

Deepak Nitrite Ltd. (DNL)

No. of shares (m)	136.4
Mkt cap (Rs crs/\$m)	24023/3295.3
Current price (Rs/\$)	1761/24.2
Price target (Rs/\$)	2029/27.8
52 W H/L (Rs.)	1989/458
Book Value (Rs/\$)	167/2.3
Beta	0.9
Daily volume NSE (avg. monthly)	1783440
P/BV (FY22e/23e)	7.8/6.0
EV/EBITDA (FY22e/23e)	17.4/15.1
P/E (FY22e/23e)	27.3/23.4
EPS growth (FY21/22e/23e)	26.0/13.3/16.6
OPM (FY21/22e/23e)	28.6/28.8/30.2
ROE (FY21/22e/23e)	40.4/32.9/28.9
ROCE(FY21/22e/23e)	30.1/28.4/26.2
D/E ratio (FY21/22e/23e)	0.3/0.2/0.1
BSE Code	506401
NSE Code	DEEPAKNT
Bloomberg	DN IN
Reuters	DPNT.NS

Shareholding pattern

	%
Promoters	45.7
MFs / Banks / FIs	11.6
Foreign Portfolio Investors	11.9
Govt. Holding	-
Public & others	30.8
Total	100.0

As on March 31, 2021

Recommendation

ACCUMULATE

Analyst

KISHAN GUPTA, CFA, FRM

Phone: + 91 (33) 4488 0043

E- mail: kishan.gupta@cdequi.com

Company Brief

Deepak Nitrite, a leading chemical company, caters to dyes and pigments, agrochemical, pharmaceutical, plastics, textiles, paper and home and personal care segments and petro derivatives intermediates.

Highlights

- Bolstered by phenolics and fine & speciality chemicals business, DNL's income from operations rose apace in Q4 with the phenolics accounting for nearly two-thirds of the whole. Swiftly pacing, its phenol business logged capacity utilization in excess of 115% when compared to 98% in the same quarter a year ago. With little scoping of draining out reward of operating leverage at such record production churn, its EBIT margins admirably advanced to 28.5%, the higher ever, from a distressing 12% in the same quarter a year ago.
- Phenolics business also helped circumvent much of the repulsiveness in its performance products business where EBIT plunged to a distressing Rs 3.05 crs in Q4 from Rs 75.38 crs in the same quarter a year ago (Rs 22.63 crs in FY21 from Rs 418.62 crs) as near rout in end user industries like paper, textiles and detergents eclipsed off take. Ecstatic agro chemicals, pharmaceuticals and personal care industries helped FSC business to report record margins on higher throughput. Though doubts on sustainability of FSC business current margins of over 40% are often cast away, the sharp decline in its Q4 margins (some 440 bps from Q3) underscores the fragility of the momentum.
- Overall demand 'velocity' (FSC volume growth 15% in Q4) coupled with higher realizations of phenol had little damning impact on operating profits, which surged 28.4% in Q4 (q-o-q), and post tax earnings escalated by some 34% (q-o-q) and 68.4% (y-o-y).
- The stock currently trades at 27.3x FY22e EPS of Rs 64.45 and 23.4x FY23e EPS of Rs 75.13. No small rebound in DNL's phenol business last fiscal help resurrect earnings growth, thereby outnumbering our estimates - FY22 estimate now improvised by over a third. Notwithstanding temporary stress in demand from second wave of Covid 19, post tax earnings would nonetheless grow in mid teens in current fiscal. Weighing odds, we maintain our accumulate rating on the stock with revise target of Rs 2029 (previous target: Rs 938) based on 27x FY23 earnings.

Consolidated (Rs crs)	FY19	FY20	FY21	FY22e	FY23e
Income from operations	2699.92	4229.71	4359.75	4729.62	5104.48
Other Income	15.12	35.20	21.52	38.69	71.50
EBITDA (other income included)	432.32	1064.10	1268.55	1402.80	1614.59
Profit after MI (adjusted for EO)	174.04	615.83	775.81	879.11	1024.71
EPS**(Rs)	12.76	45.15	56.88	64.45	75.13
EPS growth (%)	151.3	253.8	26.0	13.3	16.6

Outlook & Recommendation

Global Phenol Update

As per its latest release, EMR expects the global phenol market to reach USD 30bn by 2026 from \$23.17 bn in 2020, thus growing at a CGAR of 5.3% during this period. Much of the vibrancy in demand for phenol globally has come about due to growth in end-user industries owing to increasing urbanization, changing lifestyles and the rise in disposable incomes globally. Demand surge in emerging countries is also facilitating market growth. Besides, technological advancements in phenol production have further buoyed phenol demand.

