MOTILAL OSWAL FINANCIAL SERVICES



# Mahindra Logistics

| | |
|---|---|
| Estimate change | ↑ |
| TP change | ↑ |
| Rating change | ↔ |

| | |
|---|---|
| Bloomberg | MAHLOG IN |
| Equity Shares (m) | 72 |
| M.Cap.(INRb)/(USDb) | 32.5 / 0.4 |
| 52-Week Range (INR) | 493 / 347 |
| 1, 6, 12 Rel. Per (%) | 9/6/-8 |
| 12M Avg Val (INR M) | 132 |

**Financial Snapshot (INR b)**

| Y/E MARCH | FY24 | FY25E | FY26E |
|---|---|---|---|
| Sales | 55.1 | 67.6 | 83.9 |
| EBITDA | 2.3 | 3.2 | 4.3 |
| Adj. PAT | -0.6 | 0.5 | 1.3 |
| EBITDA Margin (%) | 4.2 | 4.7 | 5.1 |
| Adj. EPS (INR) | -8.2 | 6.4 | 18.0 |
| EPS Gr. (%) | -322.8 | -177.7 | 183.7 |
| BV/Sh. (INR) | 68.8 | 72.7 | 88.2 |
| **Ratios** | | | |
| Net D:E | 0.5 | 0.2 | 0.0 |
| RoE (%) | -11.0 | 8.8 | 22.0 |
| RoCE (%) | 7.5 | 10.6 | 19.6 |
| Payout (%) | -28.7 | 39.3 | 13.9 |
| **Valuations** | | | |
| P/E (x) | NA | 70.9 | 25.0 |
| P/BV (x) | 6.6 | 6.2 | 5.1 |
| EV/EBITDA(x) | 15.3 | 10.4 | 7.5 |
| Div. Yield (%) | 0.6 | 0.6 | 0.6 |
| FCF Yield (%) | 6.8 | 6.4 | 4.1 |

**Shareholding pattern (%)**

| As On | Mar-24 | Dec-23 | Mar-23 |
|---|---|---|---|
| Promoter | 58.0 | 58.0 | 58.1 |
| DII | 17.4 | 15.7 | 18.7 |
| FII | 5.8 | 5.9 | 11.6 |
| Others | 18.8 | 20.3 | 11.7 |

FII Includes depository receipts

**CMP: INR451 TP: INR420 (-7%) Neutral**

## In-line performance; improved Express performance enhances EBITDA

- Mahindra Logistics (MLL)'s 4QFY24 revenue grew by ~14% YoY to INR14.5b (in line). EBITDA margin came in at 3.9% (in line), down 100bp YoY and up 20bp QoQ. EBITDA decreased 11% YoY to INR566m (in line). MLL posted a net loss of INR128m vs. INR8m in 4QFY23 (our estimate of INR6m loss).
- EBITDA was impacted by one-time charges relating to IT integration and provisions. APAT was hit by higher tax outgo. Losses in the Express business narrowed as capacity utilization improved in 4Q.
- The 4Q performance was largely in line with our estimates. Going forward, Express business losses are expected to decline as volumes improve, which should result in improvement in overall EBITDA for MLL. Strong order intake in the 3PL business should also support growth in the near to medium term. We marginally increase our FY26 EBITDA/PAT estimates by 2%/6% on an improved earnings outlook. We estimate a CAGR of 23%/37% in revenue/EBITDA over FY24-26. We reiterate our Neutral rating with a revised TP of INR420 (premised on 23x FY26E EPS).

### Higher utilization in Express business improves EBITDA; targets EBITDA breakeven by 1HFY25 end

- B2B Express business (Rivigo) reported revenue of INR972m (-7% YoY) and EBITDA loss of INR148m (vs. EBITDA loss of INR224m in 4QFY23). Express business has ramped up its capacity utilization to 80%. A pickup in volumes and the benefits of network redesigning boosted EBITDA.
- The Express industry is expected to face challenges in the near term due to slow activity at ground level.
- The management remains optimistic about achieving EBITDA breakeven by the end of 1HFY25, and PAT breakeven is anticipated by the end of FY25.

### Highlights from the management commentary

- Supply Chain Management (SCM) recorded revenues of ~INR13.7b (up 14.6% YoY) and EBIT loss of INR114m. Enterprise Mobility Services (EMS) reported revenues of INR784m (up 3.9% YoY) and EBIT of ~INR21.5m.
- In 4QFY24, the 3PL Contract Logistics business grew 15% YoY. Some operations faced higher start-up and manpower costs. However, order intake was strong at ~INR1.6b, with a focus on speeding up execution. One-time charges impacted the PAT of the 3PL business.
- In the B2B Express business, service levels are on track. The focus is on cost and network optimization, particularly load optimization in the south and east regions. Rivigo's focus on improving capacity utilization and sales efforts in 4Q led to margin improvement QoQ, with tonnage growth at 3.5% in 4Q.

