

# Dr Reddy's Labs

**BSE SENSEX** 59,288  
**S&P CNX** 17,393



| Bloomberg             | DRRD IN     |
|-----------------------|-------------|
| Equity Shares (m)     | 166         |
| M.Cap.(INRb)/(USDb)   | 735.2 / 8.9 |
| 52-Week Range (INR)   | 4646 / 3655 |
| 1, 6, 12 Rel. Per (%) | 3/6/1       |
| 12M Avg Val (INR M)   | 2010        |

## Financials & Valuations (INR b)

| Y/E MARCH            | FY23E | FY24E | FY25E |
|----------------------|-------|-------|-------|
| Sales                | 235.1 | 272.4 | 302.8 |
| EBITDA               | 62.1  | 64.3  | 72.1  |
| Adj. PAT             | 41.3  | 41.4  | 46.1  |
| EBITDA Margin (%)    | 26.4  | 23.6  | 23.8  |
| Cons. Adj. EPS (INR) | 248.2 | 248.7 | 277.3 |
| EPS Gr. (%)          | 41.1  | 0.2   | 11.5  |
| BV/Sh. (INR)         | 1,387 | 1,612 | 1,864 |

## Ratios

|            |      |      |      |
|------------|------|------|------|
| Net D:E    | -0.4 | -0.5 | -0.7 |
| RoE (%)    | 19.6 | 16.6 | 16.0 |
| RoCE (%)   | 16.4 | 14.0 | 13.8 |
| Payout (%) | 8.8  | 10.1 | 9.1  |

## Valuations

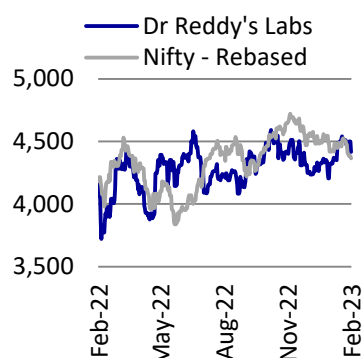
|                |      |      |      |
|----------------|------|------|------|
| P/E (x)        | 16.9 | 16.9 | 15.1 |
| EV/EBITDA (x)  | 10.4 | 9.7  | 8.1  |
| Div. Yield (%) | 0.5  | 0.5  | 0.5  |
| FCF Yield (%)  | 3.9  | 3.3  | 5.7  |
| EV/Sales (x)   | 2.7  | 2.3  | 1.9  |

## Shareholding pattern (%)

| As On    | Dec-22 | Sep-22 | Dec-21 |
|----------|--------|--------|--------|
| Promoter | 26.7   | 26.7   | 26.7   |
| DII      | 23.4   | 24.7   | 22.3   |
| FII      | 38.1   | 36.6   | 27.7   |
| Others   | 11.8   | 12.0   | 23.3   |

FII Includes depository receipts

## Stock performance (one-year)



**CMP: INR4,415** **TP: INR4,420** **Neutral**

## Mayne's portfolio to enhance DRRD's US generics offering

### Acquisition to increase DRRD's FY24 US sales by 9% YoY

- Dr. Reddy's Lab (DRRD) entered into a definitive agreement to acquire US prescription portfolio from Mayne pharma to enhance its offerings.
- Basis sales of USD110m (for 12M ending Jun'22) implies EV/sales of 1.2x.
- The acquired portfolio would increase US/consolidated sales by 9%/3% for DRRD over FY23. Assuming company-level margins for this portfolio, we expect modest impact on the earnings (0.5% each for FY24/FY25).
- Accordingly, we marginally upgrade our estimates and value DRRD on an SOTP basis (22x 12M forward earnings and add INR210 NPV of g-Revlimid) to arrive at a price target of INR4,420.
- Currently, this does not make a strong case for additional capital allocation for US generics, given the severe continued price erosion at the industry level. Further, we expect a moderate 5.7% earnings CAGR for DRRD over FY23-25. We reiterate our Neutral stance on the stock.

### Agreement details

- DRRD has entered into a definitive agreement with Mayne pharma to acquire US generic portfolio (sales: USD110m for 12M ending Jun'22) for USD90m with contingent payment of up to USD15m. The consideration toward inventory and credits for certain accrued channel liabilities to be determined on the closing date.
- The portfolio comprises 45 commercialized products and 40 approved non-marketed products. It included products focused on women's health.
- Mayne has received approval for high-value products, including hormonal vaginal ring, a birth control pill, and a cardiovascular product.