EMR further reckons that phenol market would also get a leg up from growing demand for phenol derivatives like polycarbonate and epoxy resins in the automobile and construction sector. Some impetus to phenol demand would come from rising demand for alkyl phenyl, which is predominantly utilized as a surfactant for industrial as well as domestic applications, globally.

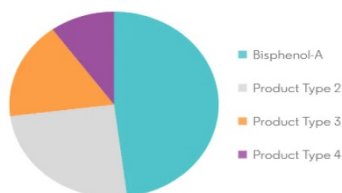
Phenol Market - Growth Rate by Region, 2020-2025



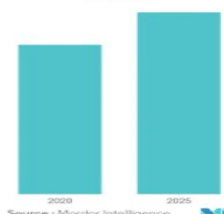
But Modor Intelligence portends a slower growth at 4% during the next five years with market demand driven by Bisphenol-A, which is used for manufacturing polycarbonate and epoxy resins. Increasing use of polycarbonate and epoxy resins in various end-user industries, such as paints and coatings, adhesives, electrical and electronics, packaging, and other end-user industries has the potential to boost phenol market.

Modor Intelligence also posits that extensive use of BPA in Asia - Pacific region would help bolster phenol throughput in this region. China would leapfrog in global sweepstakes not least due to its low operating costs and cheap labor. Much of the Asia -Pacific region demand for phenol could be attributed to increasing urbanization coupled with the rising disposable income which would buoy demand for furniture, automobiles, household & industrial appliances, and agricultural equipment.

Phenol Market, Revenue (%), by Product Type, Global, 2019



Market Summary
CAGR 4 %

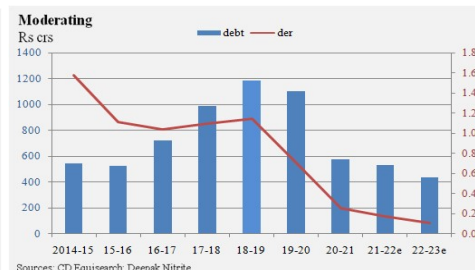
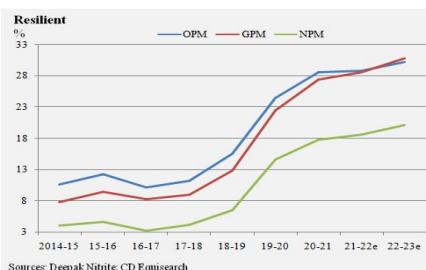
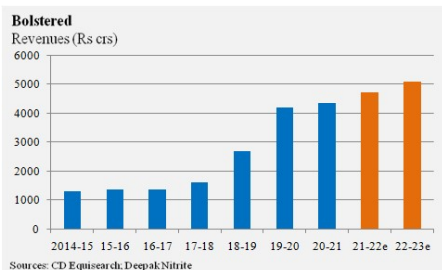


Source : Mordor Intelligence

Financials & Valuation

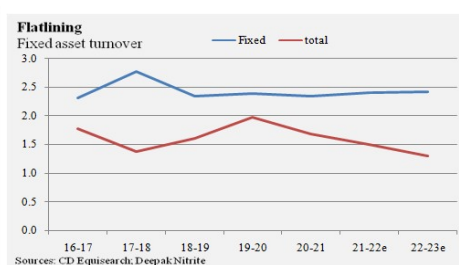
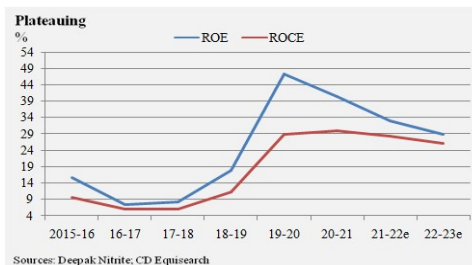
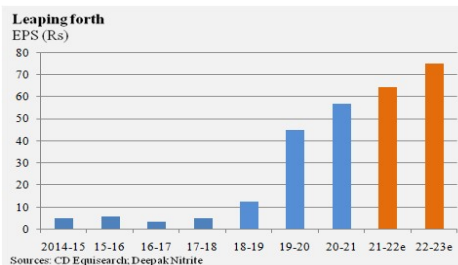
Notwithstanding near ravaging impact of second wave of Covid 19 on consumer demand and sentiment, seemingly little would hinder DNL's expansion plan of some Rs 300 crs for developing new agro chemical and pharmaceutical intermediates and launching new platforms including fluorination and photo chlorination. Further, revenues would be galvanized by brown field expansion at Nadesari plant along with downstream products in the phenolics business.

