

# Varun Beverages

India | FMCG | Result Update



4 February 2026

## India business realization disappoints

Varun Beverages (VBL IN) reported 14% consolidated revenue growth in Q4CY25, owing to strong growth in the international business, up by 23% YoY, but India business grew by a mere 6% YoY, which was 3% lower than our estimates. Consolidated volume growth grew by 10.2%, in line with our estimates, led by double-digit growth in both India and international businesses. Management reiterates double-digit volume growth guidance for the India business in CY26, owing to strong Summer season expectations, new product launches, and favorable base. We reduce our CY26E/CY27E EPS by 0.5% and 3.5%, respectively, led by a cut in EBITDA margin by 81bp in CY26E and 94bp in CY27E. Hence, we lower our TP to INR 535 based on 45x December 2027E P/E, due to lower-than-expected India business performance and downside risk of margin contraction in the India business.

**India realization declines while International realizations grow in the double digits:** VBL reported Q4CY25 consolidated revenue of INR 42bn, up 14% YoY, 4.8% ahead of our estimates. Consolidated volume grew by 10% YoY to 237mn cases, led by 10.1% YoY growth in India volume while international volume saw a healthy 10.4% YoY uptick, due to strong traction in BevCo (~50mn cases). Ex-Bev Co and DRC, international volume grew by a mere 6.2% YoY. Net realization per case improved by 3.4% to INR 177 per case, primarily due to 11.9% realization growth in the international business while the India business net realization declined 3.7%, owing to a higher mix of water and increased promotions. Management expects ~80%+ growth (organic + inorganic) in the South Africa business, due to acquisition of Twizza. The foods (snacking) business reported revenue of INR 3.4bn for CY25. VBL targets USD 100mn top line in the medium term with high-teens growth and capacity addition in Morocco and Zimbabwe.

**New launches in energy drinks and Nimbooz; no major capex in CY26:** The company is likely to launch new variants in its energy drink portfolio along with higher Above the line (ATL) spend. The *Nimbooz Jeera* and other flavors are slated for launch during the season. There is no major capex planned for India in CY26. In CY25, it commissioned four plants in Uttar Pradesh, Himachal Pradesh, Bihar, and Meghalaya. International capex will focus on Brownfield expansion in South Africa and Twizza acquisition.

**Margin dragged by lower gross margin:** Consolidated gross margin contracted 70bp YoY to 55.4%. Consequently, EBITDA grew 10.2% YoY to INR 6.4bn, in line with our estimates, while EBITDA margin declined 52bp YoY to 15.2%. Management expects India margin to sustain at 26% in CY26 while international margin is set to improve on account of Twizza integration being margin accretive, due to lower freight and rental cost.

**Reiterate Accumulate with a lower TP of INR 535:** While we raised our revenue estimates by 5.0% for CY26E and 3.7% for CY27E; baking in Twizza acquisition, we slightly reduce our CY26E EPS by 0.5% and CY27E EPS by 3.5%, led by a cut in EBITDA margin by 81bp for CY26E and 94bp in CY27E. Hence, we lower our TP to INR 535 from INR 587 based on 45x (from 50x) December 2027E P/E, due to lower-than-expected India business performance and downside risk of margin contraction in the India business.

### Key financials

YE December (INR mn)	CY23	CY24	CY25	CY26E	CY27E
Revenue (INR mn)	160,426	200,077	216,854	259,041	286,642
YoY (%)	21.8	24.7	8.4	19.5	10.7
EBITDA (INR mn)	36,095	47,111	52,624	58,809	64,817
EBITDA margin (%)	22.5	23.5	24.3	22.7	22.6
Adj PAT (INR mn)	20,559	25,946	32,495	35,909	40,171
YoY (%)	37.3	26.2	25.2	10.5	11.9
Fully DEPS (INR)	15.8	7.7	9.6	10.6	11.9
RoE (%)	33.4	21.8	17.8	18.8	20.5
RoCE (%)	27.6	24.0	19.8	21.3	23.4
P/E (x)	28.5	58.8	46.9	42.5	38.0
EV/EBITDA (x)	42.5	32.5	29.1	26.1	23.6

Note: Pricing as on 03 February 2026; Source: Company, Elara Securities Estimate

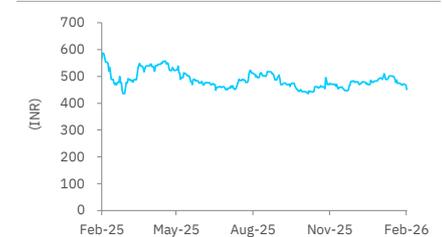
Rating: [Accumulate](#)  
 Target Price: [INR 535](#)  
 Upside: [19%](#)  
 CMP: [INR 451](#)  
 As on 03 February 2026

#### Key data

Bloomberg	VBL IN
Reuters Code	VARB.NS
Shares outstanding (mn)	3,382
Market cap (INR bn/USD mn)	1,526/16,901
EV (INR bn/USD mn)	1,532/16,975
ADTV 3M (INR mn/USD mn)	2,436/27
52 week high/low	593/419
Free float (%)	40

