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# Challenges galore; Maintain HOLD

<b>CMP</b> Rs 801 as of (February 6, 2018)	<b>Target Price</b> Rs 850 (▼) 12 months
<b>Rating</b> HOLD (■)	<b>Upside</b> 6.1 %

- Overall Q3FY18 numbers are disappointing even after adjusting for forex one-offs and additional tax impact due to changes in US tax law. Reported margin also shored up by R&D cost controls and may not be sustainable.
- Q3FY18 gross margin declined 250bps qoq despite sequentially higher US revenue, which reflects a poor product mix and pricing challenges. Stronger performance in other markets did not help lift the overall performance.
- Risk of higher portfolio erosion persists, especially for gMethergine in the branded business and the Metformin franchise.
- Cut our estimates for FY19/20E by 16%/20%, as we factor in a relatively muted recovery even post completion of plant remediation. Maintain our HOLD rating valuing LPC at 18x FY20E earnings.

## Key takeaways

- There is no dearth of challenges, as Lupin grapples with the impact of regulatory issues in the near term as well as continuing risk of erosion in its branded and generic portfolio in the US market. In the near term, the lack of fresh approvals pending new FDA clearance of the Goa and Indore plants and further decline in the Metformin franchise would weigh on earnings recovery. Beyond FY19, while the pace of launches should recover, earnings recovery would be hobbled by genericisation risk to the branded portfolio, primarily gMethergine. Hence, overall earnings recovery through FY20 is expected to be much less stronger than was expected earlier. Overall R&D rate, which has been cut in FY18, also appears to have perked up near term earnings. R&D rate should return to normal going ahead, which would also weigh on earnings.
- Structural challenges remain for generic industry:** There are signs of the industry fighting back against the brutal pricing pressure. The M&A announced between Amneal and Impax, Sandoz announcing its intention to withdraw from US oral generics and Teva taking price hikes wherever economics were unfavorable are a few instances of the same trend. While these measures are important, the structural issues facing the industry go deeper. Lack of meaningful industry consolidation will remain a key challenge. Moreover, pricing pressure now goes well beyond the stronger negotiating power of the consolidated PBM's to the FDA targeting limited competition products for accelerated approvals. We remain cautious on the industry prospects but don't rule out strong cyclical stock rallies at periodic intervals based on news developments.

### Change in Estimates

EPS Chg FY18E/FY19E (%)	(19)/(16)
Target Price change (%)	(19.8)
Target Period (Months)	12
Previous Reco	HOLD

### Emkay vs Consensus

EPS Estimates		
	FY18E	FY19E
Emkay	35.2	41.3
Consensus	38.8	45.5
Mean Consensus TP (12M)	Rs 927	

### Stock Details

Bloomberg Code	LPC IN
Face Value (Rs)	2
Shares outstanding (mn)	452
52 Week H/L	1,574 / 790
M Cap (Rs bn/USD bn)	362 / 5.64
Daily Avg Volume (nos.)	2,660,717
Daily Avg Turnover (US\$ mn)	36.1

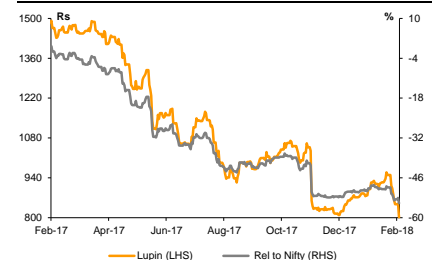
### Shareholding Pattern Dec '17

Promoters	47.0%
FIIIs	25.6%
DIIIs	11.9%
Public and Others	15.5%

### Price Performance

(%)	1M	3M	6M	12M
<b>Absolute</b>	(11)	(23)	(19)	(46)
<b>Rel. to Nifty</b>	(11)	(23)	(23)	(55)

### Relative price chart



Source: Bloomberg

This report is solely produced by Emkay Global. The following person(s) are responsible for the production of the recommendation:

