

May 14, 2025

Q4FY25 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Current		Previous	
	FY26E	FY27E	FY26E	FY27E
Rating	HOLD		HOLD	
Target Price	735		616	
Sales (Rs. m)	46,121	49,092	45,748	48,673
% Chng.	0.8	0.9		
EBITDA (Rs. m)	6,071	6,679	5,982	6,583
% Chng.	1.5	1.5		
EPS (Rs.)	18.4	19.0	17.7	18.4
% Chng.	4.1	3.3		

Key Financials - Consolidated

Y/e Mar	FY24	FY25	FY26E	FY27E
Sales (Rs. m)	41,358	41,776	46,121	49,092
EBITDA (Rs. m)	4,211	5,191	6,071	6,679
Margin (%)	10.2	12.4	13.2	13.6
PAT (Rs. m)	1,829	2,512	2,911	3,004
EPS (Rs.)	11.6	15.9	18.4	19.0
Gr. (%)	(40.1)	37.3	15.9	3.2
DPS (Rs.)	2.0	2.7	3.2	3.3
Yield (%)	0.3	0.4	0.5	0.5
RoE (%)	6.8	8.9	9.4	8.9
RoCE (%)	8.7	10.1	10.7	10.0
EV/Sales (x)	2.8	2.8	2.5	2.4
EV/EBITDA (x)	27.8	22.6	19.3	17.9
PE (x)	60.5	44.0	38.0	36.8
P/BV (x)	4.0	3.8	3.4	3.1

Key Data JUBN.BO | JUBLINGR IN

52-W High / Low	Rs.885 / Rs.462
Sensex / Nifty	81,148 / 24,578
Market Cap	Rs.111bn / \$ 1,306m
Shares Outstanding	159m
3M Avg. Daily Value	Rs.258.63m

Shareholding Pattern (%)

Promoter's	51.47
Foreign	7.12
Domestic Institution	15.92
Public & Others	24.78
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	10.3	5.2	34.7
Relative	2.2	0.7	20.8

Swarnendu Bhushan

swarnendubhushan@plindia.com | 91-22-66322260

Saurabh Ahire

saurabhahire@plindia.com | 91-22-66322537

Steady quarter, focus on speciality and Nutrition Segment

Quick Pointers:

- Capex for FY26 is expected to be Rs6bn, majorly funded by internal accruals
- In FY25, 25+ products were added in funnel for CDMO business across agrochem, pharma and semi-con sector.

Jubilant Ingrevia reported a slight decline in topline during the quarter, primarily due to a 14%YoY drop in revenue from the Chemical Intermediates segment. However, the Specialty chemicals and Nutrition & Health solutions segments posted YoY revenue growth of 2% and 15%, respectively, contributing to a 90bps improvement in overall EBITDAM. Agrochemical sales improved during the quarter, while the pharmaceutical segment saw stable demand and realizations. Going forward, we expect the Specialty segment to strengthen, supported by higher volumes of diketene, pyridine, and picoline derivatives, along with new CDMO orders. The Nutrition segment is also poised for growth, driven by the ramp-up of recently commissioned cosmetic-grade and food-grade Vitamin B3 plants, as well as growth in Niacinamide and Choline. However, the Chemical Intermediates business is likely to remain under pressure due to weak demand from end-use industries. At a valuation of 39x FY27 EPS, we maintain "Hold," on the stock with a target price of Rs735, based on a sum-of-the-parts (SOTP) valuation approach.