Note: as on 03 February 2026; Source: Bloomberg

#### Price chart



Source: Bloomberg

Shareholding (%)	Q4	Q1	Q2	Q3
	FY25	FY26	FY26	FY26
Promoter	60.2	59.8	59.4	59.4
% Pledge	0.0	0.0	0.0	0.0
FII	23.0	21.9	21.9	20.3
DII	9.2	10.5	11.8	13.6
Others	7.6	7.8	6.8	6.7

Source: BSE

Price performance (%)	3M	6M	12M
Nifty	(0.1)	4.7	10.1
Varun Beverages	(5.0)	(11.9)	(22.6)
NSE Mid-cap	(1.0)	4.2	11.0
NSE Small-cap	(8.4)	(5.3)	1.8

Source: Bloomberg

#### Amit Purohit

Building Materials, FMCG, Paints

+91 22 6164 8594  
 amit.purohit@elaracapital.com

Associate  
 Manas Rastogi  
 manas.rastogi@elaracapital.com

Shweta Upadhyay  
 shweta.upadhyay@elaracapital.com



## Financials (YE March)

<b>Income Statement (INR mn)</b>	<b>CY23</b>	<b>CY24</b>	<b>CY25</b>	<b>CY26E</b>	<b>CY27E</b>
Total Revenue	160,426	200,077	216,854	259,041	286,642
Gross Profit	86,377	111,029	119,699	158,556	177,148
EBITDA	36,095	47,111	52,624	58,809	64,817
EBIT	29,286	37,637	40,459	44,968	50,573
Interest expense	2,681	4,504	1,696	1,280	1,300
Other income	794	1,213	3,523	3,900	3,900
Exceptional/ Extra-ordinary items	-	-	-	-	-
PBT	27,398	34,346	42,287	47,588	53,173
Tax	6,375	7,988	9,476	11,278	12,602
Minority interest/Associates income	(464)	(411)	(316)	(400)	(400)
Reported PAT	20,559	25,946	32,495	35,909	40,171
Adjusted PAT	20,559	25,946	32,495	35,909	40,171
<b>Balance Sheet (INR mn)</b>	<b>CY23</b>	<b>CY24</b>	<b>CY25</b>	<b>CY26E</b>	<b>CY27E</b>
Shareholders' Equity	69,365	166,098	195,787	183,701	204,462
Minority Interest	1,482	1,298	1,623	1,623	1,623
Trade Payables	7,582	15,604	14,013	12,981	14,389
Provisions & Other Current Liabilities	15,942	18,022	15,825	12,783	9,072
Total Borrowings	51,944	23,643	20,241	20,241	20,241
Other long term liabilities	5,557	6,577	7,852	19,309	30,174
<b>Total liabilities &amp; equity</b>	<b>151,872</b>	<b>231,243</b>	<b>255,341</b>	<b>250,638</b>	<b>279,960</b>
Net Fixed Assets	103,072	142,675	166,755	169,507	166,263
Goodwill	242	3,009	3,542	3,542	3,542
Intangible assets	-	-	-	-	-
Business Investments / other NC assets	211	595	1,743	-	-
Cash, Bank Balances & treasury investments	4,599	24,501	19,985	14,241	41,236
Inventories	21,505	27,912	29,518	34,650	37,338
Sundry Debtors	3,594	8,458	12,490	6,837	7,582
Other Current Assets	18,649	24,092	21,308	21,861	23,999
<b>Total Assets</b>	<b>151,872</b>	<b>231,243</b>	<b>255,341</b>	<b>250,638</b>	<b>279,960</b>
<b>Cash Flow Statement (INR mn)</b>	<b>CY23</b>	<b>CY24</b>	<b>CY25</b>	<b>CY26E</b>	<b>CY27E</b>
<b>Cashflow from Operations</b>	<b>23,501</b>	<b>28,576</b>	<b>35,898</b>	<b>47,636</b>	<b>46,994</b>
Capital expenditure	(34,734)	(51,844)	(36,777)	(16,593)	(11,000)
Acquisitions / divestitures	(211)	(384)	(1,148)	1,743	-
Other Business cashflow	-	-	-	-	-
<b>Free Cash Flow</b>	<b>(11,444)</b>	<b>(23,653)</b>	<b>(2,027)</b>	<b>32,786</b>	<b>35,994</b>
Cashflow from Financing	13,190	43,555	(2,489)	(38,530)	(8,999)
Net Change in Cash / treasury investments	1,746	19,902	(4,516)	(5,744)	26,995
<b>Key assumptions &amp; Ratios</b>	<b>CY23</b>	<b>CY24</b>	<b>CY25</b>	<b>CY26E</b>	<b>CY27E</b>
Dividend per share (INR)	1.0	1.0	1.0	3.0	3.0
Book value per share (INR)	53.4	49.1	57.9	54.3	60.5
RoCE (Pre-tax) (%)	27.6	24.0	19.8	21.3	23.4
ROIC (Pre-tax) (%)	28.6	26.4	22.2	23.1	26.9
ROE (%)	33.4	21.8	17.8	18.8	20.5
Asset Turnover (x)	1.8	1.6	1.4	1.5	1.7
Net Debt to Equity (x)	0.7	0.0	0.0	0.0	(0.1)
Net Debt to EBITDA (x)	1.3	0.0	0.0	0.1	(0.3)
Interest cover (x) (EBITDA/ int exp)	13.5	10.5	31.0	45.9	49.9
Total Working capital days (WC/rev)	62.0	104.0	93.6	79.5	116.0
<b>Valuation</b>	<b>CY23</b>	<b>CY24</b>	<b>CY25</b>	<b>CY26E</b>	<b>CY27E</b>
P/E (x)	28.5	58.8	46.9	42.5	38.0
P/Sales (x)	9.5	7.6	7.0	5.9	5.3
EV/ EBITDA (x)	42.5	32.5	29.1	26.1	23.6
EV/ OCF (x)	65.2	53.6	42.7	32.2	32.6
FCF Yield	(0.7)	(1.5)	(0.1)	2.1	2.3
Price to BV (x)	8.4	9.2	7.8	8.3	7.5
Dividend yield (%)	0.2	0.2	0.2	0.7	0.7

