

NMDC (NMDC IN)

Rating: ACCUMULATE | CMP: Rs64 | TP: Rs70

February 11, 2025

Q3FY25 Result Update

☑ Change in Estimates | ☑ Target | ■ Reco

Change in Estimates

	Cur	rent	Previous		
	FY26E	FY27E	FY26E	FY27E	
Rating	ACCUN	1ULATE	ACCUI	MULATE	
Target Price	7	0	8	30	
Sales (Rs. bn)	271	298	242	269	
% Chng.	11.9	10.8			
EBITDA (Rs. bn)	97	107	93	107	
% Chng.	4.9	-			
EPS (Rs.)	8.4	9.2	8.2	9.2	
% Chng.	3.2	(0.5)			

Key Financials - Standalone

Y/e Mar	FY24	FY25E	FY26E	FY27E
Sales (Rs. bn)	213	247	271	298
EBITDA (Rs. bn)	73	84	97	107
Margin (%)	34.2	34.1	35.8	35.8
PAT (Rs. bn)	58	67	74	81
EPS (Rs.)	19.7	7.6	8.4	9.2
Gr. (%)	24.3	(61.2)	10.4	8.9
DPS (Rs.)	7.3	3.0	3.3	3.6
Yield (%)	11.3	4.7	5.2	5.7
RoE (%)	23.9	24.2	23.2	22.0
RoCE (%)	32.4	32.1	30.8	29.4
EV/Sales (x)	0.4	1.9	1.7	1.5
EV/EBITDA (x)	1.1	5.6	4.7	4.3
PE (x)	3.3	8.4	7.6	7.0
P/BV (x)	0.7	1.9	1.6	1.4

Key Data	NMDC.BO NMDC IN
52-W High / Low	Rs.95 / Rs.60
Sensex / Nifty	77,312 / 23,382
Market Cap	Rs.563bn/ \$ 6,435m
Shares Outstanding	8,792m
3M Avg. Daily Value	Rs.2340.83m

Shareholding Pattern (%)

Promoter's	60.79
Foreign	12.12
Domestic Institution	14.47
Public & Others	12.62
Promoter Pledge (Rs bn)	

Stock Performance (%)

	1M	6M	12M
Absolute	1.6	(13.3)	(20.5)
Relative	1.7	(10.6)	(26.3)

Tushar Chaudhari

tusharchaudhari@plindia.com | 91-22-663222391

Satyam Kesarwani

satyamkesarwani@plindia.com | 91-22-66322218

Strong NSR benefitted Q3; uncertainties ahead

Quick Pointers:

- Iron ore production run-rate has crossed ~5mt/month and another ~2mtpa EC extension is expected for deposit-5 in mid-February.
- NMDC is targeting 100mtpa by 2030 which can increase the capex substantially from FY27 onwards; total tentative capex increased 40% to ~Rs700bn.

NMDC's Q3FY25 was largely in-line led by better than expected NSR on two price increases taken in prior quarter while volumes grew 5% YoY as demand started picking up. NSR grew 11% QoQ to Rs5389/t; 5% ahead of PLe. Cons EBITDA/t at Rs1,987 was tad weaker than PLe (Rs2,061/t) on higher freight and other expenses. NMDC has started delivering 5mt+ in recent months which is expected to drive Q4 volume growth; although constrained by evacuation bottlenecks at old siding at Kirandul. As iron ore prices remain weaker globally, NMDC might have to incur small cuts over next few months, which would keep NSR soft. While NMDC has guided for volumes of ~47.8/53/60mt for FY25/26/27E, we factor in 46.5/51.4/56mt (earlier 45.9/50/54mt) while keeping softer iron ore pricing assumptions. Mgmt. has raised its tentative capex to reach 100mtpa by FY31E to Rs700bn from Rs500bn announced earlier. Although this amount would evolve as NMDC is still in early stages of finalizing the capex program and actual capex can defer depending upon ore pricing and its balance sheet.

Although NMDC is well placed to capitalize on strong demand growth from domestic steel markets, few headwinds such as a) Karnataka mining bill, b) weak global iron ore pricing, and c) huge evacuation capex for incremental 50mtpa capacity need better clarity. We expect revenue/EBITDA/PAT growth of 12%/13%/12% over FY24-27E. At CMP, the stock is trading at 4.5x EV of FY26E/27E EBITDA. We maintain 'Accumulate' rating with a revised TP of Rs70 (earlier Rs80) valuing it at a lower multiple of 5x EV of Sep'26E EBITDA (earlier 6x) on increased uncertainties for EBITDA growth.