### Slow pace of ANDA approvals for Mayne over past three years

- The Hormonal Vaginal Ring (Ethinyl estradiol; etonogestrel) has four competitors in the US market.
- The other key products yet to be launched are g-Fentora, g-Natazia, and g-Prolensa. Mayne pharma is the authorized generic for Fentora (drug product patent expiry in CY24/CY28). Sandoz is the authorized generic for Natazia (drug product patent expiry in CY26). Prolensa's drug product/drug substance patent expires in CY25.
- The pace of ANDA approval has been slow since CY18. It received only three approvals in CY22.
- There has been at least five peers for products approved since CY18, implying reasonable competition in the base portfolio.

### Valuation and View

- We raise our EPS estimate by 0.5% each for FY24/FY25 to factor in addition of business from acquired portfolio. We continue to value DRRD at 22x 12M forward earnings and add INR210 NPV of g-Revlimid to arrive at a price target of INR4,420.

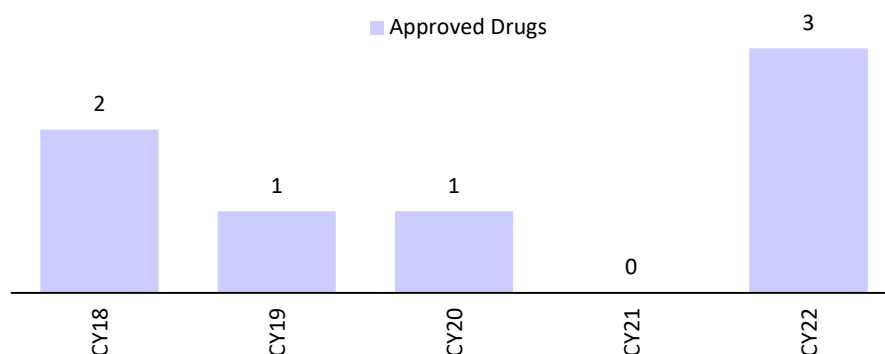
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**Investors are advised to refer through important disclosures made at the last page of the Research Report.**

Motilal Oswal research is available on [www.motilaloswal.com/Institutional-Equities](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

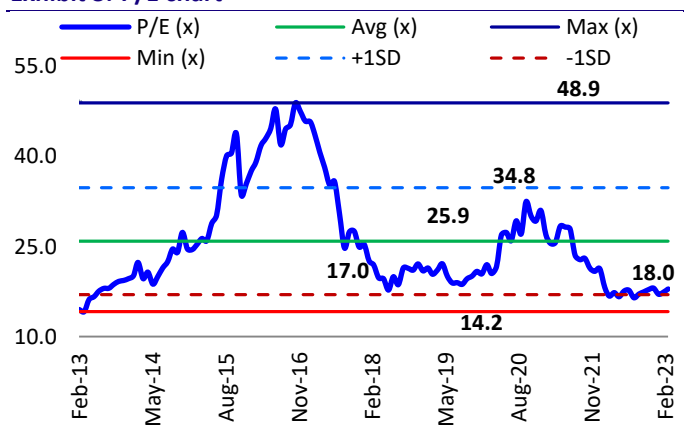
- The competition remains intense in US generics and the regulatory risk continues to be on the rise. The R&D investment remains elevated for complex products. Considering these factors, the outlook on return ratios is subdued over the medium term.
- The ANDA pipeline for the US market and product distribution in markets of DF/Russia remains promising. However, we expect moderation in earnings over FY23-25 and we reiterate our Neutral stance on the stock.