We expect a revenue CAGR of 14.9% during CY25-27E

Note: Pricing as on 03 February 2026; Source: Company, Elara Securities Estimate

**Exhibit 1: Key financials**

YE December (INR mn)	Q4CY25	Q4CY24	YoY (%)	Q3CY25	QoQ (%)	Q4CY25E	Variance (%)
Net Sales	42,044	36,888	14.0	48,967	(14.1)	40,131	4.8
Operating Expenses	35,652	31,088	14.7	37,493	(4.9)	33,872	5.3
% of Sales	84.8	84.3		76.6		84.4	
EBITDA	6,393	5,800	10.2	11,474	(44.3)	6,259	2.1
EBITDA Margin (%)	15.2	15.7		23.4		15.6	
Other Income	991	446	122.0	1,480	(33.0)	1,000	(0.9)
Interest	467	1,090		452		430	
Depreciation	3,302	2,608		3,076	7.3	3,110	6.2
PBT	3,615	2,548	41.9	9,426	(61.7)	3,719	(2.8)
Tax	989	585	69.0	1,957	(49.5)	869	13.8
Effective Tax Rate (%)	27.4	23.0		20.8		23.4	
Minority Interest	108	111.8		56.8		95.0	
Reported PAT	2,518	1,851	36.0	7,412	(66.0)	2,756	(8.6)
Adjusted PAT	2,518	1,851	36.0	7,412	(66.0)	2,756	(8.6)
NPM (%)	6.0	5.0		15.1		6.9	

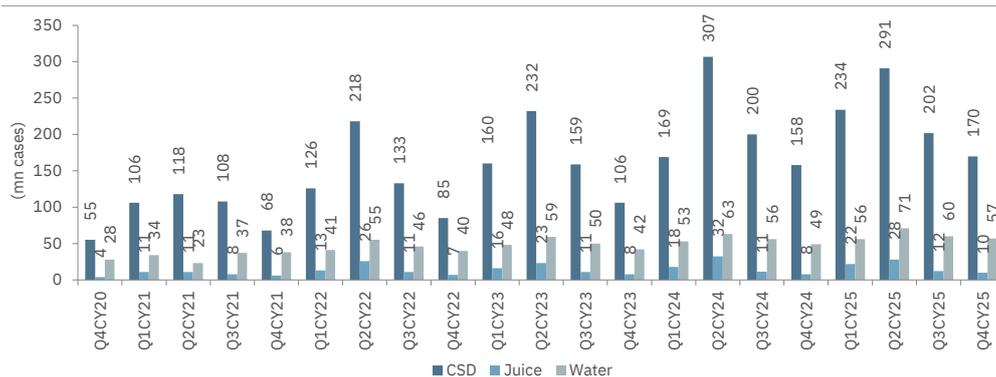
Source: Company, Elara Securities Estimate

**Exhibit 2: Key ratios**

YE December (%)	Q3CY25	Q3CY24	YoY bp chg	Q2CY25	QoQ bp chg	Q3CY25E	bp variance
Raw Material Cost	44.6	43.9	70	43.3	134	43.4	125
Staff Costs	13.9	13.0	96	11.3	264	13.1	82
Other Expenses	26.2	27.4	(114)	22.0	424	27.9	(168)
Effective Tax rate	27.4	23.0	440	20.8	659	23.4	400
Gross Margin	55.4	56.1	(70)	56.7	(134)	56.6	(125)
EBITDA Margin	15.2	15.7	(52)	23.4	(823)	15.6	(39)
NPM	6.0	5.0	97	15.1	(915)	6.9	(88)