- Strong 21% YoY revenue growth aided better NSR: Cons. revenue grew 21% YoY to Rs65.7bn (up 34 QoQ; PLe 62.1bn) on account of 15% YoY increase in realization at Rs5,389/t (up 11% QoQ; better than PLe 5,120) and 5% YoY volume growth at 11.94mt (up 23% QoQ).
- Cons EBITDA affected by higher mining royalties: EBITDA grew 18% YoY to Rs23.7bn tad lower than PLe of 24.6bn on higher royalties. Operating & other expenses per ton increased 10% YoY to Rs525/t while royalty and cess per ton grew 25% YoY to Rs2,539/t on higher production volumes. Consumption of stores & spare parts grew 44% YoY to Rs 161/t. Resultant, EBITDA/t grew 13% YoY to Rs1,987 (up 40% QoQ; PLe Rs 2,061/t). Reported PAT grew 29% YoY to Rs18.9bn (+59% QoQ/; PLe Rs19.6bn). NMDC started sale of HR products procured from NMDC Steel, so RM was bloated in 3Q by Rs1.1bn for purchase of stock in trade.

■ Too much cash stuck at various projects: 1) Post NMDC Steel demerger, Rs31.6bn is due on account of sale of iron ore and Rs2.1bn is due on account of employee services and purchase of HR Products as of 3QFY25. Another Rs34.6bn is due from RINL for supply of iron ore. Timing of these cash flows are not certain yet. 2) Baster Railway P Ltd (JV company) was formed to build, construct, operate 140km Jagdalpur-Rowghat rail corridor. In Dec'24, Railways board granted in principal approval for taking over of this project. NMDC expects to get the full cost recovered.

Q3FY25 Concall Highlights:

- NMDC has incurred capex of Rs31.12bn in 9M and targeting Rs40bn in FY25.
- NMDC is expected to incur a capex of ~Rs700bn to reach 100mtpa capacity in the next 5-6 years; mgmt. is still evaluating various projects although.
- NMDC is expected to achieve sales volumes of ~16-17mt in Q4FY25 and targeting 53/60mt for FY26/27E.
- Volume contribution from top 4 customers was 75-80% for 9M; viz. JSW (26%), AM-NS (18%), RINL (14%) and JSP (7%).
- Cash balance as of 31st Jan'25 stood at Rs76.96bn.
- 2mtpa pellet plant at Nagarnar is expected to be completed by the end of CY25. It will be commissioned with provisions to upgrade to 6mtpa.
- NMDC expects to receive 2mtpa EC extension at Deposit 5 by the end of this month, and Deposit 14 EC extension is also in the final stage of approval.
- NMDC has added two new sidings in the Chhattisgarh region, which will aid with volume going forward. However, due to a mechanical problem in Line 13 at Kirandul, evacuation has been a challenge in recent months.
- NMDC expects the Central Government to step in on the Karnataka mining bill case, as it will have a domino effect beyond the state.
- Production volume from NMDC Steel was 380kt during Q3FY25, which includes 146kt in December. Sales volume for the quarter was 357kt, while monthly run rate of 165kt is required for breakeven.



Exhibit 1: Consolidated Q3FY25 Financial Performance (Rs bn)

