

Transport Corporation of India

Soft 3Q; revise to ADD

CMP
Rs 978

Target Price
Rs 1,043
Mar 2025

Rating
ADD

Upside
7% (↑)

- Transport Corporation of India's (TRPC) 3QFY24 revenues grew 4% yoy (stable qoq) to ~Rs 10bn (EE: ~Rs 10.2bn). EBITDA was down 13% yoy while remaining flattish qoq at Rs 999mn, falling short of EE (Rs 1,086mn). EBITDA margins slid 187bps yoy/14bps qoq to 10% (EE: 10.6%). TRPC's JV share of profit increased 79% yoy/fell 10% qoq to ~Rs 182mn. Recurring PAT was down 7% yoy/9% qoq to ~Rs 794mn, coming in below EE (Rs 927mn).
- Given the moderate economic trends this fiscal, TRPC trimmed its FY24E growth guidance from 10-15% to 5-10%, while maintaining its medium-term growth target of 10-15%.
- In view of the 9M performance and outlook, we largely maintain our revenue estimates; however, we cut our FY24/FY25 PAT estimates by 6%/4%. With the recent stock price run-up, we revise our rating to ADD (from LONG) with a Mar'25 TP of Rs 1,043 set at a one-year fwd. PE of 18x.

Challenging times for freight segment: During 3QFY24, freight segment (excl. JV) revenues slipped 1% yoy to ~Rs 4.0bn while EBITDA was down 28% yoy to ~Rs 141mn. EBITDA margins weakened to 3.5% in 3QFY24 vs. 4.9% in 3QFY23. Flattish revenues vis-à-vis fixed infrastructure costs have hurt segment margins. Less-than-truck load (LTL) segment constituted ~37% of total 9MFY24 volumes while management sees this proportion touching 40% by FY25E. TRPC opened 30 new branches during 9MFY24 and expects this number to reach 50 for the fiscal. We expect freight segment revenues to clock a moderate 4.8% CAGR over FY23-FY26E.

Strong SCS momentum continues: During 3QFY24, SCS revenues grew 14% yoy to ~Rs 3.6bn while EBITDA was up 20% yoy to ~Rs 352mn. EBITDA margins expanded yoy from 9.2% in 3QFY23 to 9.7% in 3QFY24. TRPC is cautious while taking new orders for the segment to protect margins. We expect SCS revenues to grow at a strong 16.6% CAGR over FY23-FY26E.

Seaways segment to face near-term challenges; long-term prospects intact: During 3QFY24, TRPC's seaways revenues declined 15% yoy to ~Rs 1.4bn while EBITDA tumbled 24% yoy to ~Rs 490mn. Revenues were affected by temporary weakness amidst delays in infra projects at the Andamans while margins reeled under weaker freight rates and stable fuel prices. We expect the seaways segment to post an 8.5% revenue CAGR over FY23-FY26E.

Revise to ADD with a Mar'25 TP of Rs 1,043: The stock is currently trading at 22.5x/19.8x P/E on our FY24/FY25 estimates. With the recent stock rally, we revise our rating to ADD (from LONG) with a Mar'25 TP of Rs 1,043 set at a one-year fwd. PE of 18x.

Key risks: Concentration risk (automotive industry), an increase in diesel prices, highly competitive road logistics industry, and a modal shift of cargo from road to rail.

Financial Summary

YE Mar Rs mn	Sales	EBITDA	Recurring PAT	EPS (Rs)	P/E (x)	P/B (x)	EV/ EBITDA (x)	ROE (%)	Core ROIC (%)	EBITDA Margin (%)
FY23A	37,826	4,240	3,207	40.9	23.9	4.4	11.2	20.3	20.5	11.2
FY24E	39,839	4,070	3,366	43.3	22.5	3.8	18.3	18.3	18.7	10.2
FY25E	44,481	4,580	3,842	49.5	19.8	3.2	16.2	18.0	18.5	10.3
FY26E	49,476	5,273	4,503	58.0	16.9	2.8	13.8	18.1	18.9	10.7

Source: Company, Equirus Securities

Estimate Revision

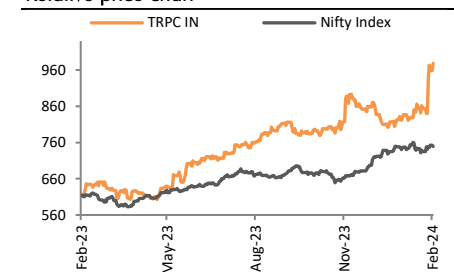
	Forecasts		% Change	
	FY24E	FY25E	FY24E	FY25E
Sales	39,839	44,481	-1%	0%
EBITDA	4,070	4,580	-4%	-3%
PAT	3,366	3,842	-6%	-4%
EPS	43.3	49.5	-6%	-4%

