

12 May 2024

India | Equity Research | Q4FY24 results review

## TCI Express

Logistics

### Subdued Q4 performance; co expects 10-12% revenue growth in FY25

TCI Express' (TCIE) Q4FY24 EBITDA undershot our estimates by 12.1%, mainly on account of underutilised capacity due to volume decline. Key points: 1) Volume declined 1.9% YoY on subdued macro environment, 2) EBITDA margin declined to 14.1% (14.6% Q3FY24), lowest since Q2FY21, 3) 25 new branches were added in FY24 (10 branches in Q4FY24), 4) new services contributed ~17.5-18% of revenue, 5) company incurred capex of INR 460mn in FY24, 6) Board has recommended a final dividend of INR 2/share, and 6) management expects 10-12% revenue growth with 50-100bps improvement in the margin in FY25. TCIE is our top pick in the logistics space and we maintain **BUY** on the stock with TP of INR 1,495 at an unchanged 34x FY26E EPS.

### EBITDA misses estimates

TCIE's Q4FY24 performance was below estimates, mainly due to subdued industry demand, decline in volumes which led to underutilisation of capacity. Key points: 1) EBITDA of INR 448mn (down 17.2% YoY) was mainly because of decline in volumes YoY, lower realisation/te and low gross margin/te; 2) truck utilisation was 83.5%, however, current utilisation declined to ~83%; 3) EBITDA margin declined to 14.1%, lowest since Q2FY21 as lower utilisation led to high unabsorbed costs; 4) incurred capex of INR 460mn in FY24; 5) added 25 new branches in FY24, 6) new services contributed ~17.5-18% of revenue, 7) customer mix for the quarter stood at ~51% for non-SMEs and 49% for SMEs. Going forward, we believe volume growth in H1FY25 is likely to remain muted due to election led demand slowdown.

### Key positives: Sound balance sheet and focus on new services

In Q4FY24 earnings concall, the management has mentioned: i) 10-12% revenue growth for FY25, ii) initiating an annual price hike of 1-2% and iii) margin improvement of 100bps. However, we believe, price hikes are difficult due to subdued demand. Yet, we believe TCIE's sound balance sheet, returns in excess of 20% and cash conversion of 50%, may aid the company in these turbulent times. Besides, management is focused on expanding its footprint in new services and efforts are underway to increase it to ~20% by FY25, which is likely to be earning accretive.

### Financial Summary

Y/E March (INR mn)	FY23A	FY24A	FY25E	FY26E
Net Revenue	12,410	12,538	14,005	15,560
EBITDA	1,945	1,872	2,144	2,431
EBITDA Margin (%)	15.7	14.9	15.3	15.6
Net Profit	1,393	1,317	1,483	1,670
EPS (INR)	36.4	34.3	38.7	43.6
EPS % Chg YoY	8.6	(5.6)	12.6	12.6
P/E (x)	30.2	32.0	28.4	25.3
EV/EBITDA (x)	21.4	21.9	19.0	16.6
RoCE (%)	25.9	20.8	20.3	19.6
RoE (%)	26.7	21.5	21.0	20.2

#### Amit Dixit

amit.dixit@icicisecurities.com  
+91 22 6807 7289

#### Mohit Lohia

mohit.lohia@icicisecurities.com

#### Prithish Urumkar

Prithish.urumkar@icicisecurities.com

#### Market Data

Market Cap (INR)	42bn
Market Cap (USD)	505mn
Bloomberg Code	TCIEXP IN
Reuters Code	TCIE BO
52-week Range (INR)	1,701 /998
Free Float (%)	30.0
ADTV-3M (mn) (USD)	1.0

Price Performance (%)	3m	6m	12m
Absolute	(16.8)	(17.9)	(26.9)
Relative to Sensex	(18.3)	(29.8)	(44.1)

#### Previous Reports

13-02-2024: [Q3FY24 results review](#)

19-10-2023: [Q2FY24 results review](#)

## Outlook: Performance is likely to improve in FY25

We believe TCIE is best placed among peers in the times of lacklustre demand owing to its strong balance sheet, focus on other revenue streams and possibility of further cost efficiencies from Pune automatic sorting centre. Further, we believe volume growth in H1FY25 is likely to remain muted due to election led demand slowdown; however, the management has mentioned ~10-12% revenue growth for FY25, along with margin improvement of 100bps due to annual price hike and cost efficiencies measures undertaken by the company. TCIE is our top pick in logistics space and we maintain **BUY** on the stock with TP of INR 1,495 at an unchanged 34x FY26E EPS.

