

Birlasoft

BUY

Green shoots in turnaround

Summary

Birlasoft reported 3% CC growth in dollar revenues (excluding Invacare), better than peers. It is taking the right step to turnaround the business like focus on delivery, clients, investment in sales and hiring of leaders to drive vertical growth. We expect the company to register QoQ growth in coming quarters led by BFSI, bottoming of ERP business and healthy H2FY24E. However, we have conservatively assumed 6.5% YoY growth in revenues due to macro uncertainty, project run offs and Invacare base. The company also aspires to reach 15-16% EBITDA margins in coming quarters. We have built in a 14.5% EBITDA margins for FY24E. We have kept our estimates unchanged. However, we have revised our multiple upwards to 15x (from 14x) to factor in green shoots in turnaround. Hence, we maintain our BUY rating on the stock with a target price of Rs 340.

Key Highlights and Investment Rationale

- Organisation re-structuring key growth enabler:** The new CEO has increased focus on select verticals and Geo for which the company has hired vertical & Geo focused leaders. He has also hired Chief Growth Offices and Chief Operating Officer to drive service lines and increase growth trajectory. The company's key focus will be on BFSI, manufacturing & E&U in North America and in terms of service line key focus will be on digital, cloud, ERP, data analytics and Infra. The company will also focus on annuity projects in long run to improve revenue trajectory. In the near term, the company expects BFSI to drive growth followed by manufacturing (led by ERP bottoming) and E&U.
- Margins to improve in the long run:** Despite Invacare impact the company saw healthy margins and aspires 16% exit in Q4FY24E. Going forward we expect it to register 110 bps improvement in margins over FY23-FY25E led by lower attrition, consolidated delivery & pyramid offset by investment in sales.

TP	Rs340
CMP	Rs288
Potential upside/downside	18%
Previous Rating	BUY

Price Performance (%)

	-1m	-3m	-12m
Absolute	8.3	0.0	(27.1)
Rel to Sensex	5.0	(1.8)	(39.7)

V/s Consensus

EPS (Rs)	FY24E	FY25E
IDBI Capital	19.1	22.6
Consensus	18.8	22.1
% difference	1.9	2.1

Key Stock Data

Bloomberg/Reuters	BSOFT IN
Sector	IT Services
Shares o/s (mn)	275
Market cap. (Rs mn)	79,121
3-m daily average value (Rs mn)	26.9
52-week high / low	Rs401 / 250
Sensex / Nifty	61,764 / 18,264

Shareholding Pattern (%)

Promoters	41.1
FII	11.5
DII	20.5
Public	26.9

Financial snapshot

Year	FY21	FY22	FY23E	FY24E	FY25E
Revenue	35,557	41,304	47,948	52,111	58,364
Change (yoy, %)	8	16	16	9	12
EBITDA	5,292	6,402	6,715	7,556	8,813
Change (yoy, %)	35	21	5	13	17
EBITDA Margin(%)	14.9	15.5	14.0	14.5	15.1
Adj.PAT	3,208	4,637	4,826	5,172	6,103
EPS (Rs)	11.5	16.7	17.9	19.1	22.6
Change (yoy, %)	42	45	7	7	18
PE(x)	25	17	16	15	13
Dividend Yield (%)	1	1	1	2	2
EV/EBITDA (x)	14	12	11	10	8
RoE (%)	15.8	19.5	19.6	20.3	20.5
RoCE (%)	22	24	24	26	26