Stock Information

Market Cap (Rs Mn)	75,970
52 Wk H/L (Rs)	1,080/591
Avg Daily Volume (1yr)	75,997
Avg Daily Value (Rs Mn)	0.8
Equity Cap (Rs Mn)	17,018
Face Value (Rs)	2
Share Outstanding (Mn)	77.7
Bloomberg Code	TRPC IN
Ind Benchmark	SPBSMIP

Ownership (%)	Recent	3M	12M
Promoters	68.9	0.0	(0.1)
DII	11.9	(0.1)	1.0
FII	3.6	0.1	(0.6)
Public	15.7	0.1	(0.3)

Relative price chart



Source: Bloomberg

Analysts

Jainam Shah
jainam.shah@equirus.com
+91-079 6901 5021

Shreyans Mehta
shreyans.mehta@equirus.com
+91-022 4332 0611

Exhibit 1: Quarterly performance

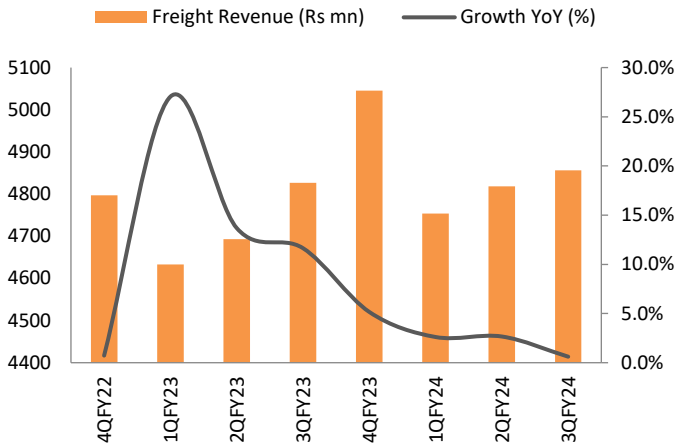
Rs Mn	3QFY24	3QFY24E	2QFY24	3QFY23	% Change			Comments
					3QFY24E	2QFY24	3QFY23	
Net Sales	10,020	10,212	9,935	9,668	-2%	1%	4%	
Cost of rendering service	8,067	8,200	8,017	7,702	-2%	1%	5%	
Employee Benefits Expense	566	574	568	493	-1%	0%	15%	
Other Expenses	388	353	346	328	10%	12%	18%	
Total Expenditures	9,021	9,127	8,931	8,523	-1%	1%	6%	
EBITDA	999	1,086	1,004	1,145	-8%	0%	-13%	
Depreciation	331	335	311	314	-1%	6%	5%	
EBIT	668	751	693	831	-11%	-4%	-20%	
Interest	35	30	34	26	17%	3%	34%	
Other Income	95	101	113	70	-6%	-16%	36%	
PBT	728	822	772	875	-11%	-6%	-17%	
Tax	108	104	96	110	4%	13%	-2%	
PAT before MI & Associate	620	718	676	764	-14%	-8%	-19%	
Minority Interest	-8	-8	-8	-8	-3%	0%	-2%	
Profit from Assoc.	182	218	202	102	-16%	-10%	79%	
Recurring PAT	794	927	870	858	-14%	-9%	-7%	
Extraordinaries	0	0	0	0				
Reported PAT	794	927	870	858	-14%	-9%	-7%	
EPS (Rs)	10.2	12.0	11.2	11.1	-14%	-9%	-8%	
EBITDA Margin	10.0%	10.6%	10.1%	11.8%	-66 bps	-14 bps	-187 bps	
EBIT Margin	6.7%	7.4%	7.0%	8.6%	-68 bps	-31 bps	-193 bps	
PBT Margin	7.3%	8.0%	7.8%	9.0%	-78 bps	-51 bps	-178 bps	
PAT Margin	7.9%	9.1%	8.8%	8.9%	-116 bps	-83 bps	-95 bps	
Tax Rate	14.8%	12.6%	12.4%	12.6%	220 bps	240 bps	221 bps	