- Nutrition & Health Solutions sees 15% YoY growth:** Revenue at Rs10.5bn (-2.2% YoY/- 0.5% QoQ), (PLe ~Rs10.5bn, Consensus: Rs10.5bn), a slight decrease in the revenue due to 14% YoY and 6% QoQ decrease in sales for the chemical intermediate segment. For FY25 the topline was Rs41.7bn vs Rs41.3bn in FY24, an increase of 1%.
- EBITDAM improves by 90bps sequentially due to lower operating cost:** EBITDA at Rs1,467mn (60.8% YoY/ 6.1% QoQ and EBITDA margin at 14% (vs 8.5% in Q4FY24 and 13.1% in Q3FY25; PLe: 13%, Consensus: 12.2%), increase of 550bps YoY due lower operating cost. PAT stood at Rs740mn (153% YoY/6.7% QoQ). EBIT margin for both specialty chemical as well as nutrition segment improved by 100bps sequentially, while Chemical Intermediates segment saw a decrease of 300bps in EBIT margin from 2% to -1%.
- Concall takeaways:** (1) 10% of total sales are in the USA, out of which only 25% fall under tariffs. (2) FY26 and beyond capex will focus on multiple purpose plants for fine chemicals, diketene derivatives and CDMO projects and human nutrition and health solutions portfolio. (3) In specialty chemical business the Agrochemical avg prices have increased, expected to improve further, destocking eased, gradual recovery expected. (4) 15-20% growth expected in Specialty and Nutrition segment going ahead, steady state EBITDAM for this segment should be around 22%. (5) Choline demand surge but prices under pressure due to China dumping. (6) Niacinamide demand remained steady, with prices remaining stable at Q4FY25. (7) Ethyl acetate sales volumes increased QoQ and YoY, while prices were low, which affected the margins. (8) Acetyls business is experiencing lower volumes due to subdued demand in the Paracetamol end use market.



Exhibit 1: Q4FY25 Result Overview (Rs mn)

Y/e March	Q4FY25	Q4FY24	YoY gr. (%)	Q4FY25E	% Var.	Q3FY25	QoQ gr. (%)	FY25	FY24	YoY gr. (%)
Net Sales	10,513	10,744	(2.2)	10,599	(0.8)	10,568	(0.5)	41,776	41,358	1.0
Gross Profit	5,183	4,785	8.3	5,195	(0.2)	5,181	0.0	20,703	19,932	3.9
Margin (%)	49.3	44.5		49.0		49.0		49.6	48.2	
EBITDA	1,467	912	60.8	1,381	6.2	1,383	6.1	5,191	4,211	23.3
Margin (%)	14.0	8.5		13.0		13.1		12.4	10.2	22.0
Other Income	84	95	(12.0)	94	(10.8)	94	(11.3)	378	353	7.1
Depreciation	394	357	10.3	402	(2.1)	398	(0.9)	1,576	1,362	15.8
EBIT	1,157	650	77.9	1,072	7.8	1,080	7.1	3,993	3,203	24.7
Interest	139	136	2.1	129	8.1	124	12.3	556	527	5.7
PBT before excep	1,018	514	98.0	944	7.8	956	6.5	3,436	2,676	28.4
Total Tax	277	221	25.5	244	13.7	262	5.8	924	847	9.1
ETR (%)	27.3	43.0		26		27.4		26.9	31.7	
Adj. PAT	740	293	152.6	700	5.8	694	6.7	2,512	1,829	37.4
Exceptional Items	0	0		-		0		0	0	
PAT	740	293	152.6	700	5.8	694	6.7	2,512	1,829	37.4

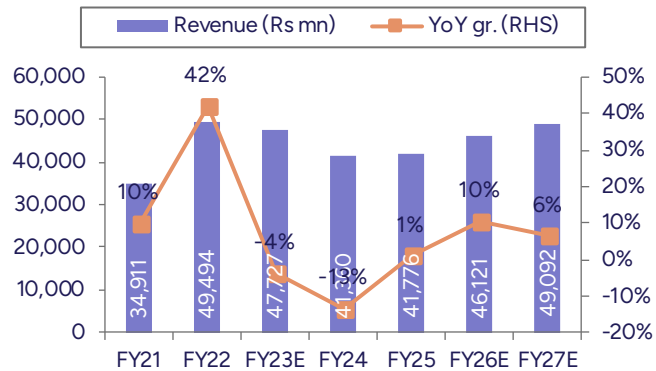
Source: Company, PL

Exhibit 2: Segmental breakup – Consolidated (Rs mn)

