

August 14, 2025

**RESULT REPORT Q1 FY26** | Sector: Retail- Footwear

# Campus Activewear Ltd

## Warehouse consolidation disrupts Q1 performance, management maintains FY26 guidance!

### Key take aways from Q1FY26 Earnings:

**Topline & margins below estimates – Consolidation of warehouses dented business for 15-20 days:** Revenue for the quarter stood at Rs3.43Bn, remaining flattish YoY which was below our estimates by 8%. Volumes disappointed meaningfully, reporting a degrowth of 12%YoY to 5.1mn pairs (2-year CAGR came in at -5%). However, revenue was flattish on account of ~15% improvement in ASP on YoY basis which was driven by higher salience of sneakers in overall portfolio. During the quarter, company consolidated their 3-warehouses into 1-warehouse and this transition took longer than expected which impacted online business for ~15-20days during the quarter. Management stated that the loss to business was ~Rs100-120Mn. Consequently, operating margins stood at 14.4% Vs 15.3%/17.6% in Q1FY25/Q4FY25 respectively and EBITDA declined by 5%YoY to Rs493Mn.

**Channel & geographic highlights – Lack of inventory impacted online sales the most during warehouse consolidation:** D2C online/offline/Distribution constituted 32%/13%/56% of total sales as compared to 35%/13%/52% in Q1FY25. Consequently, D2C online/offline/Distribution reported -8%/flattish/8% growth on YoY basis. EBO count as on Q1FY26 stood at 290-nos Vs 275-nos in Q1FY25. Retailer count expanded from 24,000 in Q1FY25 to 27,300 in Q1FY26. In terms of regional split- North/East/South/West/Central came in at 41%/18%/11%/22%/9% in Q1FY26.

**Despite the poor start to FY26, management maintained their annual guidance of double-digit growth in FY26 with an EBITDA margin of 17-19%.**

### Snapshot Overview

Parameter	Q1 FY26	QoQ (%)	YoY (%)	vs Est	vs Bloom
Revenue	3,433	-15.4%	1.2%	Miss	Miss
EBITDA	493	-31.0%	-4.8%	Miss	Miss
EBITDA Margin (%)	14.4%	-326 bps	-90 bps	Miss	Miss
PAT	222	-36.6%	-12.5%	Miss	Miss
EPS	0.7	-36.6%	-12.5%	Miss	Miss

Source: Company, YES Sec

### Key Data points

Particulars	Q1 FY26	QoQ (%)	YoY (%)	vs Est
Volume (Mn pairs)	5.1	-18%	-12%	-
ASP (Rs/pair)	671	3%	15%	-
EBITDA/pair (Rs)	97	-16%	8%	-
EBOs (nos)	290	0%	5%	-
Annual assembly capacity (Mn pairs)	33.9	0%	-5%	-

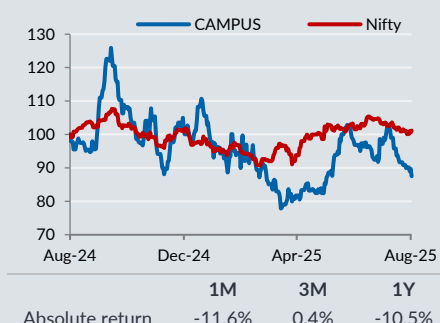
Source: Company, YES Sec

Reco	: <b>BUY</b>
CMP	: Rs 255
Target Price	: Rs 314
Potential Return	: +23%

### Stock data (as on Aug 14, 2025)

Nifty	24,648
52 Week h/l (Rs)	372 / 210
Market cap (Rs/USD mn)	79,927 / 913
Outstanding Shares (mn)	305
6m Avg t/o (Rs mn):	179
Div yield (%):	-
Bloomberg code:	CAMPUS IN
NSE code:	CAMPUS

### Stock performance



### Shareholding pattern (As of Jun'25 end)

Promoter	72.1%
FII+DII	18.5%
Others	9.4%

### Δ in stance

(1-Yr)	New	Old
Rating	BUY	BUY
Target Price	314	334

### Δ in earnings estimates

	FY26E	FY27E
EPS (New)	4.7	5.7
EPS (Old)	5.1	6.1
% change	-8%	-6%

### Financial Summary

(Rs mn)	FY25	FY26E	FY27E
Net Revenue	15,930	17,223	19,676
YoY Growth	10.0	8.1	14.2
EBITDA	2,435	2,670	3,148
EBITDA (%)	15.3	15.5	16.0
PAT	1,212	1,430	1,745
YoY Growth	35.5	18.0	22.0
ROE	17.2	17.3	17.7
EPS	4.0	4.7	5.7
P/E	58.1	54.4	44.6
BV/Share	24.8	29.5	35.2
P/BV	9.3	8.7	7.3