Source: Company Data, Equirus

Earnings Call Takeaways

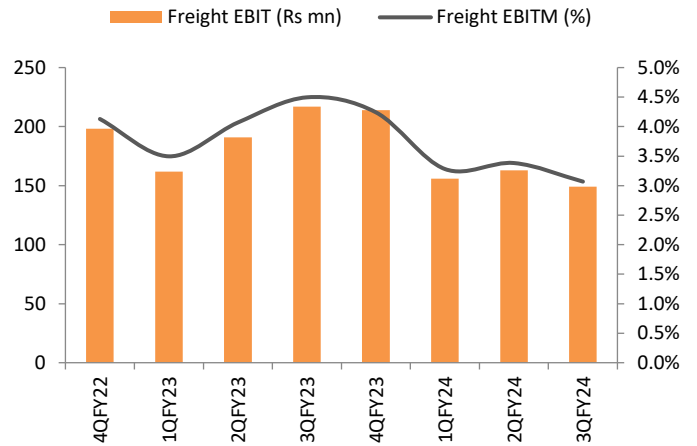
- **Guidance:**
 - Given the 9MFY24 performance, TRPC has reduced its FY24 guidance to 5-10% growth vs 10-15% earlier.
 - TRPC expects growth of 10-15% for next 2-3 years.
 - TRPC expects margin to be in the range of 10-11%.
- TRPC has opened 30 new branches in its freight segment in 9MFY24 and expects total branch addition of 50 in FY24E.
- ROCE for TRPC's freight segment has reduced to 20% in 9MFY24, however, it expects it to inch up to ~23% in near term.
- LTL segment has contributed ~37% of total freight volume in 9MFY24 and management targets it to take it to 40% by end of FY25E.
- Freight segment margin impacted in 9MFY24 mainly on account of flattish revenue growth vis-à-vis few fixed infrastructures cost.
- **Capex:** TRPC expects capex of ~Rs 2.5bn for FY24E and expects similar range of capex in near term.
- **Warehousing:** Total warehousing space under management is ~14msf as of Dec'23. Of which ~2-2.5msf is owned while balance is leased.
- TRPC is exploring opportunities for its SCS segment while protecting its margins and expects segment growth of 15% in near to medium term.
- Margins for seaways segment has been lower mainly on account of weaker freight rates vis-à-vis stable bunker fuel prices.
- TRPC expects positive impact on account of reduction of rail haulage by 33% for SUV rail movements.
- **JV Performance:**
 - **Transystem:** Revenue grew 41% yoy to ~Rs 2.4bn.
 - **TCI CONCOR:** Revenue grew 11% yoy to ~Rs 824mn.
 - **TCI Cold Chain Solutions:** Revenue grew 66% yoy to ~Rs 232mn.