#### Jatin Kotian

jatin.kotian@emkayglobal.com  
 +91 22 66121254

#### Vishal Advani

vishal.advani@emkayglobal.com  
 +91 22 66242341

## Financial Snapshot (Consolidated)

(Rs mn)	FY16	FY17	FY18E	FY19E	FY20E
Net Sales	142,085	174,943	161,112	176,906	195,803
EBITDA	37,535	44,677	33,119	37,783	42,225
EBITDA Margin (%)	26.4	25.5	20.6	21.4	21.6
APAT	22,707	25,293	15,883	18,645	21,185
EPS (Rs)	50.4	56.0	35.2	41.3	46.9
EPS (% chg)	(5.7)	11.1	(37.2)	17.4	13.6
ROE (%)	22.9	21.0	11.6	12.5	13.0
P/E (x)	15.9	14.3	22.8	19.4	17.1
EV/EBITDA (x)	11.5	9.6	12.6	11.1	9.7
P/BV (x)	3.3	2.8	2.5	2.3	2.1

Source: Company, Emkay Research

## Exhibit 1: Actual vs Estimates

Rs mn	Actual	Estimate (Emkay)	Consensus estimate (Bloomberg)	% variation		Comments
				Emkay	Bloomberg	
Revenue	39,756	39,496	39,501	1%	1%	Revenue came in line with our estimates on the back of stable revenue growth from US region
EBITDA	6,883	8,318	8,516	-17%	-19%	
EBITDA margin (%)	17.3%	21.1%	21.6%	-375 bps	-424 bps	Margins came in below our estimates primarily due to higher COGS and increase in other expenditures coupled with forex loss of Rs821mn during this quarter
APAT	2,222	4,284	4,324	-48%	-49%	

Source: Company, Emkay Research

## Exhibit 2: Quarterly financials

Rs mn	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	YoY (%)	QoQ (%)	YTD FY17	YTD FY18	YoY (%)
<b>Revenue</b>	<b>44,829</b>	<b>42,533</b>	<b>38,696</b>	<b>39,520</b>	<b>39,756</b>	<b>-11.3</b>	<b>0.6</b>	<b>132,410</b>	<b>117,972</b>	<b>-11%</b>
<b>Expenditure</b>	<b>32,394</b>	<b>31,481</b>	<b>31,012</b>	<b>30,989</b>	<b>32,873</b>	<b>1.5</b>	<b>6.1</b>	<b>98,786</b>	<b>94,874</b>	<b>-4%</b>
as % of sales	72%	74%	80%	78%	83%			75%	80%	
Consumption of RM	13,016	11,851	12,326	12,865	13,927	7.0	8.3	38,164	39,118	3%
as % of sales	29%	28%	32%	33%	35%			29%	33%	
Employee Cost	7,312	7,078	7,180	7,250	6,931	-5.2	-4.4	21,390	21,360	0%
as % of sales	16%	17%	19%	18%	17%			16%	18%	
Other expenditure	6,386	5,843	6,507	6,135	7,258	13.7	18.3	33,551	19,901	-41%
as % of sales	14%	14%	17%	16%	18%			25%	17%	
R&D Expenditure	5,682	6,709	4,999	4,739	4,757	-16.3	0.4	16,392	14,495	-12%
as % of sales	13%	16%	13%	12%	12%			12%	12%	
<b>EBITDA</b>	<b>12,434</b>	<b>11,053</b>	<b>7,684</b>	<b>8,530</b>	<b>6,883</b>	<b>-44.6</b>	<b>-19.3</b>	<b>33,624</b>	<b>23,097</b>	<b>-31%</b>
Depreciation	2,309	2,674	2,605	2,722	2,804			6,448	8,130	
<b>EBIT</b>	<b>10,125</b>	<b>8,378</b>	<b>5,078</b>	<b>5,809</b>	<b>4,080</b>	<b>-59.7</b>	<b>-29.8</b>	<b>27,176</b>	<b>14,967</b>	<b>-45%</b>
Other Income	1,036	453	320	740	284			612	1,344	
Interest	459	406	439	479	540			1,147	1,458	
<b>PBT</b>	<b>10,702</b>	<b>8,425</b>	<b>4,959</b>	<b>6,070</b>	<b>3,824</b>	<b>-64.3</b>	<b>-37.0</b>	<b>26,642</b>	<b>14,853</b>	<b>-44%</b>
Total Tax	4,095	1,367	1,368	1,541	1,608			8,418	4,516	
<b>PAT before MI</b>	<b>6,607</b>	<b>7,059</b>	<b>3,591</b>	<b>4,529</b>	<b>2,216</b>	<b>-66.5</b>	<b>-51.1</b>	<b>18,223</b>	<b>10,337</b>	<b>-43%</b>
Minority interest (MI)	0	-18	-11	39	6			29	35	
<b>Adj. PAT before extraordinary</b>	<b>6,607</b>	<b>7,041</b>	<b>3,580</b>	<b>4,569</b>	<b>2,222</b>	<b>-66.4</b>	<b>-51.4</b>	<b>18,252</b>	<b>10,371</b>	<b>-43%</b>
Extraordinary expenses	276	3,239	-	19	-			276	19	
<b>Reported PAT</b>	<b>6,331</b>	<b>3,802</b>	<b>3,580</b>	<b>4,550</b>	<b>2,222</b>	<b>-64.9</b>	<b>-51.2</b>	<b>17,976</b>	<b>10,353</b>	<b>-42%</b>
<b>AEPS (Rs)</b>	<b>14.7</b>	<b>15.6</b>	<b>7.9</b>	<b>10.1</b>	<b>4.9</b>	<b>-66.4</b>	<b>-51.4</b>	<b>40.5</b>	<b>23.0</b>	<b>-43%</b>

