

March 6, 2026

Management Meet Update

Change in Estimates | Target | Reco

Change in Estimates

	Current		Previous	
	FY27E	FY28E	FY27E	FY28E
Rating	BUY		BUY	
Target Price	1,800		1,710	
Sales (Rs. m)	1,04,146	1,15,617	1,06,252	1,18,258
% Chng.	(2.0)	(2.2)		
EBITDA (Rs. m)	22,607	26,294	22,884	26,327
% Chng.	(1.2)	(0.1)		
EPS (Rs.)	53.1	62.2	52.9	61.9
% Chng.	0.5	0.4		

Key Financials - Consolidated

Y/e Mar	FY25	FY26E	FY27E	FY28E
Sales (Rs. m)	89,396	95,805	1,04,146	1,15,617
EBITDA (Rs. m)	16,931	19,668	22,607	26,294
Margin (%)	18.9	20.5	21.7	22.7
PAT (Rs. m)	9,427	10,965	13,478	15,774
EPS (Rs.)	37.2	43.2	53.1	62.2
Gr. (%)	43.9	16.3	22.9	17.0
DPS (Rs.)	4.0	5.0	6.0	6.0
Yield (%)	0.3	0.3	0.4	0.4
RoE (%)	14.2	14.7	15.7	15.9
RoCE (%)	16.2	17.9	19.1	20.3
EV/Sales (x)	4.3	4.0	3.6	3.1
EV/EBITDA (x)	22.6	19.3	16.4	13.7
PE (x)	40.4	34.7	28.3	24.1
P/BV (x)	5.5	4.8	4.2	3.6

Key Data

IPCA.BO | IPCA IN

52-W High / Low	Rs.1,595 / Rs.1,168
Sensex / Nifty	80,016 / 24,766
Market Cap	Rs.381bn/ \$ 4,156m
Shares Outstanding	254m
3M Avg. Daily Value	Rs.378.4m

Shareholding Pattern (%)

Promoter's	44.72
Foreign	10.62
Domestic Institution	36.99
Public & Others	7.67
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	4.1	12.4	10.0
Relative	8.4	13.4	1.3

Param Desai

paramdesai@plindia.com | 91-22-66322259

Kushal Shah

kushalshah@plindia.com | 91-22-66322490

Steady growth visibility

We interacted with the management of IPCA Laboratories (IPCA) to assess its medium-term growth trajectory. The company is prioritizing disciplined execution over aggressive diversification, with a clear focus on strengthening its core businesses while building growth levers. Domestic formulations and branded generics which now contribute 45% of revenues and ~70% of EBITDA, continued to outperform market and grow at healthy levels. We expect IPCA to deliver revenue growth ex Unichem at +11% over FY26-28E with normalization in export generic and API business. This will aid operating leverage and will further improve margins by 200bps over FY26-28E for ex Unichem. Our FY27E and FY28E EPS broadly remains unchanged. At CMP, the stock is trading at 15x EV/EBITDA and 24x PE on FY28E adjusted for Unichem stake. We maintain our "Buy" rating on stock with TP of Rs1,800/share; valuing at 18x EV/EBITDA on FY28E.

Domestic business remains core growth driver: IPCA's focus remains on key therapies such as Pain, Cardiology, Dermatology, and Rheumatology. Over FY23-25 this segment delivered ~11.3% CAGR. Though pain segment contribution remains at +50%; some of indications are chronic in nature which provides stickiness. Anti-malarial exposure has reduced to 3% and NLEM share stands at 25%. The Zerodol franchise (Rs 12-13bn; 33% of domestic business) continues to grow at 12-13%, supported by doctor penetration and market share gains. Total field force strength stood at 7000 with plans to add 400-500MR annually. Mgmt expects domestic business to grow at 10-12% with steady margin expansion.