Exhibit 2: Freight segment revenues flat yoy



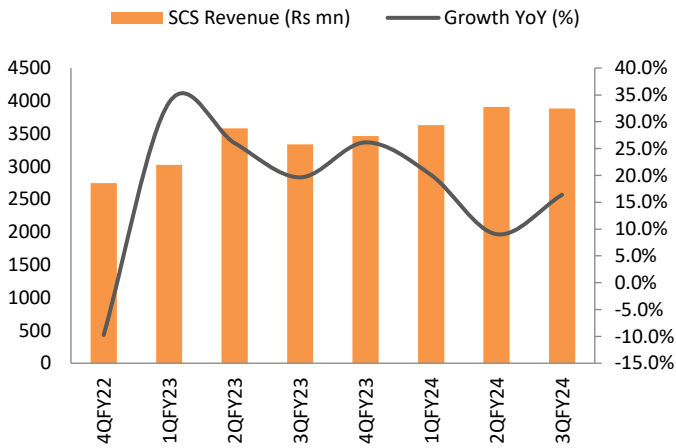
Source: Company Data, Equirus

Exhibit 3: Freight segment EBIT margin decreased and stood at 3.1%



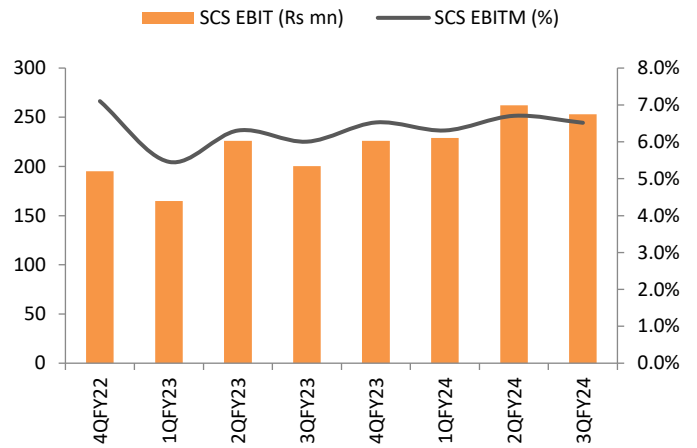
Source: Company Data, Equirus

Exhibit 4: SCS segment revenues up 16% yoy



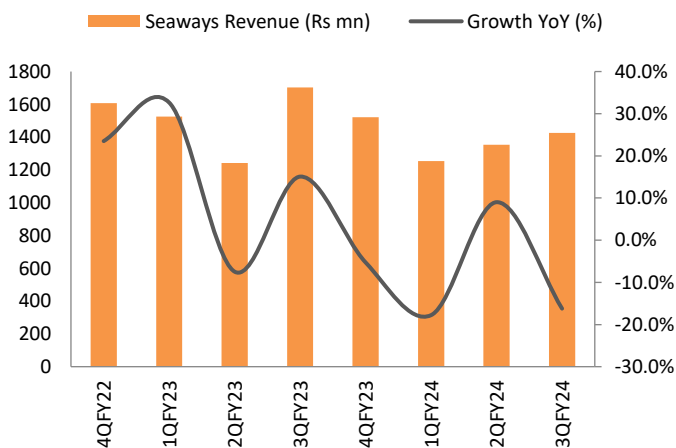
Source: Company Data, Equirus

Exhibit 5: SCS Segment EBIT margin stood stable at 6.5%



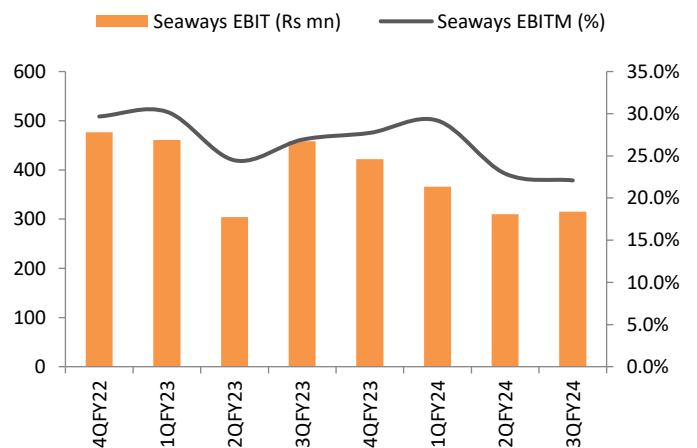
Source: Company Data, Equirus

Exhibit 6: Seaways segment revenues down 16% yoy



Source: Company Data, Equirus

Exhibit 7: Seaways EBIT decreased and stood at 22.1%



Source: Company Data, Equirus

Company Snapshot

How we differ from the consensus

Particular (Rs Mn)		Equirus	Consensus	% Diff	Comment
Sales	FY24E	39,839	41,202	-3%	
	FY25E	44,481	46,871	-5%	
EBITDA	FY24E	4,070	4,410	-8%	
	FY25E	4,580	5,387	-15%	
PAT	FY24E	3,366	3,563	-6%	
	FY25E	3,842	4,068	-6%	

Key Estimates

Key Assumptions (Rs mn)	FY20A	FY21A	FY22A	FY23A	FY24E	FY25E	FY26E
Revenue	27,178	28,024	32,588	37,826	39,839	44,481	49,476
EBITDAM %	8.9%	9.3%	12.6%	11.2%	10.2%	10.3%	10.7%
PAT %	5.2%	5.3%	8.9%	8.4%	8.4%	8.6%	9.1%

Risks to Our View

- Concentration risk (automotive industry),
- An increase in diesel prices,
- Highly competitive road logistics industry, and
- A modal shift of cargo from road to rail.

Company Description

Transport Corporation of India (TRPC) is India's leading integrated multimodal logistics and supply chain solutions provider. Established in 1958, it has grown from a single truck/single route company to a multimodal integrated supply chain management (SCM) solutions provider. Its broad range of services – **freight, supply chain, warehousing solutions, coastal and shipping** – make it a formidable player in the Indian logistics space.

Through its freight segment (TCI Freight), it provides integrated surface transport solutions like FTL (full truck load), LTL (less than truck load), small packages and consignments, ODC (over dimensional cargoes), and PHH (project heavy haul) with a fleet of 4,600+ trucks (owned: 120), 700+ offices, and 25 hubs.

Under its supply chain segment (TCI SCS), the company offers integrated supply chain solutions – right from conceptualisation and designing the logistics network to implementation. Service offerings include supply chain consultancy, inbound logistics, warehousing/distribution centre management, and outbound logistics. For the SCS division, TRPC has a warehousing space of ~14msf and 5,000+ vehicles under operation.

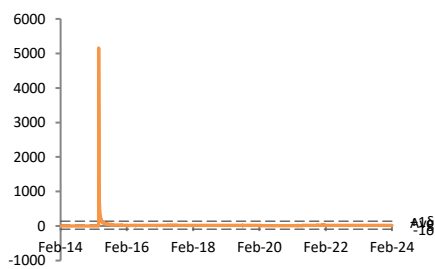
Under its seaways division (TCI Seaways), TRPC provides multi-modal coastal services in India for transporting containers and bulk cargo, connecting major ports in western, eastern, and southern regions. From cargo movement and liner services to charter operations and first and last-mile connectivity via rail and road, it offers coastal shipping solutions via its fleet of 6 cargo ships with a capacity of 77,957DWT.