Y/e March	3QFY25	3QFY24	YoY gr. (%)	3QFY25E	% Var.	2QFY25	QoQ gr. (%)	9MFY25	9MFY24	YoY gr. (%)
Net Sales	65.7	54.1	21.4	62.1	5.7	49.2	33.5	169.0	148.2	14.1
Raw Material	(0.3)	0.5	(164.7)	1.9	(118.4)	6.8	(105.1)	7.5	6.7	NA
% of Net Sales	-0.5	1.0		3.0		13.7		4.4	4.5	
Staff Costs	4.4	4.0	10.4	4.3	2.2	4.2	5.0	12.5	11.6	7.9
% of Net Sales	6.7	7.4		6.9		8.5		7.4	7.8	
Royalty & cess	30.3	23.2	30.6	24.4	24.2	17.5	73.2	68.1	61.5	10.7
% of Net Sales	46.2	42.9		39.3		35.6		40.3	41.5	
Freight & Selling Expenses	1.3	0.9	51.7	0.9	40.4	1.5	(9.5)	3.8	2.4	60.5
% of Net Sales	2.0	1.6		1.5		3.0		2.2	1.6	
Other Expenses	6.3	5.4	15.5	5.9	5.9	5.4	15.7	16.2	14.2	14.2
% of Net Sales	9.5	10.0		9.5		11.0		9.6	9.6	
Total Expenduture	42.0	34.0	23.3	37.5	12.0	35.3	18.8	108.0	96.3	12.2
EBITDA	23.7	20.1	18.2	24.7	(3.8)	13.9	71.2	61.0	51.9	17.5
Margin (%)	36.1	37.1		39.7		28.2		36.1	35.0	
Depreciaton	1.0	0.8	25.2	0.4	174.5	1.0	(0.4)	2.8	2.4	16.5
Other income	3.8	3.4	11	2.9	29	3.6	4.0	11.0	9.5	16
EBIT	26.4	22.6	16.9	27.2	(2.8)	16.4	60.9	69.2	59.0	17.2
Interest	0.6	0.3	89.0	-		0.3	108.2	1.1	0.6	98.4
PBT	25.8	22.3	15.9	27.2	(5.0)	16.1	60.1	68.1	58.5	16.4
Extraordinary income/(expense)	-	(2.5)	NA	-		-	NA	-	(2.5)	NA
PBT (After EO)	25.8	19.8	30.7	27.2	(5.0)	16.1	60.1	68.1	55.9	21.7
Tax	6.9	5.1	35.4	7.6	(9.8)	4.2	64.2	17.5	14.4	21.7
% PBT	26.6	25.7		28.0		25.9		25.7	25.7	
Reported PAT	19.0	14.7	29.0	19.6	(3.1)	12.0	58.6	50.6	41.6	21.7
Profit from associates	(0.2)	0.1	NA		NA	0.1	NA	(0.0)	0.2	NA
Minority interest	0.0	0.0	NA		NA	0.1	NA	0.1	0.0	NA
Profit after associates and MI	18.8	14.8	26.9	19.6	(4.1)	12.0	56.6	50.5	41.7	21.0
Adjusted PAT	19.1	16.4	16.3	19.6	(2.4)	11.8	62.0	50.5	43.2	16.9

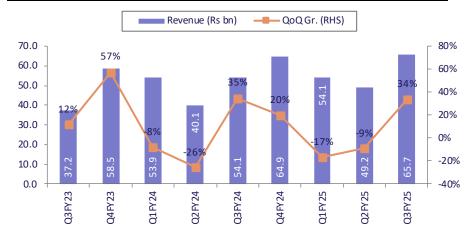
Source: Company, PL

Exhibit 2: Standalone operating matrix

Particulars	3QFY25	3QFY24	YoY gr. (%)	3QFY25E	% Var.	2QFY25	QoQ gr. (%)	9MFY25	9MFY24	YoY gr. (%)
Sales volume (mt)	11.94	11.39	4.8	11.96	(0.0)	9.74	22.6	31.8	31.9	(0.6)
Realization/t (Rs)	5,389	4,708	14.5	5,120	0.1	4,876	10.5	5,188	4,578	13.3
EBITDA/t (Rs)	1,987	1,762	12.8	2,061	(0.0)	1,479	34.3	1,920	1,625	18.1

