY due to lower ad spending. The recruitment slowdown is behind, and pick-up is expected in H2, with 99 acres continuing to be the growth engine. The recruitment margin will be in the range of 58-60% and will be driven by a continued focus on spending efficiency. We maintain our BUY rating with a SoTP-based TP of INR 5,055, valuing Naukri at 35x EV/EBITDA, 99acres/Jeevansathi+Shiksha at 5/3x P/S, while Zomato and Policybazaar have been assigned the market value (~15% discount). The core recruitment business is trading at 26x FY25E EV/EBITDA vs an average of >35x.

- **Q2FY24 highlights**: (1) Infoedge revenue grew 1.5/11.5% QoQ/YoY to INR 5.93bn (vs. estimate of INR 5.76bn), driven by +2.2/+5.6/-10% QoQ growth in recruitment/99acres/Jeevansathi+Shiksha; (2) billings grew by 9/26% QoQ for recruitment/99acres; (3) operating profit margin for recruitment/99acres stood at 59.2/-3.6%; (4) standalone operating margin increased 153bps QoQ to 37.7%, led by 1.2/7.4% QoQ drop in employee/admin cost while ad spend was stable at INR 0.69bn; (5) job speak index improved 16% YoY in Oct-23 after six quarters of decline; (6) APAT grew 6.9% QoQ to INR 2.14bn. CFO/EBITDA stood at 62% in Q2; (7) net cash stands at INR 36bn and Zomato/Policybazaar account for 19/5% in SoTP.
- **Outlook**: We expect a revenue CAGR of 13% over FY23-26E, led by 11/18/4/19% CAGRs in recruitment/99acres/Jeevansathi/Shiksha. EBITDA margin estimates stand at 39.3/38.9% for FY24/25E, leading to an EPS CAGR of 20% over FY23-26E.

Quarterly financial summary

YE March (INR bn)	2Q FY24	2Q FY23	YoY (%)	1Q FY24	QoQ (%)	FY22	FY23	FY24E	FY25E	FY26E
Net Sales	5.93	5.32	*11.5*	5.84	*1.5*	15.62	21.59	24.01	26.72	30.81
EBITDA	2.41	1.84	*31.0*	2.27	*6.4*	4.64	7.84	9.43	10.41	12.34
APAT	2.14	1.68	*27.1*	2.00	*6.9*	5.21	6.08	8.21	8.92	10.39
Diluted EPS (INR)	16.6	13.0	*27.1*	15.5	*6.9*	40.3	47.1	63.7	69.2	80.6
P/E (x)						107.6	92.1	68.2	62.7	53.9
EV / Revenue (x)						33.5	24.4	20.3	16.8	13.3
EV / EBITDA (x)						112.8	67.2	51.8	43.2	33.2
RoE (%)						10.3	15.0	29.0	25.8	24.8

Source: Company, HSIE Research, Standalone Financials

Change in estimate

YE March (INR bn)	FY24E Old	FY24E Revised	Change %	FY25E Old	FY25E Revised	Change %	FY26E Old	FY26E Revised	Change %
Revenue	23.45	24.01	*2.4*	26.43	26.72	*1.1*	30.19	30.81	*2.1*
EBITDA	8.96	9.43	*5.3*	10.15	10.41	*2.5*	11.88	12.34	*3.9*
EBITDA margin (%)	38.2	39.3	*107bps*	38.4	38.9	*54bps*	39.4	40.0	*69bps*
APAT	7.79	8.21	*5.4*	8.72	8.92	*2.4*	10.02	10.39	*3.7*
EPS (INR)	60.4	63.7	*5.4*	67.6	69.2	*2.4*	77.7	80.6	*3.7*

Source: Company, HSIE Research

BUY

CMP ***(as on 07 Nov 2023)***	**INR 4,340**
Target Price	**INR 5,055**
NIFTY	**19,407**

KEY CHANGES	OLD	NEW
Rating	BUY	BUY
Price Target	INR 4,930	INR 5,055
EPS %	FY25E	FY26E
	+2.4	+3.7

KEY STOCK DATA	
Bloomberg code	INFOE IN
No. of Shares (mn)	129
MCap (INR bn) / ($ mn)	562/6,866
6m avg traded value (INR mn)	1,438
52 Week high / low	INR 4,985/3,308

STOCK PERFORMANCE (%)	3M	6M	12M
Absolute (%)	(10.1)	13.7	10.1
Relative (%)	(8.5)	7.4	3.9

SHAREHOLDING PATTERN (%)	Jun-23	Sep-23
Promoters	38.05	37.98
FIs & Local MFs	18.20	18.24
FPIs	31.54	31.21
Public & Others	12.08	12.57
Pledged Shares	0.00	0.00

Source : BSE

Pledged shares as % of total shares

Amit Chandra
amit.chandra@hdfcsec.com
+91-22-6171-7345

Hindustan Petroleum Corporation

Earnings improve

Our ADD rating on Hindustan Petroleum Corporation (HPCL) with a price target of INR 310 is premised on robust refining and marketing margins, offset by elevated debt, owing to higher capex plans. Q2FY24 EBITDA came in at INR 82bn, marginally below our estimate, owing to lower-than-expected gross refining margins and marketing sales volumes; however, this was offset by higher crude throughput and higher-than-expected gross refining margins (GRMs).