TRPC provides **multimodal rail-road container services** for all types of cargo **through its JV with Concor**; it offers integrated **cold chain services** to meet temperature-controlled warehousing & distribution services through its **100% subsidiary, TCI Cold Chain Logistics**. It also provides high quality **integrated logistics solutions** (like IBL for Production Parts on just-in-time basis, OBL, warehousing, spare parts delivery, and CKD container transportation) to **Japanese Automotive Manufacturers and Suppliers** in India **through its JV with Mitsui & Co.**

Comparable valuation

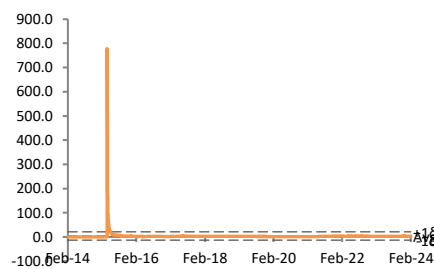
Company	Reco.	CMP	Mkt Cap Rs. Mn.	Price Target	Target Date	P/E			EV/EBITDA			P/B			RoE			Div Yield
						FY23	FY24E	FY25E	FY23	FY24E	FY25E	FY23	FY24E	FY25E	FY23	FY24E	FY25E	FY24E
CCRI	REDUCE	930	5,66,583	790	Mar-25	48.4	44.0	35.5	17.5	26.7	21.9	5.0	4.8	4.5	10.6%	11.2%	13.1%	1.3%
GDL	LONG	110	54,786	110	Mar-25	22.8	19.4	16.0	15.8	14.0	12.0	3.1	2.8	2.6	14.1%	15.2%	16.8%	2.2%
VRLL	ADD	706	61,792	737	Mar-25	37.6	43.9	32.9	15.6	14.7	12.2	6.4	6.1	5.3	39.7%	14.1%	17.2%	0.6%
TCIEXP	REDUCE	1,340	51,383	1407	Mar-25	36.9	34.6	31.3	26.2	23.9	21.5	8.6	7.3	6.2	24.6%	22.8%	21.3%	0.7%
MLL	ADD	399	28,757	451	Mar-25	109.4	-66.2	46.8	12.1	13.0	8.7	5.1	5.5	5.0	4.4%	-7.2%	11.4%	0.0%
AEGIS	LONG	395	1,38,715	450	Mar-25	26.4	27.3	23.5	18.5	15.8	13.9	3.9	3.6	3.3	18.2%	14.0%	14.6%	1.4%
TRPC	ADD	977	75,892	1043	Mar-25	23.9	22.5	19.8	13.4	18.3	16.2	4.4	3.8	3.2	20.3%	18.3%	18.0%	0.8%

Price to earning chart



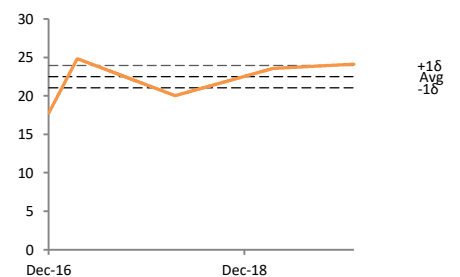
Source: Company, Equirus Research

Price to book chart



Source: Company, Equirus Research

EV-EBITDA chart



Source: Company, Equirus Research

Quarterly performance

Y/E Mar (Rs mn)	1QFY23A	2QFY23A	3QFY23A	4QFY23A	1QFY24A	2QFY24A	3QFY24A	4QFY24E
Revenue	9,034	9,331	9,668	9,793	9,498	9,935	10,020	10,386
COGS	7,243	7,524	7,702	7,838	7,595	8,017	8,067	8,345
Employee Cost	471	492	493	509	555	568	566	586
Other Expenses	275	345	328	366	340	346	388	397
EBITDA	1,045	970	1,145	1,080	1,008	1,004	999	1,059
Depreciation	289	300	314	311	308	311	331	353
EBIT	756	670	831	769	700	693	668	706
Interest Exp.	23	26	26	23	23	34	35	38
Other Income	48	64	70	121	85	113	95	125
Profit before Tax	781	708	875	867	762	772	728	793
Tax Expenses	93	116	110	115	104	96	108	101
Profit After Tax	688	592	764	752	658	676	620	693
Minority Interest	(8)	(7)	(8)	(9)	(9)	(8)	(8)	(10)
Profit/(Loss) from Associates	98	138	102	106	174	202	182	196
Recurring PAT	778	723	858	849	823	870	794	879
Exceptional Items	0	0	0	34	0	0	0	0
Reported PAT	778	723	858	883	823	870	794	879
Other comprehensive income.	0	0	0	0	0	0	0	0
PAT after comp. income.	778	723	858	883	823	870	794	879
FDEPS	10.0	9.3	11.1	11.4	10.6	11.2	10.2	11.3
Cost items as % of sales								
RM expenses	80.2	80.6	79.7	80.0	80.0	80.7	80.5	80.3
Employee expenses	5.2	5.3	5.1	5.2	5.8	5.7	5.6	5.6
Other expenses	3.0	3.7	3.4	3.7	3.6	3.5	3.9	3.8
Margin (%)								
Gross Margin	19.8	19.4	20.3	20.0	20.0	19.3	19.5	19.7
EBITDA Margin	11.6	10.4	11.8	11.0	10.6	10.1	10.0	10.2
PAT Margin	8.6	7.8	8.9	9.0	8.7	8.8	7.9	8.5
YoY Growth (%)								
Sales	29.8	13.1	15.4	9.0	5.1	6.5	3.6	6.1
EBITDA	38.0	(7.2)	4.9	(10.0)	(3.5)	3.5	(12.7)	(2.0)
EBIT	48.2	(15.1)	(0.7)	(7.3)	(7.4)	3.4	(19.6)	(8.2)
PAT	56.3	(14.1)	1.1	(1.9)	(4.4)	14.2	(18.9)	(7.9)