Margins (%)						(bps)	(bps)			(bps)
Gross	71.0	72.1	68.1	67.4	65.0	-600	-248	71.2	66.8	-434
EBIDTA	27.7	26.0	19.9	21.6	17.3	-1042	-427	25.4	19.6	-582
EBIT	22.6	19.7	13.1	14.7	10.3	-1232	-444	20.5	12.7	-784
PBT	23.9	19.8	12.8	15.4	9.6	-1425	-574	20.1	12.6	-753
Adj. PAT	14.7	16.6	9.3	11.6	5.6	-915	-597	13.8	8.8	-499
Effective Tax rate	38.3	16.2	27.6	25.4	42.0	378	1666	31.6	30.4	-119

Source: Company, Emkay Research

**Exhibit 3: Quarterly segmental revenue breakup**

Rs mn	3QFY17	4QFY17	1QFY18	2QFY18	3QFY18	YoY (%)	QoQ (%)
India	9,912	8,788	9,324	11,593	10,688	8%	-8%
as % of sales	23%	21%	24%	30%	28%		
North America	21,755	19,007	16,018	13,611	14,321	-34%	5%
as % of sales	49%	46%	42%	36%	38%		
APAC	5,601	6,118	5,989	6,357	6,742	20%	6%
as % of sales	13%	15%	16%	17%	18%		
EMEA	2,555	3,012	2,259	2,758	2,721	6%	-1%
as % of sales	6%	7%	6%	7%	7%		
LATAM	1,175	1,269	1,269	1,395	1,481	26%	6%
as % of sales	3%	3%	3%	4%	4%		
ROW	367	610	416	378	371	1%	-2%
as % of sales	1%	1%	1%	1%	1%		
API	2,684	2,815	2,793	2,650	2,680	0%	1%
as % of sales	6%	7%	7%	7%	7%		
<b>Total</b>	<b>44,049</b>	<b>41,619</b>	<b>38,068</b>	<b>38,742</b>	<b>39,004</b>	<b>-11%</b>	<b>1%</b>

