

IPO Flash

November 17, 2023

Index

Tata Technologies Ltd

- About the IPO •
- About the company •
- Key Strengths •
- Key Concerns •
- Valuation and view •
- Financials •

Visit us at www.sharekhan.com

Sharekhan

by BNP PARIBAS

For Private Circulation only

| IPO Details: | |
|-------------------------------|--|
| Issue opens | November 22, 2023 (Wednesday) |
| Issue closes | November 24, 2023 (Friday) |
| Issue size | Rs. 2890-3042 crore |
| Type of issue | Offer for Sale (OFS) of up to 60,850,278 Equity Shares |
| Offer size | Offer for Sale (OFS) of up to 60,850,278 shares of Rs 2 |
| Price band | Rs. 475-500 |
| Bid Lot | 30 Shares |
| Post issue implied market cap | Rs. 19,269-20,283 crore |
| Issue Structure | |
| Institutional portion (QIB) | Not more than 50% |
| Non-Institutional portion | Not less than 15% |
| Shareholder portion | Up to 10% |
| Employee reservation portion | Up to 0.5% |
| Retail Portion | Not less than 35% |
| BRLMs | JM Financial Limited, Citigroup Global Markets India Private Limited and BofA Securities India Limited |

Source: Company RHP

About the IPO

The IPO is an Offer for Sale (OFS) of 60,850,278 equity shares of the face value of Rs. 2 aggregating up to Rs. 3042 crore. The issue is priced at Rs. 475-500 per share.

Offer for sale details

| Seller | No. of Shares |
|-------------------------------|--------------------------------|
| Promoter selling shareholders | |
| Tata Motors Limited | Up to 46,275,000 Equity Shares |
| Investor selling shareholders | |
| Alpha TC Holdings Pte. Ltd. | Up to 9,716,853 Equity Shares |
| Tata Capital Growth Fund I. | Up to 4,858,425 Equity Shares |
| Total | 60,850,278 |

Source: Company RHP

Shareholding pattern

| Shareholder | Pre-issue | | Post-issue* | | Post-issue^ | |
|--|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| | No of shares | Holding (%) | No of shares | Holding (%) | No of shares | Holding (%) |
| Promoters | 26,28,44,816 | 64.79% | 21,65,69,816 | 53.39% | 21,65,69,816 | 53.39% |
| Promoters Group | 81,19,920 | 2.00% | 81,19,920 | 2.00% | 81,19,920 | 2.00% |
| Total for Promoter and Promoter Group | 27,09,64,736 | 66.79% | 22,46,89,736 | 55.39% | 22,46,89,736 | 55.39% |
| Public – Investor Selling Shareholders | 4,41,67,510 | 10.89% | 2,95,92,232 | 7.29% | 2,95,92,232 | 7.29% |
| Public - Others | 9,05,36,284 | 22.32% | 15,13,86,562 | 37.32% | 15,13,86,562 | 37.32% |
| Total | 40,56,68,530 | 100% | 40,56,68,530 | 100% | 40,56,68,530 | 100% |

Source: Company RHP (*Lower price band; ^Upper price band)

About the company

Tata Technologies is leading global engineering services company offering product development and digital solutions, including turnkey solutions, to global original equipment manufacturers (“OEMs”) and their tier 1 suppliers. They have deep domain expertise in the automotive industry and leverage this expertise to serve their clients in adjacent industries, such as in aerospace and transportation and construction heavy machinery (“TCHM”).

The company’s lines of business are -

Services:

This includes providing outsourced engineering services and digital transformation services to global manufacturing clients helping them conceive, design, develop and deliver better products.

Technology Solutions:

The company complements its service offerings with products and education businesses (collectively, “Technology Solutions”). Through the Products business they resell third-party software applications, primarily product lifecycle management (“PLM”) software and solutions and provide value-added services such as consulting, implementation, systems integration and support. Their Education business provides “phygital” education solutions in manufacturing skills including upskilling and reskilling in relation to the latest engineering and manufacturing technologies to public sector institutions and private institutions.