Key Financials (Consolidated)

Income Statement

Y/E Mar (Rs mn)	FY20A	FY21A	FY22A	FY23A	FY24E	FY25E	FY26E
Revenue	27,178	28,024	32,588	37,826	39,839	44,481	49,476
COGS	22,143	22,991	25,766	30,307	32,024	35,710	39,522
Employee Cost	1,572	1,455	1,700	1,965	2,275	2,548	2,854
Other Expenses	1,058	966	1,013	1,314	1,471	1,643	1,827
EBITDA	2,405	2,612	4,109	4,240	4,070	4,580	5,273
Depreciation	825	928	1,130	1,214	1,303	1,409	1,503
EBIT	1,580	1,684	2,978	3,026	2,767	3,171	3,770
Interest Exp.	343	267	128	98	130	139	149
Other Income	201	255	178	303	418	445	470
Profit before Tax	1,438	1,672	3,028	3,230	3,055	3,477	4,091
Tax Expenses	159	238	376	434	409	465	547
Profit After Tax	1,279	1,433	2,652	2,796	2,647	3,012	3,544
Minority Interest	(8)	(33)	(32)	(33)	(35)	(37)	(39)
Profit/(Loss) from Associates	252	201	277	444	754	867	997
Recurring PAT	1,522	1,602	2,896	3,207	3,366	3,842	4,503
Exceptional Items	(99)	(131)	0	(34)	0	0	0
Reported PAT	1,424	1,471	2,896	3,173	3,366	3,842	4,503
Other comprehensive income.	0	0	0	0	0	0	0
PAT after comp. income.	1,424	1,471	2,896	3,173	3,366	3,842	4,503
FDEPS	18.5	19.1	37.5	40.9	43.3	49.5	58.0
DPS	2	5	7	7	7	8	10
BVPS	134	153	189	223	259	301	349

YoY Growth (%)	FY20A	FY21A	FY22A	FY23A	FY24E	FY25E	FY26E
Sales	(1.3)	3.1	16.3	16.1	5.3	11.7	11.2
EBITDA	(3.6)	8.6	57.3	3.2	(4.0)	12.5	15.1
EBIT	(8.2)	6.6	76.9	1.6	(8.6)	14.6	18.9
PAT	5.8	12.1	85.0	5.4	(5.3)	13.8	17.7

Key Ratios

Profitability (%)	FY20A	FY21A	FY22A	FY23A	FY24E	FY25E	FY26E
Gross Margin	18.5	18.0	20.9	19.9	19.6	19.7	20.1
EBITDA Margin	8.9	9.3	12.6	11.2	10.2	10.3	10.7
PAT Margin	5.2	5.3	8.9	8.4	8.4	8.6	9.1
ROE	14.9	13.4	22.3	20.3	18.3	18.0	18.1
ROIC	12.2	11.6	19.9	19.3	17.7	17.5	17.6
Core ROIC	12.3	11.7	20.4	20.5	18.7	18.5	18.9
Dividend Payout	10.4	12.0	15.8	16.1	17.1	17.1	17.1

Valuation (x)	FY20A	FY21A	FY22A	FY23A	FY24E	FY25E	FY26E
P/E	52.7	51.2	26.1	23.9	22.5	19.8	16.9
P/B	7.3	6.4	5.2	4.4	3.8	3.2	2.8
P/FCFF	68.5	41.5	25.5	36.5	172.4	90.2	49.4
EV/EBITDA	7.6	8.5	11.2	11.2	18.3	16.2	13.8
EV/Sales	0.7	0.8	1.4	1.3	1.9	1.7	1.5
Dividend Yield (%)	0.2	0.5	0.7	0.7	0.8	0.9	1.0