Source: Company, Emkay Research

**Exhibit 4: Summary of quarterly financials**

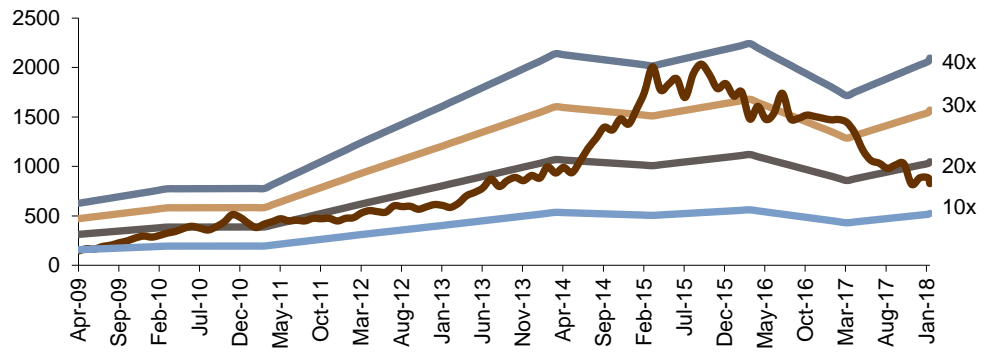
INR mn	Q3FY18	Q3FY17	YoY (%)	Q2FY18	QoQ (%)	Comments
India Formulations	10,688	9,912	8%	11,593	-8%	Domestic business exhibited decline of 8% qoq (up 8% yoy) primarily because of change in accounting post-GST implementation
<b>Export Formulations</b>						
North America	14,321	21,755	-34%	13,611	5%	Q3FY18 was stable quarter. US revenues grew by 5% qoq (down 34% yoy). Price erosion seems to be bottoming-out as indicated by management. New launches and volume growth in existing portfolio offset the pricing pressure. LPC launched 3 new products in US. Remediation process is on track and LPC will revert to USFDA by April-May'18. In Q4FY18, management guided for 10 new launches which will include key products like gTamiflu and gAxiiron
APAC	6,742	5,601	20%	6,357	6%	Increase in Japan revenues by ~34% on yoy basis helps overall growth of APAC
EMEA	2,721	2,555	6%	2,758	-1%	EMEA posted steady growth of 6% yoy (down 1% qoq) mainly on the back of stable revenue growth from South Africa on yoy basis
LATAM	1,481	1,175	26%	1,395	6%	LATAM revenues were largely driven by Brazil and Mexico region. Brazil and Mexico grew by ~26% and ~10% yoy, respectively
ROW	371	367	1%	378	-2%	
API	2,680	2,684	0%	2,650	1%	
Income from Operations	39,004	44,049	-11%	38,742	1%	
Other Operating Income	753	779	-3%	778	-3%	
Total Revenues	39,757	44,828	-11%	39,520	1%	
Gross Profit	25,829	31,813		26,654		
Gross Margins (%)	65	71		67		Gross margins declined by ~248bps qoq (down 600bps yoy) due to inferior business mix in the US. Management indicated that these GMs levels will be new normal going ahead.
EBITDA	6,883	12,434	-45%	8,530	-19%	
EBITDA margins	17.3%	27.7%		21.6%		EBITDA margins declined by ~427bps qoq mainly due to forex loss of Rs821mn (vs gain of 276mn in Q3FY17) and ramp-up in hiring of field force for Solosec led to increase in cost line.
Depreciation	2,804	2,309		2,722		
Interest Expenses	540	459		479		
Non Op Income	284	1,036		740		
PBT	3,824	10,702		6,070		
Tax	1,608	4,095		1,541		
Tax Rate	42%	38%		25%		Higher tax rate was primarily because of change in tax regime in US, which led to increase in deferred tax asset and liabilities of around Rs361mn.
PAT before MI	2,216	6,607		4,529		
Minority Interest	6	0		39		
PAT After MI	2,222	6,607		4,569		
Extraordinaries	-	276		19		
PAT After Extraordinaries	2,222	6,331		4,550		
EPS	4.9	14.7		10.1		