Segment-wise revenue break-up

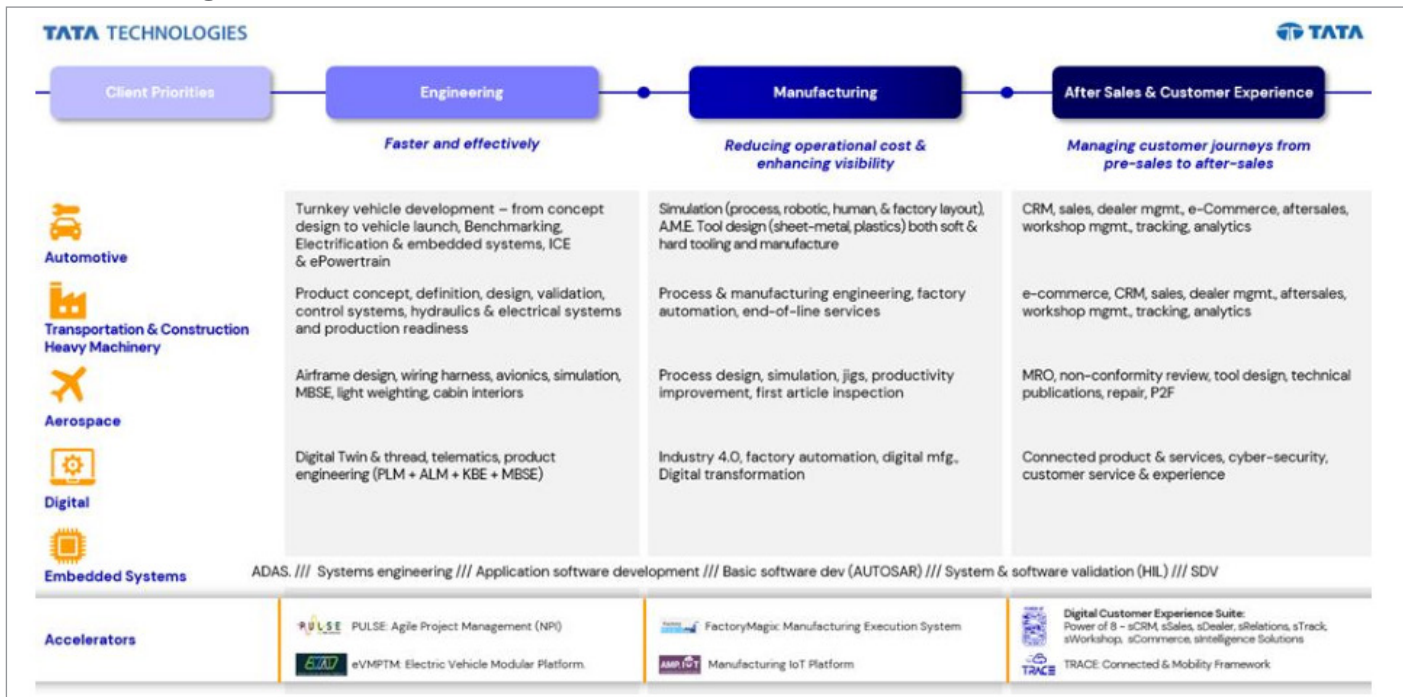
Rs crore

| Particulars | FY23 | | FY22 | | FY21 | |
|------------------------------|-------------------------|------------------------------|-------------------------|------------------------------|-------------------------|------------------------------|
| | Revenue from Operations | % of Revenue from Operations | Revenue from Operations | % of Revenue from Operations | Revenue from Operations | % of Revenue from Operations |
| Services Segment | 3531.2 | 80.0% | 2,651.4 | 75.1% | 1,914.4 | 80.4% |
| Automotive | 3131.5 | 70.9% | 2,276.9 | 64.5% | 1,573.4 | 66.1% |
| Others | 399.7 | 9.1% | 374.5 | 10.6% | 341.0 | 14.3% |
| Technology Solutions Segment | 883.0 | 20.0% | 878.2 | 24.9% | 466.5 | 19.6% |
| Total Revenue | 4414.2 | 100.0% | 3,529.6 | 100.0% | 2,380.9 | 100.0% |

Source: Company RHP

The company is a pure-play manufacturing focused ER&D company, primarily focused on the automotive industry and is currently engaged with seven out of the top 10 automotive ER&D spenders and five of 10 prominent new energy ER&D spenders in 2022. (Source: Zinnov Report)

Full service offering:



Source: Company RHP

Key Clients

The company has a diversified client base. It services multiple clients globally through 19 global delivery centers across North America, Europe and Asia-Pacific and derives a material portion of revenues from top 5 clients, which include Tata Motors Limited (Promoter) and certain of its subsidiaries (other than Jaguar Land Rover Limited) and Jaguar Land Rover Limited. The company’s client portfolio includes the Anchor Clients, leading traditional OEMs and tier 1 suppliers such as Airbus, McLaren, Honda, Ford, and Cooper Standard as well as new energy vehicle companies such as VinFast, among others such as Cabin Interiors and Engineering Solutions, ST Engineering Aerospace. Anchor clients comprise Tata Motors Group, including JLR.

