

**FEBRUARY 19, 2010**
**RESULT, CHANGE IN RECO.**
**Coverage view: Cautious**
**Price (Rs): 655**
**Target price (Rs): 640**
**BSE-30: 16,328**

**One-offs dampen results; downgrade to REDUCE on rich valuations.** Castrol reported weaker-than-expected 4QCY09 net income at Rs808 mn (+72% yoy) versus our estimate of Rs1.1 bn. The negative variance was on account of (1) one-off expenses of Rs270 mn and (2) lower-than-expected volumes. We have downgraded Castrol to REDUCE from ADD noting the stock is trading above our revised 12-month target price of Rs640 based on 16X CY2010E EPS. We would advise investors to book profits and wait for some correction to get back in.

**Company data and valuation summary**

Castrol India (a)

| Stock data                      |           | Forecasts/Valuations |            |                |      |
|---------------------------------|-----------|----------------------|------------|----------------|------|
|                                 |           | 2010                 | 2011E      | 2012E          |      |
| 52-week range (Rs) (high,low)   | 724-287   | EPS (Rs)             | 30.8       | 39.8           | 40.7 |
| Market Cap. (Rs bn)             | 80.9      | EPS growth (%)       | 44.7       | 29.2           | 2.2  |
| <b>Shareholding pattern (%)</b> |           | P/E (X)              | 21.2       | 16.4           | 16.1 |
| Promoters                       | 71.0      | Sales (Rs bn)        | 23.3       | 25.0           | 26.1 |
| FIs                             | 5.3       | Net profits (Rs bn)  | 3.8        | 4.9            | 5.0  |
| MFs                             | 2.8       | EBITDA (Rs bn)       | 6.1        | 7.9            | 8.1  |
| <b>Price performance (%)</b>    | <b>1M</b> | <b>3M</b>            | <b>12M</b> |                |      |
| Absolute                        | 5.5       | 24.9                 | 109.4      | EV/EBITDA (X)  | 13.0 |
| Rel. to BSE-30                  | 12.1      | 27.7                 | 15.6       | ROE (%)        | 83.8 |
|                                 |           |                      |            | Div. Yield (%) | 3.8  |
|                                 |           |                      |            |                | 4.6  |

**Weaker-than-expected results due to one-off charges and lower volumes**

Castrol reported 4QCY09 net income at Rs808 mn (-15.5% qoq, +72% yoy) versus our expected Rs1.1 bn. The weaker-than-expected performance was due to (1) one off expenditure of Rs270 mn for restructuring expenses (Rs140 mn) and impairment of assets (Rs130 mn) and (2) moderately lower sales volumes at 53,700 tons versus our expected 55,867 tons. 4QCY09 revenues increased to Rs6.1 bn (+13.5% yoy) due to moderately higher volumes (+16.7% yoy). Average realizations were moderately lower at Rs114/liter (Rs117.3/liter in 4QCY08). We highlight that qoq results comparison is not valid due to seasonality; 2Q and 4Q in a calendar year are the best quarters.

**Downgrade to REDUCE given rich valuations and strong outperformance**

We have downgraded Castrol stock to REDUCE from ADD noting that (1) the stock is trading above our revised 12-month target price of Rs640 based on 16X CY2010E EPS and (2) recent strong outperformance. Castrol stock has rallied 25% in the last three months versus the BSE-30 Index's 3% decline over the same period. We believe that the stock provides unfavorable risk-reward balance at current levels and would advise investors to book profits and wait for better opportunities at lower levels to get back in.

**Fine-tuned earnings and target price to Rs640 (Rs625 previously)**

We have fine-tuned our CY2010E and CY2011E EPS estimates to Rs39.8 and Rs40.7 from Rs40.4 and Rs41.2 to reflect (1) moderately lower volumes and (2) 4QCY09 results. We have revised our 12-month target price to Rs640 based on 16X CY2010E EPS (15X CY2010E EPS). Key upside risks stem from (1) lower-than-expected LOBS prices, (2) better-than-expected recovery in demand and (3) stronger-than-expected rupee. We also note that the stock has historically traded in a P/E band of 14-18X (see Exhibit 2). Thus, we do not rule out the stock trading at a higher multiple given strong liquidity in the market.