- **Refining:** HPCL recorded the highest-ever crude throughput in Q2 at 5.8mmt, +28% YoY, +6% QoQ, implying an overall refinery capacity utilisation of 111.6% on the expanded capacity. However, GRMs came in below our estimate at USD 13.3/bbl vs USD 8.4/bbl YoY, USD 7.4/bbl QoQ. We expect refining margins to remain robust, given the improved demand environment, lower global inventories and tight supplies. We estimate standalone GRMs at USD 10//9.5/11.3 per bbl for FY24/25/26E.
- **Marketing:** Domestic marketing sales volume was at 10.1mmt (+3% YoY, -9% QoQ), which came in below our estimate. The blended gross marketing margin for the quarter stood at INR 5.4/lit, down QoQ, impacted by lower gross marketing margins for petrol and diesel, owing to the rise in crude oil prices. We estimate a blended gross margin of INR 5.5/3.8/3.8 per lit over FY24/25/26E.
- **Con call takeaways:** (1) HPCL's gross debt in Q2 stood at INR 518bn (-24% YoY); however, it remains elevated, given high capex plans of INR 750bn over the next five years, annual run rate of ~INR 140-150bn. (2) The company has achieved completion of the hydrocracker unit at Visakh which should help improve diesel production and improve yields. (3) Management expects the bottom upgradation at Visakh refinery to achieve mechanical completion by Feb-24; estimated to add incremental GRM of USD 3-4/bbl. (4) HPCL has incurred a capex of INR 370bn to date for the Barmer refinery project in Rajasthan; the project has achieved 72% physical completion and the company targets to achieve mechanical completion by Mar-24.
- **Change in estimates:** We revise our FY24/25 EPS estimates upward by 101.1/1.8% to INR 107.6/60.2 to factor in H1 performance, driven by abnormally higher gross marketing margins, coupled with inventory gains. We revise our target price to INR 310/sh to factor in the increase in investment value, partially offset by a marginal increase in net debt.
- **Our SOTP target price, at INR 310, is based on 5x Mar-25E EV/e for standalone refining, marketing and pipeline business respectively, and INR 171/sh for other investments. The stock is currently trading at 4.6x Mar-25E EPS.**

Standalone financial summary

YE March (INR bn)	Q2 FY24	Q1 FY24	QoQ (%)	Q2 FY23	YoY (%)	FY22*	FY23*	FY24E*	FY25E*	FY26E*
Revenue	957	1,120	(14.5)	1,084	(11.7)	3,499	4,407	4,413	4,701	5,012
EBITDA	82	97	(14.9)	(15)	648.6	102	(72)	241	158	205
APAT	51	62	(17.5)	(22)	335.6	73	(70)	153	85	118
AEPS (INR)	36.1	43.7	(17.5)	(15.3)	335.6	51.4	(49.2)	107.6	60.2	83.1
P/E (x)						5.4	(5.7)	2.6	4.6	3.4
EV / EBITDA (x)						7.7	(14.0)	4.0	6.3	4.8
RoE (%)						18.4	(19.0)	44.1	21.4	25.2

Source: Company, HSIE Research | *Consolidated

ADD

CMP *(as on 7 Nov 2023)*	INR 279
Target Price	INR 310
NIFTY	19,407

KEY CHANGES	OLD	NEW
Rating	ADD	ADD
Price Target	INR 300	INR 310
	FY24E	FY25E
EPS change	+101.1%	+1.8%

KEY STOCK DATA	
Bloomberg code	HPCL IN
No. of Shares (mn)	1,419
MCap (INR bn) / ($ mn)	395/4,833
6m avg traded value (INR mn)	1,115
52 Week high / low	INR 310/204

STOCK PERFORMANCE (%)	3M	6M	12M
Absolute (%)	4.1	9.7	32.8
Relative (%)	5.6	3.3	26.6

SHAREHOLDING PATTERN (%)	Jun-23	Sep-23
Promoters	54.90	54.90
FIs & Local MFs	22.34	22.61
FPIs	13.99	13.26
Public & Others	8.76	9.22
Pledged Shares	0.0	0.0

Source : BSE

Harshad Katkar
harshad.katkar@hdfcsec.com
+91-22-6171-7319

Nilesh Ghuge
nilesh.ghuge@hdfcsec.com
+91-22-6171-7342

Akshay Mane
akshay.mane@hdfcsec.com
+91-22-6171-7338

JK Cement

Strong volume and margin performance

We maintain our REDUCE rating on JK Cement (JKCE), with a revised TP of INR 3,135 (11x Sep-25E consolidated EBITDA). In Q2FY24, JKCE reported robust 22% YoY grey cement volume growth (ramp-up of its Panna capacity). Fuel costs further cooled off by INR 150/MT QoQ in Q2 and even freight costs fell 6% QoQ. These along with a 3% QoQ grey NSR rise drove up consolidated unit EBITDA by INR 153/MT to INR 1,036. We estimate unit EBITDA to rebound by ~INR 350/MT YoY in FY24, owing to a cool-off in fuel cost, healthy ramp-up of central capacity and large incentive accruals from FY24 onwards. The upcoming expansion in UP and MP will increase grey cement capacity to 24mn MT in FY25E and drive volume growth. The paint business is gradually ramping up and is expected to turn EBITDA positive by FY25-end.

- **Q2FY24 performance**: Grey cement sales volume rose 22% YoY (down 4% QoQ) to 3.9mn MT (76% total utilisation), led by a healthy ramp-up of its central India capacities. NSR improved by 3% QoQ and fuel cost fell INR 0.3/mnCal QoQ (INR 150/MT). Freight cost also cooled off 6% QoQ on lower lead distance and railway discounts. Thus, despite high other expenses, unit EBITDA recovered ~INR 150/MT QoQ to ~INR 900/MT (up ~INR 300/MT YoY on fuel cost savings and incentives on central plants), in our view. Segmental EBITDA rose doubled YoY (+15% QoQ) to ~INR 3.6bn (75% EBITDA share). White/Putty: sales volume rose 16/12% YoY/QoQ to 0.57mn MT, buoyed by a large one-off shipment to Australia. The paint business reported revenue of INR 450mn with an EBITDA loss of INR 50mn.
- **Con call KTAs and outlook**: JKCE guided a total capex of ~INR 14/7bn for FY24/25E towards ongoing expansions. 1.5/2mn MT SGUs will be commissioned in Ujjain (MP)/Prayagraj (UP) by Dec-23/Q3FY25 respectively. Panna's (MP) clinker capacity has been increased from 8,000 TPD to 10,000 TPD in Oct-23. Management guided an INR 1.5-2bn revenue from paints in FY24 with an INR 0.2bn EBITDA loss. It expects this division to turn EBITDA positive by Q4FY25. We estimate 19% consolidated volume growth in FY24E on a strong ramp-up of central plants. Fuel cost savings, incentive accrual (~INR 150/MT), and op-lev gains should drive unit EBITDA (consolidated) by INR 350/MT YoY to INR 1,065/MT in FY24. We build on the same to further expand to INR 1,140/MT in FY26E on rising green energy consumption. We increase our consolidated EBITDA estimates for FY24/25/26E by 7/5/7%, factoring in better grey cement margin and volume traction.