Segmental Details	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Net Revenue	10,199	9,664	10,744	10,243	10,452	10,568	10,513
Specialty Chemicals	3,817	3,648	4,753	4,307	4,332	4,676	4,865
Nutrition & Health Solutions	1,620	1,512	1,645	1,861	1,821	1,896	1,896
Chemical Intermediates	4,762	4,504	4,347	4,076	4,300	3,996	3,752
Segment EBIT	1,044	867	830	1,057	1,117	1,295	1,296
Specialty Chemicals	495	349	454	625	629	978	1,066
Nutrition & Health Solutions	153	141	57	196	208	219	249
Chemical Intermediates	396	377	320	235	280	97	(19)
Less: Unallocable & exceptional items	-120	-166	-180	-254	-164	-215	-139
EBIT	924	701	650	803	953	1080	1157
Less: Interest Cost	839	614	555	707	848	985	1,073
PBT	125	151	136	143	151	124	139
Segment EBIT Margin (%)	10%	9%	8%	10%	11%	12%	12%
Specialty Chemicals	13%	10%	10%	15%	15%	21%	22%
Nutrition & Health Solutions	9%	9%	3%	11%	11%	12%	13%
Chemical intermediates	8%	8%	7%	6%	7%	2%	-1%

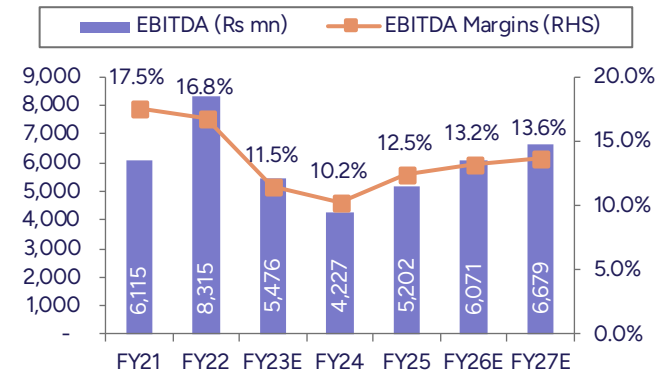
Source: Company, PL

Exhibit 3: Revenue to grow at CAGR of 7% from FY25-27E



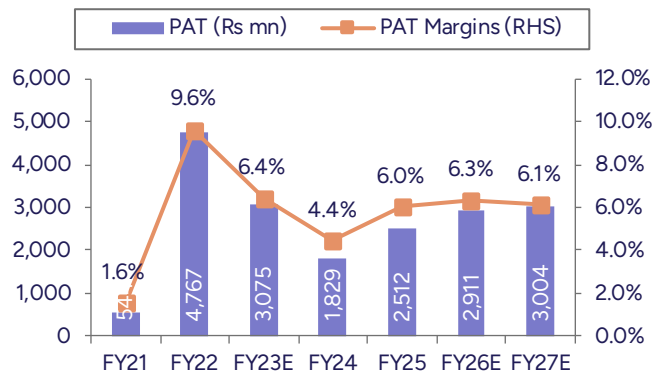
Source: Company, PL

Exhibit 4: EBITDAM expected at 13.5%



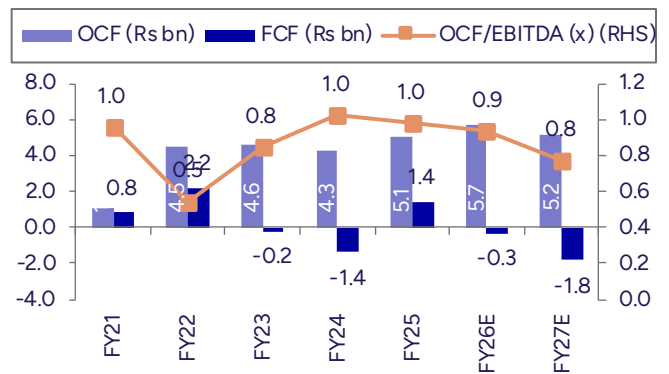
Source: Company, PL

Exhibit 5: PAT margin at 6% in FY27



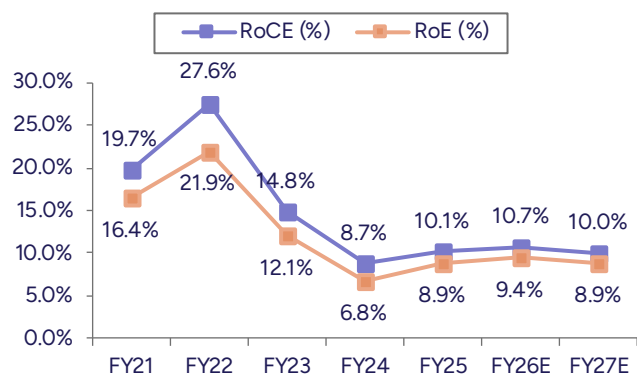
Source: Company, PL

Exhibit 6: OCF/EBITDA to decrease (FY25-27E)