**Exhibit 1: ANDA Approval Trend for Mayne Pharma Group**

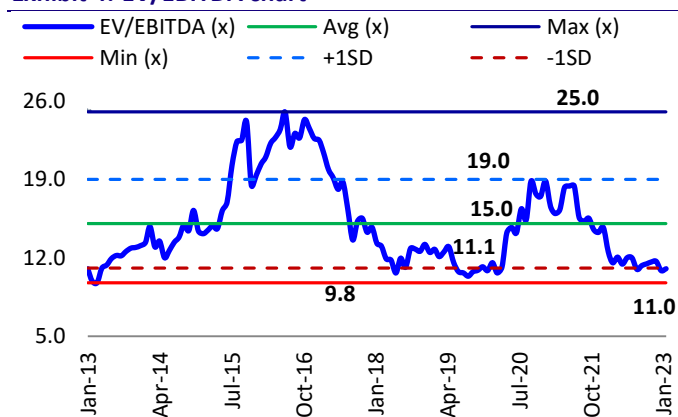
Source: MOFSL, Company

**Exhibit 2: Mayne Product Approval from CY18**

| Active Ingredient   | Strength                       | Approval Date | Remarks                                 |
|---|--------------------------------|---------------|---|
| Ethinyl estradiol; etonogestrel   | 0.015MG/24HR;<br>0.12MG/24HR   | Aug-22        | Amneal Pharma, Teva Pharma, Organon USA |
| Diltiazem hydrochloride   | 60MG                           | May-22        | High                                    |
| Morphine sulfate  | 15MG                           | Jan-22        | High                                    |
| Chlorzoxazone   | 375MG                          | Jul-20        | High                                    |
| Acetaminophen; butalbital; caffeine   | 300MG; 50MG; 40MG              | Dec-19        | High                                    |
| Brompheniramine maleate; dextromethorphan hydrobromide; pseudoephedrine hydrochloride | 2MG/5ML; 10MG/5ML;<br>30MG/5ML | Dec-18        | High                                    |
| Methylphenidate hydrochloride   | 10MG                           | Feb-18        | High                                    |