Branded generics- new product registrations to drive growth: This segment reported stable growth of 12% CAGR over last 3 years led by CIS, Latin America and East Asia, underscoring resilience in core emerging markets. Reopening of registrations in CIS markets to support growth across 8-10 existing products, alongside new launches and upcoming eye drop introductions in markets like Russia. We expect ~12% revenue CAGR over FY26-28E.

Gradual scale up in US generics: The US business, though currently small, is witnessing steady improvement with monthly run-rate increasing from ~\$1mn to ~\$1.6mn over the past six months. The company has undertaken multiple filings in FY26 and plans ~5 product launches along with 5-6 new ANDA filing over next 2 years. While commercialization has been gradual, traction is building. A key catalyst is the upcoming injectable and liquid facility targeting institutional supplies, expected to be commercialized in the next few months. This institutional push could enhance both scale and margins. Overall we expect IPCA's US sales at \$35-40mn by FY28E.

Margin expansion as revenue growth improves: IPCA has delivered revenue and EBITDA CAGR of 5%/4% ex Unichem over FY22-25 given moderate growth in export and API segment. However, resumption of US, further backward integration and benign raw material prices have aided gross margins by 800 bps over FY24-26E. We expect IPCA to deliver revenue growth ex Unichem at +11% over FY26-28E with normalization in export generic and API business. This will aid operating leverage and will further improve margins by 150-200bps over FY26-28E for ex Unichem to 25.5%.

Export gradual recovery to Unichem business: Unichem's performance has been impacted by a slower ramp-up in its export formulations business, mainly due to disruptions in the US market. This has led to higher inventory and underutilized capacity, keeping margins under pressure, with EBITDA at ~8% in 9MFY26. The Goa facility, a key export hub, is currently operating at ~35–40% utilization. Management expects gradual improvement through new product launches and cost optimization, supporting near-term growth of ~5% with margins recovering to ~12%. Over the longer term, ramp-up in filings, launches, and export market penetration could help increase utilization to ~60–65% and move margins closer to ~15%.

Export generic stabilizing: Export generic contributes 12% to total sales. For 9MFY26 growth was moderate across Australia and UK market due to supply side and price issues respectively. Australia is stabilizing after temporary inventory and raw material issues and to improve from upcoming product registrations and launches. Further Europe ex UK market remains steady and should pick up following tender opportunities in Germany. Meanwhile, ongoing dossier filings across multiple markets provide visibility for future approvals and expansion, supporting a improvement in revenues. Overall, we expect the region to deliver ~10% revenue CAGR over FY26–28E.

Stabilization of pricing to drive third party API business: API revenue grew ~14% in 9MFY26. Export API realizations have largely stabilized, indicating normalization after prior pricing compression. API demand is increasingly supported by captive consumption linked to US formulation launches. This transition has already supported margin improvement at the consolidated level. We expect ~8-9% revenue CAGR over FY26–28E.

Financial snapshot: Profitability remains healthy with RoE/RoCE at 14.2%/16.2% in FY25. On consolidated basis, we expect IPCA to deliver Revenue/EBITDA/PAT CAGR of 10%/16%/20% and EBITDA margin expansion of 220bps over FY26-28E. Further we see 400 bps expansion in RoCE to 20% by FY28E.

Other Key highlights:

Export generics:

- New Zealand business remains predominantly tender-driven.
- Spain portfolio witnessing expansion, with 2 products enjoying ~50% market share.

US generics:

- Earlier loss of market share in 2–3 US products due to price discipline while competitors reduced prices.
- Key US products include HCQs, Budesonide, Etomidate (anaesthesia), Metformin, and Carvedilol.

Unichem:

- Bayshore is fully integrated into Unichem. Currently operates under the Centaur Pharma.

- Bayshore integration contributed ~9% growth (core business declined ~5%). 8 ANDAs transferred.