Balance Sheet

Y/E Mar (Rs mn)	FY20A	FY21A	FY22A	FY23A	FY24E	FY25E	FY26E
Equity Capital	154	154	155	155	155	155	155
Reserves	10,085	11,543	14,148	16,863	19,654	22,839	26,573
Net Worth	10,239	11,697	14,303	17,018	19,809	22,995	26,728
Total Debt	4,186	2,767	619	625	625	625	625
Other long term liabilities	352	457	605	610	751	827	872
Minority Interest	57	86	274	301	336	372	411
Account Payables	639	943	971	760	746	772	791
Other Current Liabilities	1,361	1,439	1,498	1,695	1,639	1,650	1,640
Total Liabilities	16,833	17,388	18,270	21,009	23,906	27,241	31,066
Gross Fixed Assets	10,595	11,580	12,286	12,676	15,176	17,426	19,426
Acc. Depreciation	(3,111)	(4,171)	(5,046)	(5,471)	(6,773)	(8,182)	(9,686)
Net Fixed Assets	7,483	7,409	7,241	7,205	8,403	9,244	9,741
Capital WIP	216	52	73	260	260	260	260
long term investments	1,353	1,500	1,780	1,977	2,731	3,599	4,596
Others	0	0	147	882	882	882	882
Inventory	66	71	85	50	53	59	65
Receivables	4,873	5,110	5,082	5,609	6,017	6,840	7,743
Loans and advances	268	10	12	12	12	12	12
Other current assets	2,315	2,841	3,105	3,168	3,550	3,857	4,189
Cash & Cash Equivalents.	259	395	745	1,846	1,999	2,490	3,579
Total Assets	16,833	17,388	18,270	21,009	23,906	27,241	31,066
Non-Cash WC	5,522	5,651	5,816	6,385	7,246	8,345	9,579
Cash Conv. Cycle	57.5	53.6	44.6	42.0	45.3	45.6	47.2
WC Turnover	4.9	5.0	5.6	5.9	5.5	5.3	5.2
Gross Asset Turnover	2.6	2.4	2.7	3.0	2.6	2.6	2.5
Net Asset Turnover	3.5	3.8	4.5	5.1	4.6	4.7	4.9
Net D/E	0.4	0.2	0.0	(0.1)	(0.1)	(0.1)	(0.1)

Days (x)	FY20A	FY21A	FY22A	FY23A	FY24E	FY25E	FY26E
Receivable Days	67	65	57	52	53	53	54
Inventory Days	1	1	1	1	1	1	1
Payable Days	11	13	14	10	9	8	7
Non-cash WC days	74	74	65	62	66	68	71

Cash Flow

Y/E Mar (Rs mn)	FY20A	FY21A	FY22A	FY23A	FY24E	FY25E	FY26E
Profit Before Tax	1,591	1,743	3,305	3,640	3,055	3,477	4,091
Depreciation	825	928	1,130	1,214	1,303	1,409	1,503
Others	(629)	218	(98)	(332)	(288)	(306)	(321)
Tax paid	410	52	(494)	(186)	(409)	(465)	(547)
Change in WC	231	107	(163)	(729)	(721)	(1,023)	(1,188)
Operating Cashflow	2,428	3,047	3,680	3,606	2,940	3,092	3,537
Capex	(1,321)	(1,218)	(707)	(1,530)	(2,500)	(2,250)	(2,000)
Change in Invest.	(55)	(17)	(175)	(804)	0	0	0
Others	95	87	132	483	418	445	470
Investing Cashflow	(1,280)	(1,148)	(751)	(1,850)	(2,082)	(1,805)	(1,530)
Change in Debt	(517)	(1,419)	(1,059)	6	0	0	0
Change in Equity	24	40	34	35	0	0	0
Others	(551)	(385)	(1,554)	(696)	(705)	(796)	(918)
Financing Cashflow	(1,044)	(1,764)	(2,580)	(655)	(705)	(796)	(918)
Net Change in Cash	104	136	349	1,101	153	491	1,089

Source: Company Data, Equirus



Rating & Coverage Definitions: Absolute Rating <ul style="list-style-type: none"> LONG : Over the investment horizon, ATR >= Ke for companies with Free Float market cap >Rs 5 billion and ATR >= 20% for rest of the companies ADD: ATR >= 5% but less than Ke over investment horizon REDUCE: ATR >= negative 10% but <5% over investment horizon SHORT: ATR < negative 10% over investment horizon Relative Rating <ul style="list-style-type: none"> OVERWEIGHT: Likely to outperform the benchmark by at least 5% over investment horizon BENCHMARK: likely to perform in line with the benchmark UNDERWEIGHT: likely to under-perform the benchmark by at least 5% over investment horizon Investment Horizon Investment Horizon is set at a minimum 3 months to maximum 18 months with target date falling on last day of a calendar quarter	Registered Office: Equirus Securities Private Limited Unit No. A2102B, 21st Floor, A Wing, Marathon Futurex, N M Joshi Marg, Lower Parel, Mumbai-400013. Tel. No: +91 - (0)22 - 4332 0600 Fax No: +91 - (0)22 - 4332 0601
	Corporate Office: 3rd floor, House No. 9, Magnet Corporate Park, Near Zydus Hospital, B/H Intas Sola Bridge, S.G. Highway Ahmedabad-380054 Gujarat Tel. No: +91 (0)79 - 6190 9550 Fax No: +91 (0)79 - 6190 9560

2023 Equirus Securities Private Limited. All rights reserved. For Private Circulation only. This report or any portion hereof may not be reprinted, sold or redistributed without the written consent of Equirus Securities Private Limited

Analyst Certification

I, Jainam Shah/Shreyans mehta, author to this report, hereby certify that all of the views expressed in this report accurately reflect my personal views about the subject company or companies and its or their securities. I also certify that no part of my compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in this report.