### UDIT GAJIWALA

Lead Analyst

📞 +91 22 6992 2934 / 35 / 36



SHALIN DAMANI, Associate

## ANALYST VIEW & INVESTMENT THESIS

### 1-year View:

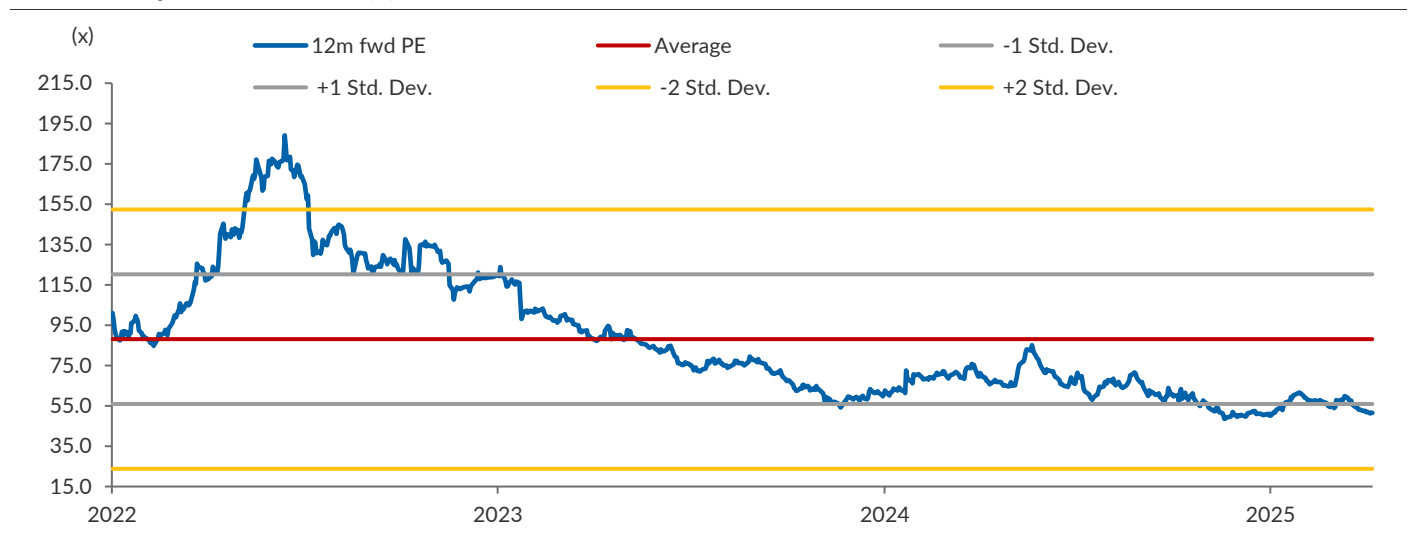
For this fiscal, overall demand environment is likely to remain challenging. Moreover, with higher competitive pressure, volume growth is expected to remain soft. However, with online sales likely to normalize with new warehouse facility getting operational, coming 9MFY26 should witness improvement. We have revised our FY26E EPS downwards by 8%YoY to Rs4.7, largely owing to softer than expected volumes in Q1FY26.

### 3-years View:

Campus should benefit from the expected growth in S&A segment and rapidly growing sneakerization trend in domestic markets. However, heightened competition from overseas brands and material increases in domestic home-grown brands, volume growth should remain at ~10-12%CAGR. However, with non-BIS inventory getting liquidated and nearing exhaustion in coming quarters, we expect demand for branded products to improve. Moreover, CAMPUS has diversified their product offerings and improved the distribution network to capitalize on growth.

At CMP, the stock trades at P/E(x) of 54x/45x on our FY26E/FY27E EPS of Rs4.7/5.7- revised downwards by 8%/6% respectively. We continue to value the company at P/E(x) of 55x on FY27E EPS, arriving at target price of Rs314. Hence, we maintain our BUY rating on the stock.