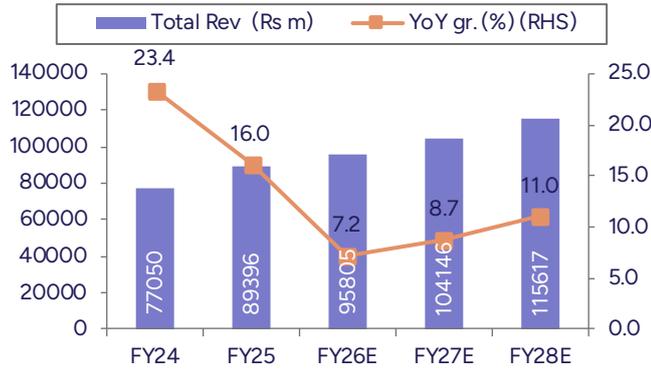
Subsidiaries:

- Pisgah Labs (49% stake; associate, not subsidiary) is API-focused entity.
- Expected loss-making until FY27. Recovery anticipated post-FY27E, driven by formulation growth. Currently a drag on consolidated performance.
- Krebs Biochem - Vizag plant remains shut due to pollution issues; it earlier produced Serratiopeptidase for captive use primarily impacting the domestic API segment. Mgmt cited cost efficiencies achieved following Vizag closure.
- Nellore facility operating at break-even.

Biosimilar, capex and other's:

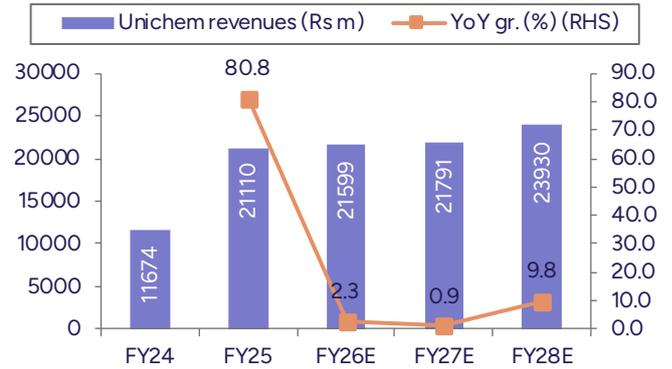
- Biosimilar production to commence steady batches shortly; multiple products to enter clinical production from H1FY27E onward.
- Biosimilars, with capex already absorbed, should add incremental margin support from FY27E.
- No capitalization impact from recent investments as related expenses have already been charged.
- Effective tax rate to stand at ~27%.