**Exhibit 3: P/E chart**

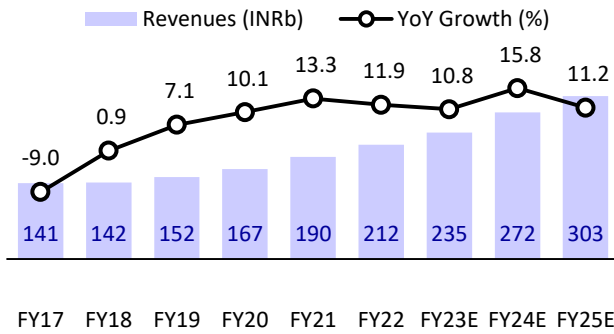
Source: MOFSL, Company, Bloomberg

**Exhibit 4: EV/EBITDA chart**

Source: MOFSL, Company, Bloomberg

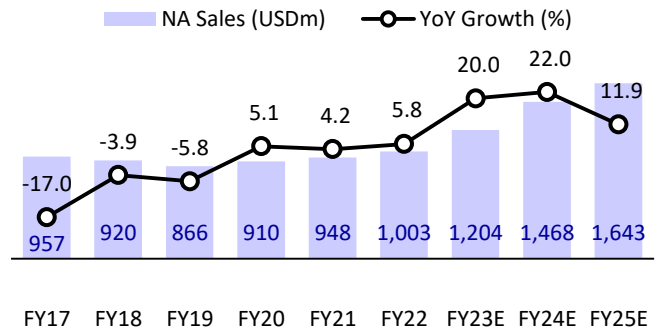
## Story in charts

**Exhibit 5: Expect sales CAGR of ~13.5% over FY23–25**



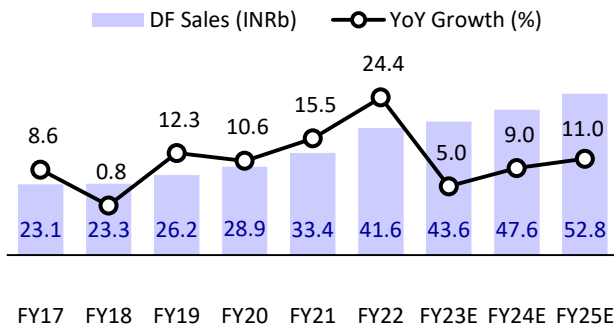
Source: Company, MOFSL

**Exhibit 6: NA sales to see ~16.8% CAGR over FY23–25**



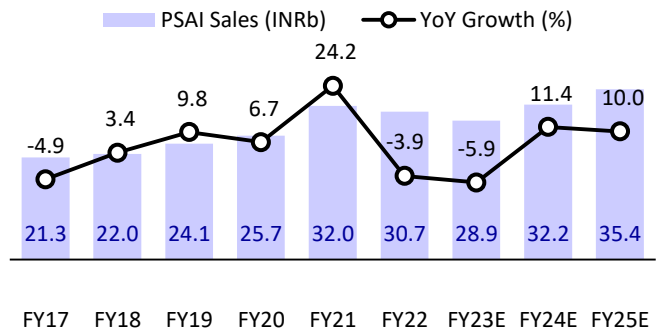
Source: Company, MOFSL

**Exhibit 7: Expect DF sales to exhibit 10% CAGR over FY23–25**



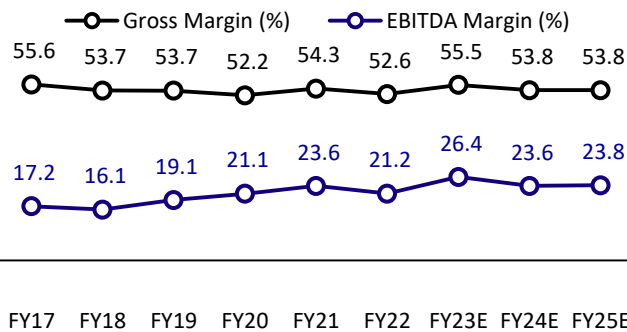
Source: Company, MOFSL

**Exhibit 8: PSAI to see 11% sales CAGR over FY23–25**



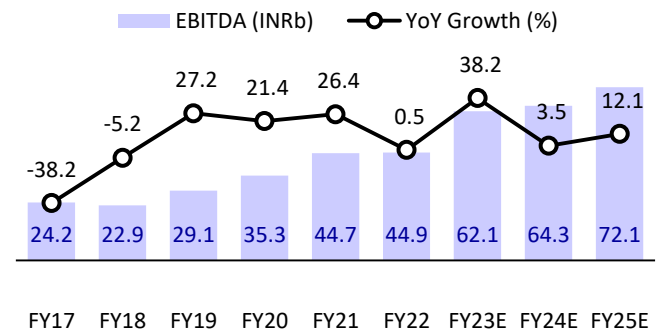
Source: Company, MOFSL

**Exhibit 9: EBITDA margin to contract 260bp over FY23–25**



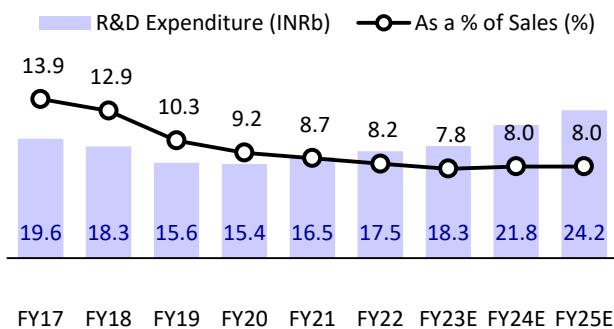
Source: Company, MOFSL

**Exhibit 10: Expect EBITDA CAGR of ~7.7% over FY23–25**



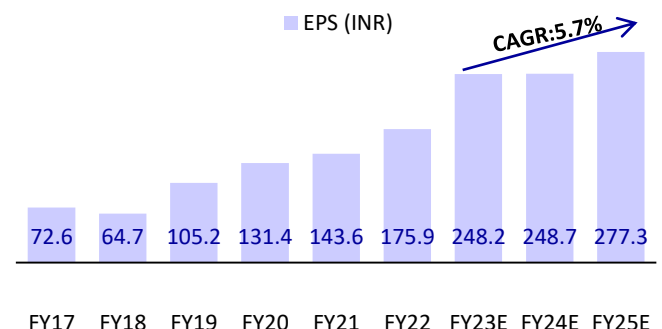
Source: Company, MOFSL

**Exhibit 11: R&D expense to settle at ~8% of sales by FY25**



Source: Company, MOFSL

**Exhibit 12: Expect EPS CAGR of 5.7% over FY23–25**



Source: Company, MOFSL

## Financials and valuations

| Income Statement             |                 |                 |                 |                 |                 |                 |                 |                 | (INR m)         |
|------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Y/E March                    | FY17            | FY18            | FY19            | FY20            | FY21            | FY22            | FY23E           | FY24E           | FY25E           |
| <b>Net Sales</b>             | <b>1,40,809</b> | <b>1,42,028</b> | <b>1,52,051</b> | <b>1,67,400</b> | <b>1,89,722</b> | <b>2,12,227</b> | <b>2,35,132</b> | <b>2,72,363</b> | <b>3,02,753</b> |
| Change (%)                   | -9.0            | 0.9             | 7.1             | 10.1            | 13.3            | 11.9            | 10.8            | 15.8            | 11.2            |
| Total Expenditure            | 1,16,654        | 1,19,137        | 1,22,938        | 1,32,058        | 1,45,038        | 1,67,306        | 1,73,057        | 2,08,085        | 2,30,698        |
| <b>EBITDA</b>                | <b>24,155</b>   | <b>22,891</b>   | <b>29,113</b>   | <b>35,342</b>   | <b>44,684</b>   | <b>44,921</b>   | <b>62,075</b>   | <b>64,278</b>   | <b>72,055</b>   |
| Change (%)                   | -38.2           | -5.2            | 27.2            | 21.4            | 26.4            | 0.5             | 38.2            | 3.5             | 12.1            |