Source: IDBI Capital Research

Con call Highlights

- The company reported revenue growth of 3% in cc terms excluding Invacare services (0.5% including Invacare). The company is expected to receive \$2mn after the case settlement and will have to keep servicing Invacare for 2 more months.
- In terms of verticals BFSI vertical grew by 2.5% on QoQ led by landing and payment sub-vertical; going forward management expects BFSI to be the fastest growing vertical. However, Management remains cautious on manufacturing, E&U and life science verticals due to macroeconomic headwinds. The company has also hired leaders in Manufacturing and E&U verticals to drive growth.
- On demand front, customers want to spend on IT, but the spending would drive more improvement in operational efficiency and cost efficiency. ERP front management believes it has bottomed out, expecting green shot from going ahead.
- Management wants to work with fewer clients to build strong relationship with them, indicating decrease in no of clients in couple of quarters.
- Signed deals worth \$286 mn, new deal wins stood at \$114 mn, down 8.8% and up by 12% YoY & QoQ. Deal renewals worth \$173 mn, up 34% and 78% QoQ /YoY. TTM deal wins stands at \$869 mn. Company informed that the new deal pipeline is growing at a healthy pace. Witnessing growth momentum in deal wins but delays in execution.
- Not seeking for any M&A in near term, aiming for external hiring and internal promotion and The company has a wage hike cycle in Q2.
- EBITDA margin for Q4FY23 was up by 65bps and stood at 13.6% led by improvement in attrition, operational efficiency
- Company expects reducing supply side challenges and revenue growth to aid sequential margin expansion from H2FY24 led by investments being made in delivery, leadership and verticals.
- Company aims to maintain EBITDA margin in the range of 15-16% in near to medium term and is investing in building capabilities to achieve 18% margin in the longer run.

Exhibit 1: Financial snapshot

(Rs mn)

Year-end: March	Q4FY23	Q3FY23	QoQ (%)	Q4FY22	YoY (%)
Revenues (US\$ mn)	149.1	148.4	0.5	146.4	1.8
Revenues	12,264	12,219	0.4	11,014	11.3
COGS	7,294	7,320	(0.3)	6,297	15.8
Gross profit	4,970	4,899	1.4	4,718	5.3
SG&A	3,300	3,316	(0.5)	2,972	11.0
EBITDA	1,670	1,584	5.4	1,745	(4.3)
Depreciation & amortization	210	210	(0.2)	200	5.0
EBIT	1,460	1,374	6.3	1,546	(5.5)
Other income	-63	68	<i>n.m.</i>	190	<i>n.m.</i>
PBT	1,397	1,442	(3.1)	1,736	(19.5)
Tax	276	95	189.1	407	(32.3)
Minority interest			<i>n.m.</i>		<i>n.m.</i>
Adjusted net profit	1,122	1,347	(16.7)	1,329	(15.6)
Exceptional item	0	1,510	<i>n.m.</i>	0	<i>n.m.</i>
Reported net profit	1,122	-164	<i>n.m.</i>	1,329	<i>n.m.</i>
Diluted EPS (Rs)	4.0	(0.6)	(785.6)	4.7	(13.6)
As % of net revenue					
Gross profit	40.5	40.1		42.8	
SG&A	26.9	27.1		27.0	
EBITDA	13.6	13.0		15.8	
EBIT	11.9	11.2		14.0	
Reported net profit	9.1	(1.3)		12.1	
Tax rate	19.7	6.6		23.4	

Source: Company; IDBI Capital Research

Exhibit 2: Earnings Revision

Year-end: March	FY24F			FY25F		
	New	Old	Chg (%)	New	Old	Chg (%)
Revenue (US\$ mn)	634	636	-0.4%	710	712	-0.3%
Revenue (Rs mn)	52,111	52,265	-0.3%	58,364	58,537	-0.3%
EBIT (Rs mn)	6,670	6,585	1.3%	7,821	7,668	2.0%
EBIT margin (%)	12.8%	12.6%	20 bps	13.4%	13.1%	30 bps
EPS (Rs)	19.3	19.3	-0.3%	22.7	22.7	0.1%

Source: Company; IDBI Capital Research

Exhibit 3: Actual vs. estimates

Year to March	Q4FY23	Q4FY23E	Variance (%)
Revenue (US\$ mn)	149.1	147.4	1.2%
Revenue (Rs mn)	12,264	12,120	1.2%
EBIT (R smn)	1,460	1,220	19.6%
EBIT margin (%)	11.9%	10.1%	184 bps
Recurring PAT (Rs mn)	1,122	1,006	11.5%
Recurring PAT margin (%)	9.1%	8.3%	84 bps
EPS (Rs)	4.0	3.6	11.5%