Disclosures

Equirus Securities Private Limited (ESPL) having CIN: U65993MH2007PTC176044 is registered in India with Securities and Exchange Board of India (SEBI) as Research Analyst (Reg. No. INH000001154), Stock Broker:(Reg. No. INZ000251536), RA: INH000001154, DP: (Reg. No. IN-DP-324-2017) NSE Mem id: 13017|BSE Mem id: 3309|DP ID:84500| having its Registered office at A 2102 B, A wing, 21st Floor, Marathon Futurex, N. M. Joshi Marg, Lower Parel, Mumbai-400013.. There are no disciplinary actions taken by any regulatory authority against ESPL for Research Analyst activity. ESPL is a subsidiary of Equirus Capital Private Limited (ECPL) which is registered with SEBI as Category I Merchant Banker and provides investment banking services including but not limited to merchant banking services, private equity, mergers & acquisitions and structured finance.

As ESPL and its associates are engaged in various financial services business, it might have: - (a) received compensation (except in connection with the preparation of this report) from the subject company for investment banking or merchant banking or brokerage services or any other product or services in the past twelve months;(b) managed or co-managed public offering of securities for the subject company in the past twelve months; or (c) received a mandate from the subject company; or (d) might have other financial, business or other interests in entities including the subject company (ies) mentioned in this Report. ESPL & its associates, their directors and employees may from time to time have positions or options in the company and buy or sell the securities of the company (ies) mentioned herein. ESPL and its associates collectively do not own (in their proprietary position) 1% or more of the equity securities of the subject company mentioned in the report as the last day of the month preceding the publication of the research report. ESPL or its Analyst or Associates 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 ESPL 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. ESPL has not been engaged in market making activity for the subject company.

The Research Analyst engaged in preparation of this Report:-

(a) has not received any compensation from the subject company in the past twelve months; (b) has not managed or co-managed public offering of securities for the subject company in the past twelve months; (c) has neither received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months nor 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; (d) has not received any compensation or other benefits from the subject company or third party in connection with the research report; (e) might have served as an officer, director or employee of the subject company; (f) is not engaged in market making activity for the subject company.

This document 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 ESPL 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 a certain category of investors. Persons in whose possession of this document are required to inform themselves of, and to observe, such applicable restrictions. Please delete this document if you are not authorized to view the same. By reading this document you represent and warrant that you have full authority and all rights necessary to view and read this document without subjecting ESPL and affiliates to any registration or licensing requirement within such jurisdiction.

This document has been prepared solely for information purpose and does not constitute a solicitation to any person to buy, sell or subscribe any security. ESPL or its affiliates are not soliciting any action based on this report. The information and opinions contained herein is from publicly available data or based on information obtained in good faith from sources believed to be reliable, but ESPL provides no guarantee as to its accuracy or completeness. The information contained herein is as on date of this report, and report and is subject to change or modification and any such changes could impact our interpretation of relevant information contained herein. While we would endeavour to update the information herein on reasonable basis, ESPL and its affiliates, their directors and employees are under no obligation to update or keep the information current. Also, there may be regulatory, compliance, or other reasons that may prevent ESPL and its group companies 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. 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. This document is intended for general circulation and does not take into account the specific investment objectives, financial situation or particular needs of any particular person. ESPL and its group companies, employees, directors and agents accept no liability, and disclaim all responsibility, for the consequences of you or anyone else acting, or refraining to act, in reliance on the information contained in this publication or for any decision based on it. ESPL/its affiliates do and seek to do business with companies covered in its research report. Thus, investors should be aware that the firm may have conflict of interest.

A graph of daily closing prices of securities is available at <http://www.nseindia.com/ChartApp/install/charts/mainpage.jsp> and www.bseindia.com (Choose a company from the list on the browser and select the "three years" period in the price chart).

Disclosure of Interest statement for the subject Company	Yes/No	If Yes, nature of such interest
Research Analyst' or Relatives' financial interest	No	
Research Analyst' or Relatives' actual/beneficial ownership of 1% or more	No	
Research Analyst' or Relatives' material conflict of interest	No	

Standard Warning: Investment in securities market are subject to market risks. Read all the related documents carefully before investing. | Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Compliance & Grievance Officer: Shital Tamrakar | Tel. No. 079-61909561 | email: Shital.tamrakar@equirus.com | www.equirus.com |