| Margin (%)                   | 17.2            | 16.1            | 19.1            | 21.1            | 23.6            | 21.2            | 26.4            | 23.6            | 23.8            |
| Depreciation & Amort.        | 11,722          | 11,762          | 11,980          | 12,472          | 12,798          | 11,825          | 12,697          | 14,163          | 15,743          |
| Net Interest Exp             | 0               | 817             | 1,163           | 983             | -1,653          | -2,119          | -2,015          | -2,447          | -2,332          |
| One-off (Gains)/Losses       | 0               | 0               | -1,800          | 7,718           | 7,700           | 6,381           | -5,445          | 0               | 0               |
| <b>PBT before EO Expense</b> | <b>14,653</b>   | <b>14,341</b>   | <b>22,443</b>   | <b>25,749</b>   | <b>35,001</b>   | <b>38,679</b>   | <b>52,992</b>   | <b>54,462</b>   | <b>60,545</b>   |
| Change (%)                   | -46.0           | -2.1            | 56.5            | 14.7            | 35.9            | 10.5            | 37.0            | 2.8             | 11.2            |
| <b>PBT after EO Expense</b>  | <b>14,653</b>   | <b>14,341</b>   | <b>22,443</b>   | <b>18,033</b>   | <b>27,298</b>   | <b>32,298</b>   | <b>58,437</b>   | <b>54,462</b>   | <b>60,545</b>   |
| Tax                          | 2,614           | 4,535           | 3,648           | -1,466          | 9,175           | 8,730           | 13,248          | 13,071          | 14,410          |
| Tax Rate (%)                 | 17.8            | 31.6            | 16.3            | -8.1            | 33.6            | 27.0            | 22.7            | 24.0            | 23.8            |
| <b>Reported PAT</b>          | <b>12,039</b>   | <b>9,806</b>    | <b>18,795</b>   | <b>19,499</b>   | <b>18,123</b>   | <b>23,568</b>   | <b>45,189</b>   | <b>41,391</b>   | <b>46,135</b>   |
| <b>Adjusted Net Profit</b>   | <b>12,039</b>   | <b>10,736</b>   | <b>17,459</b>   | <b>21,807</b>   | <b>23,834</b>   | <b>29,265</b>   | <b>41,294</b>   | <b>41,391</b>   | <b>46,135</b>   |
| Change (%)                   | -46.7           | -10.8           | 62.6            | 24.9            | 9.3             | 22.8            | 41.1            | 0.2             | 11.5            |
| Margin (%)                   | 8.5             | 7.6             | 11.5            | 13.0            | 12.6            | 13.8            | 17.6            | 15.2            | 15.2            |