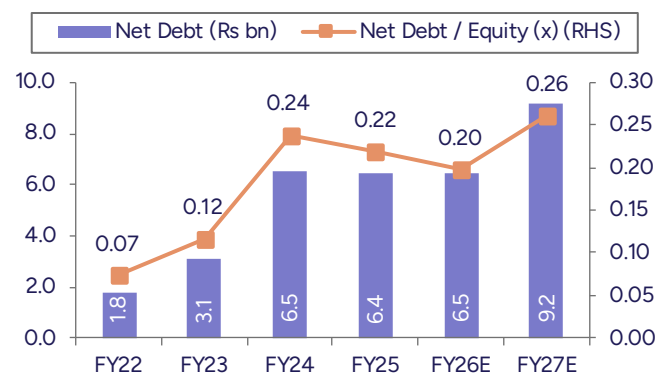
Source: Company, PL

Exhibit 7: Return ratios to be at 9-10%



Source: Company, PL

Exhibit 8: Net debt/ equity to increase



Source: Company, PL

Exhibit 9: SOTP – Upgarde to HOLD with SOTP-based TP of Rs735

SOTP	FY23	FY24	FY25	FY26E	FY27E	CAGR (FY25-27E)
EBITDA (Rs mn)						
Specialty Chemicals	2,840	2,480	4,220	4,266	4,703	6%
Nutrition & Health Solutions	460	620	1,020	1,047	1,128	5%
Chemical Intermediates	2,830	2,020	1,080	1,624	1,756	28%
Segment EBITDA - Total	6,130	5,120	6,320	6,937	7,587	10%
Less: Unallocable items	(654)	(893)	(1,118)	(866)	(908)	-10%
Consolidated EBITDA (Rs mn)	5,476	4,227	5,202	6,071	6,679	13%
EV/EBITDA Target Multiple (x)						
Specialty Chemicals					20	
Nutrition & Health Solutions					17	
Chemical Intermediates					10	
Unallocable items					9	
Enterprise Value (Rs mn)						
						Per Share
Specialty Chemicals					94,053	595
Nutrition & Health Solutions					19,180	121
Chemical Intermediates					17,561	111
Less: Unallocable items					(8,169)	(52)
Enterprise Value (Rs mn)					1,22,626	776
Less: Net Debt and Investments					(6,456)	(42)
Equity Value / MCap (Rs mn)					1,16,170	735
Target Price (Rs/ sh)					735	

Source: PL

Financials

Income Statement (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
Net Revenues	41,358	41,776	46,121	49,092
YoY gr. (%)	(13.3)	1.0	10.4	6.4
Cost of Goods Sold	21,426	21,073	22,499	23,623
Gross Profit	19,932	20,703	23,621	25,468
Margin (%)	48.2	49.6	51.2	51.9
Employee Cost	3,840	4,181	4,682	5,092
Other Expenses	11,882	11,332	12,868	13,697
EBITDA	4,211	5,191	6,071	6,679
YoY gr. (%)	(23.0)	23.3	17.0	10.0
Margin (%)	10.2	12.4	13.2	13.6
Depreciation and Amortization	1,362	1,576	1,836	2,180
EBIT	2,850	3,615	4,235	4,500
Margin (%)	6.9	8.7	9.2	9.2
Net Interest	527	556	691	870
Other Income	353	378	416	458
Profit Before Tax	2,676	3,436	3,960	4,087
Margin (%)	6.5	8.2	8.6	8.3
Total Tax	847	924	1,049	1,083
Effective tax rate (%)	31.7	26.9	26.5	26.5
Profit after tax	1,829	2,512	2,910	3,004
Minority interest	-	-	-	-
Share Profit from Associate	0	0	0	0
Adjusted PAT	1,829	2,512	2,911	3,004
YoY gr. (%)	(40.5)	37.4	15.9	3.2
Margin (%)	4.4	6.0	6.3	6.1
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	1,829	2,512	2,911	3,004
YoY gr. (%)	(40.5)	37.4	15.9	3.2
Margin (%)	4.4	6.0	6.3	6.1
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	1,829	2,512	2,911	3,004
Equity Shares O/s (m)	158	158	158	158
EPS (Rs)	11.6	15.9	18.4	19.0