Diversified global client base

Rs crore

| Region | Revenue from Operations FY23 | |
|-------------------|------------------------------|--------|
| India | 1,313.83 | 29.76% |
| Europe | 1,007.62 | 22.83% |
| North America | 946.54 | 21.44% |
| Rest of the world | 1,146.19 | 25.97% |

Source: Company RHP

Brief profile of directors & top management

Warren Harris: He is the CEO and the Managing Director. He has been associated with Tata Technologies since October 2005. He has received the Malcolm Baldrige National Quality Award for his services as a member of the Board of Overseers of the Malcolm Baldrige National Quality Award. Currently, he serves as a director in several Tata Technologies subsidiaries.

Ajoyendra Mukherjee: He is the Chairman and Independent Director. With nearly four decades of experience at Tata Consultancy Services (TCS), Mukherjee held various key positions, including executive vice president and global head of human resources.

Usha Sangwan: She is an independent and non-executive director. Sangwan has completed a licentiate examination in the life branch from the Federation of Insurance Institutes. She is a member of various committees and organizations related to the financial services industry, including the Diversity and Inclusion Committee of the Bombay Chamber of Commerce and Industry. Prior to joining Tata Technologies, Sangwan served as the managing director of Life Insurance Corporation (LIC) of India.

Nagaraj Ijari: He is the Independent and Non Executive Director. Prior to joining the Company, he was associated with Gherzi Eastern Limited as senior programmer, Mafatlal Consultancy Services (India) Limited as systems engineer, and Tata Consultancy Services as head – business unit.

Aarthi Sivanandh: She is the Independent Director of the Company. She is enrolled with the Bar Council of Tamil Nadu. She is presently an equity partner with J. Sagar Associates.

PB Balaji: Pathamadai Balachandran Balaji is a Non-Executive Director of Tata Technologies. He holds a Bachelor's degree in engineering from the IIT, Madras, He currently serves as the President and Chief Financial Officer of Tata Motors group. Prior to joining Tata Technologies, he held the position of Executive Director and Chief Financial Officer at Hindustan Unilever Limited.

Shailesh Chandra: He is a Non-Executive Director. Prior to joining the Company, he was associated with Tata Motors Limited as head – strategy and business transformation. Currently, he is the managing director of subsidiaries of Tata Motors Limited, namely, Tata Motors Passenger Vehicle Limited and Tata Passenger Electric Mobility Limited.

Key Strengths:

- ♦ **Deep expertise in automotive industry:** The company's comprehensive portfolio of services for the automotive industry addresses the product development and enterprise optimization needs of traditional OEM's and new energy vehicle companies, together with their associated supply chains. The company's automotive ER&D services span the entire automotive value-chain and includes concept design and styling, tear down and benchmarking ("TDBM"), vehicle architecture, body engineering, chassis engineering, virtual validation, ePowertrains, electrical and electronics, connected, manufacturing engineering, test and validation and vehicle launch.
- ♦ **Differentiated capabilities in new age automotive trends – electric vehicles ("EVs"), connected and autonomous:** The company's end-to-end solutions for EV development, manufacturing and after-sales services are designed to help OEMs develop competitive EVs while maintaining a balance between cost, quality and timelines. They have developed a wide range of differentiated capabilities and offerings for EV projects, including EV architectures, over-the-air ("OTA") connected services, level 2 and level 3 autonomous driver assistance systems ("ADAS"), embedded electronics, EV system design, embedded solutions, computer aided engineering ("CAE"), vehicle engineering and integration, prototype build and test and program management.
- ♦ **Strong digital capabilities bolstered by proprietary accelerators:** The company's suite of digital services and accelerators are designed to help OEMs and tier 1 suppliers manage the entire digital product life cycle and engage the customer throughout the product journey. The solutions and accelerators across new product introduction ("NPI") increase the efficiency of automotive, transportation and construction heavy machinery (TCHM) and aerospace clients in introducing new products to the market.
- ♦ **Marquee set of clients across anchor accounts, traditional OEMs and new energy vehicle companies:** The company has diversified global presence across Asia Pacific, Europe and North America and partner with many of the largest manufacturing enterprises in the world. As of September 30, 2023, our clients are comprised of more than 35 traditional automotive OEMs and tier 1 suppliers and more than 12 new energy vehicle companies. The client portfolio includes Anchor Clients, TML and JLR, leading traditional OEMs like Airbus, McLaren, Honda, Ford, and Cooper Standard and tier 1 suppliers as well as new energy vehicle companies such as VinFast, among others such as Cabin Interiors and Engineering Solutions, ST Engineering Aerospace.
- ♦ **Global delivery model enabling intimate client engagement and scalability:** The company has a global workforce of 12,451 employees serving multiple global clients from 19 global delivery centers in Asia Pacific, Europe and North America, as of September 30, 2023. The globally distributed execution model ensures balance between onshore client proximity and offshore efficiency. This efficiency is achieved through leveraging their low-cost offshore delivery model to move a greater portion of the work offshore to India and Romania. The company had approximately 1,717 employees based out of our strategic onshore locations, enabling greater proximity to our clients.
- ♦ **Well-recognised brand with experienced Promoter, board of directors and management team:** The company benefits from the strong track record, reputation, and experience of Promoter, TML, which is part of the Tata Group. The Tata Group is one of the leading business conglomerates in India, with a heritage of over 100 years, comprising of more than 28 equity listed companies across multiple verticals such as technology, steel