Exhibit 1: Revenue to grow at ~10% CAGR over FY26-28E



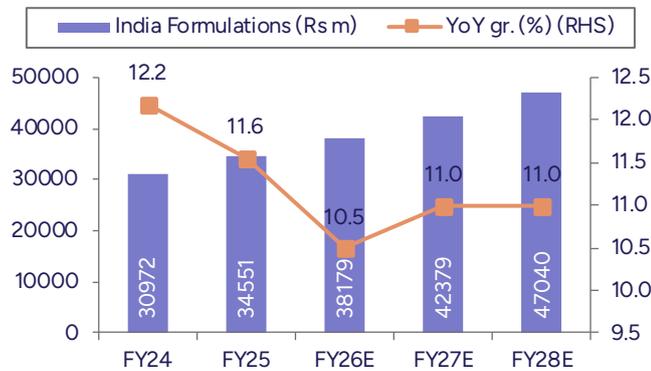
Source: Company, PL

Exhibit 2: Unichem- Revenues to remain muted in near term



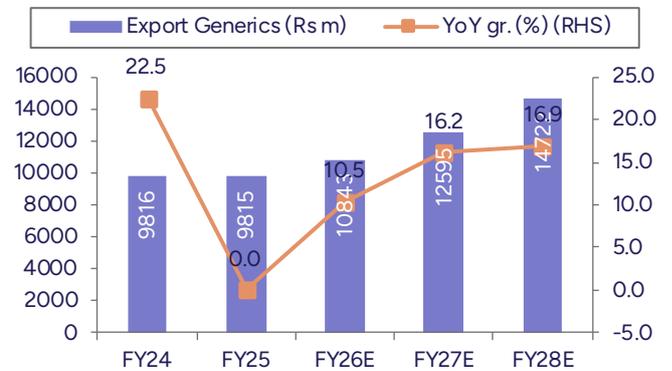
Source: Company, PL

Exhibit 3: Steady ~11% CAGR over FY26-28E



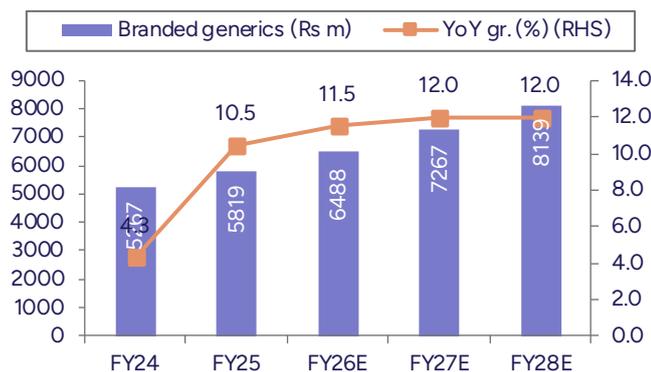
Source: Company, PL

Exhibit 4: Exports to increase at ~17% CAGR over FY26-28E



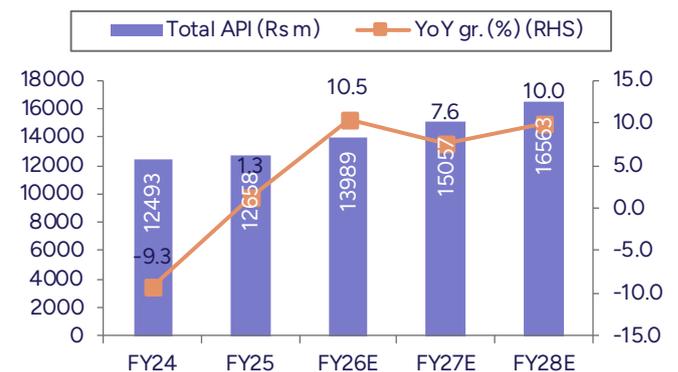
Source: Company, PL

Exhibit 5: Branded generics to report 12% CAGR over FY26-28E



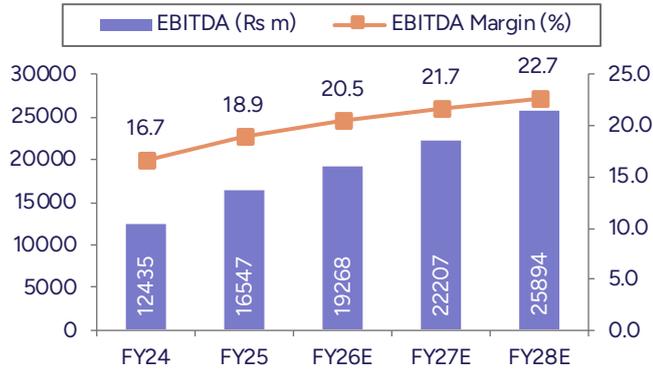
Source: Company, PL

Exhibit 6: Single digit 9% CAGR over FY26-28E



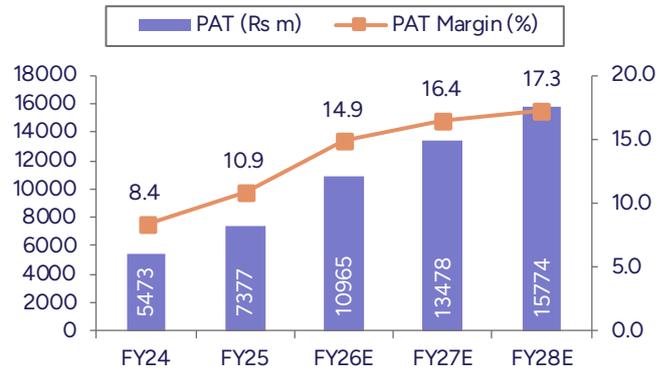
Source: Company, PL

Exhibit 7: Margin improvement of 200bps over FY26-28E



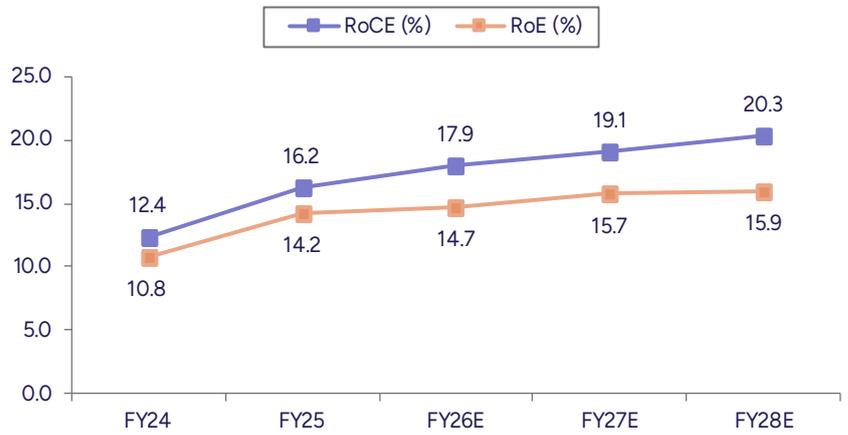
Source: Company, PL

Exhibit 8: PAT growth at ~20% over FY26-28E



Source: Company, PL

Exhibit 9: Healthy return ratios



Source: Company, PL

Financials

Income Statement (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
Net Revenues	89,396	95,805	1,04,146	1,15,617
YoY gr. (%)	16.0	7.2	8.7	11.0