Consolidated quarterly/annual financial summary

YE Mar (INR bn)	Q2 FY24	Q2 FY23	YoY (%)	Q1 FY24	QoQ (%)	FY22	FY23	FY24E	FY25E	FY26E
Sales (mn MT)	4.5	3.7	*21.4*	4.6	*(2.4)*	14.0	16.2	19.2	21.3	22.8
NSR (INR/MT)	6,106	6,014	*1.5*	5,980	*2.1*	5,718	6,013	5,951	5,988	6,084
EBITDA(INR/MT)	1,036	837	*23.7*	883	*17.3*	1,079	813	1,065	1,117	1,141
Net Sales	27.53	22.34	*23.2*	27.63	*(0.4)*	79.91	97.20	114.03	127.27	138.89
EBITDA	4.67	3.11	*50.1*	4.08	*14.5*	15.08	13.14	20.40	23.74	26.05
APAT	1.78	1.12	*58.5*	1.30	*37.4*	7.13	4.26	7.93	10.26	12.20
AEPS (INR)	24.8	6.3	*267.2*	33.0	*(24.7)*	92.3	55.2	102.7	132.8	157.9
EV/EBITDA(x)						18.8	22.3	14.5	12.4	11.1
EV/MT (INR bn)						14.5	11.2	10.6	9.9	9.7
P/E (x)						36.6	61.2	32.9	25.4	21.4
RoE (%)						*17.8*	*9.5*	*16.0*	*17.9*	*18.4*

Source: Company, HSIE Research; Operating trends are on a blended basis (grey cement+ white/putty)

REDUCE

CMP (*as on 7 Nov 23*)	INR 3,365
Target Price	INR 3,135
NIFTY	19,407

KEY CHANGES	OLD	NEW
Rating	REDUCE	REDUCE
Price Target	INR 2,910	INR 3,135
EBITDA revision %	FY24E 4.6	FY25E 7.1

KEY STOCK DATA	
Bloomberg code	JKCE IN
No. of Shares (mn)	77
MCap (INR bn) / ($ mn)	260/3,179
6m avg traded value (INR mn)	385
52 Week high / low	INR 3,477/2,540

STOCK PERFORMANCE (%)	3M	6M	12M
Absolute (%)	3.8	12.1	20.1
Relative (%)	5.3	5.7	14.0

SHAREHOLDING PATTERN (%)	Jun-23	Sep-23
Promoters	45.80	45.80
FIs & Local MFs	23.15	24.26
FPIs	15.50	14.40
Public & Others	15.54	15.54
Pledged Shares	-	-

Source : BSE

Pledged shares as % of total shares

Rajesh Ravi
rajesh.ravi@hdfcsec.com
+91-22-6171-7352

Keshav Lahoti
keshav.lahoti@hdfcsec.com
+91-22-6171-7353

Devyani International

Uninspiring show; a miss on all fronts

Devyani reported yet another weak print on most growth metrics. India revenue grew 12% led by store addition (+24%) while international fell 26% on the devaluation of the Nigerian currency. SSSG remained weak, KFC/PH at -4/-10% (Sapphire 0/-20%) as the demand environment continued to impact QSR consumption (aided by an additional Shravan month). Devyani's KFC was more impacted than its sister franchisee due to higher exposure to southern markets (high non-veg mix). GM improved for both brands, but RoM for both KFC/PH contracted by 210/930bps YoY to 19.4/7.7% (Sapphire +130/-750bps). PBT fell by a sharp 53% with the PBT margin coming in at 4% (down 540bps). We remain cautious about QSR performance despite near-term catalysts (World Cup; festive season) and expect pressure on both demand and margin to persist. We cut our EPS for FY24/FY25/FY26 by 7/2/1% and value Devyani at 50x P/E on Sep'25 EPS to arrive at a TP of INR 115. Maintain REDUCE.