**QUICK NUMBERS**

- Volumes decline by 4.3% in CY2009
- CY2009 realizations at Rs113.2/liter (+10% yoy)
- Castrol stock has outperformed Sensex by 28% in past three months

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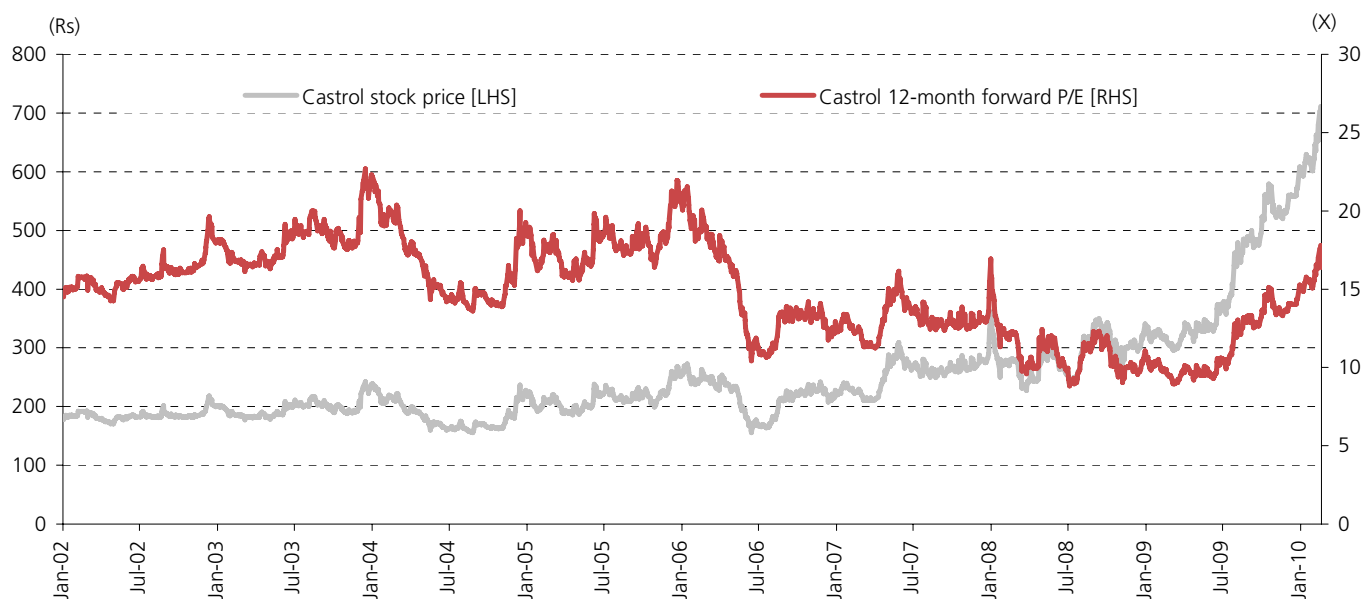
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## Interim results of Castrol, calendar year-ends (Rs mn)