Cost of Goods Sold	33,332	34,414	36,275	40,084
Gross Profit	56,064	61,391	67,871	75,533
Margin (%)	62.7	64.1	65.2	65.3
Employee Cost	19,840	21,660	23,715	26,197
Other Expenses	19,292	20,062	21,549	23,042
EBITDA	16,931	19,668	22,607	26,294
YoY gr. (%)	31.4	16.2	14.9	16.3
Margin (%)	18.9	20.5	21.7	22.7
Depreciation and Amortization	3,978	4,177	4,470	4,782
EBIT	12,953	15,491	18,137	21,512
Margin (%)	14.5	16.2	17.4	18.6
Net Interest	849	740	650	600
Other Income	1,258	879	1,200	1,400
Profit Before Tax	13,362	15,630	18,687	22,312
Margin (%)	14.9	16.3	17.9	19.3
Total Tax	3,436	3,907	4,952	6,024
Effective tax rate (%)	25.7	25.0	26.5	27.0
Profit after tax	9,926	11,722	13,735	16,288
Minority interest	-	-	-	-
Share Profit from Associate	(499)	(758)	(257)	(513)
Adjusted PAT	9,427	10,965	13,478	15,774
YoY gr. (%)	43.9	16.3	22.9	17.0
Margin (%)	10.5	11.4	12.9	13.6
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	9,427	10,965	13,478	15,774
YoY gr. (%)	43.9	16.3	22.9	17.0
Margin (%)	10.5	11.4	12.9	13.6
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	9,427	10,965	13,478	15,774
Equity Shares O/s (m)	254	254	254	254
EPS (Rs)	37.2	43.2	53.1	62.2