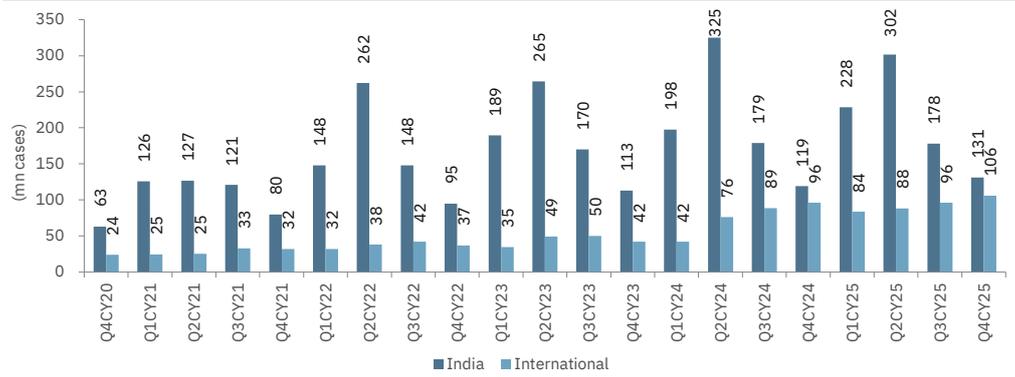
Source: Company, Elara Securities Estimate

**Exhibit 3: Recovery in CSD volume along with strong growth in juices and water**



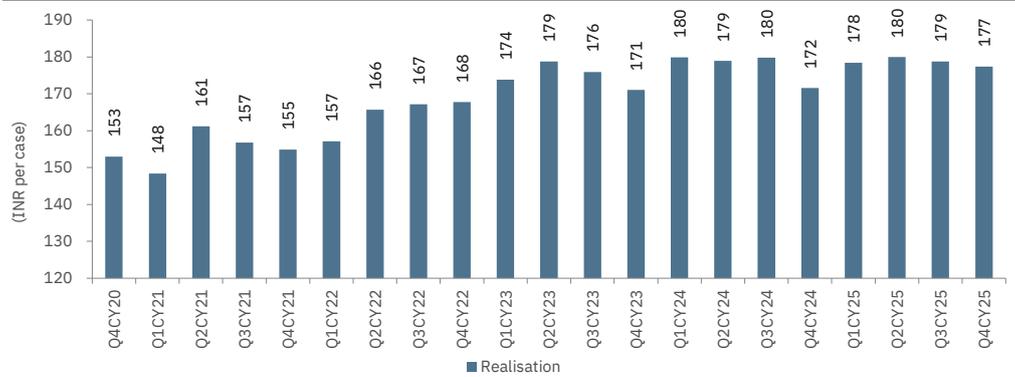
Source: Company, Elara Securities Research

**Exhibit 4: Strong performance in South Africa leads international volume growth**



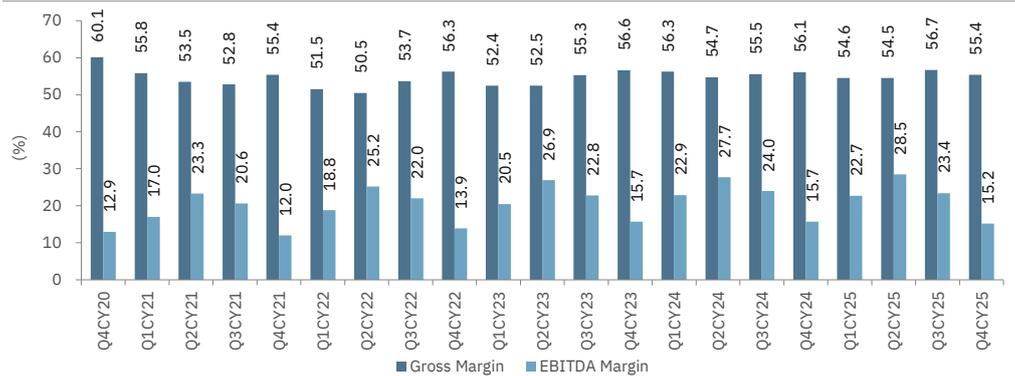
Source: Company, Elara Securities Research

**Exhibit 5: Net realization rise led by strong growth international business realization**



Source: Company, Elara Securities Research

**Exhibit 6: Gross margin declines; EBITDA margin dragged by higher overheads**



Source: Company, Elara Securities Research

**Exhibit 7: VBL trading slightly below its five-year average P/E of 45x**



Source: Bloomberg, Company, Elara Securities Research

**Exhibit 8: Valuation overview**

<b>(INR)</b>	
EPS – CY26E	10.6
EPS – CY27E	11.9
Target multiple (x)	45
EPS – Dec '27E	11.9
<b>Target price</b>	<b>535</b>