| Balance Sheet                      |                 |                 |                 |                 |                 |                 |                 |                 | (INR m)         |
|------------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Y/E March                          | FY17            | FY18            | FY19            | FY20            | FY21            | FY22            | FY23E           | FY24E           | FY25E           |
| Equity Share Capital               | 829             | 830             | 830             | 830             | 830             | 832             | 832             | 832             | 832             |
| Reserves                           | 1,21,792        | 1,24,886        | 1,39,406        | 1,55,158        | 1,75,587        | 1,89,695        | 2,29,926        | 2,67,338        | 3,09,295        |
| <b>Net Worth</b>                   | <b>1,22,621</b> | <b>1,25,716</b> | <b>1,40,236</b> | <b>1,55,988</b> | <b>1,76,417</b> | <b>1,90,527</b> | <b>2,30,758</b> | <b>2,68,170</b> | <b>3,10,127</b> |
| Loans                              | 49,075          | 50,651          | 34,125          | 17,836          | 29,444          | 33,845          | 32,845          | 31,845          | 30,845          |
| Deferred Liabilities/Tax           | -5,164          | -3,455          | -3,844          | -12,179         | -10,397         | -12,721         | -12,721         | -12,721         | -12,721         |
| <b>Capital Employed</b>            | <b>1,66,532</b> | <b>1,72,912</b> | <b>1,70,517</b> | <b>1,61,645</b> | <b>1,95,464</b> | <b>2,11,651</b> | <b>2,50,882</b> | <b>2,87,294</b> | <b>3,28,251</b> |
| Gross Block                        | 92,605          | 99,286          | 1,15,385        | 1,26,148        | 1,43,664        | 1,60,797        | 1,57,300        | 1,64,663        | 1,72,025        |
| Less: Accum. Deprn.                | 42,324          | 49,553          | 61,533          | 74,005          | 86,803          | 98,628          | 1,11,325        | 1,25,488        | 1,41,231        |
| <b>Net Fixed Assets</b>            | <b>56,376</b>   | <b>57,411</b>   | <b>53,852</b>   | <b>52,143</b>   | <b>56,861</b>   | <b>62,169</b>   | <b>45,975</b>   | <b>39,175</b>   | <b>30,794</b>   |
| Investments                        | 26,317          | 28,935          | 30,769          | 33,264          | 33,115          | 38,393          | 38,393          | 38,393          | 38,393          |
| Goodwill/Intangibles               | 46,176          | 46,974          | 47,393          | 31,711          | 40,847          | 31,664          | 31,664          | 31,664          | 31,664          |
| <b>Curr. Assets</b>                | <b>82,512</b>   | <b>86,718</b>   | <b>88,325</b>   | <b>1,02,936</b> | <b>1,24,659</b> | <b>1,51,647</b> | <b>1,78,173</b> | <b>2,34,070</b> | <b>2,89,037</b> |
| Inventory                          | 28,528          | 29,089          | 33,579          | 35,067          | 45,412          | 50,884          | 50,747          | 66,062          | 73,433          |
| Account Receivables                | 38,196          | 40,696          | 39,982          | 52,015          | 49,759          | 66,818          | 60,259          | 75,248          | 83,644          |
| Cash and Bank Balance              | 3,865           | 2,638           | 2,228           | 2,053           | 14,829          | 14,852          | 48,356          | 68,248          | 1,04,712        |
| Others                             | 11,923          | 14,295          | 12,536          | 13,801          | 14,659          | 19,093          | 18,811          | 24,513          | 27,248          |
| <b>Curr. Liability &amp; Prov.</b> | <b>44,849</b>   | <b>47,126</b>   | <b>49,822</b>   | <b>58,409</b>   | <b>60,018</b>   | <b>72,222</b>   | <b>43,323</b>   | <b>56,008</b>   | <b>61,637</b>   |
| Account Payables                   | 10,569          | 13,345          | 13,671          | 15,248          | 18,109          | 25,572          | 15,800          | 20,259          | 22,519          |
| Other Current Liabilities          | 34,280          | 33,781          | 36,151          | 43,161          | 41,909          | 46,650          | 27,523          | 35,749          | 39,118          |
| <b>Net Current Assets</b>          | <b>37,663</b>   | <b>39,592</b>   | <b>38,503</b>   | <b>44,527</b>   | <b>64,641</b>   | <b>79,425</b>   | <b>1,34,850</b> | <b>1,78,062</b> | <b>2,27,400</b> |
| <b>Appl. of Funds</b>              | <b>1,66,532</b> | <b>1,72,912</b> | <b>1,70,517</b> | <b>1,61,645</b> | <b>1,95,464</b> | <b>2,11,651</b> | <b>2,50,882</b> | <b>2,87,294</b> | <b>3,28,251</b> |