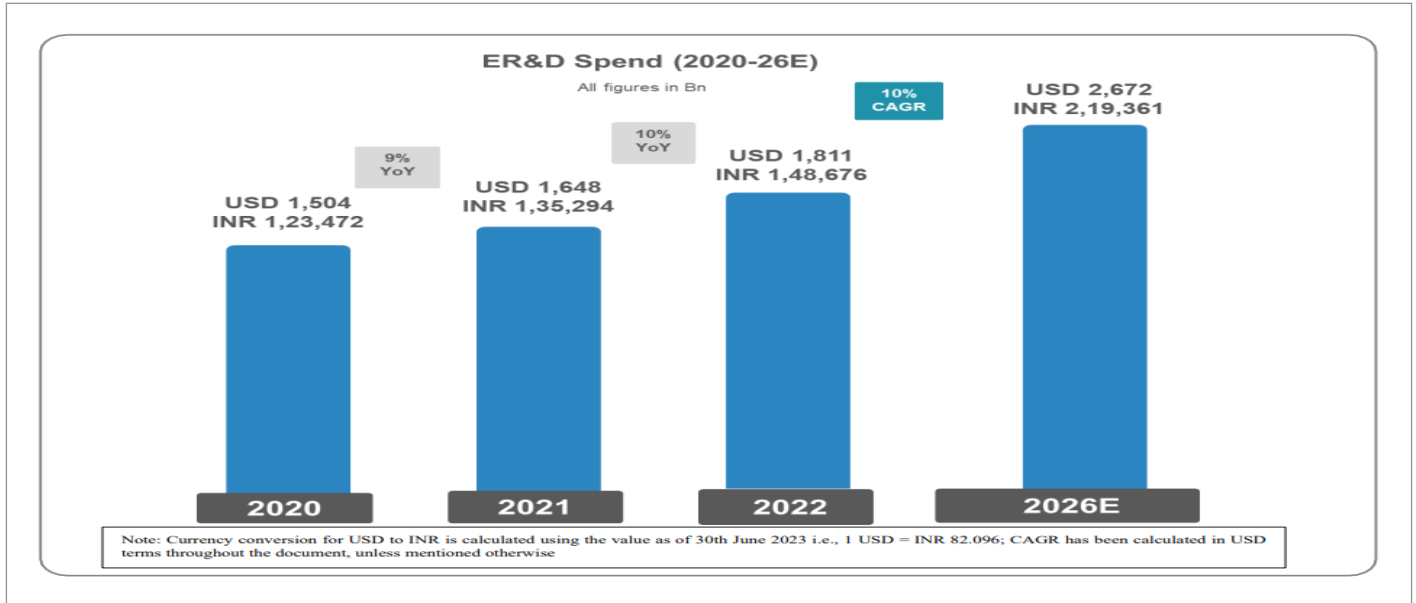
and automotives. In addition to benefiting from the high standards of corporate governance and brand value associated with the Tata Group, they also have the opportunity to leverage and benefit from the Tata Groups' global network for exploring potential business opportunities and acquiring direct access to senior decision makers

