

## IPO ANALYSIS

**Sector:** Breweries & Distilleries  
**Issue Price:** INR 340 to INR 357  
**Issue Size:** INR 960 crores  
**Issue Opens/Closes:** Dec 12/ Dec 14

## IPO Basics

**Promoter:** Rajeev Samant  
**Selling Shareholders:** Rajeev Samant and 13 others  
**Lead Managers:** Kotak Mahindra Capital Company Limited, CLSA India Private Limited, IIFL Securities Limited  
**Registered Office:** Mumbai  
**Registrar:** KFin Technologies Limited  
**Listing:** BSE and NSE

## IPO Capital Structure

<b>Fresh Issue</b>	NIL
<b>Offer for Sale</b>	INR 960 Cr.
<b>Total Issue as % of total capital (Post-Issue)</b>	32.97%
<b>Post Issue No. of Shares (Cr.)</b>	8.16
<b>Post Issue Market Cap</b>	INR 3,006 Cr
<b>Face Value</b>	INR 2
<b>Issue Route</b>	Book Build Issue
<b>Bid Lot (Shares)</b>	42
<b>Minimum Bid Amount</b>	INR 14,994

All values calculated at upper band

## Financial Snapshot (INR in crs)

Y/E Mar	FY20	FY21	FY22
Equity Share Capital	15	15	16
Other Equity	285	290	380
Net Worth as stated	302	305	395
Revenue	522	418	454
Growth (%)		-20	9
EBITDA	50	65	116
Net Profit	-16	3	52
Basic EPS	-2.09	0.40	6.79
RONW (%)	-5	1	13
OPM (%)	10	16	26

## Shareholding Pattern

Holders	Pre-issue	Post Issue
Promoters	28.44	27.33
Public	71.56	72.67
Total	100	100

## Sula Vineyards Ltd

December 9, 2022

### Company Background:

Sula Vineyards Limited (incorporated in 2003 as Nashik Vintners Limited), is amongst the leading players in the Indian wine Industry.

The company has a market share of 52.6% in the Indian domestic wine industry in FY21 (Source: Technopak Report).

The company generates revenue from two streams,

- The production of wine, the import of wines and spirits, and the distribution of wines and spirits (the "Wine Business"); and
- The sale of services from ownership and operation of wine tourism venues, including vineyard resorts and tasting rooms.

Its basket of offering includes 56 domestic wines labels and 20 imported alcoholic beverage labels comprising wines and spirits.

The business is supported by manufacturing and processing infrastructure comprising four wineries in Maharashtra and two in Karnataka, with bottling units located at Domaine Dindori, Domaine Sula and York facilities. As on March 2022, it had a wine production capacity of 145.40 lakh litres. It had produced 115.50 lakh litres during the same period.

### Object of the Issue:

The objects of the Offer is to carry out the Offer for Sale of up to 2,69,00,530 Equity Shares. The Company will not receive any proceeds from the Offer and all such proceeds will go to the Selling Shareholders.

## Issue Size

Particulars	No. of Shares at Lower Band (Cr)	No. of Shares at Upper Band (Cr)	INR in Cr. at Lower Band	INR in Cr. at Upper Band	% Of Issue
<b>QIB</b>	1.35	1.35	457.31	480.17	50
<b>NIB</b>	0.40	0.40	137.19	144.05	15
<b>Retail</b>	0.94	0.94	320.12	336.12	35
<b>Total Issue</b>	2.69	2.69	914.62	960.35	100

## An Indicative Timetable Post Issue Closing

Particulars	Tentative Date
<b>Finalization of Basis of Allotment</b>	December 19, 2022
<b>Refunds/un-blocking of ASBA Accounts</b>	December 20, 2022
<b>Credit of Equity Shares to DP Ac</b>	December 21, 2022
<b>Trading Commences</b>	December 22, 2022

## Company

The company was incorporated on February 26, 2003. The company was promoted by Mr. Rajeev Samant. Currently the promoter holds 2,28,58,619 Equity Shares, representing 27.15% of the pre-Offer issued, subscribed and paid-up Equity Share capital of the company.