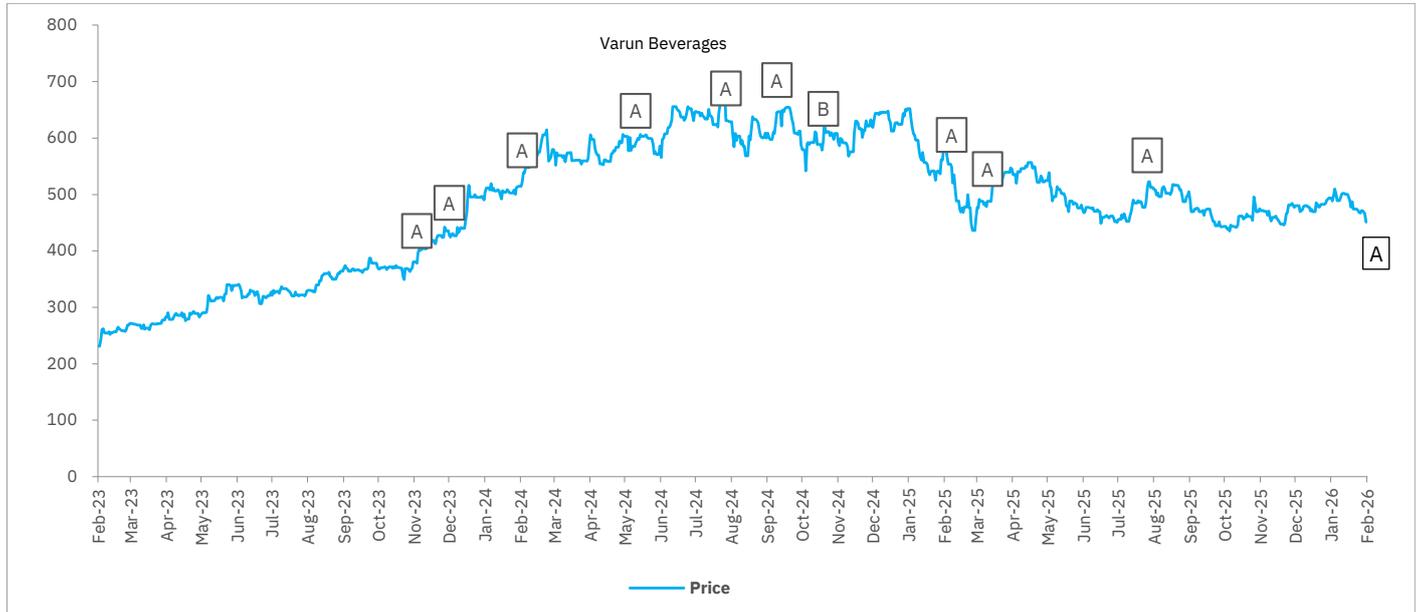
Source: Elara Securities Estimate

**Exhibit 9: Change in estimates**

<b>(INR mn)</b>	<b>Old</b>		<b>New</b>		<b>(%) change</b>	
	<b>CY26E</b>	<b>CY27E</b>	<b>CY26E</b>	<b>CY27E</b>	<b>CY26E</b>	<b>CY27E</b>
Revenue	2,46,709	2,76,530	2,59,041	2,86,642	5.0	3.7
EBITDA	58,010	65,129	58,809	64,817	1.4	(0.5)
EBITDA (%)	23.5	23.6	22.7	22.6	(81)	(94)
PAT	36,097	41,627	35,909	40,171	(0.5)	(3.5)
EPS (INR)	10.7	12.3	10.6	11.9	(0.5)	(3.5)
<b>Target price (INR)</b>		<b>587</b>		<b>535</b>		<b>(9)</b>

Source: Elara Securities Estimate

## Coverage History



Date	Rating	Target Price (INR)	Closing Price (INR)
06-Nov-2023	Accumulate	1,065	946
04-Dec-2023	Accumulate	1,180	1,070
05-Feb-2024	Accumulate	1,463	1,303
13-May-2024	Accumulate	1,590	1,477
30-Jul-2024	Accumulate	1,780	1,577
12-Sep-2024	Accumulate	712	646
22-Oct-2024	Buy	760	594
10-Feb-2025	Accumulate	635	548
13-Mar-2025	Accumulate	555	488
29-Jul-2025	Accumulate	587	512
03-Feb-2026	Accumulate	535	451

### Guide to Research Rating

<b>BUY (B)</b>	Absolute Return >+20%
<b>ACCUMULATE (A)</b>	Absolute Return +5% to +20%
<b>REDUCE (R)</b>	Absolute Return -5% to +5%
<b>SELL (S)</b>	Absolute Return < -5%