### Key risks

**Upside risks:** 1) Increased tonnage with improvement in domestic manufacturing; and 2) retention of cost efficiencies obtained in FY21 as volume returns.

**Downside risks:** 1) Increased rail share leading to a shift in business model for express players like TCIE; 2) more omni-channel developments requiring higher technology investments, and 3) a business disruption favouring startups in the space.

### Q4FY24 concall takeaways

- Despite the challenges in operational environment, the company demonstrated resilience and adaptability in navigating the market dynamics. It maintained stable gross margin and consistent capacity utilisation led by: i) Strong customer base; ii) robust network; and iii) operational efficiency.
- In Q4FY24, volume was ~2.58kte and for FY24 it was 1mnte.
- Management expects 10-12% topline growth in FY25 with profitability margin being maintained but targets to increase it by 100bps.
- Revenue segmentation: ~97% from B2B customers and rest from B2C customers.
- Capacity utilisation for Q4 was ~83.5% and for FY24 it was ~84%. Going forward, once volumes return, capacity utilisation will be in the range of 85-86% in the near term. In the longer term, it will have a range of 88- 89%. Current utilisation level of trucks is ~83%.
- Capex breakup: ~INR 250mn in machinery, which is machineries and other related construction and ~INR 150mn in expansion of branch and other related construction and ~INR 50mn in technology.
- Top five sectors contribute 55% of volume which includes pharma, electronics engineering, lifestyle products and auto, remaining are with other sectors. Auto sector had reported significant growth in FY24 with lowest growth in lifestyle products.
- The company will be initiating annual price hike of 1-2%.
- Customer mix for Q4 : ~51% for non-SMEs and 49% for SMEs, while for FY24, customer mix had been 50:50.
- The Board of Directors has recommended a final dividend of INR 2/share, this brings the total dividend for FY24 to INR 8/share.
- Rail Express segment has grown significantly in terms of customers. Its customer base has grown considerably with over 4,500 customers and over 125 routes to cater to the growing demand.

- A big chunk of air cargo business has moved towards rail cargo segment, as observed by the company. It targets to convert air business into rail business with one-third cost. Margins in rail and air are slightly higher than surface express.
- Successful implementation of automation in Pune sorting centre, which is a 1,40,000 sqft facility - now equipped with AI enabled automated cross belt sorter enhancing operational efficiency, streamlining sorting processes and minimising errors.
- Focus remains on investing in technology and automation to boost operational efficiency and deliver exceptional customer service.
- In FY24, the company incurred total capex of INR 460mn towards: i) Expanding branch network, ii) advancing automation initiatives; and iii) fortifying IT infrastructure.
- Established 25 new branches, supporting its multimodal express business and enhancing market reach and customer accessibility.
- Cold chain express will focus only on pharma and not on other fields like food and other related products so that it keeps the same business philosophy of being asset light and hire the assets on outsource model.
- According to the management, manufacturing has been growing but consumption is not due to the pricing increase. Except auto, no other sector is growing. After Covid-19, pharma has been reporting flat growth.
- According to industry numbers (9MFY24), it has been an industry-wide phenomenon with no growth. On pricing, this industry is really not price hungry as sometimes freight charges are less than ~1% of the product.
- Railways contributed ~17-18% of total freight revenue in FY24; it had been hovering around the same levels in FY23 as well.
- TCIE's strategy is to grow at 2x of GDP, and on margin side once volume is back, it targets to further improve by 50-100bps.
- Even at low volume, TCI has maintained gross margin of ~32% over FY24.
- The management expects engineering goods, pharma, and auto to continue growing, but is not so optimistic on lifestyle products/ textile products.
- After the automation of two sorting centres, the company has a pipeline to automate sorting centres in Ahmedabad, Kolkata, Mumbai.
- The company is focusing on e-commerce side of the market in B2B where goods are sent to e-commerce players.