## Financials and valuations

### Ratios

| Y/E March                     | FY17        | FY18        | FY19         | FY20         | FY21         | FY22         | FY23E        | FY24E        | FY25E        |
|-------------------------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>EPS</b>                    | <b>72.6</b> | <b>64.7</b> | <b>105.2</b> | <b>131.4</b> | <b>143.6</b> | <b>175.9</b> | <b>248.2</b> | <b>248.7</b> | <b>277.3</b> |
| Cash EPS                      | 143.3       | 135.5       | 177.3        | 206.5        | 220.7        | 246.9        | 324.5        | 333.9        | 371.9        |
| BV/Share                      | 739.6       | 757.3       | 844.8        | 939.7        | 1,062.8      | 1,145.0      | 1,386.8      | 1,611.6      | 1,863.7      |
| DPS                           | 20.0        | 20.0        | 20.0         | 23.6         | 25.0         | 20.4         | 20.4         | 21.5         | 21.5         |
| Payout (%)                    | 33.1        | 40.7        | 21.3         | 23.5         | 26.8         | 16.9         | 8.8          | 10.1         | 9.1          |
| <b>Valuation (x)</b>          |             |             |              |              |              |              |              |              |              |
| P/E                           | 57.8        | 64.9        | 39.9         | 32.0         | 29.3         | 23.9         | 16.9         | 16.9         | 15.1         |
| PEG (x)                       | NA          | -6          | 1            | 1            | 3            | 1.0          | 0.4          | 71.8         | 1.3          |
| P/BV                          | 5.7         | 5.5         | 5.0          | 4.5          | 4.0          | 3.7          | 3.0          | 2.6          | 2.3          |
| EV/Sales                      | 5.1         | 5.0         | 4.6          | 4.1          | 3.6          | 3.2          | 2.7          | 2.3          | 1.9          |
| EV/EBITDA                     | 29.6        | 31.3        | 24.0         | 19.2         | 15.2         | 15.1         | 10.4         | 9.7          | 8.1          |
| Dividend Yield (%)            | 0.5         | 0.5         | 0.5          | 0.6          | 0.6          | 0.5          | 0.5          | 0.5          | 0.5          |
| <b>Return Ratios (%)</b>      |             |             |              |              |              |              |              |              |              |
| ROIC                          | 8.9         | 5.8         | 10.8         | 21.9         | 17.0         | 18.0         | 24.8         | 23.6         | 24.9         |
| RoE                           | 9.7         | 8.6         | 13.1         | 14.7         | 14.3         | 16.0         | 19.6         | 16.6         | 16.0         |
| RoCE                          | 6.4         | 4.8         | 8.9          | 17.4         | 11.8         | 12.3         | 16.4         | 14.0         | 13.8         |
| <b>Working Capital Ratios</b> |             |             |              |              |              |              |              |              |              |
| Fixed Asset Turnover (x)      | 1.6         | 1.5         | 1.4          | 1.4          | 1.4          | 1.4          | 1.5          | 1.7          | 1.8          |
| Debtor (Days)                 | 103         | 101         | 97           | 100          | 98           | 100          | 99           | 91           | 96           |
| Inventory (Days)              | 70          | 74          | 75           | 75           | 77           | 83           | 79           | 78           | 84           |
| <b>Leverage Ratio</b>         |             |             |              |              |              |              |              |              |              |
| Net Debt/Equity (x)           | 0.1         | 0.1         | 0.0          | -0.1         | -0.2         | -0.2         | -0.4         | -0.5         | -0.7         |

### Cash Flow Statement

(INR m)