Source: Company, Emkay Research

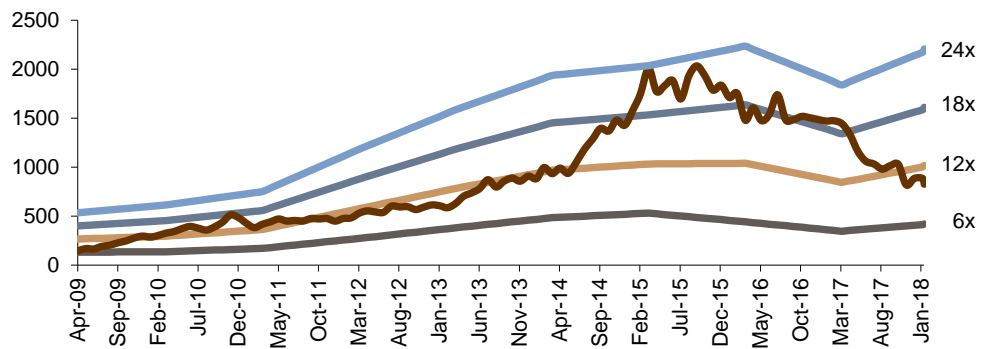
**Exhibit 5: Revision in earnings estimate**

Y/E, Mar (Rs mn)	FY18E			FY19E			FY20E		
	Earlier	Revised	% Change	Earlier	Revised	% Change	Earlier	Revised	% Change
Revenues	164,254	161,112	-2%	182,404	176,906	-3%	201,807	195,803	-3%
EBITDA	36,922	33,119	-10%	42,662	37,783	-11%	49,598	42,225	-15%
EBITDA margin (%)	22.5%	20.6%	-192 bps	23.4%	21.4%	-203 bps	24.6%	21.6%	-301 bps
APAT	19,665	15,883	-19%	22,256	18,645	-16%	26,641	21,185	-20%
EPS	43.5	35.2	-19%	49.3	41.3	-16%	59	46.9	-20%

Source: Company, Emkay Research

**Exhibit 6: P/E band Chart**

Source: Company, Emkay Research

**Exhibit 7: EV/EBITDA band chart**

Source: Company, Emkay Research

**Key Financials (Consolidated)****Income Statement**

Y/E Mar (Rs mn)	FY16	FY17	FY18E	FY19E	FY20E
<b>Net Sales</b>	<b>142,085</b>	<b>174,943</b>	<b>161,112</b>	<b>176,906</b>	<b>195,803</b>
<b>Expenditure</b>	<b>104,550</b>	<b>130,267</b>	<b>127,993</b>	<b>139,123</b>	<b>153,579</b>
<b>EBITDA</b>	<b>37,535</b>	<b>44,677</b>	<b>33,119</b>	<b>37,783</b>	<b>42,225</b>
Depreciation	4,635	9,122	10,902	12,690	13,740
<b>EBIT</b>	<b>32,900</b>	<b>35,555</b>	<b>22,218</b>	<b>25,093</b>	<b>28,485</b>
Other Income	1,689	1,065	1,960	1,600	1,600
Interest expenses	258	1,553	1,832	1,319	1,145
<b>PBT</b>	<b>34,330</b>	<b>35,067</b>	<b>22,346</b>	<b>25,374</b>	<b>28,940</b>
Tax	11,536	9,785	6,465	6,597	7,524
Extraordinary Items	0	(3,515)	0	0	0
Minority Int./Income from Assoc.	0	83	57	0	0
<b>Reported Net Income</b>	<b>22,707</b>	<b>21,778</b>	<b>15,883</b>	<b>18,645</b>	<b>21,185</b>
<b>Adjusted PAT</b>	<b>22,707</b>	<b>25,293</b>	<b>15,883</b>	<b>18,645</b>	<b>21,185</b>