### Exhibit 1: TCI Express Q4FY24 performance review

(INR mn)	Q4FY24	Q4FY23	Chg. YoY (%)	Q3FY24	Chg. QoQ (%)	FY24	FY23	Chg. YoY (%)
Net income from operations	3,171	3,263	(2.8)	3,119	1.7	12,538	12,410	1.0
<b>Total income from operations</b>	<b>3,171</b>	<b>3,263</b>	<b>(2.8)</b>	<b>3,119</b>	<b>1.7</b>	<b>12,538</b>	<b>12,410</b>	<b>1.0</b>
Operating expenses	2,170	2,192	(1.0)	2,143	1.3	8,586	8,497	1.0
Gross Margin	1,001	1,071	(6.5)	976	2.5	3,953	3,913	1.0
Gross Margin (%)	31.6	32.8		31.3		31.5	31.5	
Employee wages	336	314	7.0	336	0.0	1,339	1,243	7.7
Other expenses	217	216	0.6	185	17.4	741	725	2.2
<b>Total expenses</b>	<b>2,723</b>	<b>2,721</b>	<b>0.1</b>	<b>2,663</b>	<b>2.2</b>	<b>10,666</b>	<b>10,465</b>	<b>1.9</b>
<b>EBITDA</b>	<b>448</b>	<b>541</b>	<b>(17.2)</b>	<b>456</b>	<b>(1.6)</b>	<b>1,872</b>	<b>1,945</b>	<b>(3.7)</b>
EBITDA Margin (%)	14.1	16.6		14.6		14.9	15.7	
Depreciation	49	42	15.7	48	1.9	190	153	23.8
Other Income	19	17	15.6	20	(2.0)	72	72	(0.3)
Finance Cost	4	7	(45.9)	3	21.2	15	18	(18.8)
PBT	415	509	(18.4)	424	(2.2)	1,740	1,845	(5.7)
Tax	99	124	(20.1)	103		423	453	(6.6)
<b>PAT</b>	<b>316</b>	<b>385</b>	<b>(17.8)</b>	<b>322</b>	<b>(1.9)</b>	<b>1,317</b>	<b>1,393</b>	<b>(5.4)</b>

Source: I-Sec research, Company data

### Exhibit 2: TCI Express operational review

	Q4FY24	Q4FY23	Chg. YoY (%)	Q3FY24	Chg. QoQ (%)
Volumes (mnte)	0.258	0.263	(1.9)	0.250	3.2
Realisation/te growth (%)	(0.9)	(0.6)		0.4	
Tonnage growth (%)	(1.9)	10.0		(1.2)	
Realisation/te (INR)	12,291	12,405	(0.9)	12,474	(1.5)
Gross Margin/te (INR)	3,879	4,071	(4.7)	3,904	(0.6)
EBITDA/te (INR)	1,738	2,059	(15.6)	1,823	(4.7)

Source: Company data, I-Sec research

### Exhibit 3: Shareholding pattern

%	Sep'23	Dec'23	Mar'24
Promoters	69.6	69.6	69.6
Institutional investors	11.9	11.3	11.3
MFs and others	8.0	7.6	8.3
FIs/Banks	0.7	-	-
Insurance	0.1	0.1	0.1
FIIIs	3.0	3.6	2.9
Others	18.5	19.1	19.1

Source: Bloomberg

### Exhibit 4: Price chart



Source: Bloomberg

## Financial Summary

### Exhibit 5: Profit & Loss

(INR mn, year ending March)