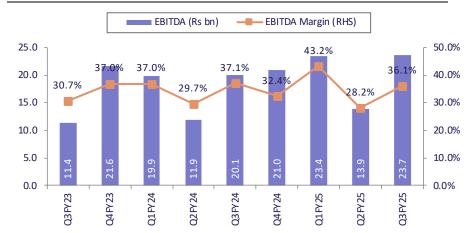
Source: Company, PL

Exhibit 3: Cons revenue grew 21% YoY led by better than expected NSR



Source: Company, PL

Exhibit 4: Cons EBITDA grew 18% YoY despite increase in royalties



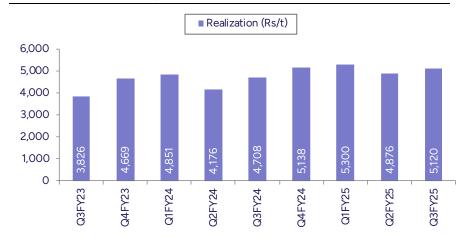
Source: Company, PL

Exhibit 5: Sales volume grew 5% YoY on improving domestic demand



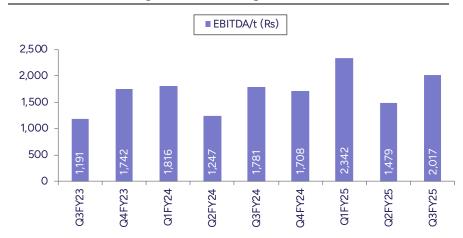
Source: Company, PL

Exhibit 6: Std. realization grew 11% QoQ on price hikes undertaken in Oct'24



Source: Company, PL

Exhibit 7: Std. EBITDA/t grew 13% YoY on higher realisation



Source: Company, PL

February 11, 2025 5



Financials

Income Statement	(Rs bn)	١
------------------	---------	---

Income Statement (Rs bn)				
Y/e Mar	FY24	FY25E	FY26E	FY27E
Net Revenues	213	247	271	298
YoY gr. (%)	20.6	15.8	9.9	10.0
Cost of Goods Sold	(1)	2	-	-
Gross Profit	214	245	271	298
Margin (%)	100.4	99.1	100.0	100.0
Employee Cost	16	18	19	20
Other Expenses	125	143	155	171
EBITDA	73	84	97	107
YoY gr. (%)	20.5	15.4	15.4	9.8
Margin (%)	34.2	34.1	35.8	35.8
Depreciation and Amortization	4	4	6	7
EBIT	69	80	92	99
Margin (%)	32.6	32.6	33.8	33.3
Net Interest	1	1	1	1
Other Income	14	14	12	13
Profit Before Tax	80	93	102	111
Margin (%)	37.3	37.6	37.7	37.4
Total Tax	24	25	28	31
Effective tax rate (%)	29.9	27.5	27.5	27.5
Profit after tax	56	67	74	81
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	58	67	74	81
YoY gr. (%)	24.3	16.4	10.4	8.9
Margin (%)	27.1	27.2	27.4	27.1
Extra Ord. Income / (Exp)	(2)	-	-	-
Reported PAT	56	67	74	81
YoY gr. (%)	0.6	20.6	10.4	8.9
Margin (%)	26.2	27.2	27.4	27.1
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	56	67	74	81
Equity Shares O/s (bn)	3	9	9	9
EPS (Rs)	19.7	7.6	8.4	9.2

Source: Company Data, PL Research

Balance Sheet Abstract (Rs bn)

Y/e Mar	FY24	FY25E	FY26E	FY27E
Non-Current Assets				
Gross Block	54	74	114	164
Tangibles	54	74	114	164
Intangibles	-	-	-	-
Acc: Dep / Amortization	20	24	29	37
Tangibles	20	24	29	37
Intangibles	-	-	-	-
Net fixed assets	34	50	84	127
Tangibles	34	50	84	127
Intangibles	-	-	-	-
Capital Work In Progress	32	52	62	72
Goodwill	-	-	-	-
Non-Current Investments	10	10	10	10
Net Deferred tax assets	3	3	3	3
Other Non-Current Assets	63	63	63	63
Current Assets				
Investments	-	-	-	-
Inventories	28	34	33	37
Trade receivables	35	34	30	33
Cash & Bank Balance	124	110	121	119
Other Current Assets	-	-	-	-
Total Assets	354	381	433	489
Equity				
Equity Share Capital	3	9	9	9
Other Equity	254	289	334	383
Total Networth	257	298	343	392
Non-Current Liabilities				
Long Term borrowings	16	16	16	16
Provisions	-	-	-	-
Other non current liabilities	-	-	-	-
Current Liabilities				
ST Debt / Current of LT Debt	-	-	-	-
Trade payables	81	68	74	82
Other current liabilities	3	3	3	3
Total Equity & Liabilities	354	381	433	489

Source: Company Data, PL Research



	(Rs bn	

Y/e Mar	FY24	FY25E	FY26E	FY27E
PBT	80	93	102	111
Add. Depreciation	4	4	6	7
Add. Interest	1	1	1	1
Less Financial Other Income	14	14	12	13
Add. Other	(10)	(14)	(12)	(13)
Op. profit before WC changes	73	84	97	107
Net Changes-WC	19	(19)	11	1
Direct tax	(18)	(25)	(28)	(31)
Net cash from Op. activities	74	40	80	77
Capital expenditures	(18)	(40)	(50)	(60)
Interest / Dividend Income	10	14	12	13
Others	(52)	-	-	-
Net Cash from Invt. activities	(61)	(26)	(38)	(47)
Issue of share cap. / premium	-	-	-	-
Debt changes	12	-	-	-
Dividend paid	(25)	(26)	(29)	(32)
Interest paid	(1)	(1)	(1)	(1)
Others	1	-	-	-
Net cash from Fin. activities	(13)	(28)	(30)	(33)
Net change in cash	0	(14)	12	(3)
Free Cash Flow	55	0	30	17

Source: Company Data, PL Research

Quarterly Financials (Rs bn)