## Brief profiles of Directors

- **Chetan Rameshchandra Desai** is the Chairman and Non-Executive Independent Director of Company. He is a fellow member of the Institute of Chartered Accountants of India. He has previously worked with Haribhakti and Co., LLP, Chartered Accountants for over 39 years. He was serving as the managing partner of Haribhakti and Co., LLP, Chartered Accountants at the time of retirement and also used to head the audit and assurance practice of the firm.
- **Rajeev Samant** is the Managing Director, Chief Executive Officer and the Promoter of Company. He holds a bachelor's degree in economics and a master's degree in science (industrial engineering) from Stanford University, United States of America. He is the founder of our Company. He has previously worked with Oracle Corporation.
- **Alok Vajpeyi** is a Non-Executive Independent Director of Company. He holds a bachelor's degree in economics (international trade and development) from the London School of Economics and Political Sciences. He is a member of the Institute of Chartered Accountants in England and Wales. He has previously worked with Swiss Bank Corporation, Dawnay Day AV Financial Services Private Limited, Daiwa Capital Markets India Private Limited, Aventus Capital Public Markets Alternate Strategies LLP and the British High Commission, New Delhi.
- **Sangeeta Pendurkar** is a Non-Executive Independent Director of Company of our Company. She holds a bachelor's degree in pharmaceuticals from the University of Bombay and master's degree in business administration from Savitribai Phule Pune University (earlier known as University of Pune). She is currently serving as the chief executive officer of Pantaloons, a division of Aditya Birla Fashion & Retail Limited. She has previously worked with Kellogg India Private Limited, the Hongkong and Shanghai Banking Corporation, Coca-Cola India Inc., Hindustan Lever Limited and Hindustan CIBA-CEIGY Limited (amalgamated into Novartis India Limited).
- **Arjun Anand** is a Non-Executive Nominee Director of Company, nominated by Verlinvest Asia Pte. Ltd.. He holds a bachelor's degree in mechanical engineering from Birla Institute of Technology and Science, Pilani and a post-graduate diploma in management from Indian Institute of Management, Calcutta. He has previously worked with A.T. Kearney Australia Pty Limited.
- **Roberto Italia** is a Non-Executive Nominee Director of Company, nominated by Verlinvest Asia Pte. Ltd. He is currently serving as the chief executive officer and managing director of Verlinvest S.A. He holds a master's degree in economics from Libera Università Internazionale degli Studi Sociali Guido Carli, Italy and a master's degree in business administration from INSEAD, France. He has experience in the private equity industry.

## Offer Details

Sr. No.	Selling Shareholder	Maximum number of Offered Shares	Average cost of acquisition per Equity Share (in INR)
	<b>Promoter Selling Shareholder</b>		
1	Rajeev Samant	Up to 9,37,203	41.38
	<b>Investor Selling Shareholders</b>		
2	Cofintra S.A.	Up to 71,91,835	58.64
3	Haystack Investments Limited	Up to 2,00,000	96.46
4	Saama Capital III, Ltd.	Up to 6,87,389	170.00
5	SWIP Holdings Limited	Up to 1,21,076	175.42
6	Verlinvest S.A.	Up to 71,91,835	58.64
7	Verlinvest France S.A.	Up to 65,79,565	101.74
	<b>Other Selling Shareholders</b>		
8	Dinesh G. Vazirani	Up to 50,000	1.43
9	J.A. Moos	Up to 2,250	10.76
10	Karishma Singh	Up to 4,79,063	NIL
11	Major A.V. Phatak (Retd.)	Up to 8,625	6.98
12	Narain Girdhar Chanrai	Up to 10,07,314	170.00
13	Ruta M. Samant	Up to 20,14,758	NIL
14	Sanjay Naraindas Kirpalani	Up to 4,29,617	170.00
	<b>TOTAL</b>	<b>Up to 2,69,00,530</b>	

## Shareholding Pattern

Shareholders	Pre-Offer		Number of Shares Offered	Post-Offer	
	Number of Equity Shares	% of Total Equity Share Capital		Number of Equity Shares	% of Total Equity Share Capital
<b>Promoter and Promoters Group</b>					
<i>Promoter</i>	2,28,58,619	27.15%	9,37,203	2,19,21,416	26.04%
<i>Promoter Group</i>	10,87,245	1.29%		10,87,245	1.29%
<b>Total for Promoter and Promoter Group</b>	<b>2,39,45,864</b>	<b>28.44%</b>	<b>9,37,203</b>	<b>2,30,08,661</b>	<b>27.33%</b>
<i>Public– Investor Selling Shareholders</i>	2,37,12,564	28.16%	21971700	17,40,864	2.07%
<i>Public – Individual Selling Shareholders</i>	90,18,630	10.71%	3991627	50,27,003	5.97%
<i>Public - Other</i>	2,75,21,690	32.69%	-	5,44,22,220	64.64%
<b>Total for Public Shareholders</b>	<b>6,02,52,884</b>	<b>71.56%</b>	<b>25963327</b>	<b>6,11,90,087</b>	<b>72.67%</b>
<b>Total Equity Share Capital</b>	<b>8,41,98,748</b>	<b>100%</b>	<b>26900530</b>	<b>8,41,98,748</b>	<b>100%</b>