- **Revenue up 10% YoY; SSSG remains negative:** Consolidated revenue grew by 10% YoY (HSIE: 15%) to INR 8.2bn. India revenue grew by 12% led by a 24% increase in store count as SSSG remained weak. KFC/PH revenue grew by 15/2% YoY (Sapphire: 19/-6%) while SSSG weakened to -4/-10% (Sapphire: 0/-20%) on soft demand. ADS declined by 10/13% YoY for KFC/PH (Sapphire: -7/-25% YoY). For KFC, delivery grew ahead of dine-in, whereas PH saw muted growth across both channels. Costa Coffee revenue grew by 57% YoY (store growth 66%; SSSG 9%) on a low base. We remain cautious about QSR demand and margin performance in FY24. We bake in SSSG of 1/8/6% for KFC and -5/9/5% for PH over FY24-26. We estimate that consolidated revenue will grow at 18% CAGR over FY23-26E.
- **Store addition of 275-300 in FY24:** Devyani opened 30/14/23 KFC/PH/Costa stores in Q2FY24 (Sapphire: 23/9 KFC/PH stores). Management remains focused on opening 250-270 outlets with fewer PH stores (down from 100 to 70-75). We are building 365/170/120 KFC/PH/Costa addition over FY24-26.
- **Operating margins remain weak:** GM improved by 60bps YoY to 70.8% on a stable RM basket. GM improvement was seen both at a consolidated level as well as brand level. However, with weak SSSG growth, the consolidated ROM/EBITDA margin contracted by 420/280bps YoY to 15/19% (Sapphire: -60/-40bps). KFC ROM contracted by 210bps to 19.4% (Sapphire: +130bps to 19.2%) while the weaker PH brand saw a steeper contraction of 930bps to 7.7% (Sapphire: -750bps to 7.6%). Costa ROM fell 480bps YoY to 14.7%.
- **Con call takeaways:** (1) KFC GM was impacted by the introduction of value layers to rope in more consumers. (2) PH should start turning around from Q4FY24 onwards in terms of SSSG. RoM will take some more quarters. (3) Nigeria's currency devalued by 64%. Devyani will have to support the business for the next few quarters. (4) No fundamental change in the consumption of pizza and the category continues to grow. Even globally during times of high inflation, there is down trading seen from consumers. (5) Entered into a JV for opening food courts at Indian railway stations.

Quarterly/annual financial summary

(INR mn)	Q2 FY24	Q2 FY23	YoY (%)	Q1 FY24	QoQ (%)	FY22	FY23	FY24E	FY25E	FY26E
Net Sales	8,195	7,474	9.6	8,466	(3.2)	20,840	29,977	35,209	42,434	49,503
EBITDA	1,588	1,655	(4.1)	1,734	(8.5)	4,760	6,551	7,122	8,749	10,374
APAT	304	560	(45.7)	457	(33.6)	1,715	2,770	1,847	2,371	3,100
EPS (INR)	0.25	0.46	(45.8)	0.38	(33.6)	1.4	2.3	1.5	2.0	2.6
P/E (x)						132.1	81.8	122.7	95.5	73.1
EV / EBITDA (x)						75.8	52.1	49.9	39.0	32.0
RoCE (%)						19.4	19.3	11.5	13.1	15.2

Source: Company, HSIE Research

REDUCE

CMP *(as on 7 Nov 2023)*	INR 187
Target Price	INR 115
NIFTY	19,407

KEY CHANGES	OLD	NEW
Rating	REDUCE	REDUCE
Price Target	INR 115	INR 115
EPS %	FY24E	FY25E
	-7%	-2%

KEY STOCK DATA	
Bloomberg code	DEVYANI IN
No. of Shares (mn)	1,206
MCap (INR bn) / ($ mn)	226/2,763
6m avg traded value (INR mn)	432
52 Week high / low	INR 228/134

STOCK PERFORMANCE (%)	3M	6M	12M
Absolute (%)	(1.5)	5.7	0.8
Relative (%)	0.0	(0.7)	(5.3)

SHAREHOLDING PATTERN (%)	Jun-23	Sep-23
Promoters	62.76	62.74
FIs & Local MFs	8.77	8.30
FPIs	12.05	13.34
Public & Others	16.42	15.62
Pledged Shares	0.00	0.00

Source : BSE

Pledged shares as % of total shares

Naveen Trivedi
naveen.trivedi@hdfcsec.com
+91-22-6171-7324

Varun Lohchab
varun.lohchab@hdfcsec.com
+91-22-6171-7334

Paarth Gala
paarth.gala@hdfcsec.com
+91-22-6171-7336

Radico Khaitan

P&A remains strong in weak IMFL volume

Radico's Q2FY24 print was operationally in line with revenue/EBITDA growing by 22/35%, led by a resilient P&A momentum. IMFL revenue was up 15% with volume contracting by 3% YoY to 6.96mn cases (4-year CAGR at 5%). Non-IMFL revenues (country liquor, bulk alcohol, etc.) continue to see sharp growth and were up 50% to INR 2.26bn (25% of total revenue). P&A volumes/revenue grew by 22/36% (HSIE 20/28%) while realizations grew by 11% YoY. P&A volume four-year CAGR came at c.18%. Regular volumes/revenue fell by 17/16% (HSIE -10/-7%). GM expanded YoY/QoQ by 260bps/50bps to 44.1% (HSIE 43.5%) aided by price increase in country liquor and premiumisation of IMFL business. EBITDAM expanded by 130/60bps YoY/QoQ to 13.1% (HSIE 13%). EBITDA grew by 35% on a favourable base (-19% last year, 2-year CAGR at 4%) to INR 1,212mn (HSIE 1,204mn). Whilst we remain positive about Radico's success in product innovation and luxury portfolio scale-up, we remain cautious about margin recovery (RM volatility, growth in regular portfolio) and costs related to capex to impact earnings. We maintain our EPS estimates and value Radico at 30x P/E on Sep-25 EPS to arrive at a TP of INR 1,000. Maintain REDUCE.