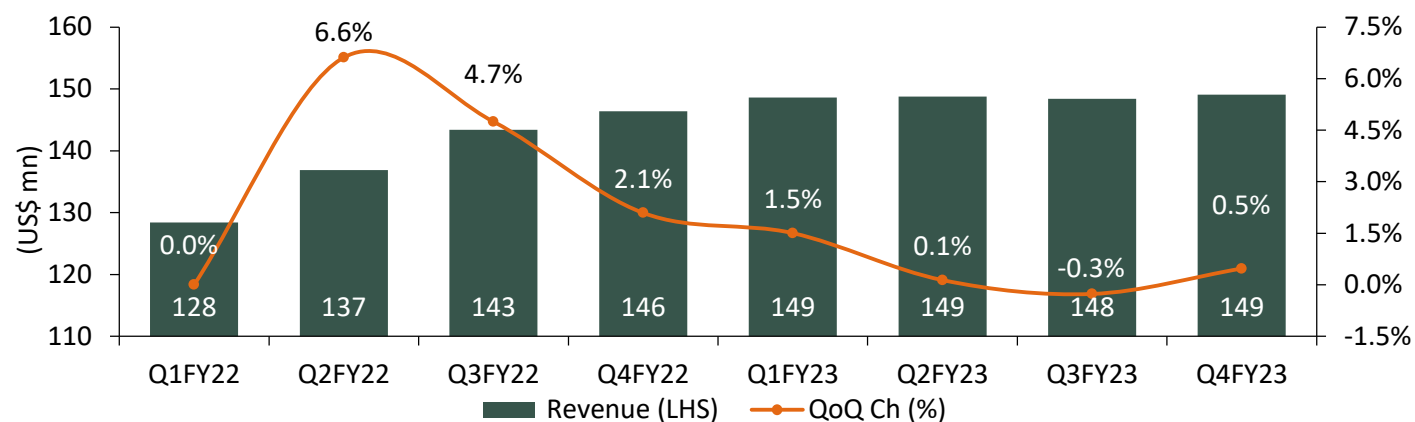
Source: Company; IDBI Capital Research

Exhibit 4: Large clients trend

Year-end: March	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23
US\$1 mn+	76	77	76	77	80	82	76	83
US\$5 mn+	22	22	20	21	25	25	27	24
US\$10 mn+	9	10	12	12	13	13	14	13