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**MotilalOswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.**

## Valuation and view

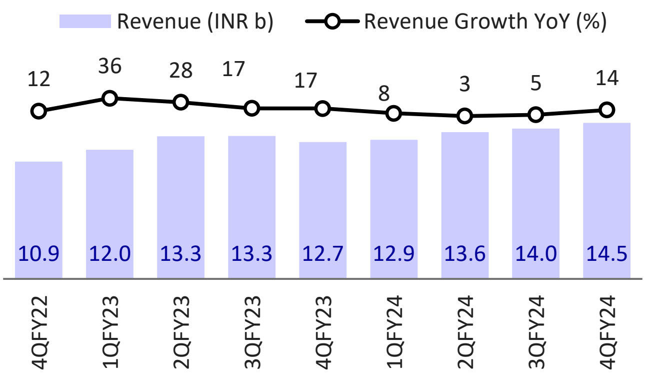
- With improvement in capacity utilization in the B2B Express business and strong order intake in 3PL, the growth outlook seems promising in the long term.
- We marginally increase our FY 26 EBITDA/PAT estimates 2%/6% on an improved earnings outlook. We estimate a CAGR of 23%/37% in revenue/EBITDA over FY24-26. We reiterate our Neutral rating with a revised TP of INR420 (premised on 23x FY26E EPS).

**Quarterly snapshot** INR m

| Y/E March (INR m) | FY23 | | | | FY24 | | | | FY23 | FY24 | FY24 | Var. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | | | 4QE | vs Est |
| **Net Sales** | **11,999** | **13,263** | **13,296** | **12,725** | **12,932** | **13,648** | **13,972** | **14,508** | **51,283** | **55,060** | **14,504** | **0** |
| YoY Change (%) | 35.9 | 28.4 | 17.0 | 16.9 | 7.8 | 2.9 | 5.1 | 14.0 | 23.8 | 7.4 | 14.0 | |
| **EBITDA** | **657** | **676** | **627** | **637** | **666** | **536** | **522** | **566** | **2,598** | **2,290** | **584** | **(3)** |
| Margins (%) | 5.5 | 5.1 | 4.7 | 5.0 | 5.2 | 3.9 | 3.7 | 3.9 | 5.1 | 4.2 | 4.0 | |
| YoY Change (%) | 61.8 | 43.8 | 38.4 | 23.8 | 1.4 | -20.7 | -16.8 | -11.2 | 41.0 | -11.8 | -8.3 | |
| Depreciation | 409 | 436 | 498 | 553 | 545 | 518 | 515 | 513 | 1,895 | 2,090 | 531 | |
| Interest | 89 | 107 | 150 | 169 | 178 | 165 | 164 | 174 | 516 | 682 | 161 | |
| Other Income | 31 | 34 | 56 | 38 | 62 | 66 | 23 | 29 | 159 | 179 | 69 | |
| **PBT before EO Items** | **190** | **167** | **36** | **-46** | **6** | **-82** | **-134** | **-92** | **345** | **-302** | **-40** | |
| Extra-Ord expense | 0 | 0 | 0 | 0 | 0 | 0 | -38 | 0 | 0 | 38 | 0 | |
| **PBT** | **190** | **167** | **36** | **-46** | **6** | **-82** | **-96** | **-92** | **345** | **-340** | **-40** | |
| Tax | 53 | 47 | 19 | -48 | 89 | 73 | 68 | 27 | 71 | 257 | -10 | |
| Rate (%) | 28.1 | 28.5 | 53.0 | 104.3 | 1,556.1 | -89.2 | -71.4 | -29.2 | 20.6 | -75.5 | 25.2 | |
| **PAT before MI, Associates** | **136** | **119** | **17** | **2** | **-83** | **-155** | **-164** | **-119** | **274** | -597 | -29.6 | |
| Share of associates/ MI | -1 | 3 | -3 | -10 | -3 | -5 | -10 | -9 | -11 | -27 | 23 | |
| **Reported PAT** | **135** | **122** | **14** | **-8** | **-85.5** | **-159** | **-174** | **-128** | **263** | **-624** | **-6** | |
| **Adj PAT** | **135** | **122** | **14** | **-8** | **-85.5** | **-159** | **-212** | **-128** | **263** | **-586** | **-6** | **NM** |
| YoY Change (%) | 310.9 | 132.2 | -21.5 | -111.1 | NA | PL | PL | NA | 49.7 | -322.8 | -23.5 | |
| Margins (%) | 1.1 | 0.9 | 0.1 | -0.1 | -0.7 | -1.2 | -1.5 | -0.9 | 0.5 | -1.1 | 0.0 | |