- **P&A continues to outshine:** Net revenue grew by 22% YoY to INR 9.3bn (HSIE 23%), with IMFL falling by 3% (5% four-year CAGR) to 6.96mn cases. P&A sustained outperformance, with volume/revenue up by 22/36% (HSIE 20/28%). After a blip last quarter, we note that P&A volume CAGR was back to double digits at 15%. Realizations grew by 11% YoY to INR1,724/case. Regular volume/revenue fell by 17/16% (HSIE -10/-7%). Realizations were flat YoY at INR 631/case. Non-IMFL revenue grew by 49% led by incremental country liquor volumes and an increase in country liquor prices. We model a 10% IMFL volume CAGR for FY23-26, with an overall revenue CAGR of 17%.
- **Margin improvement sustains:** GM expanded both YoY/QoQ by 260bps/50bps, led by increasing P&A mix and price increase in country liquor. With further expectations of RM softening, increasing P&A mix and backward integration from the Sitapur facility, we expect GM to improve and model 44.5-45% for FY24-26. EBITDAM expanded by 130/60bps YoY/QoQ to 13.1% (HSIE 13%). We model 14-16% EBITDAM for FY24-FY26.
- **Con call takeaways:** (1) P&A saw growth across all states and geographies. (2) Royal Ranthambore surpassed FY23 volumes in H1FY24. (3) Magic Moments vodka enjoys a 60% market share in the vodka industry. Sold 1.5mn cases. (4) Radico remains confident of growing P&A volumes in the mid-teens while the regular portfolio will grow in mid-single digits. (5) Started commercial production in the Sitapur greenfield facility. Now operating at optimum utilization. (6) Initially, the company looks to sell excess ENA from the Sitapur facility either locally or through exports. In 2-3 years, it will be all captive consumption. (7) Net debt stood at INR 7.7bn. Debt to peak out in Q3FY24. Radico aims to become a net debt company by FY26.

Quarterly/annual financial summary

(INR mn)	Q2 FY24	Q2 FY23	YoY (%)	Q1 FY24	QoQ (%)	FY22	FY23	FY24E	FY25E	FY26E
Net Sales	9,250	7,614	21.5	9,539	(3.0)	28,756	31,428	39,337	45,128	50,619
EBITDA	1,212	901	34.6	1,195	1.4	4,149	3,584	5,547	6,972	8,074
APAT	619	518	19.4	632	(2.2)	2,521	2,044	2,864	3,833	4,660
EPS (INR)	4.7	3.9	19.4	4.8	(2.2)	18.9	15.3	21.4	28.7	34.9
P/E (x)						72.4	89.3	63.7	47.6	39.2
EV / EBITDA (x)						44.0	52.3	34.0	26.7	22.7
RoCE (%)						12.6	8.5	10.6	12.9	14.9

Source: Company, HSIE Research

REDUCE

CMP *(as on 7 Nov 2023)*	INR 1,366
Target Price	INR 1,000
NIFTY	19,407

KEY CHANGES	OLD	NEW
Rating	REDUCE	REDUCE
Price Target	INR 1,000	INR 1,000
EPS %	FY24E	FY25E
	0%	0%

KEY STOCK DATA	
Bloomberg code	RDCK IN
No. of Shares (mn)	134
MCap (INR bn) / ($ mn)	183/2,233
6m avg traded value (INR mn)	350
52 Week high / low	INR 1,478/910

STOCK PERFORMANCE (%)	3M	6M	12M
Absolute (%)	2.0	22.0	33.3
Relative (%)	3.5	15.6	27.1

SHAREHOLDING PATTERN (%)	Jun-23	Sep-23
Promoters	40.26	40.26
FIs & Local MFs	23.77	23.93
FPIs	18.26	18.19
Public & Others	17.71	17.62
Pledged Shares	0.00	0.00

Source : BSE

Pledged shares as % of total shares

Naveen Trivedi
naveen.trivedi@hdfcsec.com
+91-22-6171-7324

Varun Lohchab
varun.lohchab@hdfcsec.com
+91-22-6171-7334

Paarth Gala
paarth.gala@hdfcsec.com
+91-22-6171-7336

Riddhi Shah
riddhi.shah@hdfcsec.com
+91-22-6171-7359

Sobha

Building strong launch momentum

Sobha's (SDL) reported its highest-ever quarterly presales in value and volume at INR 17.24bn (+48%/+18% YoY/QoQ) and 1.7msf (+26%/+21% YoY/QoQ) resp. The average price realization was INR 10,223 (+17%/-3%, YoY/QoQ). The total launch pipeline for the next two years is 15msf, of which 6-7msf launch is planned for FY24, and 5/1/1msf is planned for Bengaluru/NCR/other markets. Of this, SDL launched the Neopolis project in Bengaluru during Q3FY24 with a saleable area of 3.4msf. SDL until now has sold 40% of the launched inventory (825 units launched approx. INR 6.5bn sold) with APR north of 11,500psf. EBITDA margin improves sequentially to 10.2% (-397/+298bps YoY/QoQ). This was on account of the completion of legacy projects. In terms of business development (BD), SDL expects to spend INR 2.5-3bn in FY24. JD/JVA route will be preferred whilst outright land purchases would be funded by robust internal accruals. Net debt at the consolidated level inched further downward to INR 14.4bn (INR 15.7bn in Q1FY24) on the back of a strong collection of INR 14.5bn. We maintain BUY with an unchanged TP of INR 1,024.

- **Q2FY24 financial highlights:** 7.4bn (+11%/-18% YoY/QoQ, a 14% miss). Annual growth was supported by the handover of 1,182 homes comprising 1.7msf of Sobha share, which was 36.8% more than H1FY23. Real estate contributed 73% to total revenue. EBITDA came in at INR 754mn (-20%/+15% YoY/QoQ, a 21% beat). EBITDA margin came in at 10.2% (-397/+298bps YoY/QoQ, vs. estimate of 7.2%). RPAT/APAT was INR 149mn (-22%/+24% YoY/QoQ, a 73% beat). SDL expects the EBITDA margin to improve further once the revenue mix starts changing from Q1FY25 as its product mix shifts more towards premium projects hitting revenue recognition.
- **Highest-ever presales; robust launch pipeline:** SDL reported its highest-ever quarterly presales in value and volume at INR 17.24bn (+48%/+18% YoY/QoQ) and 1.7msf (+26%/+21% YoY/QoQ) resp. The average price realization was INR 10,223 (+17%/-3%, YoY/QoQ). The contribution of sales from Bengaluru was flat at 60% of the overall sales volume. Bengaluru has achieved its highest ever sale value of INR 9.3bn with >1msf in area. Kerala region achieved higher sale value in H1FY24 (INR 5bn) than in the entire FY23, assisted by the release of new inventory in existing projects. GIFT City projects recorded their best quarter (INR 895mn). SDL has a residential launch pipeline of 15msf, with 6-7msf expected in FY24.
- **Balance sheet strong; net debt trending downwards:** Total collections were INR 14.5bn (+9%/+7% YoY/QoQ). Net debt decreased to INR 14.4bn (INR 15.7bn in Q1FY24). Gross debt at INR 20bn was lower than last quarter (INR 20.8bn). The operating cash flow from completed and ongoing projects is expected at INR 36bn while that from forthcoming projects is at INR 73bn. INR 2.5-3bn is the expected land capex for FY24.