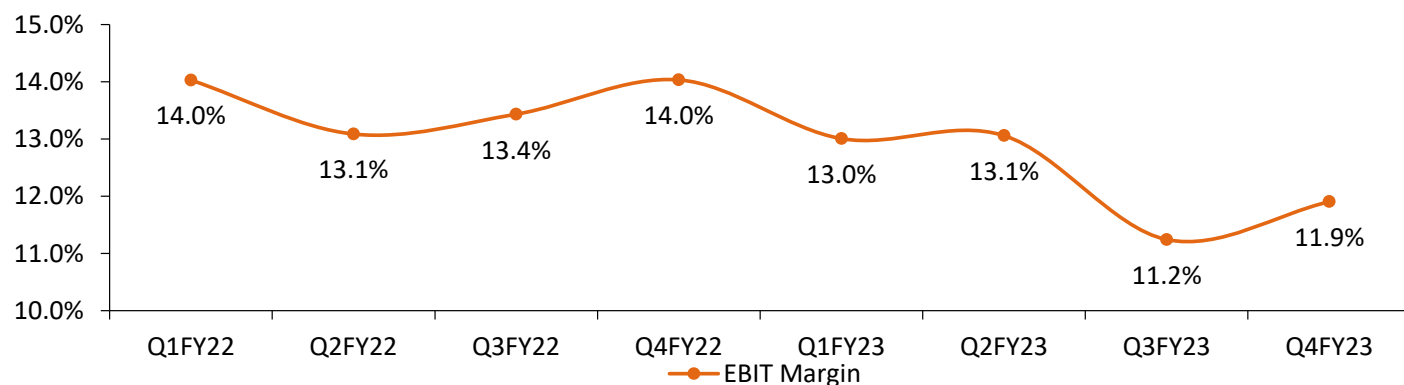
Source: Company; IDBI Capital Research

Exhibit 5: Q4FY23 revenue growth in line with estimates



Source: Company; IDBI Capital Research

Exhibit 6: Q4FY23 EBIT margin at 11.9% was higher than our estimate

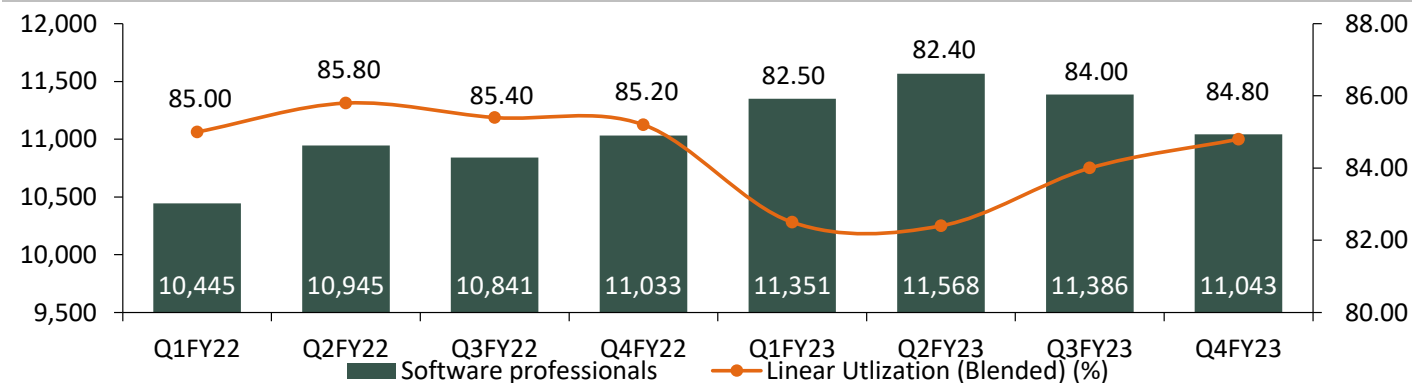


Source: Company; IDBI Capital Research

Exhibit 7: Revenue growth across various segments (%)

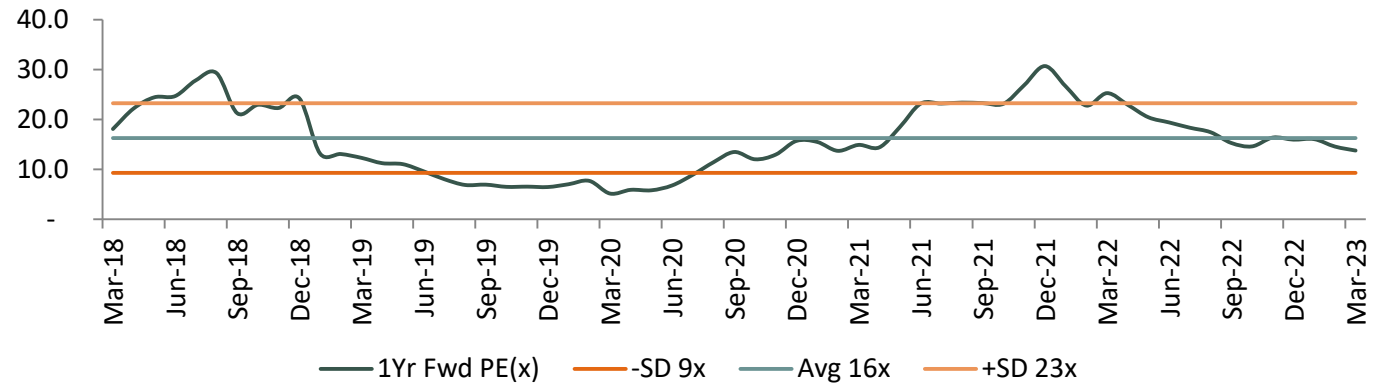
Parameters	% of revenue	QoQ growth (in CC)	YoY growth (in CC)
Total revenue		0.5%	1.8%
Geography			
US	85.30	2.4%	5.7%
Europe	9.00	-12.2%	-18.2%
ROW	5.70	-4.6%	-12.0%
Verticals			
Manufacturing	47.10	2.7%	4.1%
BFSI	20.50	2.5%	21.4%
Energy & utility	14.90	7.7%	0.5%
Lifescience	17.60	-11.1%	-17.0%