**Exhibit 1: 1-year forward P/E (x) chart**



Source: Company, YES Sec

## CONCALL SUMMARY

- Management maintained double-digit growth guidance for FY26 with EBITDA margin of 17-19% (including other income).
- In Q1FY26, revenue from distribution channel grew by 8%YoY, D2C offline remained flattish YoY, and D2C online degrew by 8%YoY. Distribution/D2C online/D2C offline contributed 55.6%/31.9%/12.5% of sales in Q1FY26 Vs 52%/35.2%/12.8% of sales in Q1FY25.
- Online sales were impacted by 15-20 days in the quarter owing to consolidation of 3 warehouses with a total capacity of 80,000 pairs/day to 1 warehouse with 200,000 pairs/day. For this transition company had procured enough inventory for distribution channel; however, inventory was not procured for online sales and Campus could not supply enough inventory to the channel. Furthermore, company had a blackout period in the 1st week of Apr'25 owing to SAP implementation. Overall, this resulted in a revenue loss of Rs100-120Mn (3-4% of revenue) from online channel. Without this disruption, online channel would have grown by high single-digit.
- North/East/South/West/Central/Exports were 40.5%/17.7%/10.8%/22%/8.8%/0.2% of sales in Q1FY26.
- Sneaker segment (Rs1,499+ MRP) grew by 150%YoY in Q1FY26 with volumes of 550,000 pairs that led to higher ASP. Average volume run-rate going ahead would be 500,000-700,000 pairs and the category would grow by 15-20%. Sneakers have a Rs250-300 higher ASP than sports shoes for the company.
- Company reduced sales of DIP school shoes, sandals, & slippers having ASP Rs400-500 per pair and are moving more towards EVA range that have higher ASP.
- Revenue share of Rs1,500+ category increased to 50%+ in the quarter that is the highest ever. Gross margin was higher Vs Q1FY25 in the quarter owing to higher share of premium (Rs1,500+) products and cost efficiencies.
- PAT declined YoY owing to higher depreciation due to capacity expansion in Haridwar & Ganaur in H2FY25.
- Advertisement spend in the quarter was 8.1% of revenue Vs 7.5% of revenue in Q1FY25.
- In the quarter, company launched 50+ new styles.
- Company has 60+ fabricators.
- There is still non-BIS footwear inventory in the channel that has to be cleared by Jun'26. Campus has negligible non-BIS inventory.

### Estimate Revisions

Metric (Rs Mn)	Old Est (FY27E)	New Est	% Change	Reason
Revenue	20,600	19,676	-4%	Lower volume growth
EBITDA	3,296	3,148	-4%	Lower revenue
EPS	6	6	-6%	

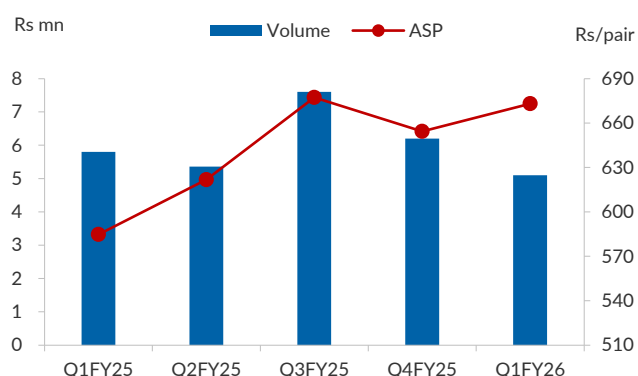
Source: Company, YES Sec

## Valuation Snapshot

Valuation Metric	FY25	FY26E	FY27E
P/E (x)	58.1	54.4	44.6
EV/EBITDA (x)	28.8	28.4	23.4
ROCE (%)	20.3	19.4	19.5