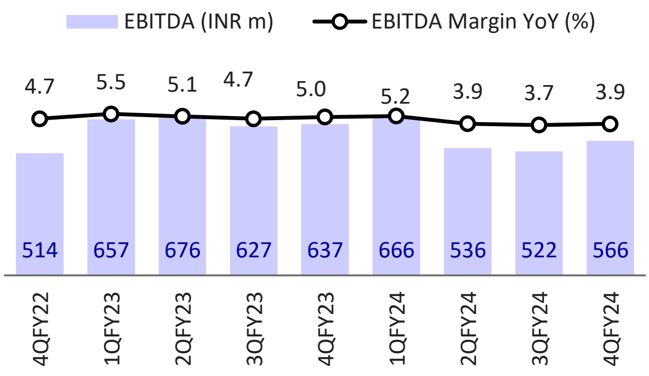
# Result in charts: 4Q FY24

**Exhibit 1: Revenue grew 14% YoY**



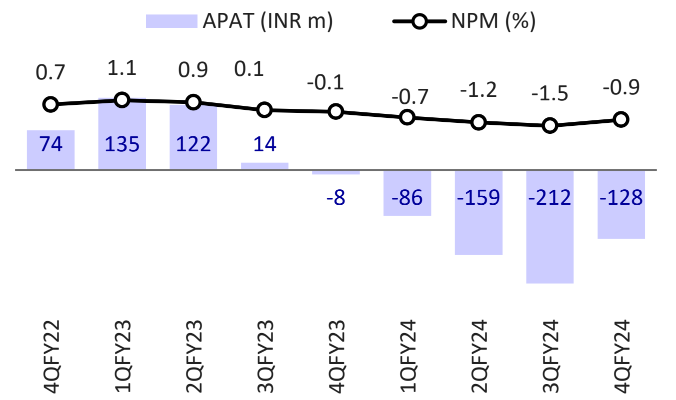

Source: Company, MOFSL

**Exhibit 2: YoY EBITDA margin hit by losses in MLL Express business (Rivigo)**



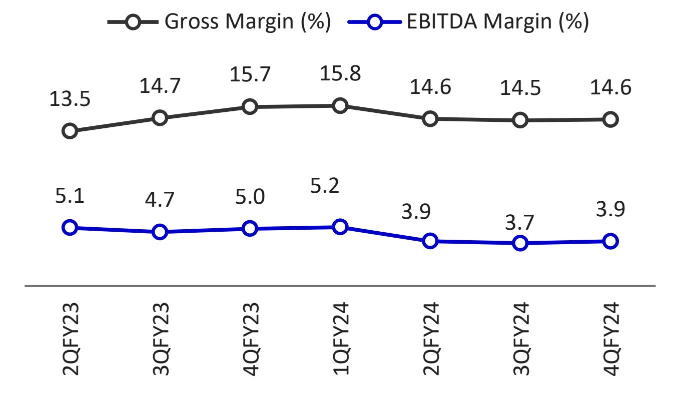

Source: Company, MOFSL

**Exhibit 3: Weak operating performance dragged profitability**



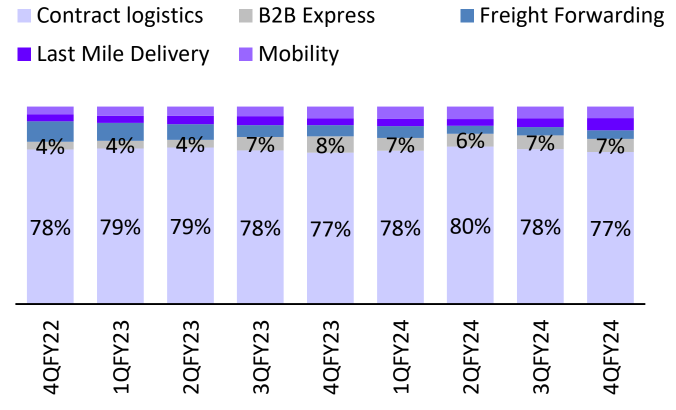

Source: Company, MOFSL

**Exhibit 4: Gross margin flat QoQ**



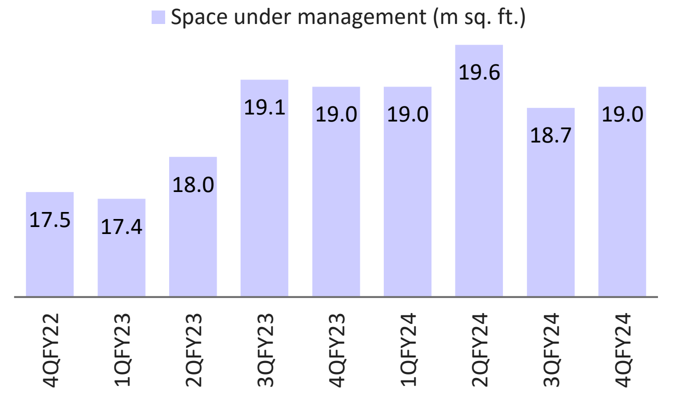

Source: Company, MOFSL

**Exhibit 5: Contract logistics and Express formed ~85% of revenue**




Source: Company, MOFSL

**Exhibit 6: Space under management**




Source: Company, MOFSL


## Highlights from the management commentary

### Business update

- 4Q saw an uptick in volume recovery and growth, with positive momentum seen across businesses, particularly in the 3PL and EMS segments.
- The SCM and EMS segments contributed 95% and 5%, respectively, to the company's total revenue in 4QFY24. SCM recorded revenues of ~INR13.7b (up 14.6% YoY) and EBIT loss of INR114m.
- EMS reported revenues of INR784m (up 3.9% YoY) and EBIT of ~INR21.5m. In the Mobility business, there is a shift toward using multiple vendors for airport services, with a priority given to EVs. There is also a focus on cost optimization through digitization and leveraging resources across the entire chain.
- Automotive segment (Mahindra and non-Mahindra) contributed 60% of revenue in 4Q, while the remaining 40% came from non-automotive segment.
- In 4Q, the 3PL business grew 15% YoY. Some operations faced higher start-up and manpower costs. However, order intake was strong at ~INR 1.6b, with a focus on speeding up execution. One-time charges impacted the PAT of the 3PL business.
- The IT transition also had a one-time impact of INR20m at the PAT level. Other expenses in the standalone business increased, largely due to one-time charges.

- MLL achieved 75,000 tons in volumes in 4Q, slightly below the target in the Express business.