Though outlook for global phenol industry projects little frailty for now, yet sprawled capacity utilization in the phenol business for much of last fiscal barely confer any great scope of elevated production churn - in excess of 115% in Q4, thus limiting accretion to earnings - phenolics EBIT guessed at Rs 683 crs for FY22 compared to Rs 633 crs in FY21. Though launch of phenol derivatives would scarcely stymie margins, yet little certitude exists in sustainability of current margins which has seen an upward spiral in last few quarters due to global supply disruptions (with little to denigrate DNL's plant efficiency gains).



High base effect coupled with fragility of DNL's basic chemicals and fine & speciality chemicals businesses - plagued by stress in textiles, fuel additives and personal care - could pose no little headwinds to our mid-teens earnings growth estimates over the next two years - 13.3% in FY22 and 16.6% in FY23. With reduced "velocity" of earnings, return on capital would lose some luster - ROE evaluated at some 33% for FY22 from over 40% in FY21. Little chance exists, though, of marveling at astonishing business turnaround as was seen in DNL's performance products business in FY20 and phenolics last fiscal.

The stock currently trades at 27.3x FY22e EPS of Rs 64.45 and 23.4x FY23e EPS of Rs 75.13. It saw rerating last fiscal not least due to near phenomenal rise in earnings (up 26%) on the backdrop of subdued Q1 when national lockdown trampled consumer demand. Not least gaping was its miraculous surge in free cash flows last fiscal - nearly trebled - though a bit of elation could be attributed to sharp cut in capex. Balancing odds, we maintain our accumulate rating on the stock with revise target of Rs 2029 (previous target: Rs 938) based on 27x FY23 earnings. For more info refer to our November report.



Cross Sectional Analysis

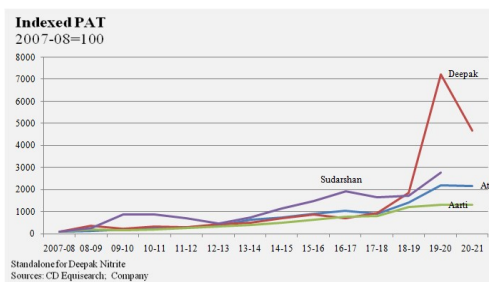
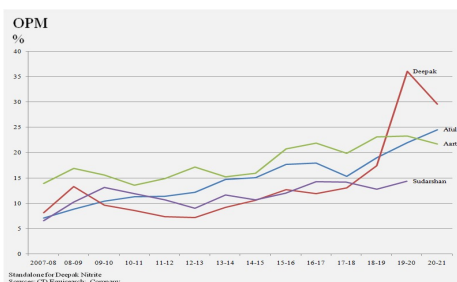
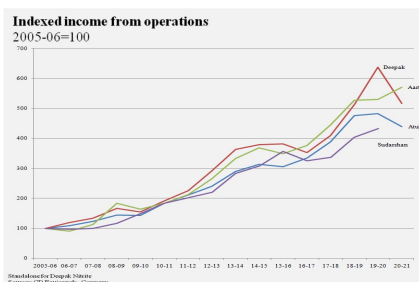
Company	Equity (Rs crs)	CMP (Rs crs)	Mcap (Rs crs)	Inc. from ops. (Rs crs)	Profit (Rs crs)	OPM (%)	NPM (%)	Int. coverage	ROE (%)	Mcap / IO	P/BV	P/E
Aarti Inds.	87	1665	29007	4506	523	21.8	11.9	8.7	16.3	6.4	8.3	55.4
Atul Ltd	30	8572	25362	3731	656	24.6	17.5	94.5	19.1	6.8	6.8	38.7
Deepak Nit.	27	1761	24023	4360	776	28.6	17.8	15.0	40.4	5.5	10.6	31.0
SudarshanChem	14	693	4797	1737	115	14.6	6.6	10.4	17.5	2.8	7.1	41.9

calculations on ttm basis; Aarti income from operations approximated
Companies not truly comparable due to product dissimilarity

With production zipping to near pre-Covid level in Q3FY21, Sudarshan reported 19.6% growth in revenue from operations with operating profit leaping by 26.5%, resulting in some 80 bps expansion in OPMs. Its pigments business accounted for much of the cheeriness for it published 22% growth in revenues and 41.2% rise in EBIT. Strong domestic demand explains much of the vivacity in off take with both specialty and non-specialty portfolios thrusting for greater pie. Post tax earnings jumped 38.3% to Rs 39.16 crs compared to Rs 28.31 crs.