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
Non-Current Assets				
Gross Block	34,629	36,684	44,936	51,936
Tangibles	34,338	36,392	44,644	51,644
Intangibles	292	292	292	292
Acc: Dep / Amortization	9,298	10,874	12,711	14,890
Tangibles	9,148	10,724	12,561	14,740
Intangibles	150	150	150	150
Net fixed assets	25,384	25,810	32,225	37,045
Tangibles	25,190	25,668	32,083	36,903
Intangibles	194	142	142	142
Capital Work In Progress	3,314	5,252	3,000	3,000
Goodwill	-	-	-	-
Non-Current Investments	159	209	210	210
Net Deferred tax assets	(2,009)	(2,085)	(2,085)	(2,085)
Other Non-Current Assets	533	349	349	349
Current Assets				
Investments	-	162	162	162
Inventories	9,413	9,434	9,098	9,684
Trade receivables	5,720	6,071	6,378	6,789
Cash & Bank Balance	796	987	3,093	2,728
Other Current Assets	1,866	1,874	2,081	2,215
Total Assets	47,315	50,318	56,767	62,353
Equity				
Equity Share Capital	158	158	158	158
Other Equity	27,217	29,113	32,500	34,985
Total Network	27,375	29,271	32,659	35,143
Non-Current Liabilities				
Long Term borrowings	4,256	3,632	7,632	9,832
Provisions	648	665	745	811
Other non current liabilities	40	488	488	488
Current Liabilities				
ST Debt / Current of LT Debt	3,074	3,933	2,078	2,212
Trade payables	7,667	8,149	8,550	9,100
Other current liabilities	2,120	1,928	2,364	2,516
Total Equity & Liabilities	47,315	50,318	56,767	62,353

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY24	FY25	FY26E	FY27E
PBT	2,676	3,437	3,960	4,087
Add. Depreciation	1,362	1,576	1,836	2,180
Add. Interest	527	556	691	870
Less Financial Other Income	353	378	416	458
Add. Other	137	80	(416)	(458)
Op. profit before WC changes	4,701	5,649	6,071	6,680
Net Changes-WC	59	228	698	(458)
Direct tax	(460)	(796)	(1,090)	(1,054)
Net cash from Op. activities	4,300	5,081	5,680	5,168
Capital expenditures	(5,662)	(3,522)	(6,000)	(7,000)
Interest / Dividend Income	7	32	416	458
Others	(34)	(439)	(1)	-
Net Cash from Inv. activities	(5,688)	(3,928)	(5,585)	(6,542)
Issue of share cap. / premium	(429)	0	-	-
Debt changes	3,363	480	2,145	2,334
Dividend paid	(786)	(798)	(504)	(520)
Interest paid	(679)	(736)	(691)	(870)
Others	(27)	(234)	1,061	65
Net cash from Fin. activities	1,441	(1,288)	2,011	1,009
Net change in cash	60	(93)	2,106	(365)
Free Cash Flow	(1,384)	1,423	(320)	(1,832)