- In 4QFY24, Freight Forwarding reported revenue of INR630m (down 14% YoY). The business was hurt by geopolitical movements, affecting cross-border prices. There was a mixed impact on volumes, with air volumes remaining flat and a recovery seen in ocean volumes QoQ.
- Express Logistics posted revenue of INR972m (down 8% YoY). In the B2B express business, service levels are on track. There is a focus on cost and network optimization, particularly load optimization in the south and east regions. Rivigo's focus on improving capacity utilization and sales efforts in 4Q led to a marginal improvement on a QoQ basis, with tonnage growth at 3.5%.
- Last-mile delivery reported revenue of INR910m (up 107% YoY and 50% QoQ). The management focuses on growing the non-ecommerce business and optimizing fleet utilization.
- The warehousing business has been affected by higher start-up costs and unused space, but it is expected to stabilize in the next two quarters.

## Other highlights

- Excluding one-time charges in FY24, earnings from core 3PL and other businesses were stable or improving. The completion of the second tranche of investment in Zip Zap Logistics will help the company consolidate further and offer a wider range of services for last-mile delivery and micro-fulfillment.
- For MLL Express business, EBITDA breakeven is expected by the end of 1HFY25, and PAT breakeven is anticipated by the end of FY25.
- Express business has ramped up its capacity utilization to 80%. There would be a further pick-up in utilization levels as networks have been redesigned.
- For the Express industry, 1HFY25 is expected to be challenging due to the expectation of slow activity at ground level.
- Warehouse space under management stood at 19.6m sq. ft. in the 3PL business, and the company’s multi-client warehousing expansion is progressing as planned.

## Future growth

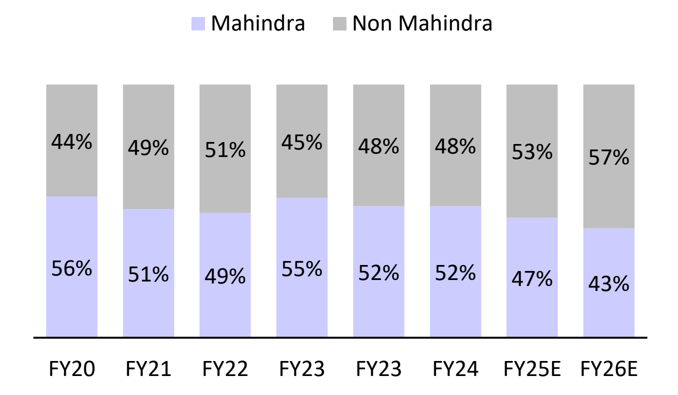
- The management remained optimistic regarding robust growth, fueled by order intake across businesses and ongoing enhancements in the Express business.
- MLL aims for revenue of INR100b and RoE of 18% by FY26, with a focus on growing the 3PL business in the mid-teens. This involves generating INR65b of revenue from the 3PL business as well as rapidly expanding its network services.