**Balance Sheet**

Y/E Mar (Rs mn)	FY16	FY17	FY18E	FY19E	FY20E
Equity share capital	901	903	903	903	903
Reserves & surplus	108,943	130,076	141,563	155,251	169,448
<b>Net worth</b>	<b>109,844</b>	<b>130,980</b>	<b>142,466</b>	<b>156,154</b>	<b>170,351</b>
<b>Minority Interest</b>	<b>321</b>	<b>393</b>	<b>448</b>	<b>580</b>	<b>811</b>
<b>Loan Funds</b>	<b>78,377</b>	<b>75,024</b>	<b>87,729</b>	<b>79,027</b>	<b>70,325</b>
Net deferred tax liability	0	0	0	0	0
<b>Total Liabilities</b>	<b>188,541</b>	<b>206,396</b>	<b>230,644</b>	<b>235,761</b>	<b>241,488</b>
<b>Net block</b>	<b>59,379</b>	<b>64,016</b>	<b>63,114</b>	<b>60,425</b>	<b>56,685</b>
<b>Investment</b>	<b>30,505</b>	<b>51,610</b>	<b>51,610</b>	<b>51,610</b>	<b>51,610</b>
<b>Current Assets</b>	<b>107,493</b>	<b>107,462</b>	<b>130,037</b>	<b>141,595</b>	<b>153,314</b>
Cash & bank balance	8,399	6,481	31,765	22,769	21,795
Other Current Assets	4,734	1,148	1,074	5,897	6,527
<b>Current liabilities &amp; Provision</b>	<b>35,836</b>	<b>38,022</b>	<b>35,447</b>	<b>39,199</b>	<b>41,452</b>
<b>Net current assets</b>	<b>71,657</b>	<b>69,440</b>	<b>94,589</b>	<b>102,396</b>	<b>111,862</b>
Misc. exp	0	0	0	0	0
<b>Total Assets</b>	<b>188,541</b>	<b>206,396</b>	<b>230,644</b>	<b>235,761</b>	<b>241,488</b>

**Cash Flow**

Y/E Mar (Rs mn)	FY16	FY17	FY18E	FY19E	FY20E
<b>PBT (Ex-Other income) (NI+Dep)</b>	<b>32,641</b>	<b>34,002</b>	<b>20,386</b>	<b>23,774</b>	<b>27,340</b>
Other Non-Cash items	0	0	0	0	0
Chg in working cap	(37,165)	299	135	(16,803)	(10,440)
<b>Operating Cashflow</b>	<b>(8,712)</b>	<b>35,191</b>	<b>26,789</b>	<b>14,306</b>	<b>23,239</b>
Capital expenditure	(58,054)	(8,090)	(10,000)	(10,000)	(10,000)
<b>Free Cash Flow</b>	<b>(66,766)</b>	<b>27,101</b>	<b>16,789</b>	<b>4,306</b>	<b>13,239</b>
Investments	(13,154)	(21,105)	0	0	0
Other Investing Cash Flow	0	0	0	0	0
<b>Investing Cashflow</b>	<b>(69,518)</b>	<b>(28,129)</b>	<b>(8,040)</b>	<b>(8,400)</b>	<b>(8,400)</b>
Equity Capital Raised	2	2	0	0	0
Loans Taken / (Repaid)	69,582	(3,353)	12,705	(8,702)	(8,702)
Dividend paid (incl tax)	(4,068)	(4,077)	(4,339)	(4,881)	(5,966)
Other Financing Cash Flow	0	0	0	0	0
<b>Financing Cashflow</b>	<b>65,258</b>	<b>(8,981)</b>	<b>6,535</b>	<b>(14,902)</b>	<b>(15,813)</b>
<b>Net chg in cash</b>	<b>(12,973)</b>	<b>(1,919)</b>	<b>25,285</b>	<b>(8,996)</b>	<b>(974)</b>
Opening cash position	21,372	8,399	6,481	31,765	22,769
<b>Closing cash position</b>	<b>8,399</b>	<b>6,481</b>	<b>31,765</b>	<b>22,769</b>	<b>21,795</b>

Source: Company, Emkay Research

**Key Ratios**

<b>Profitability (%)</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18E</b>	<b>FY19E</b>	<b>FY20E</b>
EBITDA Margin	26.4	25.5	20.6	21.4	21.6
EBIT Margin	23.2	20.3	13.8	14.2	14.5
Effective Tax Rate	33.6	27.9	28.9	26.0	26.0
Net Margin	16.0	14.5	9.9	10.6	10.9
ROCE	24.2	18.5	11.1	11.4	12.6
ROE	22.9	21.0	11.6	12.5	13.0
RoIC	37.4	28.5	17.6	18.9	19.9