Consolidated financial summary (INR mn)

Particulars	Q2 FY24	Q2 FY23	YoY (%)	Q1 FY24	QoQ (%)	FY23	FY24E	FY25E	FY26E
Net Sales	7,412	6,700	*10.6*	9,079	*(18.4)*	33,101	33,573	39,155	45,692
EBITDA	754	948	*(20.4)*	654	*15.4*	3,695	5,103	7,244	8,453
APAT	149	192	*(22.2)*	121	*24.0*	1,042	1,743	3,187	4,054
Diluted EPS	1.6	2.0	*(22.2)*	1.3	*24.0*	11.0	18.4	33.6	42.7
P/E (x)						69.3	41.4	22.7	17.8
EV/EBITDA (x)						23.7	15.4	9.3	6.3
RoE (%)						4.2	6.8	11.4	13.0

Source: Company, HSIE Research

BUY

CMP (as on 7 Nov 2023)	INR 761
Target Price	INR 1,024
NIFTY	19,407

KEY CHANGES		OLD	NEW
Rating		BUY	BUY
Price Target		INR 1,024	INR 1,024
EPS Change %	FY24E	FY25E	FY26E
	-	-	-

KEY STOCK DATA	
Bloomberg code	SOBHA IN
No. of Shares (mn)	95
MCap (INR bn) / ($ mn)	72/882
6m avg traded value (INR mn)	575
52 Week high / low	INR 802/412

STOCK PERFORMANCE (%)

	3M	6M	12M
Absolute (%)	26.3	63.4	20.5
Relative (%)	27.8	57.0	14.4

SHAREHOLDING PATTERN (%)

	Jun-23	Sep-23
Promoters	52.28	52.28
FIs & Local MFs	12.22	14.95
FPIs	12.75	11.22
Public & Others	22.75	21.55
Pledged Shares	10.54	-

Source: BSE

Pledged shares as % of total shares

Parikshit D Kandpal, CFA
parikshitd.kandpal@hdfcsec.com
+91-22-6171-7317

Manoj Rawat
manoj.rawat@hdfcsec.com
+91-22-6171-7358

Nikhil Kanodia
nikhil.kanodia@hdfcsec.com
+91-22-6171-7362

Kolte Patil Developers

New launches to drive growth

KPDL reported strong presales of INR 6.3bn (+72%/-10% YoY/QoQ), with an average realisation of INR 6,426 per sq. ft. (-3%/-15% YoY/QoQ). 55% of the total H1FY24 presales (INR 13bn) were backed by new launches which were worth INR 20bn. KPDL is confident of surpassing presales of INR 28bn for FY24 and expects INR 35bn in FY25. This is on the back of INR 21bn worth of inventory, INR 30bn worth of priority launches, and an additional INR 40-50bn worth of new phase launches. The Pune region contributed 95% of the total H1FY24 presale value, which KPDL is expecting to lower to 70% by FY25. FY24TD, KPDL added INR 34.5bn worth of projects and for the rest of FY24, it expects to add INR 45bn worth of projects. The society redevelopment project (GDV of INR 9.5bn) in MMR is expected to be launched by H1FY25. Another high-value project added to the MMR i.e. Mulund (GDV of INR 9bn) is expected to be launched by H1FY25. Navi Mumbai project in Vashi (GDV of INR 3bn) is expected to be launched in Q4FY24. Liquidity is comfortable with net D/E at 0.05x (board-approved limit of 0.50x) paves the way for accelerated BD activities. Given strong business development and better-than-expected price realisation (5-10% increase), we maintain BUY and increase our TP to INR 534.

- **Q2FY24 financial performance:** KPDL reported revenue of INR 1.9bn (+61%/-65% YoY/QoQ, a 62% miss). EBITDA came in at INR 35mn INR (56)mn/1bn Q2FY23/Q1FY24, vs INR 800mn est.). Other income was INR 67mn (-54%/-9% YoY/QoQ). There was an EO expense of INR 124mn on impairment of goodwill. RPAT was loss of INR 253mn (INR (88)mn/INR 460mn Q2FY23/Q1FY24). APAT was a loss of INR 18mn (INR (88)mn/INR 568mn Q2FY23/Q1FY24) vs. the estimate of INR 335mn profit. For FY24, KPDL expects delivery of INR 17bn worth of projects and INR 20bn for FY25.
- **Robust launch pipeline:** The company reported quarterly presales of 0.98msf (+75%/+5% YoY/QoQ), valued at INR 6.3bn (+72%/-10% YoY/QoQ), with an average realisation of INR 6,426 per sq. ft. (-3%/-15% YoY/QoQ). 95% of the sales in value terms came from the Pune region for H1FY24. 55% of the total presales were backed by new launches with a revenue potential of INR 20bn. KPDL expects FY24 presales of INR 28bn on the back of INR 52bn worth of project launches, of which INR 20bn worth of launches were done in H1FY24. For FY25, presales are expected at INR 35bn with the contribution envisioned from the non-Pune market (Mumbai and Bengaluru) at 30%.
- **Strong BD pipeline:** In Q2FY24, KPDL acquired projects with a saleable area of 0.5msf and GDV potential of INR 9.5bn. To date in FY24, it has added 3msf in total with GDV potential of INR 34.5bn. This includes a society redevelopment project in MMR. For the rest of FY24, INR 45bn in BD is targeted. Collections were at INR 4.7bn (+17%/-8% YoY/QoQ). KPDL expects INR 21-22bn in collection for FY24. Net debt increased marginally to INR 490mn (INR 170mn in Q1FY24). Net D/E is at 0.05x (0.02x in Q1FY24).