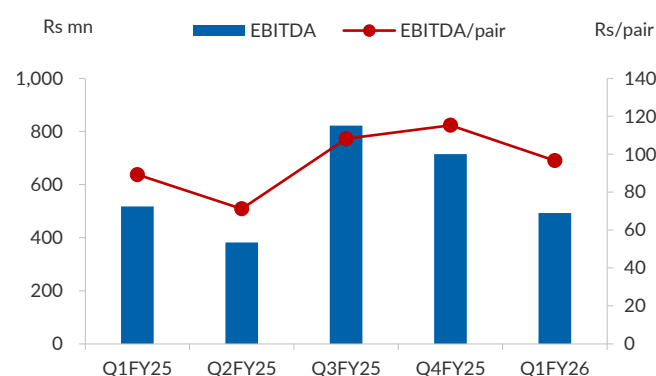
Source: Company, YES Sec

## Exhibit 2: Footwear volumes and realizations

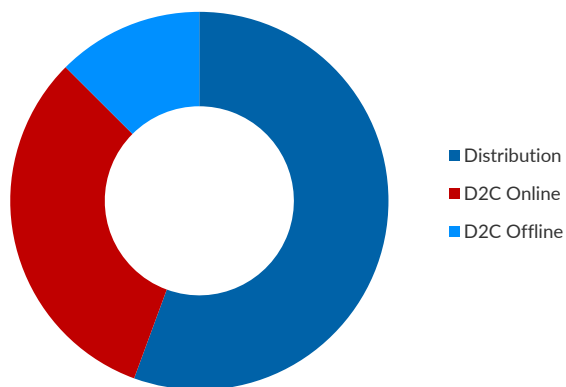


Source: Company, YES Sec

## Exhibit 3: EBITDA and EBITDA/pair

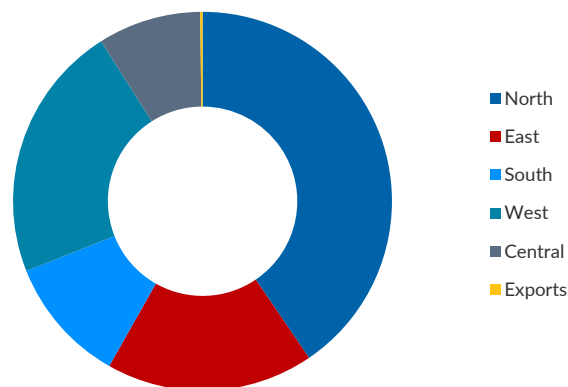


## Exhibit 4: Channel-wise revenue split



Source: Company, YES Sec

## Exhibit 5: Geography-wise revenue split



## FINANCIALS

Exhibit 6: Quarterly snapshot

Particulars (Rs Mn)	Q1FY25	Q4FY25	Q1FY26	YoY (%)	QoQ (%)
Net Sales	3,392	4,057	3,433	1.2	(15.4)
COGS	1,595	1,959	1,558	(2.3)	(20.5)
% of sales	47.0	48.3	45.4	(164.4)	(289.7)
<b>Gross margin %</b>	<b>53.0</b>	<b>51.7</b>	<b>54.6</b>	<b>164.4</b>	<b>289.7</b>
Employee costs	287	305	322	12.1	5.5
% of sales	8.5	7.5	9.4	91.0	185.3
Other expenses	992	1,079	1,061	6.9	(1.7)
% of sales	29.3	26.6	30.9	163.6	430.2
<b>EBITDA</b>	<b>517</b>	<b>715</b>	<b>493</b>	<b>(4.8)</b>	<b>(31.0)</b>
<b>EBITDA margin %</b>	<b>15.3</b>	<b>17.6</b>	<b>14.4</b>	<b>(90.2)</b>	<b>(325.8)</b>
Depreciation	162	228	201	23.9	(11.6)
EBIT	355	487	292	(17.9)	(40.1)
<b>EBIT margin %</b>	<b>10.5</b>	<b>12.0</b>	<b>8.5</b>	<b>(197.5)</b>	<b>(350.7)</b>
Interest expense	37	64	49	33.4	(22.8)
Other income	23	53	61	170.5	16.1
PBT	341	476	304	(10.9)	(36.2)
Tax	87	126	82	(6.1)	(35.0)
<b>Effective tax rate %</b>	<b>25.6</b>	<b>26.4</b>	<b>26.9</b>	<b>137.6</b>	<b>50.3</b>
<b>Adj.PAT after Share of Assc &amp; JV</b>	<b>254</b>	<b>350</b>	<b>222</b>	<b>(12.5)</b>	<b>(36.6)</b>
<b>PAT margin %</b>	<b>7.5</b>	<b>8.6</b>	<b>6.5</b>	<b>(101.6)</b>	<b>(216.7)</b>

Source: Company, YES Sec

## Exhibit 7: Income statement

Particulars (Rs Mn)	FY23	FY24	FY25	FY26E	FY27E
Sales	14,843	14,483	15,930	17,223	19,676
COGS	7,520	6,955	7,673	7,998	9,029
COGS %sales	50.7	48.0	48.2	46.4	45.9
GP	7,323	7,528	8,257	9,226	10,646
GP%	49.3	52.0	51.8	53.6	54.1
EBITDA	2,536	2,108	2,435	2,670	3,148
EBITDA%	17.1	14.6	15.3	15.5	16.0
Depreciation	710	721	755	725	753
Finance Cost	287	232	188	194	230
Other Income	28	45	147	157	162
PBT	1,566	1,200	1,639	1,907	2,327
Tax	395	306	428	477	582
PAT	1,171	894	1,212	1,430	1,745
PAT%	7.9	6.2	7.6	8.3	8.9