## Business Overview

Sula Vineyards Limited is India's largest wine producer and seller as of March 31, 2021 (Source: Technopak Report). They have been a consistent market leader in the Indian wine industry in terms of sales volume and value (on the basis of the total revenue from operations) since Fiscal 2009 crossing 50% market share by value in the domestic 100% grapes wine market in Fiscal 2012 (Source: Technopak Report). They have consistently gained market share (on the basis of total revenue from operations) from 33% in Fiscal 2009 in 100% grapes wine category to 52% in value in Fiscal 2020 and further increased to 52.6% in Fiscal 2021 (Source: Technopak Report). Furthermore, they are the market leader across all four price segments, being 'Elite' (INR 950+), 'Premium' (INR 700-950), 'Economy' (INR 400-700) and 'Popular' (<INR 400), with a higher share of approximately 60% by value in the 'Elite' and 'Premium' categories in Fiscal 2021, as compared to overall market share of 52.6% in the Indian wine industry.

Furthermore, they are also recognized as the market leader across wine variants, including red, white and sparkling wines (Source: Technopak Report). The business can be broadly classified under two categories (i) the production of wine, the import of wines and spirits, and the distribution of wines and spirits (the "Wine Business"); and (ii) the sale of services from ownership and operation of wine tourism venues, including vineyard resorts and tasting rooms (the "Wine Tourism Business").

They distribute wines under a bouquet of popular brands. In addition to the flagship brand "Sula," popular brands include "RASA," "Dindori," "The source," "Satori," "Madera" & "Dia" with its flagship brand "Sula" being the "category creator" of wine in India (Source: Technopak Report). Currently, they produce 56 different labels of wine at four owned and two leased production facilities located in the Indian states of Maharashtra and Karnataka.

They are the pioneers of wine tourism in India with many firsts to their credit, such as the first wine tasting room in India, the first vineyard resort, the first wine music festival and the first winery tours at our facility in Nashik (Source: Technopak Report). As part of their Wine Tourism Business, they own and operate two vineyard resorts located at and adjacent to their winery in Nashik, Maharashtra, under "The Source at Sula" and "Beyond by Sula" brand names, having room capacities of 57 and 10 rooms as of March 31, 2022, respectively.

They were one of the fastest growing alcoholic beverage companies in India as of March 31, 2021, with a CAGR of 13.7% between Fiscals 2011 and 2021 (Source: Technopak Report). They have emerged stronger in the aftermath of the COVID-19 pandemic, gaining additional market share and accelerating profitability. In Fiscal 2022, their revenue from operations was INR 454 crores with a net sales margin of 69.83%, and profit after tax of INR 52 crores in the same period. The consolidated EBITDAE increased from INR 65 crores in Fiscal 2021 to INR 116 crores in Fiscal 2022. Their EBITDAE margin has improved year-on-year from 9.68% in Fiscal 2020 to 15.44% in FY21 and 25.57% in FY22.

## Products and Pricing

Furthermore, their wines are available at various price points between ₹235 to ₹1,850 per 750 ml bottle in Maharashtra, making them accessible for consumers with different budgets —appealing to mass markets as well as having a premium product strategy. In particular, their wines are classified under four broad categories, namely the 'Elite' category with 21 labels, followed by the 'Premium' category with 13 labels, and the 'Economy' category with 13 labels, and the 'Popular' category offering 9 labels. Their wines have been segment leaders under each of these four categories in the last five years from Fiscal 2017 to Fiscal 2021 (Source: Technopak Report). They also regularly introduce new products, with seven labels launched in the last five Fiscals.