	FY23A	FY24A	FY25E	FY26E
<b>Net Sales</b>	<b>12,410</b>	<b>12,538</b>	<b>14,005</b>	<b>15,560</b>
Operating Expenses	1,968	2,080	2,267	2,470
<b>EBITDA</b>	<b>1,945</b>	<b>1,872</b>	<b>2,144</b>	<b>2,431</b>
EBITDA Margin (%)	15.7	14.9	15.3	15.6
Depreciation & Amortization	153	190	222	259
EBIT	1,792	1,683	1,923	2,173
Interest expenditure	18	15	15	15
Other Non-operating Income	72	72	75	75
<b>Recurring PBT</b>	<b>1,845</b>	<b>1,740</b>	<b>1,983</b>	<b>2,233</b>
<b>Profit / (Loss) from Associates</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Less: Taxes	453	423	500	563
PAT	1,393	1,317	1,483	1,670
Less: Minority Interest	-	-	-	-
Extraordinaries (Net)	-	-	-	-
<b>Net Income (Reported)</b>	<b>1,393</b>	<b>1,317</b>	<b>1,483</b>	<b>1,670</b>
<b>Net Income (Adjusted)</b>	<b>1,393</b>	<b>1,317</b>	<b>1,483</b>	<b>1,670</b>

Source Company data, I-Sec research

### Exhibit 6: Balance sheet

(INR mn, year ending March)

	FY23A	FY24A	FY25E	FY26E
Total Current Assets	2,666	2,921	3,366	4,095
of which cash & cash eqv.	164	204	512	969
Total Current Liabilities & Provisions	1,274	1,300	1,348	1,455
<b>Net Current Assets</b>	<b>1,392</b>	<b>1,621</b>	<b>2,019</b>	<b>2,640</b>
Investments	321	900	900	900
Net Fixed Assets	3,439	4,185	4,964	5,707
ROU Assets	-	-	-	-
Capital Work-in-Progress	611	161	161	161
Total Intangible Assets	30	46	46	46
Other assets	282	292	292	292
Deferred Tax Assets	-	-	-	-
<b>Total Assets</b>	<b>6,076</b>	<b>7,205</b>	<b>8,381</b>	<b>9,745</b>
<b>Liabilities</b>				
<b>Borrowings</b>	<b>7</b>	<b>30</b>	<b>30</b>	<b>30</b>
<b>Deferred Tax Liability</b>	<b>105</b>	<b>135</b>	<b>135</b>	<b>135</b>
provisions	-	-	-	-
other Liabilities	-	-	-	-
Equity Share Capital	77	77	77	77
Reserves & Surplus	5,887	6,963	8,140	9,504
<b>Total Net Worth</b>	<b>5,964</b>	<b>7,040</b>	<b>8,217</b>	<b>9,581</b>
Minority Interest	-	-	-	-
<b>Total Liabilities</b>	<b>6,076</b>	<b>7,205</b>	<b>8,381</b>	<b>9,745</b>

Source Company data, I-Sec research

### Exhibit 7: Quarterly trend

(INR mn, year ending March)

	Jun-23	Sep-23	Dec-23	Mar-24
Net Sales	3,049	3,200	3,119	3,171
% growth (YOY)	5.0	3.3	(0.8)	(2.8)
EBITDA	464	505	456	448
Margin %	15.2	15.8	14.6	14.1
Other Income	15	18	20	19
Extraordinaries	-	-	-	-
<b>Adjusted Net Profit</b>	<b>323</b>	<b>356</b>	<b>322</b>	<b>316</b>

Source Company data, I-Sec research

### Exhibit 8: Cashflow statement

(INR mn, year ending March)

	FY23A	FY24A	FY25E	FY26E
<b>Operating Cashflow</b>	<b>1,468</b>	<b>1,361</b>	<b>1,619</b>	<b>1,767</b>
Working Capital Changes	(107)	(174)	(89)	(165)
Capital Commitments	(1,063)	(460)	(1,001)	(1,001)
<b>Free Cashflow</b>	<b>406</b>	<b>900</b>	<b>618</b>	<b>766</b>
<b>Other investing cashflow</b>	<b>409</b>	<b>(590)</b>	<b>-</b>	<b>-</b>
Cashflow from Investing Activities	(653)	(1,050)	(1,001)	(1,001)
Issue of Share Capital	(509)	22	-	-
Interest Cost	(18)	(15)	(3)	(3)
Inc (Dec) in Borrowings	(3)	22	-	-
Dividend paid	(308)	(307)	(306)	(306)
Others	-	-	-	-
Cash flow from Financing Activities	(837)	(278)	(309)	(309)
<b>Chg. in Cash &amp; Bank balance</b>	<b>(23)</b>	<b>33</b>	<b>309</b>	<b>456</b>
Closing cash & balance	157	171	512	969