Source: Company; IDBI Capital Research

Exhibit 8: Utilisation including trainees improved by 80 bps QoQ

Source: Company; IDBI Capital Research

Exhibit 9: One-year forward PER trend



Source: Company; IDBI Capital Research

Financial Summary

Profit & Loss Account

(Rs mn)

Year-end: March	FY20	FY21	FY22	FY23E	FY24E	FY25E
Net sales	32,910	35,557	41,304	47,948	52,111	58,364
<i>Change (yoy, %)</i>	29	8	16	16	9	12
Operating expenses	(28,991)	(30,265)	(34,902)	(41,233)	(44,555)	(49,551)
EBITDA	3,919	5,292	6,402	6,715	7,556	8,813
<i>Change (yoy, %)</i>	28	35	21	5	13	17
<i>Margin (%)</i>	12	15	15	14	15	15
Depreciation	(826)	(804)	(766)	(823)	(886)	(992)
EBIT	3,093	4,488	5,636	5,892	6,670	7,821
Interest paid	(161)	(130)	(130)	(186)	(186)	(186)
Other income	430	190	662	228	476	580
Pre-tax profit	3,362	4,548	6,168	4,424	6,961	8,214
Tax	(1,119)	(1,340)	(1,531)	(1,108)	(1,789)	(2,111)
<i>Effective tax rate (%)</i>	33	29	25	25	26	26
Minority Interest	-	-	-	-	-	-
Net profit	2,243	3,208	4,637	3,316	5,172	6,103
Exceptional items	-	-	-	(1,510)	-	-
Adjusted net profit	2,243	3,208	4,637	4,826	5,172	6,103
<i>Change (yoy, %)</i>	(5)	43	45	4	7	18
EPS	8.1	11.5	16.7	17.9	19.1	22.6
Dividend per share	4	2	4	3	4	5
<i>Dividend Payout %</i>	44	17	24	19	23	24

Balance Sheet

(Rs mn)

Year-end: March	FY20	FY21	FY22	FY23E*	FY24E	FY25E
Shareholders' funds	18,924	21,799	25,831	23,456	27,419	32,044
Share capital	553	555	559	543	543	543
Reserves & surplus	18,371	21,245	25,272	22,913	26,875	31,501
Total Debt	-	-	-	-	-	-
Other liabilities	-	-	-	-	-	-
Curr Liab & prov	7,949	8,145	8,003	9,749	9,811	10,841
Current liabilities	5,609	5,821	5,886	7,325	7,440	8,333
Provisions	2,340	2,324	2,117	2,423	2,371	2,508
Total liabilities	7,949	8,145	8,003	9,749	9,811	10,841
Total equity & liabilities	26,873	29,944	33,833	33,205	37,230	42,885
Net fixed assets	7,533	7,047	7,274	7,075	6,866	6,633
Investments	35	353	162	188	205	229
Other non-curr assets	2,273	1,492	1,524	1,161	1,793	2,105
Current assets	17,032	21,053	24,874	24,780	28,366	33,918
Inventories	-	-	-	-	-	-
Sundry Debtors	8,140	6,318	8,488	9,171	9,967	11,163
Cash and Bank	6,301	5,274	3,828	2,296	4,612	8,257
Loans and advances	499	5,710	8,402	8,489	8,543	8,625
Total assets	26,873	29,944	33,833	33,205	37,230	42,885