## Disclosures & Confidentiality for non U.S. Investors

The Note is based on our estimates and is being provided to you (herein referred to as the "Recipient") only for information purposes. The sole purpose of this Note is to provide preliminary information on the business activities of the company and the projected financial statements in order to assist the recipient in understanding / evaluating the Proposal. Nothing in this document should be construed as an advice to buy or sell or solicitation to buy or sell the securities of companies referred to in this document. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved) and should consult its own advisors to determine the merits and risks of such an investment. Nevertheless, Elara Securities (India) Private Limited or any of its affiliates is committed to provide independent and transparent recommendation to its client and would be happy to provide any information in response to specific client queries. Elara Securities (India) Private Limited or any of its affiliates have not independently verified all the information given in this Note and expressly disclaim all liability for any errors and/or omissions, representations or warranties, expressed or implied as contained in this Note. The user assumes the entire risk of any use made of this information. Elara Securities (India) Private Limited or any of its affiliates, their directors and the employees may from time to time, effect or have effected an own account transaction in or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for or solicit investment banking or other business from any company referred to in this Note. Each of these entities functions as a separate, distinct and independent of each other. This Note is strictly confidential and is being furnished to you solely for your information. This Note should not be reproduced or redistributed or passed on directly or indirectly in any form to any other person or published, copied, in whole or in part, for any purpose. This Note is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject Elara Securities (India) Private Limited or any of its affiliates to any registration or licensing requirements within such jurisdiction. The distribution of this document in certain jurisdictions may be restricted by law, and persons in whose possession this document comes, should inform themselves about and observe, any such restrictions. Upon request, the Recipient will promptly return all material received from the company and/or the Advisors without retaining any copies thereof. The Information given in this document is as of the date of this report and there can be no assurance that future results or events will be consistent with this information. This Information is subject to change without any prior notice. Elara Securities (India) Private Limited or any of its affiliates reserves the right to make modifications and alterations to this statement as may be required from time to time. However, Elara Securities (India) Private Limited is under no obligation to update or keep the information current. Neither Elara Securities (India) Private Limited nor any of its affiliates, group companies, directors, employees, agents or representatives shall be liable for any damages whether direct, indirect, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. This Note should not be deemed an indication of the state of affairs of the company nor shall it constitute an indication that there has been no change in the business or state of affairs of the company since the date of publication of this Note. The disclosures of interest statements incorporated in this document are provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. Elara Securities (India) Private Limited generally prohibits its analysts, persons reporting to analysts and their family members from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. The analyst 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.

Any clarifications / queries on the proposal as well as any future communication regarding the proposal should be addressed to Elara Securities (India) Private Limited. It is important to note that any dispute with respect to this research report, would not have access to stock exchange investor redressal forum or arbitration mechanism.

Elara Securities (India) Private Limited was incorporated in July 2007 as a subsidiary of Elara Capital (India) Private Limited.

Elara Securities (India) Private Limited is a SEBI registered Stock Broker in the Capital Market and Futures & Options Segments of National Stock Exchange of India Limited [NSE] and BSE Limited [BSE] and a Depository Participant registered with Central Depository Services (India) Limited [CDSL].

Elara Securities (India) Private Limited's business, amongst other things, is to undertake all associated activities relating to its broking business.

The activities of Elara Securities (India) Private Limited were neither suspended nor has it defaulted with any stock exchange authority with whom it is registered in last five years. However, during the routine course of inspection and based on observations, the exchanges have issued advise letters or levied minor penalties on Elara Securities (India) Private Limited for minor operational deviations in certain cases. Elara Securities (India) Private Limited has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has the certificate of registration been cancelled by SEBI at any point of time.

Elara Securities (India) Private Limited offers research services primarily to institutional investors and their employees, directors, fund managers, advisors who are registered or proposed to be registered.

Details of Associates of Elara Securities (India) Private Limited are available on group company website [www.elaracapital.com](http://www.elaracapital.com)

Elara Securities (India) Private Limited is maintaining arms-length relationship with its associate entities.

Research Analyst or his/her relative(s) may have financial interest in the subject company. Elara Securities (India) Private Limited does not have any financial interest in the subject company, whereas its associate entities may have financial interest. Research Analyst or his/her relative does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Elara Securities (India) Private Limited does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Associate entities of Elara Securities (India) Private Limited may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Research Analyst or his/her relative or Elara Securities (India) Private Limited or its associate entities does not have any other material conflict of interest at the time of publication of the Research Report.

Artificial Intelligence (AI) tools may have been used only for compilation or collating publicly available research data or internally generated research data during the information gathering and/or summarizing the final report.

Research Analyst or his/her relative(s) has not served as an officer, director or employee of the subject company.

Research analyst or Elara Securities (India) Private Limited have not received any compensation from the subject company in the past twelve months. Associate entities of Elara Securities (India) Private Limited may have received compensation from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities have not managed or co-managed public offering of securities for the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associates have not received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company or third party in connection with the Research Report in the past twelve months.

## Disclaimer & Standard warning

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

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

## Disclaimer for non U.S. Investors

The information contained in this note is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

## Disclosures for U.S. Investors

**Rule 15a6 Disclosure:** This research report ("**Report**") was prepared, approved, published, and distributed by Elara Securities (India) Private Limited a company located outside of the United States (the "**Foreign Counterparty**"). Avior Capital Markets US LLC ("**Avior US**"), a US registered broker-dealer, distributes this Report in the US on behalf of the Foreign Counterparty. Only major U.S. institutional investors (as defined in Rule 15a-6 under the US Securities Exchange Act of 1934 (the "**Exchange Act**") may receive this Report under the exemption in Rule 15a-6. A US institutional investor must effect any transaction in the securities described in this Report through Avior US.