Source Company data, I-Sec research

### Exhibit 9: Key ratios

(Year ending March)

	FY23A	FY24A	FY25E	FY26E
<b>Per Share Data (INR)</b>				
Reported EPS	36.4	34.3	38.7	43.6
Adjusted EPS (Diluted)	36.4	34.3	38.7	43.6
Cash EPS	40.4	39.3	44.5	50.3
Dividend per share (DPS)	8.0	8.0	8.0	8.0
Book Value per share (BV)	155.7	183.6	214.3	249.8
Dividend Payout (%)	22.0	23.3	20.7	18.3
<b>Growth (%)</b>				
Net Sales	14.8	1.0	11.7	11.1
EBITDA	11.3	(3.7)	14.5	13.4
EPS (INR)	8.6	(5.6)	12.6	12.6
<b>Valuation Ratios (x)</b>				
P/E	30.2	32.0	28.4	25.3
P/CEPS	27.3	28.0	24.7	21.9
P/BV	7.1	6.0	5.1	4.4
EV / EBITDA	21.4	21.9	19.0	16.6
Dividend Yield (%)	0.7	0.7	0.7	0.7
<b>Operating Ratios</b>				
Gross Profit Margins (%)	31.5	31.5	31.5	31.5
EBITDA Margins (%)	15.7	14.9	15.3	15.6
Effective Tax Rate (%)	24.5	24.3	25.2	25.2
Net Profit Margins (%)	11.2	10.5	10.6	10.7
Net Debt / Equity (x)	(0.1)	(0.2)	(0.2)	(0.2)
Net Debt / EBITDA (x)	(0.2)	(0.6)	(0.6)	(0.8)
Total Asset Turnover (x)	2.3	2.0	1.9	1.8
Inventory Turnover Days	-	-	-	-
Receivables Days	73	71	69	71
Payables Days	31	28	27	28
<b>Profitability Ratios</b>				
RoE (%)	26.7	21.5	21.0	20.2
RoCE (%)	25.9	20.8	20.3	19.6
RoIC (%)	30.5	24.2	23.6	23.7

Source Company data, I-Sec research

This report may be distributed in Singapore by ICICI Securities, Inc. (Singapore branch). Any recipients of this report in Singapore should contact ICICI Securities, Inc. (Singapore branch) in respect of any matters arising from, or in connection with, this report. The contact details of ICICI Securities, Inc. (Singapore branch) are as follows: Address: 10 Collyer Quay, #40-92 Ocean Financial Tower, Singapore - 049315, Tel: +65 6232 2451 and email: navneet\_babbar@icicisecuritiesinc.com, Rishi\_agrawal@icicisecuritiesinc.com.

"In case of eligible investors based in Japan, charges for brokerage services on execution of transactions do not in substance constitute charge for research reports and no charges are levied for providing research reports to such investors."

New I-Sec investment ratings (all ratings based on absolute return; All ratings and target price refers to 12-month performance horizon, unless mentioned otherwise)  
**BUY: >15% return; ADD: 5% to 15% return; HOLD: Negative 5% to Positive 5% return; REDUCE: Negative 5% to Negative 15% return; SELL: < negative 15% return**

#### ANALYST CERTIFICATION

I/We, Amit Dixit, PGDM, B.Tech; Mohit Lohia, CA; Pritish Urumkar, MBATech (Finance); authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report. Analysts are not registered as research analysts by FINRA and are not associated persons of the ICICI Securities Inc. It is also confirmed that above mentioned Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months and do not serve as an officer, director or employee of the companies mentioned in the report.