**Exhibit 7: Revised estimates**

| (INR m) | FY25E | | | FY26E | | |
|---|---|---|---|---|---|---|
| | Rev | Old | Chg(%) | Rev | Old | Chg(%) |
| Net Sales | 67,597 | 67,101 | **1** | 83,939 | 82,738 | **1** |
| EBITDA | 3,186 | 3,181 | **0** | 4,319 | 4,221 | **2** |
| **EBITDA Margin(%)** | **4.7** | **4.7** | -3 | **5.1** | **5.1** | 4 |
| PAT | 455 | 506 | **-10** | 1,291 | 1,224 | **6** |
| **EPS (INR)** | **6.4** | **7.1** | **-10** | **18.0** | **17.1** | **6** |

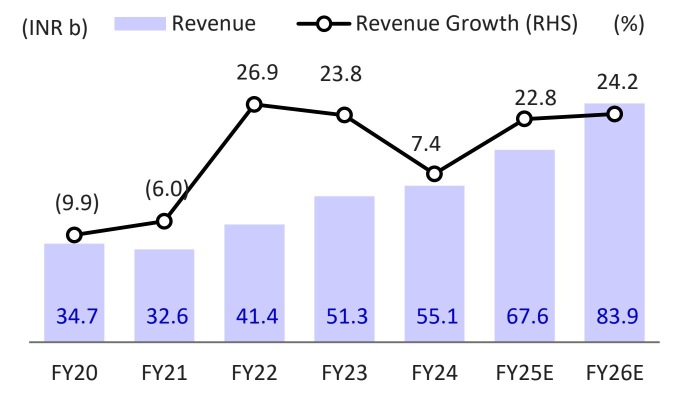
# Financial story in charts

### Exhibit 8: Non-MM's share to increase gradually



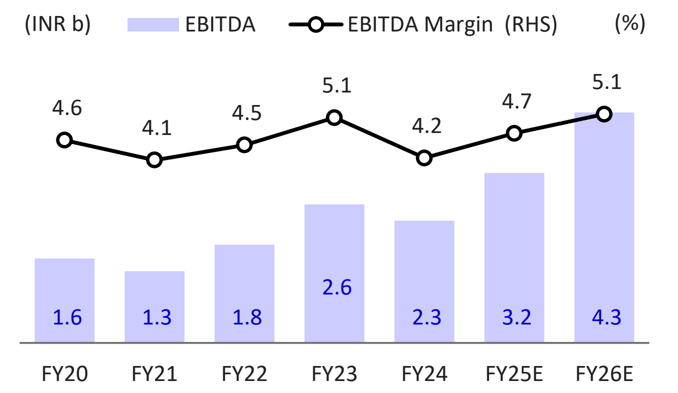

Source: Company, MOFSL

### Exhibit 9: Revenue growth to be driven by SCM segment



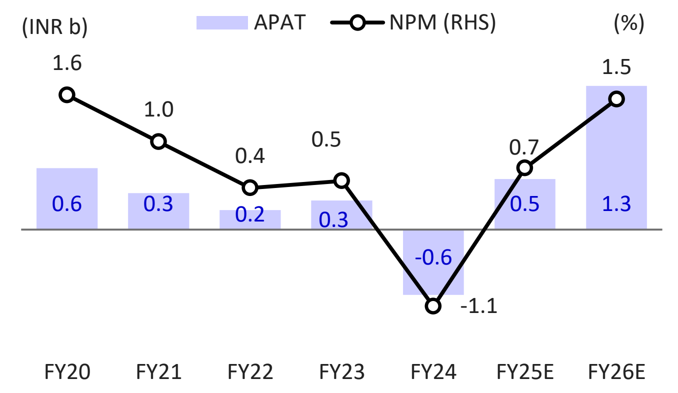

Source: Company, MOFSL

### Exhibit 10: Margins to improve as Express business ramps up



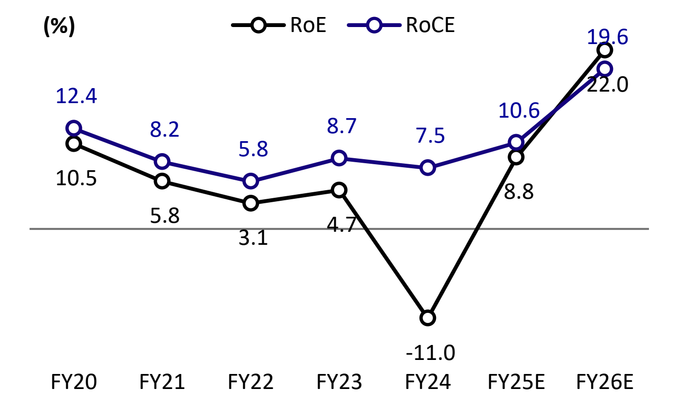

Source: Company, MOFSL

### Exhibit 11: PAT to improve with increasing margins



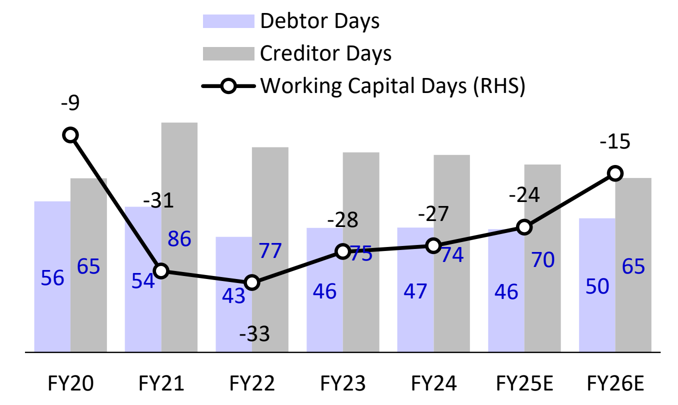

Source: Company, MOFSL

### Exhibit 12: Return ratios to improve as earnings pick up



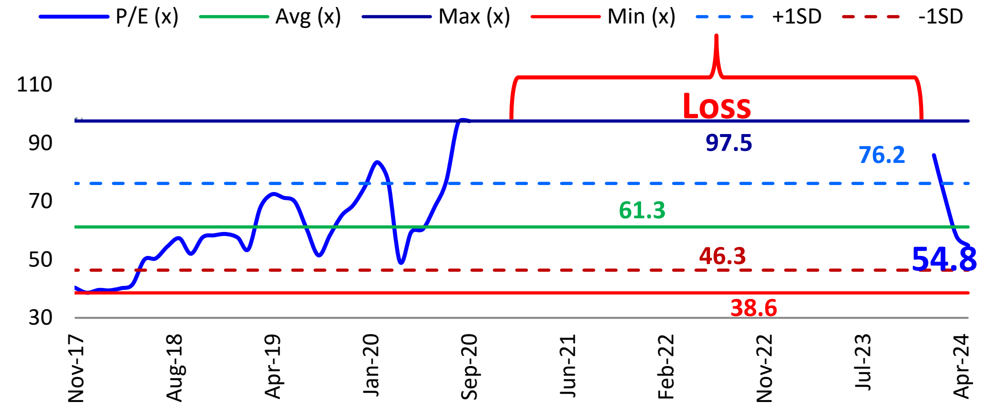

Source: Company, MOFSL

### Exhibit 13: Comfortable working capital position



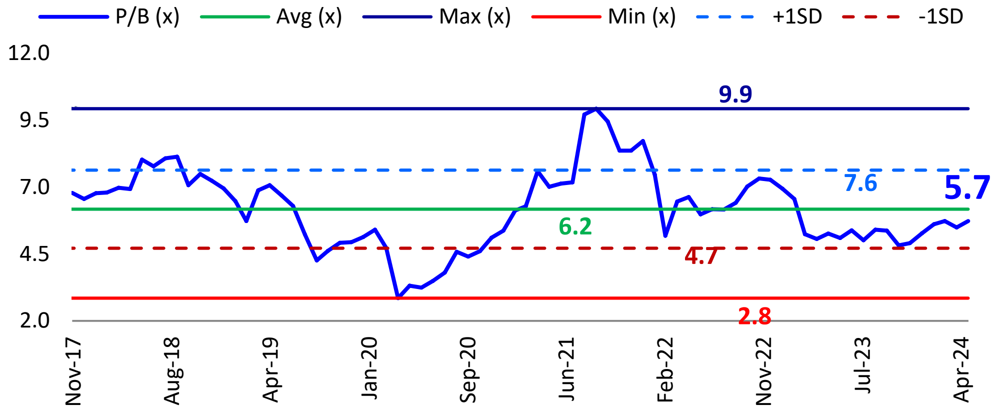

Source: Company, MOFSL

**Exhibit 14: One-year forward P/E (x)**




Source: Company, MOFSL

**Exhibit 15: One-year forward P/B (x)**




Source: Company, MOFSL

# Financials and valuations

## Consolidated – Income Statement

| Y/E March (INR m) | FY20 | FY21 | FY22 | FY23 | FY24 | FY25E | FY26E |