Bolstered by both life science chemicals and performance and other chemicals businesses, Atul's revenue from operations raced past Rs 1100 crs in Q4 (15.6% yoy growth) and operating profits zoomed 35.2%. Barely afloat due to lower other income, post tax earnings vaulted by some 24% not least due to nerve-jangling effect of pandemic on consumer demand in Q4 of last year. Yet peppiness in recent earnings hardly conceal the margin pressures plaguing chemical manufacturers of late for Atul's OPMs declined by nearly 300 bps.

With Aarti barely putting rein on its capex program, its fixed assets block jumped by over 45% last fiscal as it hurried to commission chlorination unit at Jhagadia by ramping up capacity by some 65000 tpa and Phase II at Dahej SEZ unit. Plans have been firmed up for expanding NCB capacity, boosting pharmaceutical production capability and undertaking projects related to second and third long term contracts. Notwithstanding Covid induced demand stress, Aarti's speciality chemicals has barely displayed any "scaling" effect for its EBIT slid by 7.5% last fiscal at a time when sales rose 7.4%.



Financials

Quarterly Results - Consolidated

Figures in Rs crs

	Q4FY21	Q4FY20	% chg.	FY21	FY20	% chg.
Income from operations	1463.23	1055.54	38.6	4359.75	4229.71	3.1
Other Income	5.94	2.20	170.0	21.52	35.20	-38.9
Total Income	1469.17	1057.74	38.9	4381.27	4264.91	2.7
Total Expenditure	1008.57	793.46	27.1	3112.72	3200.81	-2.8
EBIDTA (other income included)	460.60	264.28	74.3	1268.55	1064.10	19.2
Interest	14.20	27.20	-47.8	74.20	117.97	-37.1
Depreciation	56.46	36.23	55.8	152.63	139.73	9.2
PBT	389.94	200.85	94.1	1041.72	806.40	29.2
Tax	99.83	28.55	249.7	265.91	195.37	36.1
PAT	290.11	172.30	68.4	775.81	611.03	27.0
MI	-	-	-	-	-	-
Net profit after MI	290.11	172.30	68.4	775.81	611.03	27.0
Extraordinary Item	-	-	-	0.00	-4.80	-100.0
Adjusted Net Profit	290.11	172.30	68.4	775.81	615.83	26.0
EPS (F.V. 2)	21.27	12.63	68.4	56.88	45.15	26.0

Segment Results

Figures in Rs crs

	Q4FY21	Q4FY20	% chg.	FY21	FY20	% chg.
Segment Revenue						
Basic Chemicals	245.21	225.67	8.7	760.17	940.32	-19.2
Fine & Speciality Chemicals	205.95	158.01	30.3	766.55	585.26	31.0
Performance Products	86.66	153.54	-43.6	304.18	767.12	-60.3
Phenolics	937.53	530.96	76.6	2560.50	2000.86	28.0
Total	1475.35	1068.18	38.1	4391.40	4293.56	2.3
Inter segment revenue	12.12	12.64	-4.1	31.65	63.85	-50.4
Income from operations	1463.23	1055.54	38.6	4359.75	4229.71	3.1
Segment EBIT						
Basic Chemicals	70.71	55.87	26.6	194.87	209.35	-6.9
Fine & Speciality Chemicals	79.71	50.74	57.1	333.73	175.24	90.4
Performance Products	3.05	75.38	-96.0	22.63	418.62	-94.6
Phenolics	266.78	63.60	319.5	632.57	187.31	237.7
Total	420.25	245.59	71.1	1183.80	990.52	19.5
Interest	14.20	27.45	-48.3	74.20	115.14	-35.6
Other Unallocable Exp. (net of income)	16.11	17.29	-6.8	67.88	68.98	-1.6
PBT	389.94	200.85	94.1	1041.72	806.40	29.2