Source: Company, YES Sec

## Exhibit 8: Balance sheet

Particulars (Rs Mn)	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	1,523	1,526	1,527	1,527	1,527
Reserves	3,998	4,990	6,038	7,469	9,214
Total Shareholders' Funds	5,521	6,517	7,565	8,996	10,741
<b>Liabilities</b>					
Borrowings	1,808	243	-	-	-
Lease Liabilities	1,542	1,535	2,323	3,160	3,973
Trade Payables	2,143	2,002	2,261	2,357	2,661
Others	744	670	903	903	903
<b>Total equity and liabilities</b>	11,759	10,966	13,052	15,415	18,278
<b>Assets</b>					
Gross block	3,576	3,859	4,673	4,831	5,020
Acc dep	1,358	1,773	2,528	3,253	4,006
Net block	2,218	2,085	2,145	1,579	1,014
CWIP	38	183	222	222	222
Right of Use	1,501	1,437	2,141	2,895	3,649
Other non-current assets	518	628	1,347	1,347	1,347
Inventories	4,490	3,963	3,798	3,959	4,470
Trade Receivables	1,766	1,183	1,480	1,600	1,828
Cash	240	248	245	2,139	4,073
Loans	8	11	12	12	12
Other current assets	980	1,228	1,662	1,662	1,662
<b>Total assets</b>	11,759	10,966	13,052	15,415	18,278

Source: Company, YES Sec

## Exhibit 9: Cash flow statement

Particulars (Rs Mn)	FY23	FY24	FY25	FY26E	FY27E
PBT	1,566	1,200	1,639	1,907	2,327
Add: Depreciation	710	721	755	725	753
Add: Interest	287	232	188	194	230
Less: WC changes	(954)	560	304	914	665
Less: taxes paid	(525)	(350)	(498)	(477)	(582)
<b>Cash flow from operations</b>	<b>1,265</b>	<b>2,645</b>	<b>2,352</b>	<b>3,264</b>	<b>3,394</b>
Capital expenditure	(667)	(397)	(566)	(913)	(943)
<b>Cash flow from investing activities</b>	<b>(696)</b>	<b>(745)</b>	<b>(1,546)</b>	<b>(913)</b>	<b>(943)</b>
Lease payment	(156)	(231)	(238)	(262)	(286)
Interest paid	(277)	(226)	(175)	(194)	(230)
<b>Cash from financing activities</b>	<b>(331)</b>	<b>(1,925)</b>	<b>(847)</b>	<b>(457)</b>	<b>(517)</b>
Change in cash balance	238	(25)	(41)	1,894	1,934
Opening cash balance	3	240	215	245	2,139
Closing cash balance	241	215	174	2,139	4,073