* Annual report awaited

Cash Flow Statement

(Rs mn)

Year-end: March	FY20	FY21	FY22	FY23E*	FY24E	FY25E
Pre-tax profit	3,362	4,548	6,168	4,424	6,961	8,214
Depreciation	347	804	184	576	620	695
Tax paid	(702)	(1,051)	(1,781)	(799)	(2,163)	(2,253)
Chg in working capital	1,802	(3,164)	(4,793)	921	(823)	(300)
Other operating activities	1,558	3,169	-	(525)	(603)	(745)
Cash flow from operations (a)	6,368	4,306	(221)	4,596	3,991	5,611
Capital expenditure	(2,000)	(318)	(411)	(377)	(412)	(461)
Chg in investments	49	(318)	191	(26)	(16)	(25)
Other investing activities	(91)	(3,729)	222	151	112	-
Cash flow from investing (b)	(2,041)	(4,365)	1	(252)	(316)	(486)
Equity raised/(repaid)	5	1	4	(4,750)	0	-
Debt raised/(repaid)	(381)	-	-	-	-	-
Dividend (incl. tax)	(996)	(554)	(1,111)	(940)	(1,209)	(1,478)
Chg in minorities	-	-	-	-	-	-
Other financing activities	(425)	(416)	(120)	(186)	(120)	-
Cash flow from financing (c)	(1,797)	(969)	(1,226)	(5,876)	(1,329)	(1,478)
Net chg in cash (a+b+c)	2,530	(1,028)	(1,446)	(1,532)	2,346	3,648

*Annual report awaited

Financial Ratios

Year-end: March	FY20	FY21	FY22	FY23E	FY24E	FY25E
Book Value (Rs)	68	78	93	87	101	119
Adj EPS (Rs)	8	12	17	18	19	23
Adj EPS growth (%)	-31	42	45	7	7	18
EBITDA margin (%)	12	15	15	14	15	15
Pre-tax margin (%)	10	13	15	9	13	14
Net Debt/Equity (x)	0	0	0	0	0	0
ROCE (%)	17	22	24	24	26	26
ROE (%)	12.4	15.8	19.5	19.6	20.3	20.5

DuPont Analysis

Asset turnover (x)	1.3	1.3	1.3	1.4	1.5	1.5
Leverage factor (x)	1.4	1.4	1.3	1.4	1.4	1.3
Net margin (%)	6.8	9.0	11.2	10.1	9.9	10.5

Working Capital & Liquidity ratio

Inventory days	0	0	0	0	0	0
Receivable days	90	65	75	70	70	70
Payable days	24	16	22	22	22	22

Valuations

Year-end: March	FY20	FY21	FY22	FY23E	FY24E	FY25E
PER (x)	35.5	24.9	17.3	16.1	15.0	12.7
Price/Book value (x)	4.2	3.7	3.1	3.3	2.8	2.4
EV/Net sales (x)	2.2	2.1	1.8	1.6	1.4	1.2
EV/EBITDA (x)	19	14	12	11	10	8
Dividend Yield (%)	1	1	1	1	2	2

Source: Company; IDBI Capital Research



Notes

Dealing

(91-22) 6836 1111

dealing@idbicapital.com

Key to Ratings Stocks:**BUY:** 15%+; **HOLD:** -5% to 15%; **SELL:** -5% and below.**IDBI Capital Markets & Securities Ltd.****Equity Research Desk**

6th Floor, IDBI Tower, WTC Complex, Cuffe Parade, Colaba, Mumbai – 400 005. Phones: (91-22) 2217 1700; Fax: (91-22) 2215 1787; Email: info@idbicapital.com