#### Terms & conditions and other disclosures:

ICICI Securities Limited (ICICI Securities) is a full-service, integrated investment banking and is, inter alia, engaged in the business of stock brokering and distribution of financial products. Registered Office Address: ICICI Venture House, Appasaheb Marathe Marg, Prabhadevi, Mumbai - 400 025. CIN: L67120MH1995PLC086241, Tel: (91 22) 6807 7100. ICICI Securities is Sebi registered stock broker, merchant banker, investment adviser, portfolio manager, Research Analyst and Alternative Investment Fund. ICICI Securities is registered with Insurance Regulatory Development Authority of India Limited (IRDAI) as a composite corporate agent and with PFRDA as a Point of Presence. ICICI Securities Limited Research Analyst SEBI Registration Number – INH000000990. ICICI Securities Limited SEBI Registration is INZ000183631 for stock broker. ICICI Securities AIF Trust's SEBI Registration number is IN/AIF3/23-24/1292 ICICI Securities is a subsidiary of ICICI Bank which is India's largest private sector bank and has its various subsidiaries engaged in businesses of housing finance, asset management, life insurance, general insurance, venture capital fund management, etc. ("associates"), the details in respect of which are available on [www.icicibank.com](http://www.icicibank.com).

ICICI Securities is one of the leading merchant bankers/ underwriters of securities and participate in virtually all securities trading markets in India. We and our associates might have investment banking and other business relationship with a significant percentage of companies covered by our Investment Research Department. ICICI Securities and its analysts, persons reporting to analysts and their relatives are generally prohibited from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover.

Recommendation in reports based on technical and derivative analysis centre on studying charts of a stock's price movement, outstanding positions, trading volume etc as opposed to focusing on a company's fundamentals and, as such, may not match with the recommendation in fundamental reports. Investors may visit [icicidirect.com](http://icicidirect.com) to view the Fundamental and Technical Research Reports.

Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein.

ICICI Securities Limited has two independent equity research groups: Institutional Research and Retail Research. This report has been prepared by the Institutional Research. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the Retail Research.

The information and opinions in this report have been prepared by ICICI Securities and are subject to change without any notice. The report and information contained herein is strictly confidential and meant 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 prior written consent of ICICI Securities. While we would endeavour to update the information herein on a reasonable basis, ICICI Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent ICICI Securities from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or ICICI Securities policies, in circumstances where ICICI Securities might be acting in an advisory capacity to this company, or in certain other circumstances. This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. ICICI Securities will not treat recipients as customers by virtue of their receiving this report. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. ICICI Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance. Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice.

ICICI Securities 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.

ICICI Securities or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the 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.

ICICI Securities or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the companies mentioned in the report in the past twelve months.

ICICI Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. ICICI Securities or its associates 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 ICICI Securities nor Research Analysts and their relatives 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.

ICICI Securities or its subsidiaries collectively or Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report.

Since associates of ICICI Securities and ICICI Securities as a entity are engaged in various financial service businesses, they might have financial interests or actual/ beneficial ownership of one percent or more or other material conflict of interest in various companies including the subject company/companies mentioned in this report.

ICICI Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.

Neither the Research Analysts nor ICICI Securities have been engaged in market making activity for the companies mentioned in the report.

We submit that no material disciplinary action has been taken on ICICI Securities by any Regulatory Authority impacting Equity Research Analysis activities.

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 ICICI Securities 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.

This report has not been prepared by ICICI Securities, Inc. However, ICICI Securities, Inc. has reviewed the report and, in so far as it includes current or historical information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed.



---

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. None of the research recommendations promise or guarantee any assured, minimum or risk free return to the investors.

Name of the Compliance officer (Research Analyst): Mr. Atul Agrawal, Contact number: 022-40701000, E-mail Address : [complianceofficer@icicisecurities.com](mailto:complianceofficer@icicisecurities.com)

For any queries or grievances: [Mr. Prabodh Avadhoot](mailto:Mr.Prabodh.Avadhoot) Email address: [headservicequality@icicidirect.com](mailto:headservicequality@icicidirect.com) Contact Number: 18601231122

---