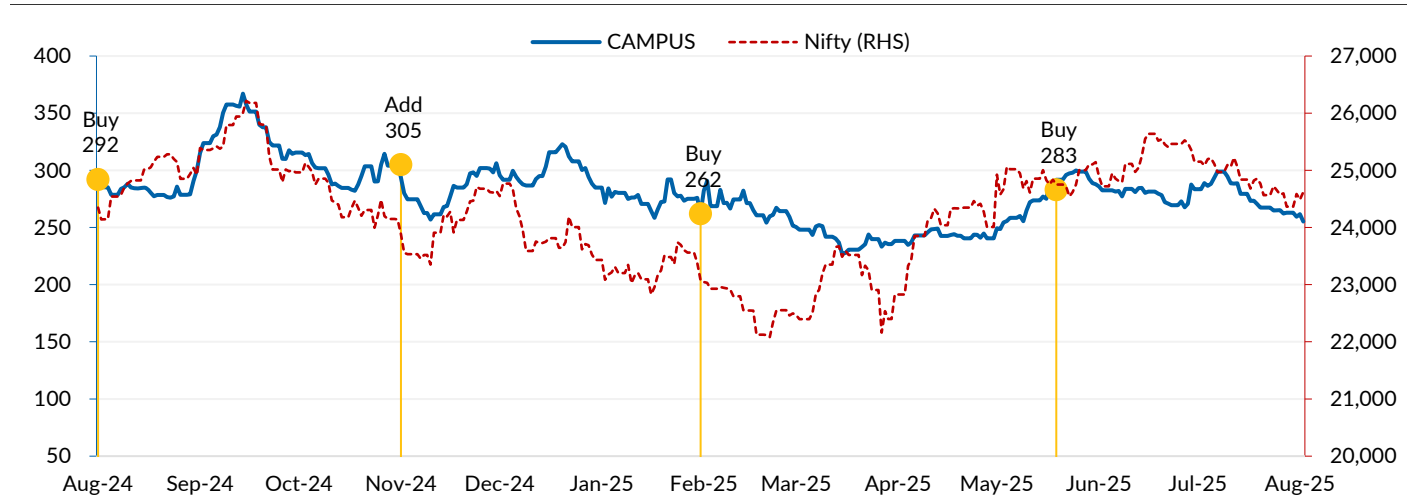
Source: Company, YES sec

## Exhibit 10: Ratio analysis

Particulars	FY23	FY24	FY25	FY26E	FY27E
<b>Growth (%)</b>					
Total Sales	24.3%	-2.4%	10.0%	8.1%	14.2%
EBITDA	4.8%	-16.9%	15.5%	9.6%	17.9%
EBIT	-3.2%	-22.7%	27.6%	15.0%	21.7%
PAT	7.9%	-23.6%	35.5%	18.0%	22.0%
<b>Profitability (%)</b>					
GP Margins	49.3%	52.0%	51.8%	53.6%	54.1%
EBITDA Margins	17.1%	14.6%	15.3%	15.5%	16.0%
EBIT Margins	12.5%	9.9%	11.5%	12.2%	13.0%
PAT Margins	7.9%	6.2%	7.6%	8.3%	8.9%
ROCE	28.5%	18.6%	20.3%	19.4%	19.5%
ROE	23.9%	14.9%	17.2%	17.3%	17.7%
<b>Per Share Data (Rs)</b>					
EPS	3.8	2.9	4.0	4.7	5.7
CEPS	6.2	5.3	6.4	7.1	8.2
BVPS	18.1	21.3	24.8	29.5	35.2
<b>Valuations (x)</b>					
P/E (x)	86.7	73.2	58.1	54.4	44.6
P/CEPS (x)	54.0	40.5	35.8	36.1	31.2
P/BV (x)	18.4	10.0	9.3	8.7	7.3
EV/EBITDA	40.7	31.1	28.8	28.4	23.4
<b>Gearing Ratios</b>					
Debt/Equity	0.3	0.0	-	-	-
Net Debt/Equity	0.3	(0.0)	(0.0)	(0.2)	(0.4)
Net Debt/EBITDA	0.6	(0.0)	(0.1)	(0.8)	(1.3)
Int Coverage	6.5	6.2	9.7	10.8	11.1
<b>WCC Days</b>					
Debtors	43	30	34	34	34
Inventory	218	208	181	181	181
Creditors	104	105	108	108	108

Source: Company, YES sec

## Recommendation Tracker





## STANDARD DISCLAIMER:

YES Securities (India) Limited, Registered Address: 2<sup>nd</sup> Floor, North Side, YES BANK House, Off Western Express Highway, Santacruz East, Mumbai - 400055. Maharashtra, India | **Correspondence Add:** 7<sup>th</sup> Floor, Urmi Estate Tower A, Ganpatrao Kadam Marg, Opp. Peninsula Business Park, Lower Parel (West), Mumbai - 400 013, Maharashtra, India. | Website: [www.yesinvest.in](http://www.yesinvest.in) | Email: [customer.service@ysil.in](mailto:customer.service@ysil.in)

**Registration Nos.:** CIN: U74992MH2013PLC240971 | SEBI Registration No.: NSE, BSE, MCX & NCDEX : INZ000185632 | Member Code: BSE - 6538, NSE - 14914, MCX - 56355 & NCDEX - 1289 | CDSL & NSDL: IN-DP-653-2021 | RESEARCH ANALYST: INH000002376 | INVESTMENT ADVISER: INA000007331 | Sponsor and Investment Manager to YSL Alternates Alpha Plus Fund (Cat III AIF) and YES Wealth Maximiser AIF (Cat III AIF) SEBI Registration No.: IN/AIF3/20- 21/0818 | AMFI ARN Code - 94338

**Details of Compliance Officer:** Aditya Goenka | Email: [compliance@ysil.in](mailto:compliance@ysil.in) / Contact No.: 022-65078127 | **Grievances Redressal Cell:** [customer.service@ysil.in](mailto:customer.service@ysil.in) / [igc@ysil.in](mailto:igc@ysil.in)

**Standard Disclaimer:** Investment in securities market are subject to market risks; read all the related documents carefully before investing. Above representation provides an overview related to our past performance neither does it provide any guarantee of future performance, nor we are ensuring any guaranteed returns. Actual Client returns may vary depending upon time premium, volatility Index, intrinsic value of the script, open interest, other geopolitical conditions and choice of the customer to execute the recommendation in full or part. All recommendations are published under Research Analyst License of YES Securities (India) Limited (YSIL); execution of the recommendation is at complete discretion of customer without any intervention by the research publisher.

Contents which are exclusively for Non-Broking Products/Services e.g. Mutual Fund, Mutual Fund-SIP, Research reports, Insurance, etc. where the YSIL is just a distributor. These are not Exchange traded product and the YSIL is just acting as distributor. Kindly note that all disputes with respect to the distribution activity, would not have access to Exchange investor redressal forum or Arbitration mechanism.