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
Non-Current Assets				
Gross Block	65,372	75,372	81,372	87,372
Tangibles	65,372	75,372	81,372	87,372
Intangibles	-	-	-	-
Acc: Dep / Amortization	23,612	27,789	32,259	37,041
Tangibles	23,612	27,789	32,259	37,041
Intangibles	-	-	-	-
Net fixed assets	41,760	47,583	49,113	50,331
Tangibles	41,760	47,583	49,113	50,331
Intangibles	-	-	-	-
Capital Work In Progress	6,218	6,218	6,218	6,218
Goodwill	906	906	906	906
Non-Current Investments	253	253	253	253
Net Deferred tax assets	(2,781)	(2,781)	(2,781)	(2,781)
Other Non-Current Assets	-	-	-	-
Current Assets				
Investments	7,634	7,634	7,634	7,634
Inventories	25,604	26,501	28,242	31,365
Trade receivables	18,738	19,876	20,749	23,043
Cash & Bank Balance	3,442	4,807	11,095	18,001
Other Current Assets	10,746	10,746	10,746	10,746
Total Assets	1,17,436	1,26,765	1,37,310	1,50,968
Equity				
Equity Share Capital	254	254	254	254
Other Equity	69,231	79,488	91,465	1,05,995
Total Networkth	69,485	79,742	91,719	1,06,249
Non-Current Liabilities				
Long Term borrowings	5,432	5,432	5,432	5,432
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	7,585	5,085	2,585	85
Trade payables	8,462	9,275	10,086	11,202
Other current liabilities	9,295	9,295	9,295	9,295
Total Equity & Liabilities	1,17,437	1,26,765	1,37,311	1,50,969

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
PBT	13,802	16,231	18,787	22,112
Add. Depreciation	3,978	4,177	4,470	4,782
Add. Interest	(849)	(740)	(650)	(600)
Less Financial Other Income	1,258	879	1,200	1,400
Add. Other	1,659	758	257	513
Op. profit before WC changes	18,591	20,426	22,864	26,808
Net Changes-WC	(1,765)	(1,328)	(1,915)	(4,419)
Direct tax	(3,613)	(3,907)	(4,952)	(6,024)
Net cash from Op. activities	13,213	15,190	15,997	16,364
Capital expenditures	(8,275)	(10,000)	(6,000)	(6,000)
Interest / Dividend Income	-	-	-	-
Others	-	-	-	-
Net Cash from Inv. activities	(8,275)	(10,000)	(6,000)	(6,000)
Issue of share cap. / premium	-	-	-	-
Debt changes	(933)	(2,500)	(2,500)	(2,500)
Dividend paid	(1,015)	(1,465)	(1,758)	(1,758)
Interest paid	79	280	550	800
Others	(3,476)	(141)	-	-
Net cash from Fin. activities	(5,344)	(3,826)	(3,708)	(3,458)
Net change in cash	(406)	1,364	6,289	6,906
Free Cash Flow	5,458	5,190	9,997	10,364

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q4FY25	Q1FY26	Q2FY26	Q3FY26
Net Revenue	22,467	23,089	25,565	23,925
YoY gr. (%)	10.5	10.3	8.6	6.6
Raw Material Expenses	7,083	6,916	7,816	6,579
Gross Profit	15,384	16,173	17,749	17,346
Margin (%)	68.5	70.0	69.4	72.5
EBITDA	4,098	4,246	5,543	5,299
YoY gr. (%)	34.5	9.6	23.2	18.8
Margin (%)	18.2	18.4	21.7	22.1
Depreciation / Depletion	1,001	1,001	1,033	1,076
EBIT	3,096	3,245	4,510	4,223
Margin (%)	13.8	14.1	17.6	17.6
Net Interest	215	185	196	176
Other Income	449	245	185	237
Profit before Tax	3,331	3,305	4,498	4,283
Margin (%)	14.8	14.3	17.6	17.9
Total Tax	622	961	1,081	819
Effective tax rate (%)	18.7	29.1	24.0	19.1
Profit after Tax	2,708	2,344	3,418	3,464
Minority interest	(20)	12	9	378
Share Profit from Associates	-	-	-	-
Adjusted PAT	2,729	2,332	3,408	3,086
YoY gr. (%)	39.0	21.3	48.5	24.4
Margin (%)	12.1	10.1	13.3	12.9
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	2,729	2,332	3,408	3,086
YoY gr. (%)	39.0	21.3	48.5	24.4
Margin (%)	12.1	10.1	13.3	12.9
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	2,729	2,332	3,408	3,086
Avg. Shares O/s (m)	-	-	-	-
EPS (Rs)	10.8	9.2	13.4	12.2