Key Concerns:

- ◆ **Material portion of revenue is derived from top 5 clients:** The company derives a material portion of the revenues from its top 5 clients by revenue generated in FY2022 which include Tata Motors Limited and certain of its subsidiaries (other than JLR) and JLR. If any or all of the Top 5 clients were to suffer a deterioration of their business, cease doing business with the company or substantially reduce their dealings, revenues could decline, which may have a material adverse effect on the business, results of operations, cash flows and financial condition.
- ◆ **Revenues highly dependent on clients concentrated in the automotive segment:** An economic slowdown or factors affecting the Automotive segment may have an adverse effect on their business, financial condition and results of operations. The company faces risks due to a high concentration of clients in the automotive segment
- ◆ **The business relies on skilled engineers and a management team:** Their ability to secure new contracts and expand their services may be hindered if they struggle to hire and retain qualified personnel, potentially leading to a decline in revenue. The competition for engineering and technology professionals is significant, especially in the locations where they operate. They have invested in talent attraction and development, but there's a risk of challenges in hiring and training skilled professionals. Losing senior executives or key personnel to competitors could result in significant losses and knowledge leakage.
- ◆ **Non-compliance with client-specified service agreement requirements can jeopardise the firm:** Their offerings involve high technological complexity and may contain design issues, defects, or deficiencies that can be challenging to detect and correct, especially during initial release or when introducing new features. Performance-related problems or vulnerabilities could lead to negative publicity, cybersecurity breaches, data security issues, client terminations, and difficulties in securing future service agreements. Detecting deficiencies after release is possible, despite quality checks and testing. Litigation and damage claims may arise, resulting in substantial costs and potentially impacting their business. Inability to meet contractually-agreed service levels could damage their reputation. Foreign laws govern contracts with most of their Top 5 Clients, and meritless claims can have adverse effects. Litigation costs, remediation expenses, and losses from unfulfilled assumptions or reliance on partners, subcontractors, or vendors may occur.
- ◆ **Growth mismanagement can lower profitability and destabilise the firm:** Their business has experienced significant growth, reflected in their revenue from operations of Rs 2526.7 crore for the six-month period ending September 30, 2023, and Rs. 1887.9 crore for the same period in 2022. This growth poses challenges such as recruiting, training, and retaining skilled personnel, optimizing processes, maximizing client satisfaction, managing the supply chain and vendor management, improving internal infrastructure, and effectively managing a larger client base across industries and locations.

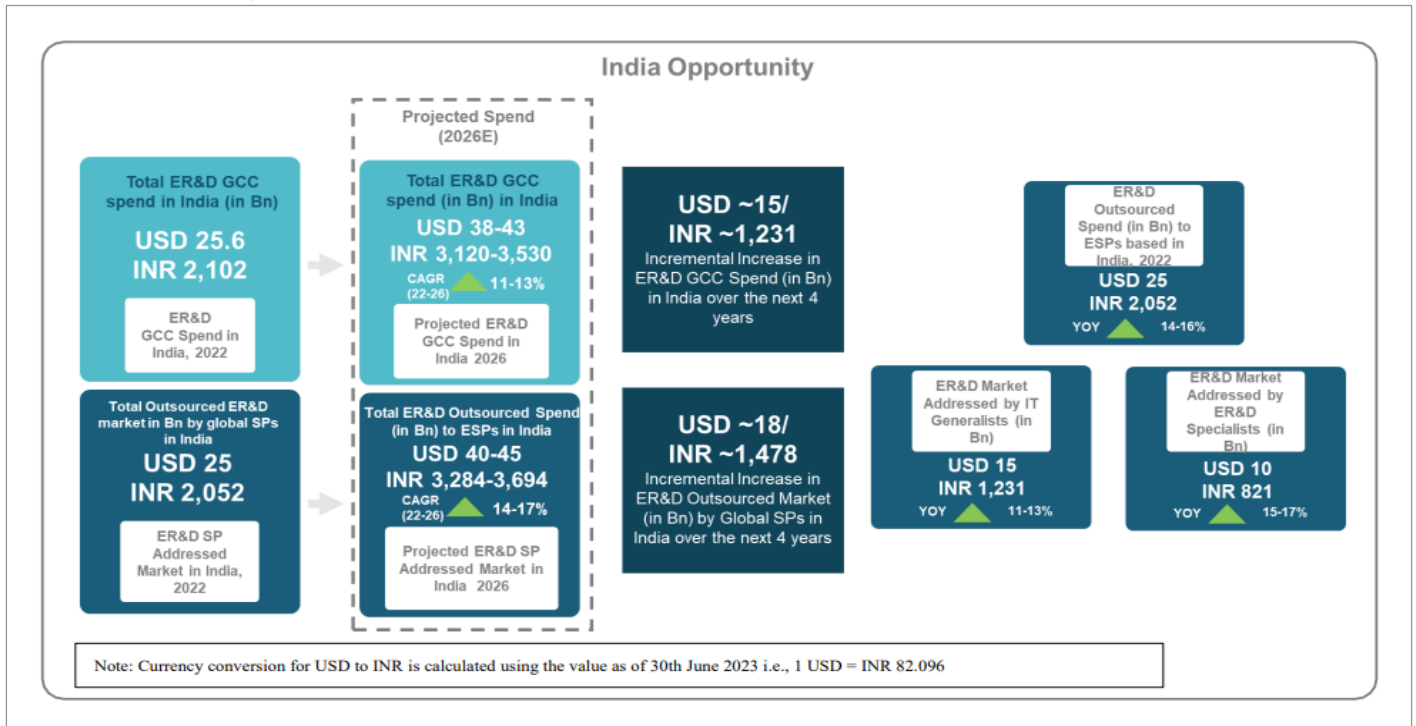
Industry overview (Global ER&D service industry)