SEBI Registration: BSE & NSE (Cash & FO) – INZ000007237, NSDL – IN-DP-NSDL-12-96, Research – INH000002459, CIN – U65990MH1993GOI075578**Compliance Officer:** Christina D'souza; Email: compliance@idbicapital.com; Telephone: (91-22) 2217 1907**Disclaimer**

This report has been published by IDBI Capital Markets & Securities Ltd. (hereinafter referred to as "IDBI Capital") for private circulation. This report should not be reproduced or copied or made available to others. No person associated with IDBI Capital is obligated to call or initiate contact with you for the purposes of elaborating or following up on the information contained in this report. The information contained herein is strictly confidential and meant for solely for the selected recipient and may not be altered in any way, transmitted to copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without the prior written consent of IDBI Capital.

Recipients may not receive this report at the same time as other recipients. IDBI Capital will not treat recipients as customers by virtue of their receiving this report.

The information contained herein is from the public domain or sources believed to be reliable, but we do not make any representation or warranty that it is accurate, complete or up-to-date and it should not be relied upon as such. While reasonable care has been taken to ensure that information given is at the time believed to be fair and correct and opinions based thereupon are reasonable, due to the very nature of research it cannot be warranted or represented that it is accurate or complete and it should not be relied upon as such. In so far as this report includes current or historical information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.

Opinions expressed are current opinions as of the date appearing on this material only. While we endeavor to update on a reasonable basis, the information discussed in this material, IDBI Capital, its directors, employees are under no obligation to update or keep the information current. Further there may be regulatory, compliance, or other reasons that prevent us from doing so.

Prospective investors and others are cautioned that any forward-looking statements are not predictions and may be subject to change without notice.

IDBI Capital, its directors and employees and any person connected with it, will not in any way be responsible for the contents of this report or for any losses, costs, expenses, charges, including notional losses/lost opportunities incurred by a recipient as a result of acting or non-acting on any information/material contained in the report.

This is not an offer to sell or a solicitation to buy any securities or an attempt to influence the opinion or behavior of investors or recipients or provide any investment/tax advice.

This report is for information only and has not been prepared based on specific investment objectives. The securities discussed in this report may not be suitable for all investors. Investors must make their own investment decision based on their own investment objectives, goals and financial position and based on their own analysis.

Trading in stocks, stock derivatives, and other securities is inherently risky and the recipient agrees to assume complete and full responsibility for the outcomes of all trading decisions that the recipient makes, including but not limited to loss of capital.

Opinions, projections and estimates in this report solely constitute the current judgment of the author of this report as of the date of this report and do not in any way reflect the views of IDBI Capital, its directors, officers, or employees.

This 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 IDBI Capital and associates 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 report may come are required to inform themselves of and to observe such restriction.

E-mail is not a secure method of communication. IDBI Capital cannot accept responsibility for the accuracy or completeness of any e-mail message or any attachment(s).

This transmission could contain viruses, be corrupted, destroyed, incomplete, intercepted, lost or arrived late. IDBI Capital, its directors or employees or associates accept no liability for any damage caused, directly or indirectly, by this email.

Analyst Disclosures

We, Devang Bhatt and Dhawal Doshi, hereby certify that the views expressed in this report accurately reflect our personal views about the subject companies and / or securities. We also certify that no part of our compensation were, are or would be directly or indirectly related to the specific recommendations or views expressed in this report. Principally, We will be responsible for the preparation of this research report and have taken reasonable care to achieve and maintain independence and objectivity in making any recommendations herein.

Other Disclosure

IDBI Capital Markets & Securities Ltd.(herein after referred to as “IDBI Capital”) was incorporated in the year 1993 under Companies Act, 1956 and is a wholly owned subsidiary of IDBI Bank Limited. IDBI Capital is one of India’s leading securities firm which offers a full suite of products and services to individual, institutional and corporate clients namely Stock broking (Institutional and Retail) , Distribution of financial products, Merchant Banking, Corporate Advisory Services, Debt Arranging & Underwriting, Portfolio Manager Services and providing Depository Services. IDBI Capital is a registered trading and clearing member of BSE Ltd. (BSE) and National Stock Exchange of India Limited (NSE). IDBI Capital is also a SEBI registered Merchant Banker, Portfolio Manager and Research Analyst. IDBI Capital is also a SEBI registered depository participant with National Securities Depository Limited (NSDL) and is also a Mutual Fund Advisor registered with Association of Mutual Funds in India (AMFI).