Y/e Mar	Q4FY24	Q1FY25	Q2FY25	Q3FY25
Net Revenue	65	54	49	66
YoY gr. (%)	10.9	0.4	22.5	21.4
Raw Material Expenses	(1)	1	7	-
Gross Profit	66	53	42	66
Margin (%)	101.4	98.0	86.3	100.5
EBITDA	21	23	14	24
YoY gr. (%)	(2.8)	17.4	16.4	18.2
Margin (%)	32.4	43.2	28.2	36.1
Depreciation / Depletion	1	1	1	1
EBIT	20	23	13	23
Margin (%)	30.7	41.9	26.1	34.6
Net Interest	-	-	-	1
Other Income	4	4	4	4
Profit before Tax	24	26	16	26
Margin (%)	36.4	48.2	32.8	39.3
Total Tax	9	6	4	7
Effective tax rate (%)	40.0	24.7	25.9	26.6
Profit after Tax	14	20	12	19
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	14	20	12	19
YoY gr. (%)	1.0	18.2	16.7	14.4
Margin (%)	22.1	36.3	24.3	28.9
Extra Ord. Income / (Exp)	-	-	-	-
Reported PAT	14	20	12	19
YoY gr. (%)	(37.8)	18.2	16.7	29.0
Margin (%)	21.8	36.3	24.3	28.9
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	14	20	12	19
Avg. Shares O/s (bn)	3	3	3	9
EPS (Rs)	4.9	6.7	4.1	2.2

Source: Company Data, PL Research

Ke۱	/ Fina	ncıal	Metrics

	EV.0.4	EVACE	EVOCE	EVOTE
Y/e Mar	FY24	FY25E	FY26E	FY27E
Per Share(Rs)				
EPS	19.7	7.6	8.4	9.2
CEPS	20.9	8.1	9.1	10.0
BVPS	87.6	33.8	39.0	44.5
FCF	18.9	0.0	3.4	1.9
DPS	7.3	3.0	3.3	3.6
Return Ratio(%)				
RoCE	32.4	32.1	30.8	29.4
ROIC	36.6	31.8	30.9	27.2
RoE	23.9	24.2	23.2	22.0
Balance Sheet				
Net Debt : Equity (x)	(0.4)	(0.3)	(0.3)	(0.3)
Net Working Capital (Days)	(32)	-	(15)	(15)
Valuation(x)				
PER	3.3	8.4	7.6	7.0
P/B	0.7	1.9	1.6	1.4
P/CEPS	3.1	7.9	7.1	6.4
EV/EBITDA	1.1	5.6	4.7	4.3
EV/Sales	0.4	1.9	1.7	1.5
Dividend Yield (%)	11.3	4.7	5.2	5.7

Source: Company Data, PL Research

Key Operating Metrics

Y/e Mar	FY24	FY25E	FY26E	FY27E
Sales volume (mt)	44.5	46.5	51.4	56.1
Realisation/t (Rs)	4,794	5,179	5,125	5,175
EBITDA/ton (Rs)	1,641	1,809	1,890	1,901

Source: Company Data, PL Research





Analyst Coverage Universe

Sr. No.	Company Name	Rating	TP (Rs)	Share Price (Rs)
1	ACC	BUY	2,878	2,001
2	Ambuja Cement	BUY	628	522
3	Dalmia Bharat	Accumulate	1,988	1,799
4	Hindalco Industries	BUY	682	589
5	Jindal Stainless	Accumulate	715	649
6	Jindal Steel & Power	Accumulate	847	792
7	JSW Steel	Hold	919	932
8	National Aluminium Co.	Reduce	211	199
9	NMDC	Accumulate	80	65
10	Nuvoco Vistas Corporation	Hold	339	353
11	Shree Cement	Hold	26,190	27,796
12	Steel Authority of India	Reduce	110	108
13	Tata Steel	Accumulate	145	129
14	Ultratech Cement	Accumulate	12,350	11,421

PL's Recommendation Nomenclature (Absolute Performance)

 Buy
 : > 15%

 Accumulate
 : 5% to 15%

 Hold
 : +5% to -5%

 Reduce
 : -5% to -15%

 Sell
 : < -15%</td>

Not Rated (NR) : No specific call on the stock
Under Review (UR) : Rating likely to change shortly

February 11, 2025 8



ANALYST CERTIFICATION

(Indian Clients)

We/l, Mr. Tushar Chaudhari- MMS-Finance, Mr. Satyam Kesarwani- BFM, 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. Tushar Chaudhari- MMS-Finance, Mr. Satyam Kesarwani- BFM, 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.

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.