|---|---|---|---|---|---|---|---|
| **Net Sales** | **34,711** | **32,637** | **41,408** | **51,283** | **55,060** | **67,597** | **83,939** |
| Change (%) | -9.9 | -6.0 | 26.9 | 23.8 | 7.4 | 22.8 | 24.2 |
| Gross Margin (%) | 15.5 | 15.3 | 14.3 | 14.5 | 14.9 | 13.6 | 13.2 |
| **EBITDA** | **1,583** | **1,342** | **1,843** | **2,598** | **2,290** | **3,186** | **4,319** |
| Margin (%) | 4.6 | 4.1 | 4.5 | 5.1 | 4.2 | 4.7 | 5.1 |
| Depreciation | 734 | 897 | 1,417 | 1,895 | 2,090 | 2,207 | 2,297 |
| **EBIT** | **848** | **446** | **426** | **703** | **201** | **979** | **2,021** |
| Int. and Finance Charges | 176 | 201 | 298 | 516 | 682 | 570 | 508 |
| Other Income | 140 | 175 | 136 | 159 | 179 | 192 | 205 |
| **PBT** | **812** | **420** | **263** | **345** | **-302** | **600** | **1,718** |
| Tax | 257 | 100 | 113 | 71 | 257 | 151 | 432 |
| Effective Tax Rate (%) | 31.7 | 25.6 | 42.8 | 20.6 | -85.0 | 25.2 | 25.2 |
| **PAT before MI, Associates, and EO Items** | **555** | **319** | **151** | **274** | **-559** | **449** | **1,285** |
| Share of profit/(loss) of Associates and JVs | -3 | 8 | 0 | -28 | -10 | 6 | 6 |
| Extraordinary Items | 0 | 28 | 0 | 0 | 38 | 0 | 0 |
| **Reported PAT** | **552** | **300** | **176** | **263** | **-624** | **455** | **1,291** |
| **Adjusted PAT** | **552** | **328** | **176** | **263** | **-586** | **455** | **1,291** |
| Change (%) | -36.1 | -40.7 | -46.4 | 49.7 | -322.8 | -177.7 | 183.7 |
| Margin (%) | 1.6 | 1.0 | 0.4 | 0.5 | -1.1 | 0.7 | 1.5 |