## Network

They serviced close to 8,000 hotels, restaurants and caterers, which makes them the leader in terms of footprint among wine players in India (Source: Technopak Report), and experienced a significant rise in their Off-trade sales in the last 3 years with our Off-trade sales contributing 72.25% of our secondary sales during Fiscal 2022, compared to 61.33% in Fiscal 2020. They have tie-ups with distributors in Maharashtra, Haryana, Delhi, Goa and Punjab. To that end, they have managed to build the largest distribution network among wine companies in India, with close to 13,000 retail touch points across the country in 2021 (Source: Technopak Report). They also have a strong direct to consumer (“D2C”) selling channel primarily through our Wine Tourism Business facilities in Nashik and Bengaluru, with the highest number of D2C sales in the Indian wine industry in Fiscal 2021 (Source: Technopak Report). Their D2C sales were INR 24 crores during the Financial Year ended March 31, 2022. Their products are available over various e-commerce platforms, which is helping us further increase our D2C footprint.

## Domestic Scenario

India is one of the fastest growing alcoholic beverage markets in the world, growing from a small base of 1.3 litres per capita of recorded consumption in 2005 to 2.7 litres in 2010 (Source: Technopak Report). However, the per capita consumption of wine in India is less than 100 ml, with the contribution of wine to overall alcohol consumption being less than 1%, compared to the world average of close to 13%. In addition to the growth in per capita alcohol consumption, positive demographic factors, including the addition of more than ten million people each year to the population of eligible alcohol consumers, makes India one of the most attractive markets for alcoholic beverages.

Wine market in India will remain concentrated with high barriers to entry due to the nature of the product in addition to the trade barriers prevalent in the alcoholic beverage market (Source: Technopak Report).

## Sustainable Future

They are committed to growing sustainably and having a positive impact on the environment and communities of the regions in which we operate, and they believe that their environmental, social and governance initiatives have led to a reduction of our carbon footprint. For example, with more than 2MW of installed solar PV capacity, they generated more than 3 million kWh (which constitutes more than 60% of their electricity needs) from solar energy at their owned and leased facilities in Fiscal 2021. Furthermore, they have rainwater harvesting reservoirs at all our facilities, with a combined storage capacity of 36.83 million liters, and they have also reduced our water usage per case produced by more than 11% between Fiscal 2020 and 2022.

## Performance in COVID-19

In the first half of calendar year 2020, COVID-19 spread to a majority of countries across the world, including India. The COVID-19 pandemic has had, and may continue to have, significant repercussions across local, national and global economies and financial markets. Notwithstanding COVID-19, they faced limited disruptions in their production operations and dispatches. While their sales to on-premise consumption venues, such as hotels, bars, restaurants and caterers (“On-trade”), were impacted by the COVID-19 pandemic, their retail sales for off-premise consumption via supermarkets and licensed wine shops (“Off-trade”) grew significantly due to higher consumption in India. Their dedicated efforts to improve operational efficiencies resulted in a 27.76% increase in their consolidated EBITDAE from INR 50 crores in Fiscal 2020 to INR 65 crores in Fiscal 2021.

## Installed Capacity and Capacity Utilization (in lakh litres)

Mfg. Facility	FY2020			FY2021			FY2022		
	Installed Capacity	Production	Capacity Utilization	Installed Capacity	Production	Capacity Utilization	Installed Capacity	Production	Capacity Utilization
<b>Maharashtra</b>									
Nashik Winery	45.39	27.37	60%	45.71	28.95	63%	46.40	36.79	79%
Domaine Dindori	66.21	45.87	69%	66.21	49.23	74%	66.21	52.61	79%
Leased Winery 1	9.94	6.92	70%	9.94	7.68	77%	9.94	8.94	90%
York Winery	-	-		-	-		4.84	3.96	82%
<b>Total Maharashtra (A)</b>	<b>121.54</b>	<b>80.16</b>	<b>66%</b>	<b>121.86</b>	<b>85.86</b>	<b>70%</b>	<b>127.39</b>	<b>102.29</b>	<b>80%</b>
<b>Karnataka</b>									
Domaine Sula (DS)	11.21	7.66	68%	11.36	8.14	72%	11.39	9.22	81%
Leased Winery 2	6.75	2.93	43%	6.62	3.10	47%	6.62	3.99	60%
<b>Total Karnataka (B)</b>	<b>17.96</b>	<b>10.59</b>	<b>59%</b>	<b>17.98</b>	<b>11.24</b>	<b>63%</b>	<b>18.01</b>	<b>13.21</b>	<b>73%</b>
<b>Total (A+B)</b>	<b>139.50</b>	<b>90.76</b>	<b>65%</b>	<b>139.84</b>	<b>97.10</b>	<b>69%</b>	<b>145.40</b>	<b>115.50</b>	<b>79%</b>