Financials

Income Statement - Consolidated

Figures in Rs crs

	FY19	FY20	FY21	FY22e	FY23e
Income from operations	2699.92	4229.71	4359.75	4729.62	5104.48
<i>Growth (%)</i>	65.5	56.9	3.1	8.5	7.9
Other Income	15.12	35.20	21.52	38.69	71.50
Total Income	2715.04	4264.91	4381.27	4768.30	5175.98
Total Expenditure	2282.72	3200.81	3112.72	3365.51	3561.39
EBITDA (other income included)	432.32	1064.10	1268.55	1402.80	1614.59
Interest	86.55	117.97	74.20	50.57	44.51
EBDT	345.78	946.13	1194.35	1352.23	1570.08
Depreciation	77.79	139.73	152.63	172.21	194.64
Tax	94.32	195.37	265.91	300.90	350.74
Net profit	173.67	611.03	775.81	879.11	1024.71
MI	-	-	-	-	-
Net profit after MI	173.67	611.03	775.81	879.11	1024.71
Extraordinary item	-0.38	-4.80	-	-	-
Adjusted Net Profit	174.04	615.83	775.81	879.11	1024.71
EPS (Rs.)	12.76	45.15	56.88	64.45	75.13

Segment Results

Figures in Rs crs

	FY19	FY20	FY21	FY22e	FY23e
Segment Revenue					
Basic Chemicals	893.19	940.32	760.17	836.19	919.81
Fine & Speciality Chemicals	535.64	585.26	766.55	843.21	927.53
Performance Products	402.88	767.12	304.18	349.81	419.77
Phenolics/ others	908.01	2000.86	2560.50	2733.76	2873.36
Total	2739.71	4293.56	4391.40	4762.96	5140.46
Inter segment revenue	39.80	63.85	31.65	33.34	35.98
Income from operations	2699.92	4229.71	4359.75	4729.62	5104.48
Segment EBIT					
Basic Chemicals	145.35	209.35	194.87	204.87	229.95
Fine & Speciality Chemicals	126.55	175.24	333.73	345.71	389.56
Performance Products	83.23	418.62	22.63	52.47	83.95
Phenolics/ others	95.79	187.31	632.57	683.44	747.07
Sub Total	450.92	990.52	1183.80	1286.49	1450.54
Interest	83.24	115.14	74.20	50.57	44.51
Other Unallocable Exp. (net of income)	99.70	68.98	67.88	55.91	30.59
PBT	267.98	806.40	1041.72	1180.02	1375.44

Consolidated Balance Sheet

Figures in Rs crs

	FY19	FY20	FY21	FY22e	FY23e
SOURCES OF FUNDS					
Share Capital	27.28	27.28	27.28	27.28	27.28
Reserves	1044.31	1544.63	2319.37	3123.47	4073.16
Total Shareholders Funds	1071.59	1571.91	2346.65	3150.75	4100.43
Long term debt	869.86	792.89	534.80	434.80	334.80
Total Liabilities	1941.46	2364.80	2881.45	3585.55	4435.23
APPLICATION OF FUNDS					
Gross Block	1876.26	2128.53	2326.60	2676.60	2976.60
Less: Accumulated Depreciation	160.43	296.55	449.18	621.39	816.03
Net Block	1715.83	1831.98	1877.42	2055.21	2160.57
Capital Work in Progress	33.87	172.27	206.76	250.00	300.00
Investments	2.39	2.38	189.29	602.50	1302.50
Current Assets, Loans & Advances					
Inventory	410.73	394.50	382.69	425.67	459.40
Sundry Debtors	574.96	612.72	756.30	756.74	816.72
Cash and Bank	25.77	31.40	33.43	64.96	14.08
Other Assets	150.26	117.68	92.97	95.08	103.00
Total CA & LA	1161.72	1156.30	1265.39	1342.45	1393.20
Current liabilities	876.01	736.91	543.10	526.60	560.33
Provisions	7.62	12.04	10.38	11.36	13.07
Total Current Liabilities	883.63	748.95	553.48	537.96	573.40
Net Current Assets	278.09	407.35	711.91	804.49	819.80
Net Deferred Tax (net of liability)	-77.46	-79.61	-107.81	-129.30	-147.30
Other Assets (Net of liabilities)	-11.27	30.43	3.88	2.64	-0.34
Total Assets	1941.46	2364.80	2881.45	3585.55	4435.23