|                                     | 4QCY09       | 4QCY09E      | 4QCY08       | 3QCY09       | (% chg.)      |             |               | yoy           |               |             | 2010E         |
|-------------------------------------|--------------|--------------|--------------|--------------|---------------|-------------|---------------|---------------|---------------|-------------|---------------|
|                                     |              |              |              |              | 4QCY09E       | 4QCY08      | 3QCY09        | 2009          | 2008          | (% chg.)    |               |
| <b>Net sales</b>                    | <b>6,124</b> | <b>6,361</b> | <b>5,396</b> | <b>5,667</b> | <b>(3.7)</b>  | <b>13.5</b> | <b>8.1</b>    | <b>23,280</b> | <b>22,120</b> | <b>5.2</b>  | <b>25,046</b> |
| Raw materials                       | 2,996        | 3,141        | 3,559        | 2,694        | (4.6)         | (15.8)      | 11.2          | 11,237        | 13,132        | (14.4)      | 11,723        |
| Employees                           | 250          | 308          | 220          | 300          | (18.9)        | 13.6        | (16.7)        | 1,122         | 973           | 15.3        | 1,262         |
| Others                              | 1,599        | 1,182        | 873          | 1,235        | 35.2          | 83.2        | 29.5          | 5,069         | 3,955         | 28.2        | 4,538         |
| Advertisement                       | 462          |              | 210          | 400          |               | 120.0       | 15.5          | 1,495         | 977           | 53.0        | —             |
| Clf costs                           | 175          |              | 135          | 184          |               | 29.6        | (4.9)         | 703           | 700           | 0.4         | —             |
| Other exp                           | 962          |              | 528          | 651          |               | 82.2        | 47.8          | 2,871         | 2,278         | 26.0        | —             |
| Total expenditure                   | 4,845        | 4,632        | 4,652        | 4,229        | 4.6           | 4.1         | 14.6          | 17,428        | 18,060        | (3.5)       | 17,524        |
| <b>EBITDA</b>                       | <b>1,279</b> | <b>1,729</b> | <b>744</b>   | <b>1,438</b> | <b>(26.0)</b> | <b>71.9</b> | <b>(11.1)</b> | <b>5,852</b>  | <b>4,060</b>  | <b>44.1</b> | <b>7,522</b>  |
| <b>EBITDA margin (%)</b>            | <b>20.9</b>  | <b>27.2</b>  | <b>13.8</b>  | <b>25.4</b>  |               |             |               | <b>25.1</b>   | <b>18.4</b>   |             | <b>30.0</b>   |
| Other income                        | 31           | 93           | 74           | 71           | (66.7)        | (58.1)      | (56.3)        | 263           | 355           | (25.9)      | 375           |
| Interest                            | 14           | 11           | 10           | 6            | 30.8          | 40.0        | 133.3         | 35            | 37            | (5.4)       | 51            |
| Depreciation                        | 68           | 64           | 66           | 71           | 6.6           | 3.0         | (4.2)         | 272           | 257           | 5.8         | 272           |
| <b>Pre-tax profits</b>              | <b>1,228</b> | <b>1,747</b> | <b>742</b>   | <b>1,432</b> | <b>(29.7)</b> | <b>65.5</b> | <b>(14.2)</b> | <b>5,808</b>  | <b>4,121</b>  | <b>40.9</b> | <b>7,574</b>  |
| Extraordinaries                     | —            | —            | —            | —            | —             | —           | —             | —             | (17)          | —           | —             |
| Tax                                 | 420          | 696          | 272          | 476          | (39.7)        | 54.4        | (11.8)        | 1,997         | 1,482         | 34.8        | 2,706         |
| Deferred tax                        | —            | (48)         | —            | —            | —             | —           | —             | —             | —             | —           | (57)          |
| <b>Net income</b>                   | <b>808</b>   | <b>1,099</b> | <b>470</b>   | <b>956</b>   | <b>(26.5)</b> | <b>71.9</b> | <b>(15.5)</b> | <b>3,811</b>  | <b>2,622</b>  | <b>45.3</b> | <b>4,924</b>  |
| <b>Adjusted net income</b>          | <b>808</b>   | <b>1,099</b> | <b>470</b>   | <b>956</b>   | <b>(26.5)</b> | <b>71.9</b> | <b>(15.5)</b> | <b>3,811</b>  | <b>2,633</b>  | <b>44.7</b> | <b>4,924</b>  |
| Effective tax rate (%)              | 34.2         | 37.1         | 36.7         | 33.2         |               |             |               | 34.4          | 36.0          |             | 35.0          |
| <b>Other details</b>                |              |              |              |              |               |             |               |               |               |             |               |
| Sales volumes ('000 tons)           | 53.7         | 55.9         | 46.0         | 50.7         | (3.9)         | 16.7        | 5.9           | 205.6         | 214.8         | (4.3)       |               |
| Gross realization (Rs/lt)           | 114.0        | 113.9        | 117.3        | 111.8        | 0.2           | (2.8)       | 2.0           | 113.2         | 103.0         | 10.0        |               |
| <b>Segment details</b>              |              |              |              |              |               |             |               |               |               |             |               |
| <b>Revenues</b>                     |              |              |              |              |               |             |               |               |               |             |               |
| Automotive                          | 5,276        |              | 4,589        | 4,881        |               | 15.0        | 8.1           | 20,083        | 18,679        | 7.5         |               |
| Non-automotive                      | 819          |              | 770          | 842          |               | 6.4         | (2.7)         | 3,099         | 3,378         | (8.3)       |               |
| <b>Total</b>                        | <b>6,095</b> |              | <b>5,359</b> | <b>5,723</b> |               | <b>13.7</b> | <b>6.5</b>    | <b>23,182</b> | <b>22,057</b> | <b>5.1</b>  |               |
| <b>EBIT</b>                         |              |              |              |              |               |             |               |               |               |             |               |
| Automotive                          | 975          |              | 573          | 1,116        |               | 70.2        | (12.6)        | 4,780         | 3,258         | 46.7        |               |
| Non-automotive                      | 214          |              | 128          | 276          |               | 67.2        | (22.5)        | 875           | 675           | 29.6        |               |
| <b>Total</b>                        | <b>1,189</b> |              | <b>701</b>   | <b>1,392</b> |               | <b>69.6</b> | <b>(14.6)</b> | <b>5,655</b>  | <b>3,933</b>  | <b>43.8</b> |               |
| <b>EBIT margin (%)</b>              |              |              |              |              |               |             |               |               |               |             |               |
| Automotive                          | 18.5         |              | 12.5         | 22.9         |               |             |               | 23.8          | 17.4          |             |               |
| Non-automotive                      | 26.1         |              | 16.6         | 32.8         |               |             |               | 28.2          | 20.0          |             |               |
| <b>Total</b>                        | <b>19.5</b>  |              | <b>13.1</b>  | <b>24.3</b>  |               |             |               | <b>24.4</b>   | <b>17.8</b>   |             |               |
| <b>Capital employed</b>             |              |              |              |              |               |             |               |               |               |             |               |
| Automotive                          | 843          |              | 2,388        | 1,304        |               | (64.7)      | (35.4)        | 843           | 2,388         | (64.7)      |               |
| Non-automotive                      | 695          |              | 1,076        | 799          |               | (35.4)      | (13.0)        | 695           | 1,076         | (35.4)      |               |
| Unallocable assets less liabilities | 3,412        |              | 1,292        | 4,209        |               | 164.1       | (18.9)        | 3,412         | 1,292         | 164.1       |               |
| <b>Total</b>                        | <b>4,950</b> |              | <b>4,756</b> | <b>6,312</b> |               | <b>4.1</b>  | <b>(21.6)</b> | <b>4,950</b>  | <b>4,756</b>  | <b>4.1</b>  |               |