## Occupancy Levels and Key Operating Parameters for resorts

Particulars	FY2020	FY2021	FY2022
<b>Average Occupancy at Resorts (%)</b>	66.48%	43.66%	70.97%
<b>The Source at Sula</b>			
Occupancy %	63.79%	41.15%	68.85%
<b>Beyond By Sula</b>			
Occupancy %	75.55%	56.41%	82.30%

Particulars	FY2020	FY2021	FY2022
Average Rooms Occupancy (%)	66.48%	43.66%	70.97%
Average Room Revenue (ARR) (in INR)	8,759	9,044	10,367
<b>Room Revenue</b>			
(A) Room Revenue (INR in crores)	9	9	17
Room Revenue to Total Income (%)	2%	2%	4%
<b>Food &amp; Beverage, Merchandise, other Ancillary Services and Wine &amp; Liquor</b>			
(B) Sale of Food & Beverage, merchandise and all other ancillary services (INR in crores)	19	9	18
(C) Sale of Wine and Liquor (INR in crores)	19	14	24
<b>Total Income (A + B + C) (INR in crores)</b>	<b>47</b>	<b>32</b>	<b>59</b>

### Key Strengths

- High barriers of entry
- Established market leader in the Indian wine industry with the leading brand “Sula”
- Largest wine producer in India with the widest and innovative product offering supported by an efficient production mechanism
- Largest wine distribution network and sales presence
- Secured supply of raw material with long-term contracts exclusive to Sula
- Leader and pioneer of the wine tourism business in India
- Early adoption and focus on sustainability
- Experienced Board, qualified senior management team

### Key Growth Strategies

- Continuous focus on Own Brands
- Focus on premiumization of product portfolio
- Increasing wine awareness and consumption, and penetrating further into Tier-1 and 2 cities in India
- Effectively use digital media to increase awareness of wine in India
- Continue to make sustainability and climate change readiness the heart of its long term strategy
- Pursue strategic investments and acquisitions to further consolidate the Indian wine industry
- Continue to expand its Wine Tourism Business

- Comparison with Listed Peers

Particulars	Revenue from Operation in FY22 (in crores)	Face Value	P/E	EPS Basic	EPS Diluted	Return on Net Worth (%)	NAV per share
Sula Vineyards Limited	454	2.00	-	6.53	6.53	11.45	55.34
United Spirits Limited	31,062	2.00	76.14	11.68	11.68	16.63	67.09
Radico Khaitan Limited	12,471	2.00	53.36	19.70	19.70	13.18	149.46
United Breweries Limited	13,124	1.00	119.83	13.82	13.82	9.29	148.99

P/E Ratio has been computed based on the closing market price of equity shares on NSE on November 25, 2022 divided by the Basic EPS as at March 31, 2022

### Net Sales Growth (in INR Crore) for Private and Public Listed Players

Industry	Brands	CAGR FY				
		2011-14	2011-19	2011-21	2014-19	2020-21
Spirits	Diageo	9.8%	4.4%	2.2%	1.3%	-13.2%
	Pernod Ricard	n.a	n.a	n.a	10.3%	-11.0%
	Radico Khaitan	15.4%	10.5%	9.8%	7.6%	-0.4%
Beers	United Breweries	11.4%	9.8%	3.3%	8.9%	-34.8%
Wine	Sula	27.8%	20.6%	12.8%	16.4%	-13.7%
	Fratelli Wines	n.a	n.a	n.a	37.8%	1.7%
	Grover Zampa	n.a	n.a	n.a	19.1%	-27.2%

### EBITDA Growth (Value in Crore)

Industry	Brands	CAGR FY				
		2011-14	2011-19	2011-21	2014-19	2020-21
Spirits	Diageo	n.a	3.7%	0.2%	n.a	-34.4%
	Pernod Ricard	n.a	n.a	n.a	11.2%	-24.7%
	Radico Khaitan	8.5%	11.1%	10.5%	12.6%	10.0%
Beers	United Breweries	15.2%	14.3%	-0.3%	13.8%	-56.6%
Wine	Sula	19.0%	17.7%	12.4%	17.3%	23.9%
	Fratelli Wines	n.a	n.a	n.a	n.a	n.a
	Grover Zampa	n.a	n.a	n.a	n.a	n.a

(Source: RHP)