Key Financial Ratios

	FY19	FY20	FY21	FY22e	FY23e
Growth Ratios					
Revenue (%)	65.5	56.9	3.1	8.5	7.9
EBIDTA (%)	123.3	147.3	18.5	10.6	15.1
Net Profit (%)	160.3	253.8	26.0	13.3	16.6
EPS (%)	151.3	253.8	26.0	13.3	16.6
Margins					
Operating Profit Margin (%)	15.5	24.5	28.6	28.8	30.2
Gross Profit Margin (%)	12.8	22.5	27.4	28.6	30.8
Net Profit Margin (%)	6.5	14.6	17.8	18.6	20.1
Return					
ROCE (%)	11.2	28.8	30.1	28.4	26.2
ROE (%)	17.9	47.2	40.4	32.9	28.9
Valuations					
Market Cap / Sales	1.4	1.2	5.2	5.1	4.7
EV/EBIDTA	11.3	5.9	18.1	17.4	15.1
P/E	21.5	8.5	29.1	27.3	23.4
P/BV	3.6	3.3	9.9	7.8	6.0
Other Ratios					
Interest Coverage	4.1	7.9	15.0	24.3	31.9
Debt-Equity Ratio	1.1	0.7	0.3	0.2	0.1
Current Ratio	1.3	1.5	2.3	3.2	4.1
Turnover Ratios					
Fixed Asset Turnover	2.3	2.4	2.4	2.4	2.4
Total Asset Turnover	1.6	2.0	1.7	1.5	1.3
Debtors Turnover	5.5	7.1	6.4	6.3	6.5
Inventory Turnover	6.2	7.9	8.0	8.3	8.0
Creditors Turnover	4.7	7.6	7.8	7.8	8.0
WC Ratios					
Debtor Days	66.8	51.2	57.3	58.4	56.3
Inventory Days	59.0	46.0	45.6	43.8	45.4
Creditor Days	77.1	47.8	47.0	46.8	45.4
Cash Conversion Cycle	48.7	49.4	55.9	55.5	56.3

Cumulative Financial Data

Figures in Rs crs	FY18-20	FY21-23e
Income from operations	8555	14194
Operating profit	1635	4154
EBIT	1427	3766
PBT	1175	3597
PAT	857	2680
Dividends	128	232
OPM (%)	19.1	29.3
NPM (%)	10.0	18.9
Interest coverage	5.7	22.3
ROE (%)	25.2	32.0
ROCE (%)	16.9	26.2
Debt-equity ratio*	0.7	0.1
Fixed asset turnover	2.4	2.4
Debtors turnover	5.9	6.6
Inventory turnover	8.2	7.8
Creditors turnover	8.0	8.1
Debtors days	62.3	55.1
Inventory days	44.4	46.6
Creditor days	45.8	44.9
Cash conversion cycle	60.9	56.8
Dividend payout ratio (%)	14.8	8.7

FY18-20 implies three years ending fiscal 20; *as on terminal year; consolidated data

Deepak's phenol business turns out to be the "dark horse" for much of last fiscal for is EBIT trebled as gut-wrenching capacity utilization (at times exceeding 115%) stimulated operating leverage. Wherefore its EBIT margins leapt to 24.7% last fiscal from a dismal 9.4% a year before. Much of the vibrancy in cumulative operating profit in FY21-23e period (154% growth over FY18-20 period) would befall from near stability in DNL's phenol business with production churn at over 100%. Yet unescaping fluctuations in phenol prices globally could thwart estimates of trebling of cumulative post tax earnings in FY21-23 period.

Surge in OPMs - 29.3% in FY21-23e from 19.1% in FY18-20 period - is a reflection of nothing but spirited jump in margins across businesses last fiscal - bar performance products - helped by unprecedented firmness in pharmaceutical and agro-chemical businesses. Not least for vivacity in earnings, return on capital would hardly stymie - ROE guessed at 32% from 25.2% in FY18-20 period (see table). Higher free cash flows would anything but prevent debt reduction, which would propel interest coverage ratio (see table).