Source: Company, Kotak Institutional Equities estimates

## 12-month forward P/E for Castrol India



Source: Bloomberg, Company, Kotak Institutional Equities estimates

### Automotive division volumes remain strong; margins strong

Castrol's 4QCY09 automotive lubes segment's revenues increased 15% yoy to Rs5.3 bn led by increase in volumes. EBIT grew strongly by 70.2% yoy to Rs975 mn. We do not look at qoq comparison since automobile lubes sale is seasonal—2Q and 4Q in a calendar year are the best quarters. The automotive segment's EBIT margin was higher at 18.5% in 4QCY09 compared 12.5% in 4QCY08.

Castrol's CY2009 automotive lubes segment's revenues increased 7.5% yoy to Rs20.1 bn led by higher realizations. EBIT margin increased sharply to 23.8% from 17.8% in CY2008.

### Industrial segment maintains its strong performance

Castrol's industrial lubes segment reported a 6.4% yoy growth in revenues to Rs819 mn and an impressive 67.2% yoy increase in EBIT to Rs214 mn. However, industrial segment's EBIT margin improved yoy to 26.1% in 4QCY09 compared to 16.6% in 4QCY08.

Castrol's CY2009 industrial lubes segment revenues declined 8.3% yoy to Rs3.1 bn led by lower volumes. EBIT margin increased sharply to 28.2% from 20% in CY2008.

### Final dividend announced; good dividend yield

Castrol announced a final dividend of Rs15, thus taking the total dividend to Rs25 for CY2009 compared to Rs15 for CY2008. Castrol stock offers a decent dividend yield of 4.6% at current levels. We model Rs30 and Rs30 dividend for CY2010E and CY2011E, respectively.

### Key assumptions

Exhibit 3 gives our key assumptions for our earnings. We discuss the same in detail below.