## Geographic Presence

Industry	Brands	Reach – States and Union Territories
Spirits	Diageo	30-32
	Pernod Ricard	30-32
	Radico Khaitan	30-32
Beer	United Breweries	30-32
Wine	Sula	30-32
	Fratelli Wines	21-23
	Grover Zampa	15-18

(Source: RHP)

## Income Statement (INR in crores)

Particulars	As at March 31, 2020	As at March 31, 2021	As at March 31, 2022
<b>Income</b>			
Revenue from operations	522	418	454
Other income	2	4	3
<b>Total income</b>	<b>523</b>	<b>422</b>	<b>457</b>
<b>Expenses</b>			
Cost of materials consumed	109	67	111
Purchase of stock-in-trade	133	75	20
Changes in inventories of finished goods, work-in-progress and stock-in-trade	-14	15	-15
Excise duty on sales	36	32	30
Employee benefits expense	66	56	65
Selling, distribution and marketing expense	52	47	45
Other expenses	91	65	84
	<b>473</b>	<b>357</b>	<b>341</b>
<b>EBITDA</b>	<b>50</b>	<b>65</b>	<b>116</b>
Finance costs	33	33	23
Depreciation, amortization and impairment expense	35	26	24
Restated profit/ (loss) before tax and exceptional item	<b>-17</b>	<b>5</b>	<b>70</b>
Exceptional item		-2	
Restated profit/ (loss) before tax	-17	3	70
Tax expense/ (credit)	-1	0	17
<b>Restated net profit/ (loss) for the year (A)</b>	<b>-16</b>	<b>3</b>	<b>52</b>
Basic (in INR)	-2.09	0.40	6.79
Diluted (in INR)	-2.09	0.40	6.79

## Balance Sheet (INR in crores)

Particulars	As at March 31, 2020	As at March 31, 2021	As at March 31, 2022
<b>ASSETS</b>			
Property, plant and equipment	326	304	344
Right-of-use assets	24	13	9
Capital work-in-progress	0	0	1
Goodwill	3	0	1
Other intangible assets	2	1	7
Financial assets	20	23	23
Deferred tax assets (net)	0	-	-
Non-current tax assets (net)	9	0	0
Other non-current assets	4	4	3
<b>Total non-current assets</b>	<b>388</b>	<b>345</b>	<b>388</b>
Inventories	171	144	162
Financial assets	260	223	204
Other current assets	12	8	5
Non-current assets and assets classified as held for sale	-	32	-
<b>Total current assets</b>	<b>443</b>	<b>407</b>	<b>371</b>
<b>TOTAL ASSETS</b>	<b>831</b>	<b>752</b>	<b>759</b>
<b>EQUITY AND LIABILITIES</b>			
Equity			
Equity share capital	15	15	16
Other equity	285	290	380
Equity attributable to owners of the parent	<b>300</b>	<b>305</b>	<b>395</b>
Non-controlling interest	2	-	-
<b>Total equity</b>	<b>302</b>	<b>305</b>	<b>395</b>
<b>Liabilities</b>			
Financial liabilities	98	69	54
Provisions & Deferred tax liabilities (net)	26	26	19
<b>Total non-current liabilities</b>	<b>123</b>	<b>95</b>	<b>73</b>
Financial liabilities	395	319	267
Other current liabilities	8	17	19
Provisions & Current tax liabilities (net)	2	2	4
Liabilities of a disposal group classified as held for sale		14	
<b>Total current liabilities</b>	<b>405</b>	<b>352</b>	<b>290</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>831</b>	<b>752</b>	<b>759</b>

For additional information &amp; risk factors please refer to the Red Herring Prospectus

**DISCLAIMER**

The information and opinions contained herein have been compiled or arrived at based on the information obtained in good faith from sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy completeness or correctness. This document is for information purposes only. This report is based on information that we consider reliable; we do not represent that it is accurate or complete and one should exercise due caution while acting on it. Description of any company(ies) or its/their securities mentioned herein are not complete and this document is not and should not be construed as an offer or solicitation of an offer to buy or sell any securities or other financial instruments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. All opinions, projections and estimates constitute the judgment of the author as on the date of the report and these, plus any other information contained in the report, are subject to change without notice. Prices and availability of financial instruments are also subject to change without notice. This report is intended for distribution to institutional investors.