Consolidated financial summary (INR mn)

Particulars	Q2FY24	Q2FY23	YoY (%)	Q1FY24	QoQ (%)	FY23	FY24E	FY25E	FY26E
Net Sales	1,982	1,233	60.7	5,712	(65.3)	14,884	15,764	20,110	23,131
EBITDA	35	(56)	(162.4)	1,082	(96.8)	1,893	3,681	4,654	5,384
APAT	(18)	(88)	(80.0)	568	(103.1)	1,025	2,264	3,151	3,200
EPS (INR)	(0.2)	(1.2)	(80.0)	7.5	(103.1)	13.5	29.9	41.6	42.2
P/E (x)						36.1	16.3	11.7	11.6
EV/EBITDA (x)						20.6	11.4	8.9	7.5
RoE (%)						9.3	18.9	21.7	18.1

Source: Company, HSIE Research

BUY

CMP *(as on 07 Nov 23)*	INR 488
Target Price	INR 534
NIFTY	19,407

KEY CHANGES		OLD	NEW
Rating		BUY	BUY
Price Target		INR 464	INR 534
EPS Change %	FY24E	FY25E	FY26E
	-	-	-

KEY STOCK DATA	
Bloomberg code	KPDL IN
No. of Shares (mn)	76
MCap (INR bn) / ($ mn)	37/454
6m avg traded value (INR mn)	167
52 Week high / low	INR 528/231

STOCK PERFORMANCE (%)	3M	6M	12M
Absolute (%)	7.4	89.6	43.4
Relative (%)	8.9	83.2	37.2

SHAREHOLDING PATTERN (%)	Jun-23	Sep-23
Promoters	74.45	74.45
FIs & Local MFs	2.52	3.96
FPIs	1.54	2.64
Public & Others	21.49	18.95
Pledged Shares	0.0	0.0

Source: BSE

Parikshit D Kandpal, CFA
parikshitd.kandpal@hdfcsec.com
+91-22-6171-7317

Manoj Rawat
manoj.rawat@hdfcsec.com
+91-22-6171-7358

Nikhil Kanodia
nikhil.kanodia@hdfcsec.com
+91-22-6171-7362

Rating Criteria

BUY: >+15% return potential

ADD: +5% to +15% return potential

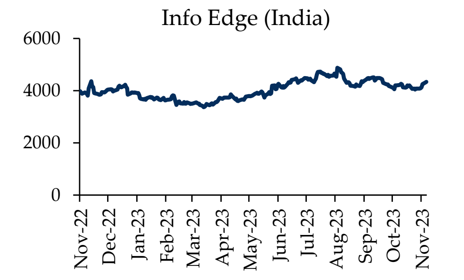
REDUCE: -10% to +5% return potential

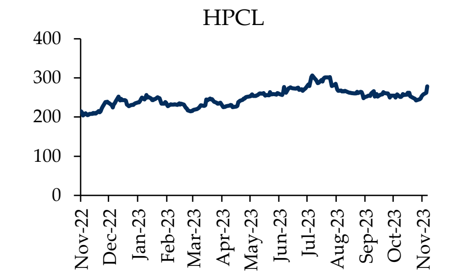
SELL: > 10% Downside return potential

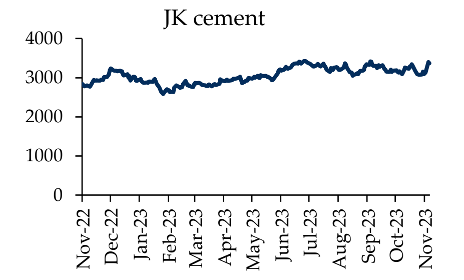
Disclosure:

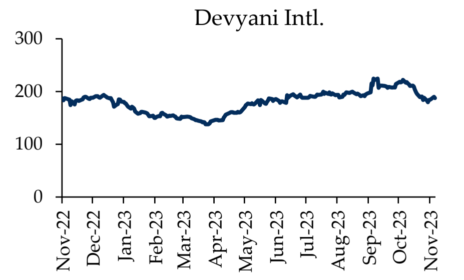
Analyst	Company Covered	Qualification	Any holding in the stock
Amit Chandra	Infoedge	MBA	NO
Harshad Katkar	Hindustan Petroleum Corporation	MBA	NO
Nilesh Ghuge	Hindustan Petroleum Corporation	MMS	NO
Akshay Mane	Hindustan Petroleum Corporation	PGDM	NO
Rajesh Ravi	JK Cement	MBA	NO
Keshav Lahoti	JK Cement	CA	NO
Naveen Trivedi	Devyani International, Radico Khaitan	MBA	NO
Varun Lohchab	Devyani International, Radico Khaitan	PGDM	NO
Paarth Gala	Devyani International, Radico Khaitan	Bcom	NO
Riddhi Shah	Radico Khaitan	MBA	NO
Parikshit Kandpal	Sobha, Kolte Patil Developers	CFA	NO
Manoj Rawat	Sobha, Kolte Patil Developers	MBA	NO
Nikhil Kanodia	Sobha, Kolte Patil Developers	MBA	NO