Global ER&D spend to grow at 10% CAGR over 2022-2026E



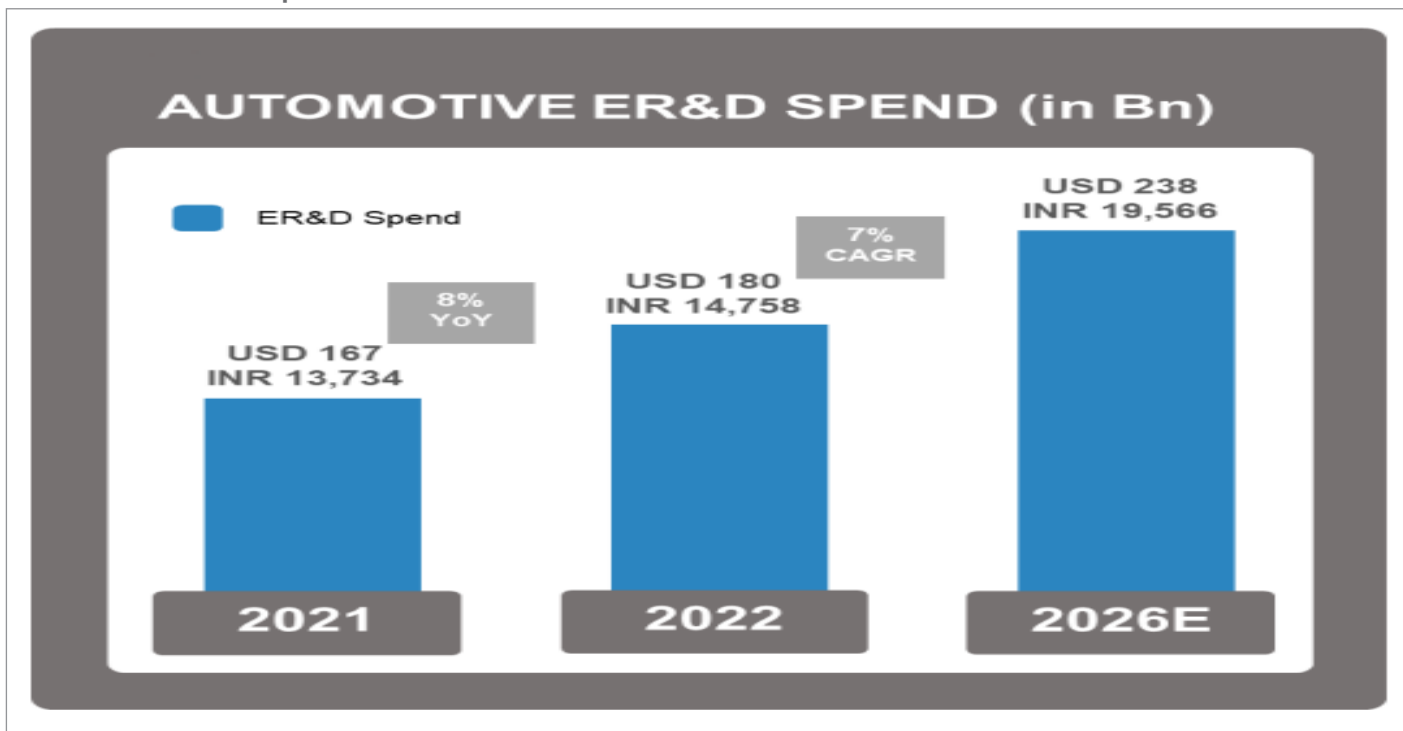
Source: Company RHP

ER&D India opportunity



Source: Company RHP

Global automotive Er&D spend outlook



Source: Company RHP

key characteristics of service providers across different geographies

| | India | Eastern Europe | Western Europe | North America |
|---|---|---|---|--|
| Total Spend in Bn(2022) | USD 25, INR 2,052 | USD 8, INR 657 | USD 37, INR 3,038 | USD 16, INR 1,314 |
| Characteristics | Large IT services companies and pure play ER&D services | Focused on Software engineering for ISV clients | Large Key Vertical focused service providers | Large onshore staffing organizations |
| Focus Verticals | Diversified | Software/ Internet, Telecom, Automotive | Automotive, Aerospace, Energy | Aerospace, Automotive, Software, Telecom |
| Key Players (non-exhaustive list) | LTTS, KPIT, Tata Elxsi, Tata Technologies | DXC, EPAM Softserve, | Alten, Bertrandt, Capgemini, Tieto | Allegis, Belcan, CDI |
| Customer Segments | North American and European end markets | Nearshore outsourcing for European Companies as well as US companies | Local Europe customers meeting on-shore needs and staffing requirements | Local R&D units of large companies |
| Advantages | Availability of Next Generation Digital Talent Pool; Annual Graduate STEM Talent Pool of ~2.3 Mn, providing an opportunity to scale; Attractive billing rates when compared to peers from other nations | Emergence as a strong nearshore presence due to presence of skilled workforce; Favourable Ecosystem and costs to build scalable teams | Onshore presence for Manufacturing heavy verticals | Vibrant Tech Start-up Ecosystem |