<b>Per Share Data (Rs)</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18E</b>	<b>FY19E</b>	<b>FY20E</b>
EPS	50.4	56.0	35.2	41.3	46.9
CEPS	60.7	76.2	59.3	69.4	77.3
BVPS	243.8	290.0	315.5	345.8	377.2
DPS	9.0	9.0	9.6	10.8	13.2

<b>Valuations (x)</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18E</b>	<b>FY19E</b>	<b>FY20E</b>
PER	15.9	14.3	22.8	19.4	17.1
P/CEPS	13.2	10.5	13.5	11.5	10.4
P/BV	3.3	2.8	2.5	2.3	2.1
EV / Sales	3.0	2.5	2.6	2.4	2.1
EV / EBITDA	11.5	9.6	12.6	11.1	9.7
Dividend Yield (%)	1.1	1.1	1.2	1.3	1.6

<b>Gearing Ratio (x)</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18E</b>	<b>FY19E</b>	<b>FY20E</b>
Net Debt/ Equity	0.6	0.5	0.4	0.4	0.3
Net Debt/EBIDTA	1.9	1.5	1.7	1.5	1.1
Working Cap Cycle (days)	162.5	131.4	142.3	164.3	167.9

<b>Growth (%)</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18E</b>	<b>FY19E</b>	<b>FY20E</b>
Revenue	11.3	23.1	(7.9)	9.8	10.7
EBITDA	3.7	19.0	(25.9)	14.1	11.8
EBIT	3.3	8.1	(37.5)	12.9	13.5
PAT	(5.5)	(4.1)	(27.1)	17.4	13.6

<b>Quarterly (Rs mn)</b>	<b>Q3FY17</b>	<b>Q4FY17</b>	<b>Q1FY18</b>	<b>Q2FY18</b>	<b>Q3FY18</b>
Revenue	44,829	42,533	38,696	39,520	39,756
EBITDA	12,434	11,053	7,684	8,531	6,883
<b>EBITDA Margin (%)</b>	<b>27.7</b>	<b>26.0</b>	<b>19.9</b>	<b>21.6</b>	<b>17.3</b>
PAT	6,331	3,802	3,580	4,550	2,222
<b>EPS (Rs)</b>	<b>14.1</b>	<b>8.4</b>	<b>7.9</b>	<b>10.1</b>	<b>4.9</b>

Source: Company, Emkay Research

<b>Shareholding Pattern (%)</b>	<b>Dec-16</b>	<b>Mar-17</b>	<b>Jun-17</b>	<b>Sep-17</b>	<b>Dec-17</b>
Promoters	46.7	46.7	46.7	46.8	47.0
FIs	33.3	31.9	30.9	27.7	25.6
DIs	8.0	9.1	9.6	12.2	11.9
Public and Others	12.0	12.3	12.9	13.3	15.5