YSIL is a subsidiary of YES Bank Limited ('YBL'). Savings, Current, PIS and Demat Account are offered by YES Bank Limited. Please note Brokerage would not exceed the SEBI prescribed limit. YSIL also acts in the capacity of distributor for Products such as IPOs, Mutual Funds, Mutual Fund-SIPs, NCD/Bonds, etc., All disputes with respect to the distribution activity, would not have access to Exchange investor redressal forum or Arbitration mechanism.

Margin Trading Funding (MTF) is an exchange approved product offered to YSIL trading account holders, as per the regulation and guideline of SEBI Circular: CIR/MRD/DP/54/2017 dated June 13, 2017. For product specification, T&C, rights and obligations statement issued by the YSIL visit [https://yesinvest.in/standard\\_documents\\_policies](https://yesinvest.in/standard_documents_policies)

## DISCLAIMER

Investments in securities market are subject to market risks, read all the related documents carefully before investing.

The information and opinions in this report have been prepared by YSIL and are subject to change without any notice. The report and information contained herein are strictly confidential and meant solely for the intended recipient and may not be altered in any way, transmitted to, copied or redistributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of YSIL.

The information and opinions contained in the research report have been compiled or arrived at from sources believed to be reliable and have not been independently verified and no guarantee, representation of warranty, express or implied, is made as to their accuracy, completeness, authenticity or validity. No information or opinions expressed constitute an offer, or an invitation to make an offer, to buy or sell any securities or any derivative instruments related to such securities. Investments in securities are subject to market risk. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. Investors should note that Price of each of the securities or value may rise or fall and, accordingly, investors may even receive amounts which are less than originally invested. The investor is advised to take into consideration all risk factors including their own financial condition, suitability to risk return profile and the like, and take independent professional and/or tax advice before investing. Opinions expressed are our current opinions as of the date appearing on this report. Investor should understand that statements regarding future prospects may not materialize and are of general nature which may not be specifically suitable to any particular investor. Past performance may not necessarily be an indicator of future performance. Actual results may differ materially from those set forth in projections. Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. YES Securities (India) Limited conforms with the rules and regulations enumerated in the Securities and Exchange Board of India (Research Analysts) Regulations, 2014 as amended from time to time.

Technical analysis reports focus on studying the price movement and trading turnover charts of securities or its derivatives, as opposed to focussing on a company's fundamentals and opinions, as such, may not match with reports published on a company's fundamentals.

YSIL, its research analysts, directors, officers, employees and associates accept no liabilities for any loss or damage of any kind arising out of the use of this report. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject YSIL and associates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.

YES Securities (India) Limited distributes research and engages in other approved or allowable activities with respect to U.S. Institutional Investors through Rule 15a-6 under the Securities Exchange Act of 1934 (the "Exchange Act")<sup>[1]</sup> and regulations under an exclusive chaperone arrangement with Brasil Plural Securities LLC. The views and sentiments expressed in this research report and any findings thereof accurately reflect YES Securities (India) Limited analyst's truthful views about the subject securities and or issuers discussed herein. YES Securities (India) Limited is not registered as a broker-dealer under the Securities Exchange Act of 1934, as amended (the "Exchange Act") and is not a member of the Securities Investor Protection Corporation ("SIPC"). Brasil Plural Securities LLC is registered as a broker-dealer under the Exchange Act and is a member of SIPC. For questions or additional information, please contact Gil Aikins (gil.aikins@brasilplural.com) or call +1 212 388 5600.

This research report is the product of YES Securities (India) Limited. YES Securities (India) Limited is the employer of the research analyst(s), the authors of this research report. YES Securities (India) Limited is the concerned representatives (employees) of YES Securities (India) Limited, are responsible for the content of this research report including but not limited to any material conflict of interest of YES Securities (India) Limited in relation the issuer(s) or securities as listed in this research report. This YES Securities (India) Limited research report is distributed in the United States through Brasil Plural Securities LLC (BPS). The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and is/ are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account. As per SEC Rule 15a-6, the U.S. broker-dealer must accompany any third party research report it distributes with, or provide a web address that directs a recipient to, disclosure of any material conflict of interest that can reasonably be expected to have influenced the choice of a third-party research report provider or the subject company of a third-party research.

FINRA Rules 2241 and 2242, which govern the conduct of research analysts and the content of equity and debt research reports, respectively, apply to all research distributed by a FINRA member firm, including research prepared by a foreign broker-dealer under Rule 15a-6.