## Castrol: Key assumptions, December year-ends, 2004-2011E

|                                       | 2004           | 2005           | 2006           | 2007           | 2008           | 2009E          | 2010E          | 2011E          |
|---------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>Volume (Kilo litres)</b>           |                |                |                |                |                |                |                |                |
| Industrial grades                     | 50,306         | 50,788         | 50,585         | 43,773         | 31,928         | 28,416         | 28,984         | 29,854         |
| Automotive grades                     | 173,277        | 174,936        | 174,236        | 175,093        | 180,927        | 175,499        | 179,009        | 180,799        |
| Traded items                          | 621            | 747            | 1,055          | 1,114          | 1,723          | 1,723          | 1,723          | 1,723          |
| <b>Total</b>                          | <b>224,204</b> | <b>226,471</b> | <b>225,875</b> | <b>219,980</b> | <b>214,578</b> | <b>205,638</b> | <b>209,716</b> | <b>212,376</b> |
| <b>Growth (%)</b>                     | <b>5.8</b>     | <b>1.0</b>     | <b>(0.3)</b>   | <b>(2.6)</b>   | <b>(2.5)</b>   | <b>(4.2)</b>   | <b>2.0</b>     | <b>1.3</b>     |
| <b>Raw material prices (US\$/ton)</b> |                |                |                |                |                |                |                |                |
| <b>LOBS prices</b>                    | <b>423</b>     | <b>520</b>     | <b>815</b>     | <b>786</b>     | <b>1,041</b>   | <b>825</b>     | <b>875</b>     | <b>925</b>     |
| <b>Macro assumptions</b>              |                |                |                |                |                |                |                |                |
| INR/US\$                              | 45.3           | 44.1           | 45.3           | 41.3           | 43.6           | 48.4           | 46.0           | 46.0           |
| <b>Realization (Rs/lt)</b>            |                |                |                |                |                |                |                |                |
| Gross realization                     | 58.2           | 63.2           | 77.6           | 85.8           | 102.8          | 113.2          | 119.4          | 122.9          |
| Raw material cost                     | 34.6           | 39.1           | 53.3           | 48.5           | 63.2           | 54.6           | 54.8           | 56.8           |
| <b>Net realization</b>                | <b>23.6</b>    | <b>24.1</b>    | <b>24.2</b>    | <b>37.3</b>    | <b>39.6</b>    | <b>58.6</b>    | <b>64.7</b>    | <b>66.1</b>    |

Source: Company, Kotak Institutional Equities estimates

- ▶ **Volumes.** We currently model a 2% yoy increase in sales volumes in CY2010E. We do not rule upside risk to our assumption given the low base effect of CY2009 where volumes declined by 4.6%. We model a 1.3% yoy increase in sales volumes in CY2011E.
- ▶ **Lubes prices.** We model lube realizations to increase by 7% in CY2010E to reflect the price hikes taken by Castrol in January 2010. The company has not effected any price changes since then.
- ▶ **LOBS prices.** We model LOBS prices at US\$875/ton (+US\$50/ton) to reflect higher crude prices yoy. We model yoy increase of US\$50/ton in LOBS prices in CY2011E to reflect higher yoy crude price assumption.
- ▶ **Exchange rate assumption.** We maintain our exchange rate assumption for CY2010E and CY2011E at Rs46/US\$.

## Castrol has high leverage to exchange rate and raw material prices

Sensitivity of Castrol's earnings to key variables

|                               | CY2010E      |           |            | CY2011E      |           |            |
|-------------------------------|--------------|-----------|------------|--------------|-----------|------------|
|                               | Downside     | Base case | Upside     | Downside     | Base case | Upside     |
| <b>Exchange rate</b>          |              |           |            |              |           |            |
| Rupee dollar                  | 47.0         | 46.0      | 45.0       | 47.0         | 46.0      | 45.0       |
| Net profits (Rs mn)           | 4,816        | 4,924     | 5,032      | 4,917        | 5,033     | 5,149      |
| EPS (Rs)                      | 39.0         | 39.8      | 40.7       | 39.8         | 40.7      | 41.6       |
| <b>% upside/(downside)</b>    | <b>(2.2)</b> |           | <b>2.2</b> | <b>(2.3)</b> |           | <b>2.3</b> |
| <b>Raw material price</b>     |              |           |            |              |           |            |
| Raw material price (US\$/ton) | 900          | 875       | 850        | 950          | 925       | 900        |
| Net profits (Rs mn)           | 4,782        | 4,924     | 5,066      | 4,889        | 5,033     | 5,177      |
| EPS (Rs)                      | 38.7         | 39.8      | 41.0       | 39.5         | 40.7      | 41.9       |
| <b>% upside/(downside)</b>    | <b>(2.9)</b> |           | <b>2.9</b> | <b>(2.9)</b> |           | <b>2.9</b> |