Neither the Report nor any analyst who prepared or approved the Report is subject to US legal requirements or the Financial Industry Regulatory Authority, Inc. ("**FINRA**") or other US regulatory requirements concerning research reports or research analysts. The Foreign Counterparty is not a registered broker-dealer under the Exchange Act nor is it a member of the Financial Industry Regulatory Authority, Inc., or any other US self-regulatory organisation.

**Disclosures on Subject Companies:** Analysts of the Foreign Counterparty produced this material solely for informational purposes and the use of the intended recipient. No person may reproduce, this Report under any circumstances. No person may copy or make this Report available to any other person other than the intended recipient.

Avior US distributes this Report in the United States of America. The Foreign Counterparty distributes this Report elsewhere in the world. This document is not an offer, or invitation by or on behalf of Avior US, the Foreign Counterparty, their affiliates, or any other person, to buy or sell any security.

Avior US and the Foreign Counterparty and their affiliates obtained the information contained herein from published information and other sources, which Avior US and the Foreign Counterparty and their affiliates reasonably consider to be reliable.

Avior US and the Foreign Counterparty accept no liability or responsibility whatsoever for the accuracy or completeness of any such information. All estimates, expressions of opinion and other subjective judgments contained herein are valid as of the date of this document. Avior US assumes responsibility for the Report content with regards to research distributed in the US.

Neither Avior US nor the Foreign Counterparty has managed or co-managed a public offering of securities for the subject company in the past 12 months, have not received compensation for investment banking services from the subject company in the past 12 months and do not expect to receive and does not intend to seek compensation for investment banking services from the subject company in the next three months. Avior US and the Foreign Counterparty have not owned any class of equity securities of the subject company. There are no other actual, material conflicts of interest of Avior US and the Foreign Counterparty at the time of the publication of this Report. As of the publication of this Report, Avior US nor the Foreign Counterparty makes a market in the subject securities.

Avior US and its affiliates, to the fullest extent permissible by law, accept no liability of any nature whatsoever for any claims, damages or losses arising from, or in connection with, the contents of this Report or the use, reliance, publication, distribution, dissemination, disclosure, alteration or reproduction of this Report, or any views or recommendations recorded therein.

Participants in foreign exchange transactions may incur risks arising from several factors, including the following: (i) exchange rates can be volatile and are subject to large fluctuations; (ii) the value of currencies may be affected by numerous market factors, including world and national economic, political and regulatory events, events in equity and debt markets and changes in interest rates; and (iii) currencies may be subject to devaluation or government imposed exchange controls which could affect the value of the currency. Investors in securities such as ADRs, whose values are affected by the currency of an underlying security, effectively assume currency risk.

Subject to the applicable laws, all transactions should be executed through Avior US. Aside from within this Report, important conflict disclosures can also be found at <https://aviorcapital.us/us-regulatory-disclosures/and> Investors are strongly encouraged to review this information before investing.

## Additional Disclaimer for UK Investors

Note that Elara Securities (India) Private Limited ("**Foreign Counterparty**") has concluded a MiFID II research intermediary agreement with Avior Capital Markets International Limited ("**Avior UK**"), regulated by the Financial Conduct Authority (FRN: 191074), pursuant to which Avior UK distributes the Foreign Counterparty's research in the UK, in return for which the Foreign Counterparty pays Avior UK a percentage of the income received in relation to such research. This research report including any recommendations recorded therein ("**Report**") have been prepared by the Foreign Counterparty, and not by Avior UK.

The Report: (a) has been objectively prepared from public sources which are believed to be reliable and therefore constitutes independent investment research and is presented as such; and (b) may only be distributed to, and relied on by, qualifying investors, who are permitted to receive same in the UK.

Securities, money market instruments, strategies, financial or investment instruments mentioned in this Report may not be suitable for all investors. The information and opinions provided in this Report do not constitute a personal recommendation/investment advice and take no account of the investor's individual circumstances. Investors should consider this Report as only a single factor in making any investment decisions and, if appropriate, should seek advice from an investment advisor. This Report is not an offer, or invitation by or on behalf of Avior UK, the Foreign Counterparty, their affiliates, or any other person, to buy or sell any security.

Save as disclosed otherwise, the Foreign Counterparty's relationship with Avior UK is not reasonably expected to impair the objective presentation of the recommendations in the Report, including any interests or conflicts of interest concerning any financial instruments or the issuers to which the recommendations, directly or indirectly, relate. The Report is deemed to be first disseminated at the date and time recorded on the relevant distribution platform, data network or email (as applicable), and which information is available on request. A list of the Foreign Counterparty's research reports disseminated in the UK over the past 12 months is also available on request.

Avior UK does not assume any responsibility or liability of any nature whatsoever arising from or in connection with the content, use, reliance or dissemination of the Report or any recommendation in respect thereof and disclaims any such liability.