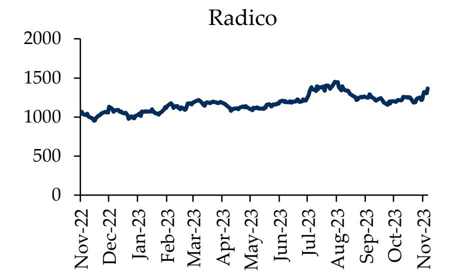
1 Yr Price movement

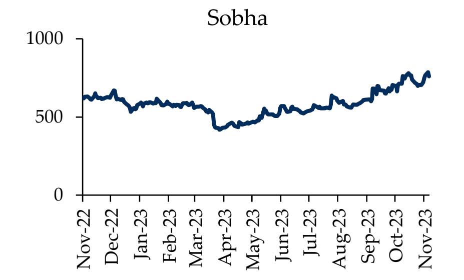


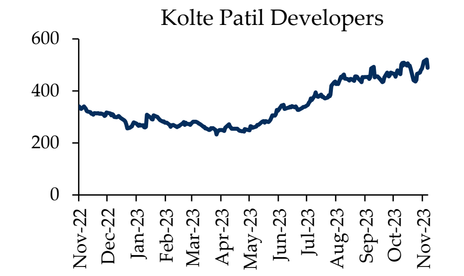












Disclosure:
Authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. SEBI conducted the inspection and based on their observations have issued advise/warning. The said observations have been complied with. 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.
Research Analyst or his/her relative or HDFC Securities Ltd. does not have any financial interest in the subject company. Also Research Analyst or his relative or HDFC Securities Ltd. or its Associate may have beneficial ownership of 1% or more in the subject company at the end of the month immediately preceding the date of publication of the Research Report. Further Research Analyst or his relative or HDFC Securities Ltd. or its associate does have/does not have any material conflict of interest.

HDFC Securities Limited (HSL) is a SEBI Registered Research Analyst having registration no. INH000002475.

Disclaimer:
This report has been prepared by HDFC Securities Ltd and is solely for information of the recipient only. The report must not be used as a singular basis of any investment decision. The views herein are of a general nature and do not consider the risk appetite or the particular circumstances of an individual investor; readers are requested to take professional advice before investing. Nothing in this document should be construed as investment advice. Each recipient of this document should make such investigations as they deem necessary to arrive at an independent evaluation of an investment in securities of the companies referred to in this document (including merits and risks) and should consult their own advisors to determine merits and risks of such investment. The information and opinions contained herein have been compiled or arrived at, based upon information obtained in good faith from sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. Descriptions of any company or companies or their securities mentioned herein are not intended to be complete. HSL is not obliged to update this report for such changes. HSL has the right to make changes and modifications at any time.
This report is not directed to, or intended for display, downloading, printing, reproducing or for distribution to or use by, any person or entity who is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, reproduction, availability or use would be contrary to law or regulation or what would subject HSL or its affiliates to any registration or licensing requirement within such jurisdiction. If this report is inadvertently sent or has reached any person in such country, especially, United States of America, the same should be ignored and brought to the attention of the sender. This document may not be reproduced, distributed or published in whole or in part, directly or indirectly, for any purposes or in any manner.
Foreign currencies denominated securities, wherever mentioned, are subject to exchange rate fluctuations, which could have an adverse effect on their value or price, or the income derived from them. In addition, investors in securities such as ADRs, the values of which are influenced by foreign currencies effectively assume currency risk. It should not be considered to be taken as an offer to sell or a solicitation to buy any security.
This document is not, and should not, be construed as an offer or solicitation of an offer, to buy or sell any securities or other financial instruments. This report should not be construed as an invitation or solicitation to do business with HSL. HSL may from time to time solicit from, or perform broking, or other services for, any company mentioned in this mail and/or its attachments.
HSL and its affiliated company(ies), 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 company(ies) mentioned herein 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 company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.
HSL, its directors, analysts or employees do not take any responsibility, financial or otherwise, of the losses or the damages sustained due to the investments made or any action taken on basis of this report, including but not restricted to, fluctuation in the prices of shares and bonds, changes in the currency rates, diminution in the NAVs, reduction in the dividend or income, etc.
HSL and other group companies, its directors, associates, employees may have various positions in any of the stocks, securities and financial instruments dealt in the report, or may make sell or purchase or other deals in these securities from time to time or may deal in other securities of the companies / organizations described in this report. As regards the associates of HSL please refer the website.
HSL 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.
HSL or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from t 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 in the normal course of business.
HSL 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 HSL nor Research Analysts 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. HSL may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.
Research entity has not been engaged in market making activity for the subject company. Research analyst has not served as an officer, director or employee of the subject company. We have not received any compensation/benefits from the subject company or third party in connection with the Research Report.
HDFC securities Limited, I Think Techno Campus, Building - B, "Alpha", Office Floor 8, Near Kanjurmarg Station, Opp. Crompton Greaves, Kanjurmarg (East), Mumbai 400 042 Phone: (022) 3075 3400 Fax: (022) 2496 5066
Compliance Officer: Murli V Karkera Email: complianceofficer@hdfcsec.com Phone: (022) 3045 3600
HDFC Securities Limited, SEBI Reg. No.: NSE, BSE, MSEI, MCX: INZ000186937; AMFI Reg. No. ARN: 13549; PFRDA Reg. No. POP: 11092018; IRDA Corporate Agent License No.: CA0062; SEBI Research Analyst Reg. No.: INH000002475; SEBI Investment Adviser Reg. No.: INA000011538; CIN - U67120MH2000PLC152193

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Mutual Funds Investments are subject to market risk. Please read the offer and scheme related documents carefully before investing.

Registration granted by SEBI, membership of BASL (in case of IAs) and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

HDFC securities
Institutional Equities
Unit No. 1602, 16th Floor, Tower A, Peninsula Business Park,
Senapati Bapat Marg, Lower Parel, Mumbai - 400 013
Board: +91-22-6171-7330 www.hdfcsec.com