Source: Kotak Institutional Equities estimates

Castrol: Profit model, balance sheet, cash model, December year-ends, 2004-2011E (Rs mn)

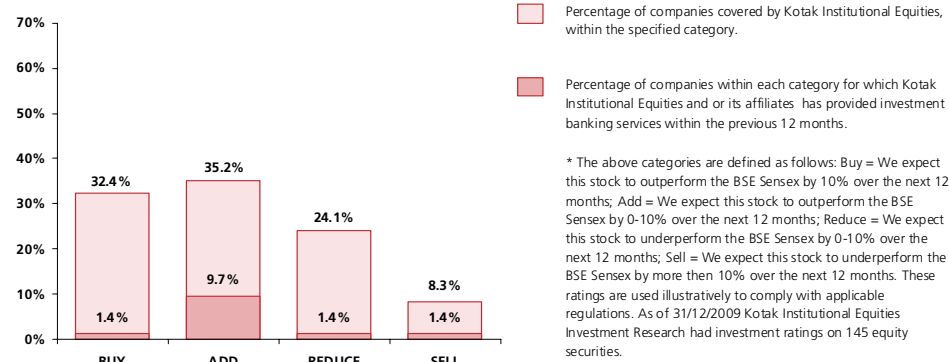
|  | 2004         | 2005         | 2006         | 2007         | 2008         | 2009E        | 2010E        | 2011E        |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| <b>Profit model (Rs mn)</b>                |              |              |              |              |              |              |              |              |
| Net sales                                  | 13,051       | 14,304       | 17,524       | 18,883       | 22,057       | 23,280       | 25,046       | 26,108       |
| <b>EBITDA</b>                              | <b>2,082</b> | <b>2,117</b> | <b>2,200</b> | <b>3,296</b> | <b>3,997</b> | <b>5,852</b> | <b>7,522</b> | <b>7,640</b> |
| Other income                               | 221          | 201          | 344          | 348          | 418          | 263          | 375          | 425          |
| Interest                                   | (29)         | (30)         | (41)         | (38)         | (37)         | (35)         | (51)         | (51)         |
| Depreciation                               | (249)        | (189)        | (180)        | (208)        | (257)        | (272)        | (272)        | (276)        |
| Pretax profits                             | 2,026        | 2,098        | 2,322        | 3,398        | 4,122        | 5,809        | 7,574        | 7,738        |
| Tax  | (687)        | (694)        | (889)        | (1,455)      | (1,568)      | (2,075)      | (2,706)      | (2,766)      |
| Deferred taxation                          | 9            | 56           | 57           | 236          | 86           | 78           | 57           | 61           |
| <b>Net profits</b>                         | <b>1,275</b> | <b>1,468</b> | <b>1,545</b> | <b>2,184</b> | <b>2,624</b> | <b>3,811</b> | <b>4,924</b> | <b>5,033</b> |
| <b>Earnings per share (Rs)</b>             | <b>10.7</b>  | <b>11.8</b>  | <b>12.2</b>  | <b>17.6</b>  | <b>21.3</b>  | <b>30.8</b>  | <b>39.8</b>  | <b>40.7</b>  |
| <b>Balance sheet (Rs mn)</b>               |              |              |              |              |              |              |              |              |
| Total equity                               | 3,601        | 3,901        | 4,177        | 4,302        | 4,756        | 4,951        | 5,535        | 6,228        |
| Deferred taxation liability                | 174          | 119          | 61           | (182)        | (268)        | (346)        | (403)        | (464)        |
| Total borrowings                           | 37           | 28           | 28           | 28           | 28           | 19           | 16           | 13           |
| Current liabilities                        | 2,830        | 3,238        | 3,619        | 5,116        | 4,690        | 3,915        | 3,975        | 4,107        |
| <b>Total liabilities and equity</b>        | <b>6,642</b> | <b>7,285</b> | <b>7,885</b> | <b>9,264</b> | <b>9,205</b> | <b>8,539</b> | <b>9,123</b> | <b>9,885</b> |
| Cash                                       | 297          | 399          | 892          | 3,179        | 2,556        | 1,478        | 1,949        | 2,580        |
| Current assets                             | 3,558        | 4,422        | 5,271        | 4,546        | 5,199        | 5,733        | 5,968        | 6,226        |
| Total fixed assets                         | 1,498        | 1,383        | 1,297        | 1,333        | 1,445        | 1,323        | 1,200        | 1,074        |
| Investments                                | 1,289        | 1,081        | 425          | 206          | 5            | 5            | 5            | 5            |
| <b>Total assets</b>                        | <b>6,642</b> | <b>7,285</b> | <b>7,885</b> | <b>9,264</b> | <b>9,205</b> | <b>8,539</b> | <b>9,123</b> | <b>9,885</b> |
| <b>Free cash flow (Rs mn)</b>              |              |              |              |              |              |              |              |              |
| Operating cash flow, excl. working capital | 1,576        | 1,544        | 1,403        | 2,046        | 2,772        | 3,742        | 4,765        | 4,823        |
| Working capital                            | 24           | (465)        | (506)        | 1,484        | (1,193)      | (1,308)      | (176)        | (125)        |
| Capital expenditure                        | (57)         | (89)         | 63           | (243)        | (371)        | (150)        | (150)        | (150)        |
| <b>Free cash flow</b>                      | <b>1,542</b> | <b>991</b>   | <b>960</b>   | <b>3,287</b> | <b>1,208</b> | <b>2,284</b> | <b>4,439</b> | <b>4,548</b> |
| Investments                                | (402)        | 258          | 687          | 224          | 201          | —            | —            | —            |
| Other income                               | 37           | 25           | 9            | 151          | 210          | 263          | 375          | 425          |
| <b>Ratios (%)</b>                          |              |              |              |              |              |              |              |              |
| Debt/equity                                | 1.0          | 0.7          | 0.7          | 0.7          | 0.6          | 0.4          | 0.3          | 0.2          |
| Net debt/equity                            | 1.0          | 0.7          | 0.7          | 0.7          | 0.6          | 0.4          | 0.3          | 0.2          |
| RoAE                                       | 34.3         | 37.7         | 37.4         | 52.3         | 61.0         | 83.8         | 101.1        | 92.4         |
| <b>RoACE</b>                               | <b>35.7</b>  | <b>37.7</b>  | <b>37.0</b>  | <b>52.4</b>  | <b>61.4</b>  | <b>83.9</b>  | <b>101.5</b> | <b>92.7</b>  |