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY24	FY25	FY26E	FY27E
Per Share(Rs)				
EPS	11.6	15.9	18.4	19.0
CEPS	20.2	25.9	30.0	32.8
BVPS	173.3	185.1	206.6	222.3
FCF	(8.8)	9.0	(2.0)	(11.6)
DPS	2.0	2.7	3.2	3.3
Return Ratio(%)				
RoCE	8.7	10.1	10.7	10.0
ROIC	6.1	7.6	8.3	7.9
RoE	6.8	8.9	9.4	8.9
Balance Sheet				
Net Debt : Equity (x)	0.2	0.2	0.2	0.3
Net Working Capital (Days)	66	64	55	55
Valuation(x)				
PER	60.5	44.0	38.0	36.8
P/B	4.0	3.8	3.4	3.1
P/CEPS	34.7	27.1	23.3	21.3
EV/EBITDA	27.8	22.6	19.3	17.9
EV/Sales	2.8	2.8	2.5	2.4
Dividend Yield (%)	0.3	0.4	0.5	0.5

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Net Revenue	10,243	10,452	10,568	10,513
YoY gr. (%)	(4.7)	2.5	9.4	(2.2)
Raw Material Expenses	5,286	5,071	5,386	5,329
Gross Profit	4,958	5,381	5,181	5,183
Margin (%)	48.4	51.5	49.0	49.3
EBITDA	1,095	1,246	1,383	1,467
YoY gr. (%)	(6.1)	5.9	44.7	60.8
Margin (%)	10.7	11.9	13.1	14.0
Depreciation / Depletion	389	396	398	394
EBIT	707	850	985	1,073
Margin (%)	6.9	8.1	9.3	10.2
Net Interest	143	151	124	139
Other Income	96	105	94	84
Profit before Tax	660	804	956	1,018
Margin (%)	6.4	7.7	9.0	9.7
Total Tax	173	212	262	277
Effective tax rate (%)	26.2	26.4	27.4	27.3
Profit after Tax	487	591	694	740
Minority interest	-	-	-	-
Share Profit from Associates	1	(1)	-	-
Adjusted PAT	487	590	694	740
YoY gr. (%)	(15.2)	2.6	80.0	153.1
Margin (%)	4.8	5.6	6.6	7.0
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	487	590	694	740
YoY gr. (%)	(15.2)	2.6	80.0	153.1
Margin (%)	4.8	5.6	6.6	7.0
Other Comprehensive Income	-	-	(74)	-
Total Comprehensive Income	487	590	620	740
Avg. Shares O/s (m)	158	158	158	158
EPS (Rs)	3.1	3.7	4.4	4.7

Source: Company Data, PL Research

Price Chart



Recommendation History

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	08-Apr-25	Hold	616	604
2	28-Jan-25	Hold	680	660
3	08-Jan-25	Reduce	731	837
4	28-Oct-24	Hold	695	682
5	23-Oct-24	Hold	696	705
6	05-Oct-24	Hold	770	794
7	17-Jul-24	Hold	592	586
8	04-Jul-24	Hold	445	542
9	15-May-24	Hold	526	512

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Aarti Industries	Reduce	394	449
2	Bharat Petroleum Corporation	Reduce	267	311
3	Bharti Airtel	Accumulate	1,916	1,720
4	Clean Science and Technology	Hold	1,224	1,167
5	Deepak Nitrite	Reduce	1,645	1,835
6	Fine Organic Industries	BUY	4,798	3,960
7	GAIL (India)	Accumulate	185	169
8	Gujarat Fluorochemicals	Reduce	3,328	3,671
9	Gujarat Gas	Hold	395	393
10	Gujarat State Petronet	Hold	288	288
11	Hindustan Petroleum Corporation	Sell	319	397
12	Indian Oil Corporation	Reduce	122	143
13	Indraprastha Gas	Sell	150	185
14	Jubilant Ingrevia	Hold	616	604
15	Laxmi Organic Industries	Reduce	160	169
16	Mahanagar Gas	Hold	1,410	1,410
17	Mangalore Refinery & Petrochemicals	Sell	109	129
18	Navin Fluorine International	Accumulate	5,161	4,595
19	NOCIL	Reduce	156	166
20	Oil & Natural Gas Corporation	BUY	264	220
21	Oil India	BUY	659	343
22	Petronet LNG	Reduce	248	278
23	Reliance Industries	Accumulate	1,482	1,300
24	SRF	Hold	2,780	2,721
25	Vinati Organics	Accumulate	1,620	1,459

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

ANALYST CERTIFICATION

(Indian Clients)

We/I, Mr. Swarnendu Bhushan- IIT, MBA Finance, Mr. Saurabh Ahire- MBA, Passed CFA Level II Research Analysts, 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.