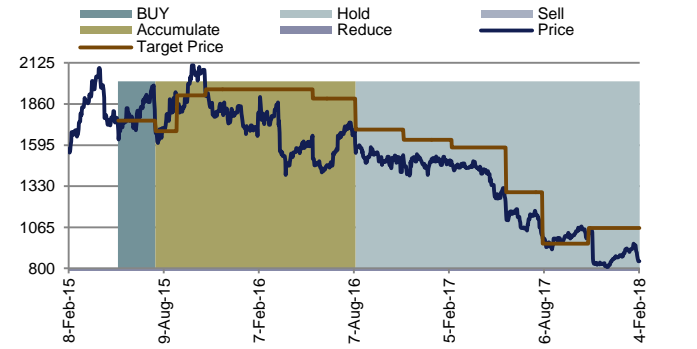
Source: Capitaline

## RECOMMENDATION HISTORY TABLE

Date	Closing Price	TP	Period (months)	Rating	Analyst
30-Oct-17	1,026	1,060	12m	Hold	Jatin Kotian
11-Sep-17	977	960	12m	Hold	Jatin Kotian
29-Aug-17	989	960	12m	Hold	Jatin Kotian
3-Aug-17	993	960	12m	Hold	Jatin Kotian
15-Jun-17	1,182	1,292	12m	Hold	Jatin Kotian
5-Jun-17	1,156	1,292	12m	Hold	Jatin Kotian
25-May-17	1,140	1,292	12m	Hold	Jatin Kotian
10-Feb-17	1,466	1,580	12m	Hold	Jatin Kotian
17-Jan-17	1,494	1,630	12m	Hold	Jatin Kotian
10-Nov-16	1,494	1,630	12m	Hold	Jatin Kotian
10-Aug-16	1,544	1,695	12m	Hold	Jatin Kotian
20-May-16	1,505	1,895	12m	Accumulate	Jatin Kotian
6-May-16	1,587	1,955	12m	Accumulate	Jatin Kotian
8-Feb-16	1,821	1,955	12m	Accumulate	Jatin Kotian
27-Jan-16	1,689	1,955	12m	Accumulate	Jatin Kotian
5-Nov-15	1,838	1,955	12m	Accumulate	Jatin Kotian
28-Oct-15	1,910	1,955	12m	Accumulate	Jatin Kotian
3-Sep-15	1,862	1,915	12m	Accumulate	Jatin Kotian
24-Jul-15	1,672	1,684	12m	Accumulate	Jatin Kotian
10-Jul-15	1,871	1,752	12m	Buy	Jatin Kotian
13-May-15	1,690	1,752	12m	Buy	Jatin Kotian

Source: Company, Emkay Research

## RECOMMENDATION HISTORY CHART





## Emkay Rating Distribution

BUY	Expected total return (%) (Stock price appreciation and dividend yield) of over 25% within the next 12-18 months.
ACCUMULATE	Expected total return (%) (Stock price appreciation and dividend yield) of over 10% within the next 12-18 months.
HOLD	Expected total return (%) (Stock price appreciation and dividend yield) of upto 10% within the next 12-18 months.
REDUCE	Expected total return (%) (Stock price depreciation) of upto (-) 10% within the next 12-18 months.
SELL	The stock is believed to underperform the broad market indices or its related universe within the next 12-18 months.

Completed Date:

Dissemination Date:

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**Emkay Global Financial Services Ltd.**

CIN - L67120MH1995PLC084899

7th Floor, The Ruby, Senapati Bapat Marg, Dadar - West, Mumbai - 400028. India

Tel: +91 22 66121212 Fax: +91 22 66121299 Web: [www.emkayglobal.com](http://www.emkayglobal.com)

**SINGAPORE****DBS Bank Ltd**

Contact: Janice Chua  
12 Marina Boulevard, Marina Bay Financial Centre Tower 3  
Singapore 018982  
Tel. 65-6878 8888  
Fax: 65 65353 418  
e-mail: equityresearch@dbs.com  
Company Regn. No. 196800306E

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**THAILAND****DBS Vickers Securities (Thailand) Co Ltd**

Contact: Chanpen Sirithanarattanakul  
989 Siam Piwat Tower Building,  
9<sup>th</sup>, 14<sup>th</sup>-15<sup>th</sup> Floor  
Rama 1 Road, Pathumwan,  
Nagkok Thailand 10330  
Tel. 66 2 857 7831  
Fax: 66 2 658 1269  
e-mail: research@th.dbs.com  
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Contact: Maynard Priajaya Arif  
DBS Bank Tower  
Ciputra World 1, 32/F  
Jl. Prof. Dr. Satrio Kav. 3-5  
Jakarta 12940, Indonesia  
Tel. 62 21 3003 4900  
Fax: 62 21 3003 4943  
e-mail: research@id.dbsvickers.com

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Jatin Kotian, MMS

[jatin.kotian@emkayglobal.com](mailto:jatin.kotian@emkayglobal.com)

+91 22 66121254