Source: Company Data, PL Research

Key Financial Metrics

Y/e Mar	FY25	FY26E	FY27E	FY28E
Per Share(Rs)				
EPS	37.2	43.2	53.1	62.2
CEPS	52.8	59.7	70.7	81.0
BVPS	273.9	314.3	361.5	418.8
FCF	21.5	20.5	39.4	40.9
DPS	4.0	5.0	6.0	6.0
Return Ratio(%)				
RoCE	16.2	17.9	19.1	20.3
ROIC	12.2	13.5	15.3	17.2
RoE	14.2	14.7	15.7	15.9
Balance Sheet				
Net Debt : Equity (x)	0.0	0.0	(0.1)	(0.2)
Net Working Capital (Days)	146	141	136	136
Valuation(x)				
PER	40.4	34.7	28.3	24.1
P/B	5.5	4.8	4.2	3.6
P/CEPS	28.4	25.1	21.2	18.5
EV/EBITDA	22.6	19.3	16.4	13.7
EV/Sales	4.3	4.0	3.6	3.1
Dividend Yield (%)	0.3	0.3	0.4	0.4

Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY25	FY26E	FY27E	FY28E
Domestic Formulations	34,551	38,179	42,379	47,040
Domestic API	3,755	3,304	3,304	3,634
Export Formulations	19,186	20,131	22,861	25,861
Export API	8,904	10,685	11,753	12,928

Source: Company Data, PL Research

Price Chart



Recommendation History

No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	17-Feb-26	BUY	1,710	1,491
2	08-Jan-26	BUY	1,600	1,514
3	14-Nov-25	BUY	1,600	1,302
4	08-Oct-25	Accumulate	1,525	1,360
5	13-Aug-25	Accumulate	1,525	1,377
6	08-Jul-25	Accumulate	1,525	1,456
7	31-May-25	Accumulate	1,525	1,425
8	08-Apr-25	Accumulate	1,700	1,316

Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	Ajanta Pharma	BUY	3,200	2,768
2	Apollo Hospitals Enterprise	BUY	9,000	7,507
3	Aster DM Healthcare	BUY	715	558
4	Aurobindo Pharma	BUY	1,300	1,124
5	Brigade Enterprises	BUY	1,045	843
6	Cipla	Accumulate	1,440	1,315
7	Divi's Laboratories	Accumulate	6,850	6,387
8	Dr. Reddy's Laboratories	Reduce	1,300	1,157
9	Eris Lifesciences	BUY	1,800	1,414
10	Fortis Healthcare	BUY	1,050	916
11	Global Health	BUY	1,375	1,108
12	HealthCare Global Enterprises	BUY	850	586
13	Indoco Remedies	Hold	325	225
14	Ipca Laboratories	BUY	1,710	1,491
15	J.B. Chemicals & Pharmaceuticals	BUY	2,300	1,927
16	Jupiter Life Line Hospitals	BUY	1,600	1,251
17	Krishna Institute of Medical Sciences	BUY	810	647
18	Lupin	Accumulate	2,400	2,199
19	Max Healthcare Institute	BUY	1,300	1,040
20	Narayana Hrudayalaya	BUY	2,150	1,829
21	Oberoi Realty	Accumulate	1,820	1,647
22	Prestige Estates Projects	BUY	1,880	1,500
23	Rainbow Children's Medicare	BUY	1,550	1,179
24	Sun Pharmaceutical Industries	BUY	1,900	1,595
25	Sunteck Realty	BUY	550	374
26	Torrent Pharmaceuticals	BUY	4,750	4,078
27	Zydus Lifesciences	Accumulate	1,020	887

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. Param Desai- MBA Finance, Mr. Kushal Shah- CFP, Passed CFA Level I 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. Param Desai- MBA Finance, Mr. Kushal Shah- CFP, Passed CFA Level I 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.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

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