## Consolidated – Balance Sheet

| Y/E March (INR m) | FY20 | FY21 | FY22 | FY23 | FY24 | FY25E | FY26E |
|---|---|---|---|---|---|---|---|
| Equity Share Capital | 715 | 717 | 719 | 720 | 720 | 720 | 720 |
| Total Reserves | 4,731 | 4,964 | 4,746 | 4,897 | 4,204 | 4,481 | 5,593 |
| **Net Worth** | **5,447** | **5,681** | **5,465** | **5,617** | **4,925** | **5,201** | **6,314** |
| Minority Interest | 54 | 28 | 3 | -14 | 118 | 118 | 118 |
| Deferred Tax Liabilities | -200 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Loans | 359 | 292 | 405 | 4,014 | 3,386 | 2,886 | 2,386 |
| **Capital Employed** | **5,660** | **6,000** | **5,873** | **9,617** | **8,428** | **8,204** | **8,817** |
| Gross Block | 3,594 | 5,520 | 8,252 | 12,704 | 14,856 | 15,356 | 15,856 |
| Less: Accum. Deprn. | 1,285 | 1,903 | 3,113 | 4,402 | 6,492 | 8,699 | 10,996 |
| **Net Fixed Assets** | **2,310** | **3,617** | **5,139** | **8,302** | **8,364** | **6,657** | **4,859** |
| Capital WIP | 150 | 21 | 4 | 33 | 161 | 161 | 161 |
| **Total Investments** | **31** | **0** | **0** | **0** | **0** | **0** | **0** |
| **Curr. Assets, Loans, and Adv.** | **11,527** | **13,149** | **14,611** | **17,195** | **16,248** | **20,754** | **26,675** |
| Inventory | 0 | 0 | 14 | 4 | 0 | 0 | 0 |
| Account Receivables | 5,356 | 4,856 | 4,889 | 6,525 | 7,019 | 8,519 | 11,498 |
| Cash and Bank Balances | 995 | 1,978 | 1,343 | 1,262 | 711 | 1,937 | 2,388 |
| Cash | 995 | 1,978 | 1,343 | 1,262 | 227 | 1,452 | 1,904 |
| Bank Balance | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Loans and Advances | 150 | 0 | 0 | 0 | 0 | 0 | 0 |
| Others | 5,026 | 6,315 | 8,364 | 9,404 | 8,518 | 10,299 | 12,789 |
| **Current Liab. and Prov.** | **8,359** | **10,787** | **13,882** | **15,912** | **16,344** | **19,367** | **22,878** |
| Account Payables | 6,172 | 7,661 | 8,684 | 10,481 | 11,112 | 12,964 | 14,948 |
| Other Current Liabilities | 1,974 | 3,065 | 5,126 | 5,363 | 5,144 | 6,316 | 7,843 |
| Provisions | 213 | 61 | 72 | 69 | 88 | 88 | 88 |
| **Net Current Assets** | **3,169** | **2,362** | **729** | **1,282** | **-96** | **1,387** | **3,797** |
| **Application of Funds** | **5,660** | **6,000** | **5,873** | **9,617** | **8,428** | **8,204** | **8,817** |