Source: Company, Kotak Institutional Equities estimates

"I, Sanjeev Prasad, hereby certify that all of the views expressed in this report accurately reflect my personal views about the subject company or companies and its or their securities. I also certify that no part of my compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in this report."

#### Kotak Institutional Equities Research coverage universe

Distribution of ratings/investment banking relationships



Source: Kotak Institutional Equities

As of December 31, 2009

## Ratings and other definitions/identifiers

### Definitions of ratings

**BUY.** We expect this stock to outperform the BSE Sensex by 10% over the next 12 months.

**ADD.** We expect this stock to outperform the BSE Sensex by 0-10% over the next 12 months.

**REDUCE.** We expect this stock to underperform the BSE Sensex by 0-10% over the next 12 months.

**SELL.** We expect this stock to underperform the BSE Sensex by more than 10% over the next 12 months.

Our target price are also on 12-month horizon basis.

### Other definitions

**Coverage view.** The coverage view represents each analyst's overall fundamental outlook on the Sector. The coverage view will consist of one of the following designations: **Attractive, Neutral, Cautious.**

### Other ratings/identifiers

**NR = Not Rated.** The investment rating and target price, if any, have been suspended temporarily. Such suspension is in compliance with applicable regulation(s) and/or Kotak Securities policies in circumstances when Kotak Securities or its affiliates is acting in an advisory capacity in a merger or strategic transaction involving this company and in certain other circumstances.

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