| Average Billing Rates (USD/ FTE/ Annum) | 35k-45k | 60k-70k | 90k-110k | 90k-110k |

Note: Currency conversion for USD to INR is calculated using the value as of 30th June 2023 i.e., 1 USD = INR 82.096

Source: Company RHP

Valuation and view

At the IPO price band of Rs. 475-500/share per share, the offer is valued at 32.5x/30.9x its FY23 EPS at upper and lower price band. The issue price is at steep discount of 69%/53% to its peers KPIT/Tata Elxsi on FY23 financials. At annualised EPS (based on H1FY24 PAT) the IPO is valued at 28.8x its FY2024E EPS. The Tata Group is coming out with an IPO after a gap of almost two decades and the IPO seems reasonably priced versus peers and offer favourable risk reward for the investors. Tata Technologies future outlook is promising given its proven track-record, established capabilities in ER&D services and focus on adjacencies of Aerospace & TCHM (transport and construction heavy machinery).

Peer Comparison (based on FY23 financials)

| Name of Company | Market Capital (Rs cr) | Revenues (Rs cr) | OPM (%) | PAT (Rs. Crore) | EPS (Rs.) | P/E (x) | RONW (%) |
|---------------------------------------|------------------------|------------------|---------|-----------------|-----------|---------|----------|
| KPIT Technologies Limited | 40527 | 3,365 | 18.9 | 379.6 | 14.1 | 104.8 | 22.9 |
| L&T Technology Services Limited | 46840 | 8,816 | 20.0 | 1,212 | 110.8 | 40.0 | 26.6 |
| Tata Elxsi Limited | 52645 | 3145 | 30.6 | 755 | 121.3 | 69.7 | 36.2 |
| Tata Technologies (upper band) | 20283 | 4,414 | 20.6 | 624 | 15.4 | 32.5 | 20.9 |
| Tata Technologies (lower band) | 19269 | | | | | 30.9 | |