# Financials and valuations

| Ratios | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Y/E March** | **FY20** | **FY21** | **FY22** | **FY23** | **FY24** | **FY25E** | **FY26E** |
| **Basic (INR)** | | | | | | | |
| EPS | 7.7 | 4.6 | 2.5 | 3.7 | -8.2 | 6.4 | 18.0 |
| EPS growth (%) | -36.1 | -40.7 | -46.4 | 49.7 | -322.8 | -177.7 | 183.7 |
| Cash EPS | 18.0 | 17.1 | 22.3 | 30.1 | 21.0 | 37.2 | 50.1 |
| BV/Share | 76.1 | 79.4 | 76.4 | 78.5 | 68.8 | 72.7 | 88.2 |
| DPS | 1.5 | 2.5 | 2.0 | 2.5 | 2.5 | 2.5 | 2.5 |
| Payout (incl. Div. Tax, %) | 19.5 | 59.8 | 81.5 | 68.1 | -28.7 | 39.3 | 13.9 |
| **Valuation (x)** | | | | | | | |
| P/E | 58.5 | 98.6 | 183.8 | 122.8 | -55.1 | 70.9 | 25.0 |
| Cash P/E | 25.1 | 26.4 | 20.3 | 15.0 | 21.5 | 12.1 | 9.0 |
| EV/EBITDA | 20.0 | 22.8 | 17.0 | 13.5 | 15.3 | 10.4 | 7.5 |
| EV/Sales | 0.9 | 0.9 | 0.8 | 0.7 | 0.6 | 0.5 | 0.4 |
| P/BV | 5.9 | 5.7 | 5.9 | 5.7 | 6.6 | 6.2 | 5.1 |
| Dividend Yield (%) | 0.3 | 0.6 | 0.4 | 0.6 | 0.6 | 0.6 | 0.6 |
| **Return Ratios (%)** | | | | | | | |
| RoE | 10.5 | 5.8 | 3.1 | 4.7 | -11.0 | 8.8 | 22.0 |
| RoCE | 12.4 | 8.2 | 5.8 | 8.7 | 7.5 | 10.6 | 19.6 |
| RoIC | 14.2 | 7.8 | 5.7 | 8.7 | 4.7 | 10.7 | 24.4 |
| **Working Capital Ratios** | | | | | | | |
| Fixed Asset Turnover (x) | 14.0 | 7.2 | 6.0 | 4.9 | 4.0 | 4.5 | 5.4 |
| Asset Turnover (x) | 6.1 | 5.4 | 7.1 | 5.3 | 6.5 | 8.2 | 9.5 |
| Inventory (Days) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Debtors (Days) | 56 | 54 | 43 | 46 | 47 | 46 | 50 |
| Creditors (Days) | 65 | 86 | 77 | 75 | 74 | 70 | 65 |
| **Leverage Ratio (x)** | | | | | | | |
| Net Debt/Equity | -0.1 | -0.3 | -0.2 | 0.5 | 0.5 | 0.2 | 0.0 |

| Consolidated – Cash Flow Statement | | | | | | | |
|---|---|---|---|---|---|---|---|
| **Y/E March (INR m)** | **FY20** | **FY21** | **FY22** | **FY23** | **FY24** | **FY25E** | **FY26E** |
| OP/(Loss) before Tax | 812 | 392 | 263 | 345 | -264 | 600 | 1,718 |
| Depreciation | 734 | 897 | 1,417 | 1,895 | 2,090 | 2,207 | 2,297 |
| Direct Taxes Paid | -325 | 515 | -626 | -738 | -129 | -151 | -432 |
| (Inc.)/Dec. in WC | -653 | 838 | 507 | -883 | -312 | -465 | -2,059 |
| Other Items | 285 | 295 | 348 | 574 | 884 | 378 | 303 |
| **CF from Operations** | **854** | **2,937** | **1,910** | **1,194** | **2,269** | **2,570** | **1,827** |
| (Inc.)/Dec. in FA | -617 | -690 | -1,559 | -195 | -81 | -500 | -500 |
| **Free Cash Flow** | **237** | **2,247** | **351** | **999** | **2,188** | **2,070** | **1,327** |
| Change in Investments | 786 | -588 | 0 | -3,043 | -152 | 0 | 0 |
| Others | 186 | 198 | 161 | 138 | -310 | -298 | -601 |
| **CF from Investments** | **355** | **-1,080** | **-1,399** | **-3,100** | **-543** | **-798** | **-1,101** |
| Change in Equity | 4 | 2 | 5 | 1 | 0 | 0 | 0 |
| Inc./(Dec.) in Debt | -18 | -67 | 77 | 3,609 | -655 | -500 | -500 |
| Dividends Paid | -155 | -107 | -179 | -144 | -180 | -179 | -179 |
| Others | -594 | -702 | -1,073 | -1,641 | -1,926 | 132 | 405 |
| **CF from Fin. Activity** | **-763** | **-875** | **-1,171** | **1,825** | **-2,761** | **-547** | **-274** |
| **Inc./(Dec.) in Cash** | **446** | **982** | **-659** | **-81** | **-1,036** | **1,226** | **452** |
| Opening Balance | 550 | 995 | 2,002 | 1,343 | 1,262 | 227 | 1,452 |
| **Closing Balance** | **995** | **1,978** | **1,343** | **1,262** | **227** | **1,452** | **1,904** |

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| 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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