This report is not directed to or intended for display, downloading, printing, reproducing or for distribution to or use by, any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, reproduction, availability or use would be contrary to law or regulation or what would subject to SSSIL or its affiliates to any registration or licensing requirement within such jurisdiction. If this report is inadvertently sent or has reached any individual in such country, especially USA, the same may be ignored and brought to the attention of the sender. Neither this document nor any copy of it may be taken or transmitted into the United States (to U.S. persons), Canada, or Japan or distributed, directly or indirectly, in the United States or Canada or distributed or redistributed in Japan or to any resident thereof. Any unauthorized use, duplication, redistribution or disclosure of this report including, but not limited to, redistribution by electronic mail, posting of the report on a website or page, and/or providing to a third party a link, is prohibited by law and will result in prosecution. The information contained in the report is intended solely for the recipient and may not be further distributed by the recipient to any third party.

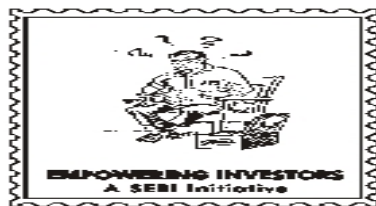
SSSIL generally prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, SSSIL generally prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that they cover. Our salespeople, 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. Our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. The views expressed in this research report reflect the personal views of the analyst(s) about the subject securities or issues and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report. The compensation of the analyst who prepared this document is determined exclusively by SSSIL; however, compensation may relate to the revenues of the Systematix Group as a whole, of which investment banking, sales and trading are a part. Research analysts and sales persons of SSSIL may provide important inputs to its affiliated company(ies).

Foreign currencies denominated securities, wherever mentioned, are subject to exchange rate fluctuations which could have an adverse effect on their value or price or the income derived from them. In addition, investors in securities such as ADRs, the values of which are influenced by foreign currencies, effectively assume currency risk. SSSIL, its directors, analysts or employees do not take any responsibility, financial or otherwise, of the losses or the damages sustained due to the investments made or any action taken on the basis of this report including but not restricted to fluctuation in the prices of shares and bonds, changes in the currency rates, diminution in the NAVs, reduction in the dividend or income, etc.

SSSIL and its affiliates, officers, directors, and employees subject to the information given in the disclosures may: (a) from time to time, have long or short positions in, and buy or sell, the securities thereof, of company (ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation (financial interest) or act as a market maker in the financial instruments of the company (ies) discussed herein or act as advisor or lender / borrower to such company (ies) or have other potential material conflict of interest with respect to any recommendation and related information and opinions. The views expressed are those of the analyst and the company may or may not subscribe to the views expressed therein.

SSSIL, its affiliates and any third party involved in, or related to, computing or compiling the information hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability or fitness for a particular purpose with respect to any of this information. Without limiting any of the foregoing, in no event shall SSSIL, any of its affiliates or any third party involved in, or related to, computing or compiling the information have any liability for any damages of any kind. The company accepts no liability whatsoever for the actions of third parties. The report may provide the addresses of, or contain hyperlinks to, websites. Except to the extent to which the report refers to website material of the company, the company has not reviewed the linked site. Accessing such website or following such link through the report or the website of the company shall be at your own risk and the company shall have no liability arising out of, or in connection with, any such referenced website.

SSSIL will not be liable for any delay or any other interruption which may occur in presenting the data due to any technical glitch to present the data. In no event shall SSSIL be liable for any damages, including without limitation, direct or indirect, special, incidental, or consequential damages, losses or expenses arising in connection with the data presented by SSSIL through this presentation.



**SSSIL or any of its other group companies or associates will not be responsible for any decisions taken on the basis of this report. Investors are advised to consult their investment and tax consultants before taking any investment decisions based on this report.**

**Systematix Shares and Stocks (India) Limited:**

**Registered and Corporate address:** The Capital, A-wing, No. 603 – 606, 6th Floor, Plot No. C-70, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051

CIN - U65993MH1995PLC268414 | BSE SEBI Reg. No.: INZ000171134 (Member Code: 182) | NSE SEBI Reg. No.: INZ000171134 (Member Code: 11327) | MCX SEBI Reg. No.: INZ000171134 (Member Code: 56625) | NCDEX SEBI Reg. No.: INZ000171134 (Member Code: 1281) | Depository Participant SEBI Reg. No.: IN-DP-480-2020 (DP Id: 34600) | PMS SEBI Reg. No.: INP000002692 | Research Analyst SEBI Reg. No.: INH200000840 | Investment Advisor SEBI Reg. No.: INA000010414 | AMFI: ARN - 64917