Financial Summary – US dollar denominated

million \$	FY19	FY20	FY21	FY22e	FY23e
Equity capital	3.9	3.6	3.7	3.7	3.7
Shareholders funds	150.2	208.5	309.0	421.9	551.2
Total debt	171.5	146.6	78.6	73.4	59.6
Net fixed assets (incl CWIP)	253.0	265.9	283.5	316.2	337.5
Investments	0.3	0.3	25.8	82.6	178.7
Net current assets	35.4	54.0	86.6	100.1	101.2
Total assets	275.9	313.7	381.8	481.6	597.2
Revenues	385.8	596.8	587.6	648.8	700.2
EBITDA	61.9	151.0	171.0	192.4	221.5
EBDT	49.6	134.4	161.0	185.5	215.4
PBT	38.4	114.7	140.4	161.9	188.7
Profit after associate profit	24.9	86.9	104.6	120.6	140.6
EPS(\$)	0.18	0.64	0.77	0.88	1.03
Book value (\$)	1.10	1.53	2.27	3.09	4.04

income statement figures translated at average rates; balance sheet and cash flow at year end rates; projections at current rates (Rs 72.90/\$). All dollar denominated figures adjusted for extraordinary items.

Disclosure & Disclaimer

CD Equisearch Private Limited (hereinafter referred to as 'CD Equi') is a Member registered with National Stock Exchange of India Limited, Bombay Stock Exchange Limited and Metropolitan Stock Exchange of India Limited (Formerly known as MCX Stock Exchange Limited). CD Equi is also registered as Depository Participant with CDSL and AMFI registered Mutual Fund Advisor. The associates of CD Equi are engaged in activities relating to NBFC-ND - Financing and Investment, Commodity Broking, Real Estate, etc.

CD Equi is registered under SEBI (Research Analysts) Regulations, 2014 with SEBI Registration no INH300002274. Further, CD Equi hereby declares that –

- No disciplinary action has been taken against CD Equi by any of the regulatory authorities.
- CD Equi/its associates/research analysts do not have any financial interest/beneficial interest of more than one percent/material conflict of interest in the subject company(s) (*kindly disclose if otherwise*).
- CD Equi/its associates/research analysts have not received any compensation from the subject company(s) during the past twelve months.
- CD Equi/its research analysts has not served as an officer, director or employee of company covered by analysts and has not been engaged in market making activity of the company covered by analysts.

This document is solely for the personal information of the recipient and must not be singularly used as the basis of any investment decision. Nothing in this document should be construed as investment or financial advice. Each recipient of this document should make such investigations as they deem necessary to arrive at an independent evaluation of an investment in the securities of the companies referred to in this document (including the merits and risks involved) and should consult their own advisors to determine the merits and risks of such an investment.

Reports based on technical and derivative analysis center on studying charts of a stock's price movement, outstanding positions and trading volume, as opposed to focusing on a company's fundamentals and as such, may not match with a report on a company's fundamentals.

The information in this document has been printed on the basis of publicly available information, internal data and other reliable sources believed to be true but we do not represent that it is accurate or complete and it should not be relied on as such, as this document is for general guidance only. CD Equi or any of its affiliates/group companies shall not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. CD Equi has not independently verified all the information contained within this document. Accordingly, we cannot testify nor make any representation or warranty, express or implied, to the accuracy, contents or data contained within this document.

While, CD Equi endeavors to update on a reasonable basis the information discussed in this material, there may be regulatory compliance or other reasons that prevent us from doing so.

This document is being supplied to you solely for your information and its contents, information or data may not be reproduced, redistributed or passed on, directly or indirectly. Neither, CD Equi nor its directors, employees or affiliates shall be liable for any loss or damage that may arise from or in connection with the use of this information.

CD Equisearch Private Limited (CIN: U67120WB1995PTC071521)

Registered Office: 37, Shakespeare Sarani, 3rd Floor, Kolkata – 700 017; Phone: +91(33) 4488 0000; Fax: +91(33) 2289 2557 Corporate Office: 10, Vasawani Mansion, 5th Floor, DinshawWachha Road, Churchgate, Mumbai – 400 020. Phone: +91(22) 2283 0652/0653; Fax: +91(22) 2283, 2276 Website: www.cdequi.com; Email: research@cdequi.com

buy: >20% accumulate: >10% to ≤20% hold: ≥-10% to ≤10% reduce: ≥-20% to <-10% sell: <-20%

Exchange Rates Used- Indicative

Rs/\$	FY18	FY19	FY20	FY21
Average	64.45	69.89	70.88	74.20
Year end	65.04	69.17	75.39	73.50

All \$ values mentioned in the write-up translated at the average rate of the respective quarter/ year as applicable. Projections converted at current exchange rate. Cumulative dollar figure is the sum of respective yearly dollar value.