(US Clients)

The research analysts, with respect to each issuer and its securities covered by them in this research report, certify that: All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and No part of his or her or their compensation was, is or will be directly related to the specific recommendation or views expressed in this research report.

DISCLAIMER

Indian Clients

Prabhudas Lilladher Pvt. Ltd, Mumbai, India (hereinafter referred to as "PL") is engaged in the business of Stock Broking, Portfolio Manager, Depository Participant and distribution for third party financial products. PL is a subsidiary of Prabhudas Lilladher Advisory Services Pvt Ltd. which has its various subsidiaries engaged in business of commodity broking, investment banking, financial services (margin funding) and distribution of third party financial/other products, details in respect of which are available at www.plindia.com.

This document has been prepared by the Research Division of PL and is meant for use by the recipient only as information and is not for circulation. This document is not to be reported or copied or made available to others without prior permission of PL. It should not be considered or taken as an offer to sell or a solicitation to buy or sell any security.

The information contained in this report has been obtained from sources that are considered to be reliable. However, PL has not independently verified the accuracy or completeness of the same. Neither PL nor any of its affiliates, its directors or its employees accepts any responsibility of whatsoever nature for the information, statements and opinion given, made available or expressed herein or for any omission therein.

Recipients of this report should be aware that past performance is not necessarily a guide to future performance and value of investments can go down as well. The suitability or otherwise of any investments will depend upon the recipient's particular circumstances and, in case of doubt, advice should be sought from an independent expert/advisor.

Either PL or its affiliates or its directors or its employees or its representatives or its clients or their relatives may have position(s), make market, act as principal or engage in transactions of securities of companies referred to in this report and they may have used the research material prior to publication.

PL may from time to time solicit or perform investment banking or other services for any company mentioned in this document.

PL is a registered with SEBI under the SEBI (Research Analysts) Regulation, 2014 and having registration number INH000000271.

PL submits that no material disciplinary action has been taken on us by any Regulatory Authority impacting Equity Research Analysis activities.

PL or its research analysts or its associates or his relatives do not have any financial interest in the subject company.

PL or its research analysts or its associates or his relatives do not have actual/beneficial ownership of one per cent or more securities of the subject company at the end of the month immediately preceding the date of publication of the research report.

PL or its research analysts or its associates or his relatives do not have any material conflict of interest at the time of publication of the research report.

PL or its associates might have received compensation from the subject company in the past twelve months.

PL or its associates might have managed or co-managed public offering of securities for the subject company in the past twelve months or mandated by the subject company for any other assignment in the past twelve months.

PL or its associates might have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months.

PL or its associates might 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 twelve months

PL or its associates might have received any compensation or other benefits from the subject company or third party in connection with the research report.

PL encourages independence in research report preparation and strives to minimize conflict in preparation of research report. PL or its analysts did not receive any compensation or other benefits from the subject Company or third party in connection with the preparation of the research report. PL or its Research Analysts do not have any material conflict of interest at the time of publication of this report.

It is confirmed that Mr. Swarnendu Bhushan- IIT, MBA Finance, Mr. Saurabh Ahire- MBA, Passed CFA Level II Research Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

The Research analysts for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

The research analysts for this report has not served as an officer, director or employee of the subject company PL or its research analysts have not engaged in market making activity for the subject company

Our sales people, traders, and other professionals or affiliates 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.

PL and its associates, their directors and employees may (a) from time to time, have a long or short position in, and buy or sell the securities of the subject company or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company or act as an advisor or lender/borrower to the subject company or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

US Clients

This research report is a product of Prabhudas Lilladher Pvt. Ltd., which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by Prabhudas Lilladher Pvt. Ltd. only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, Prabhudas Lilladher Pvt. Ltd. has entered into an agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo").

Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

Prabhudas Lilladher Pvt. Ltd.

3rd Floor, Sadhana House, 570, P. B. Marg, Worli, Mumbai-400 018, India | Tel: (91 22) 6632 2222 Fax: (91 22) 6632 2209

www.plindia.com