## Certification by Each of the Authors of this Report

The analyst(s) (singular includes plural) ("**Analyst**") certifies that the views expressed in this Report are an accurate representation of the Analyst's personal opinions on the stock or sector as covered and reported on by the Analyst hereinabove. The Analyst furthermore certifies that no part of the Analyst's compensation was, is, or will be related, directly or indirectly, to the specific recommendations or views as expressed in this document. The Analyst is principally responsible for the preparation of this Report and does not have any material conflict of interest at the time of publication of this Report. The Analyst(s) has not served as an officer, director or employee of the subject company in the last 12-month period ending on the last day of the month immediately preceding the date of publication of the Report.

**Analyst Certification:** In connection with the companies or securities that; each analyst identified in this Report certifies that: The views expressed on the subject companies and securities in this Report reflect their personal views. No part of his or her compensation was, is or will be directly or indirectly dependent on the specific recommendations or views expressed in this Report.

Note that:

- (i) The Foreign Counterparty is the employer of the research analyst(s) responsible for the content of this Report, and
- (ii) Research analysts preparing this Report are resident outside the United States and are not associated persons of any US regulated broker-dealer. Therefore, the analyst(s) are not subject to supervision by a US broker-dealer and are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with US rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

**Avior Capital Markets US, LLC** is a FINRA registered broker-dealer (CRD # 172595) formed for that purpose in the State of Delaware with its principal office at 45 Rockefeller Plaza, Suite 2335, New York, New York 10111.

**Avior Capital Markets International Limited** is regulated by the Financial Conduct Authority (FRN: 191074), with its principal office at 10 South Street, Elgin, Scotland IV30 1LE.

**Elara Securities (India) Private Limited** is a SEBI-registered Research Analyst (Regn. No.: INH000000933), Stock Broker (Regn. No.: INZ000238236) and Depository Participant (Regn. No.: IN-DP-370-2018). Its registered address is One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India

**India**  
**Elara Securities (India) Private Limited**  
 One International Center, Tower 3,  
 21st Floor, Senapati Bapat Marg,  
 Elphinstone Road (West)  
 Mumbai – 400 013, India  
 Tel : +91 22 6164 8500

**Europe**  
**Elara Capital Plc.**  
 6th Floor, The Grove,  
 248A Marylebone Road,  
 London, NW1 6JZ,  
 United Kingdom  
 Tel : +44 20 7486 9733

**USA**  
**Elara Securities Inc.**  
 230 Park Avenue, Suite 2415,  
 New York, NY 10169, USA  
 Tel: +1 212 430 5870  
 Fax: +1 212 208 2501

**Asia / Pacific**  
**Elara Capital (Asia) Pte.Ltd.**  
 One Marina Boulevard,  
 Level 20,  
 Singapore 018989  
 Tel : +65 6978 4047



**Managing Director**

**Harendra Kumar** | harendra.kumar@elaracapital.com | +91 22 6164 8571



**Head of Research**

**Dr Bino Pathiparampil** | bino.pathiparampil@elaracapital.com | +91 22 6164 8572

## Sales Team



**India**

**Hitesh Danak** - hitesh.danak@elaracapital.com - +91 22 6164 8543  
**Ashok Agarwal** - ashok.agarwal@elaracapital.com - +91 22 6164 8558  
**Himani Sanghavi** - himani.sanghavi@elaracapital.com - +91 22 6164 8586



**India, APAC & Australia**

**Sudhanshu Rajpal** - sudhanshu.rajpal@elaracapital.com - +91 22 6164 8508  
**Joshua Saldanha** - joshua.saldanha@elaracapital.com - +91 22 6164 8541  
**Shraddha Shrikhande** - shraddha.shrikhande@elaracapital.com - +91 22 6164 8567  
**Suyash Maheshwari** - suyash.maheshwari@elaracapital.com - +91 22 4204 8698



**India & UK**

**Prashin Lalvani** - prashin.lalvani@elaracapital.com - +91 22 6164 8544



**India & US**

**Karan Rathod** - karan.rathod@elaracapital.com - +91 22 6164 8570



**Corporate Access, Conference & Events**

**Anita Nazareth** - anita.nazareth@elaracapital.com - +91 22 6164 8520  
**Tina D'souza** - tina.dsouza@elaracapital.com - +91 22 6164 8595

By clicking this link, you acknowledge and agree to the [Terms and Conditions of Research Services](#).

Access our reports on Bloomberg: Type **RESP ESEC <GO>**

Also available on **Thomson & Reuters**

### Elara Securities (India) Private Limited

Registered Office Address: One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India Tel : +91 22 6164 8500  
 CIN: U74992MH2007PTC172297 | SEBI Research Analyst Registration No.: INH000000933  
 Member of BSE Limited and National Stock Exchange of India Limited | SEBI REGN. NO.: INZ000238236  
 Member of Central Depository Services (India) Limited | SEBI REGN. NO.: IN-DP-370-2018  
 Investor Grievance Email ID: investor.grievances@elaracapital.com - Tel. +91 22 6164 8509  
 Compliance Officer: Mr. Anand Rao - Email ID: anand.rao@elaracapital.com - Tel. +91 22 6164 8509