IDBI Capital and its associates IDBI Bank Ltd. (Holding Company), IDBI Intech Ltd. (Fellow Subsidiary), IDBI Asset Management Ltd. (Fellow Subsidiary) and IDBI Trusteeship Services Ltd. (Fellow Subsidiary).

IDBI Group is a full-serviced banking, integrated investment banking, investment management, brokerage and financing group. Details in respect of which are available on www.idbicapital.com IDBI Capital along with its associates are leading underwriter of securities and participants in virtually all securities trading markets in India. We and our associates have investment banking and other business relationships with a significant percentage of the companies covered by our Research Department. Investors should assume that IDBI Capital and/or its associates are seeking or will seek investment banking or other business from the company or companies that are the subject of this material. IDBI Capital generally prohibits its analysts, persons reporting to analysts, and their dependent family members having a financial conflict of interest in the securities or derivatives of any companies that the analysts cover. Additionally, IDBI Capital generally prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover. Our sales people, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Directors of IDBI Capital or its associates may have interest in the Companies under recommendation in this report either as Director or shareholder. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein. This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. We are not soliciting any action based on this material. It is for the general information of clients of IDBI Capital. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. We and our associates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have “long” or “short” positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. For the purpose of calculating whether IDBI Capital and its associates holds beneficially owns or controls, including the right to vote for directors, 1% of more of the equity shares of the subject issuer of a research report, the holdings does not include accounts managed by IDBI Asset Management Company/ IDBI Mutual Fund.

IDBI Capital hereby declares that our activities were neither suspended nor we have materially defaulted with any Stock Exchange authority with whom we are registered in last five years. However SEBI, Exchanges and Depositories have conducted the routine inspection and based on their observations have issued advice letters or levied minor penalty on IDBI Capital for certain operational deviations. We have not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has our certificate of registration been cancelled by SEBI at any point of time. IDBI Capital, its directors or employees or associates, may from time to time, have positions in, or options on, and buy and sell securities referred to herein. IDBI Capital or its associates, during the normal course of business, from time to time, may solicit from or perform investment banking or other services for any company mentioned in this document or their connected persons or 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 their affiliate companies or act as advisor or lender / borrower to such company(ies)/associates companies or have other potential conflict of interest. This report may provide hyperlinks to other websites. Except to the extent to which the report refers to the website of IDBI Capital, IDBI Capital states that it has not reviewed the linked site and takes no responsibility for the content contained in such other websites. Accessing such websites shall be at recipient's own risk. IDBI Capital encourages the practice of giving independent opinion in research report preparation by the analyst and thus strives to minimize the conflict in preparation of research report. Accordingly, neither IDBI Capital nor Research Analysts have any material conflict of interest at the time of publication of this report. We offer our research services to primarily institutional investors and their employees, directors, fund managers, advisors who are registered with us. The Research Analyst has not served as an officer, director or employee of Subject Company. We or our associates may have received compensation from the subject company in the past 12 months. We or our associates may have managed or co-managed public offering of securities for the subject company in the past 12 months. We or our associates may have received compensation for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. We or our associates may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. We or our associates may have received any compensation or other benefits from the Subject Company or third party in connection with the research report. Research Analyst or his/her relative’s may have financial interest in the subject company. IDBI Capital or its associates may have financial interest in the subject company. Research Analyst or his/her relatives does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. IDBI Capital or its associates may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. The Subject Company may have been a client during twelve months preceding the date of distribution of the research report. Price history of the daily closing price of the securities covered in this note is available at www.bseindia.com; www.nseindia.com and www.economicstimes.indiatimes.com/markets/stocks/stock-quotes.