| Y/E March                      | FY17           | FY18           | FY19           | FY20           | FY21           | FY22           | FY23E         | FY24E         | FY25E           |
|--------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|---------------|-----------------|
| Op. Profit/(Loss) before Tax   | 14,653         | 14,341         | 22,443         | 25,749         | 35,001         | 38,679         | 52,992        | 54,462        | 60,545          |
| Depreciation                   | 11,722         | 11,762         | 11,980         | 12,472         | 12,798         | 11,825         | 12,697        | 14,163        | 15,743          |
| Interest/Dividends Recd.       | -2,220         | -4,029         | -6,473         | 4,839          | 6,238          | 2,917          | -7,045        | -1,901        | -1,901          |
| Direct Taxes Paid              | -2,614         | -4,535         | -3,648         | 1,466          | -9,175         | -8,730         | -13,248       | -13,071       | -14,410         |
| (Inc)/Dec in WC                | -192           | -3,156         | 679            | -6,199         | -7,338         | -14,761        | -21,921       | -23,320       | -12,873         |
| <b>CF from Operations</b>      | <b>21,349</b>  | <b>14,383</b>  | <b>24,981</b>  | <b>38,327</b>  | <b>37,524</b>  | <b>29,930</b>  | <b>23,475</b> | <b>30,333</b> | <b>47,104</b>   |
| EO Expense                     | 0              | 0              | 0              | 0              | -6,105         | -4,559         | 0             | 0             | 0               |
| <b>CF from Operations</b>      | <b>21,444</b>  | <b>18,030</b>  | <b>28,704</b>  | <b>38,542</b>  | <b>43,629</b>  | <b>34,489</b>  | <b>23,475</b> | <b>30,333</b> | <b>47,104</b>   |
| (inc)/dec in FA                | -40,922        | -13,595        | -8,840         | 4,919          | -26,652        | -7,950         | 3,497         | -7,363        | -7,363          |
| <b>Free Cash Flow</b>          | <b>-19,573</b> | <b>788</b>     | <b>16,141</b>  | <b>43,246</b>  | <b>10,872</b>  | <b>21,980</b>  | <b>26,972</b> | <b>22,970</b> | <b>39,742</b>   |
| (Pur)/Sale of Investments      | 17,757         | 1,411          | 2,839          | -2,495         | 149            | -5,278         | 0             | 0             | 0               |
| <b>CF from Investments</b>     | <b>-18,404</b> | <b>-14,883</b> | <b>-7,727</b>  | <b>-4,923</b>  | <b>-26,503</b> | <b>-26,387</b> | <b>3,497</b>  | <b>-7,363</b> | <b>-7,363</b>   |
| Change in net worth            | -11,130        | -2,719         | -273           | 835            | 1,653          | -5,479         | -979          | 199           | 0               |
| (Inc)/Dec in Debt              | 15,672         | 1,576          | -16,526        | -16,289        | 11,608         | 4,401          | -1,000        | -1,000        | -1,000          |
| Other Items                    | -4,248         | 695            | -525           | -5,123         | -12,954        | 9,016          | 1,098         | 1,098         | 1,098           |
| Dividend Paid                  | -3,986         | -3,992         | -4,002         | -4,582         | -4,852         | -3,979         | -3,877        | -4,076        | -4,076          |
| <b>CF from Fin. Activity</b>   | <b>-3,692</b>  | <b>-4,440</b>  | <b>-21,326</b> | <b>-25,159</b> | <b>-4,545</b>  | <b>3,959</b>   | <b>-4,758</b> | <b>-3,779</b> | <b>-3,978</b>   |
| <b>Inc/Dec of Cash</b>         | <b>-652</b>    | <b>-1,293</b>  | <b>-349</b>    | <b>8,460</b>   | <b>12,581</b>  | <b>12,061</b>  | <b>22,214</b> | <b>19,191</b> | <b>35,763</b>   |
| Add: Beginning Balance         | 4,921          | 3,865          | 2,638          | 2,228          | 2,053          | 14,829         | 14,852        | 48,356        | 68,248          |
| <b>Closing Balance</b>         | <b>4,269</b>   | <b>2,572</b>   | <b>2,289</b>   | <b>10,688</b>  | <b>14,634</b>  | <b>26,890</b>  | <b>37,066</b> | <b>67,547</b> | <b>1,04,011</b> |
| FX impact net of bank balances | -404           | 66             | -61            | -8,635         |                | -12,038        | 11,290        | 701           | 701             |
| <b>Closing Balance</b>         | <b>3,865</b>   | <b>2,638</b>   | <b>2,228</b>   | <b>2,053</b>   | <b>14,829</b>  | <b>14,852</b>  | <b>48,356</b> | <b>68,248</b> | <b>1,04,712</b> |

E: MOSL Estimates

## NOTES



| Explanation of Investment Rating |  |
|----------------------------------|--|
| Investment Rating                | Expected return (over 12-month)  |
| BUY                              | >=15%  |
| SELL                             | < - 10%  |
| NEUTRAL                          | < - 10 % to 15%  |
| UNDER REVIEW                     | Rating may undergo a change  |
| NOT RATED                        | We have forward looking estimates for the stock but we refrain from assigning recommendation |

\*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

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