Source: Company RHP, Sharekhan Research

FINANCIALS

Profit & Loss (Consolidated)

| | Rs crore | | | | |
|--|----------------|---------------|---------------|---------------|---------------|
| Particulars | FY2021 | FY2022 | FY2023 | 6MFY24 | 6MFY23 |
| Revenue from operations | 2380.91 | 3529.6 | 4414.2 | 2526.7 | 1887.9 |
| Employee benefit expenses | 1216.00 | 1512.7 | 1929.5 | 1131.9 | 891.1 |
| Purchase and Outsourcing expense | 579.73 | 1088.3 | 1252.1 | 714.0 | 425.2 |
| other expenses | 199.47 | 282.9 | 411.6 | 216.0 | 199.0 |
| Total Operating Expenditure | 1995.20 | 2883.9 | 3593.2 | 2062.0 | 1515.3 |
| Adjusted EBITDA | 385.71 | 645.7 | 820.9 | 464.8 | 372.6 |
| EBITDA margin (%) | 16.20% | 18.29% | 18.60% | 18.39% | 19.73% |
| Depreciation and Amortization | 92.2 | 85.7 | 94.6 | 49.74 | 45.6 |
| EBIT | 293.5 | 560.0 | 726.4 | 415.0 | 326.9 |
| Finance Costs | 17.7 | 21.9 | 18.0 | 9.48 | 8.1 |
| Other income | 44.8 | 48.8 | 87.8 | 60.72 | 22.5 |
| PBT | 320.7 | 586.9 | 796.2 | 466.3 | 341.3 |
| Total Tax Expense | 76.1 | 149.9 | 172.1 | 114.35 | 82.2 |
| Exceptional item | 5.4 | | | | |
| Restated Profit/ (Loss) for the Period / Year | 239.2 | 437.0 | 624.0 | 351.90 | 259.1 |

Source: Company RHP

Balance Sheet (Consolidated)

| | Rs crore | | | | |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|
| Particulars | FY2021 | FY2022 | FY2023 | 6MFY24 | 6MFY23 |
| Total Non-Current Assets | 1185.2 | 1237.8 | 1404.0 | 1497.4 | 1196.5 |
| Total Current Assets | 2387.5 | 2980.2 | 3797.5 | 3645.0 | 2976.4 |
| Total Assets | 3572.7 | 4218.0 | 5201.5 | 5142.4 | 4173.0 |
| Equity | | | | | |
| Equity Share Capital | 41.8 | 41.8 | 81.1 | 81.1 | 40.6 |
| Other Equity | 2100.3 | 2238.4 | 2908.4 | 2772.0 | 2441.3 |
| Total Equity | 2142.2 | 2280.2 | 2989.5 | 2853.1 | 2481.9 |
| Total Non-Current Liabilities | 248.4 | 242.2 | 238.6 | 242.7 | 225.5 |
| Total Current Liabilities | 1182.2 | 1695.7 | 1973.4 | 2046.6 | 1465.6 |
| Total Equity and Liabilities | 3572.7 | 4218.0 | 5201.5 | 5142.4 | 4173.0 |

Source: Company RHP

Cash flow statement (Consolidated)

| | Rs crore | | | | |
|--|----------|---------|----------|----------|----------|
| Particulars | FY2021 | FY2022 | FY2023 | 6MFY24 | 6MFY23 |
| Net cash generated from operating activities | 1112.89 | -38.679 | 401.379 | -7.821 | 168.441 |
| Net cash used in investing activities | -673.574 | 74.205 | -487.42 | 580.321 | 115.343 |
| Net cash used from/in financing activities | -44.071 | -44.411 | -346.868 | -526.512 | -320.422 |
| Net increase in cash & cash equivalents | 395.245 | -8.885 | -432.909 | 45.988 | -36.638 |
| Cash & cash equivalents at beginning of the year | 376.068 | 781.323 | 768.257 | 382.821 | 768.257 |
| Cash & cash equivalents at the end of the year | 781.323 | 768.257 | 382.821 | 428.554 | 713.269 |

Source: Company RHP

Key Ratios

| Operational ratios | FY2021 | FY2022 | FY2023 |
|-----------------------------------|--------|--------|--------|
| EBITDA margin (%) | 16.2 | 18.3 | 18.6 |
| EBIT margin (%) | 12.3 | 15.9 | 16.5 |
| NPM (%) | 10.0 | 12.4 | 14.1 |
| RONW (%) | 11.2 | 19.2 | 20.9 |
| Valuation ratios | | | |
| P/E (x) at upper price band | 84.8 | 46.4 | 32.5 |
| EV/EBITDA (x) at upper price band | 50.6 | 30.1 | 23.5 |

Source: Company RHP; 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 / 022-69920600