- Research reports prepared by a foreign broker-dealer and distributed by a U.S. broker-dealer are deemed to be third party research reports, as reports produced by a person other than a FINRA member.
- Prior to distributing any third party research, a U.S. broker-dealer must assure that such report contains the required disclosures under FINRA Rule 2241(h) or 2242(g)(3), as applicable.

This report is intended for distribution by YES Securities (India) Limited only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a-6(a)(2). As per Rule 15a-6(b)(4) of the Exchange Act, 1934, "Major U.S. institutional investor" means a U.S. institutional investor with assets, or assets under management, in excess of US\$100 million, or a registered investment adviser with assets under management in excess of US\$100 million. If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person or entity. Transactions in securities discussed in this research report should be effected through Brasil Plural Securities LLC (BPS) or another U.S. registered broker dealer/Entity as informed by YES Securities (India) Limited from time to time.

---

<sup>[1]</sup> Rule 15a-6 under the Securities Exchange Act of 1934 provides conditional exemptions from broker-dealer registration for foreign broker-dealers that engage in certain specified activities involving U.S. investors. These activities include:

- (a) Effecting unsolicited securities transactions;
- (b) Providing research reports to major U.S. institutional investors, and effecting transactions in the subject securities with or for those investors;
- (c) Soliciting and effecting transactions with or for U.S. institutional investors or major U.S. institutional investors through a "chaperoning broker-dealer"; and
- (d) Soliciting and effecting transactions with or for registered broker-dealers, banks<sup>3</sup> acting in a broker or dealer capacity, certain international organizations, foreign persons temporarily present in the U.S., U.S. citizens resident abroad, and foreign branches and agencies of U.S. persons.

In adopting Rule 15a-6, the SEC sought "to facilitate access to foreign markets by U.S. institutional investors through foreign broker-dealers and the research that they provide, consistent with maintaining the safeguards afforded by broker-dealer registration." [Rule 15a-6 Adopting Release at 54 FR 30013; see also Registration Requirements for Foreign Broker-Dealers, Exchange Act Release No. 25801 (June 14, 1988), 53 FR 23645 (June 23, 1988)].

## DISCLOSURE OF INTEREST

Name of the Research Analyst : Udit Gajiwala, Shalin Damani

The analyst hereby certifies that opinion expressed in this research report accurately reflect his or her personal opinion about the subject securities and no part of his or her compensation was, is or will be directly or indirectly related to the specific recommendation and opinion expressed in this research report.

Sr. No.	Particulars	Yes/No
1	Research Analyst or his/her relative's or YSIL's financial interest in the subject company(ies)	No
2	Research Analyst or his/her relative or YSIL's actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of the research report	No
3	Research Analyst or his/her relative or YSIL has any other material conflict of interest at the time of publication of the research report	No
4	Research Analyst has served as an officer, director or employee of the subject company(ies)	No
5	YSIL has received any compensation from the subject company in the past twelve months	No
6	YSIL has received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months	No
7	YSIL has received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months	No
8	YSIL has received any compensation or other benefits from the subject company or third party in connection with the research report	No
9	YSIL has managed or co-managed public offering of securities for the subject company in the past twelve months	No
10	Research Analyst or YSIL has been engaged in market making activity for the subject company(ies)	No

Since YSIL and its associates are engaged in various businesses in the financial services industry, they may have financial interest or may have received compensation for investment banking or merchant banking or brokerage services or for any other product or services of whatsoever nature from the subject company(ies) in the past twelve months or associates of YSIL may have managed or co-managed public offering of securities in the past twelve months of the subject company(ies) whose securities are discussed herein.

Associates of YSIL may have actual/beneficial ownership of 1% or more and/or other material conflict of interest in the securities discussed herein.

## RECOMMENDATION PARAMETERS FOR FUNDAMENTAL REPORTS

Analysts assign ratings to the stocks according to the expected upside/downside relative to the current market price and the estimated target price. Depending on the expected returns, the recommendations are categorized as mentioned below. The performance horizon is 12 to 18 months unless specified and the target price is defined as the analysts' valuation for a stock. No benchmark is applicable to the ratings mentioned in this report.

**BUY:** Upside greater than 20% over 12 months

**ADD:** Upside between 10% to 20% over 12 months

**NEUTRAL:** Upside between 0% to 10% over 12 months

**REDUCE:** Downside between 0% to -10% over 12 months

**SELL:** Downside greater than -10% over 12 months

**NOT RATED / UNDER REVIEW**

Analyst signature

Analyst signature

## ABOUT YES SECURITIES (INDIA) LIMITED

YES Securities (India) Limited ('YSIL') is a subsidiary of YES Bank Limited ('YBL'). YSIL is a Securities and Exchange Board of India (SEBI) registered Stock broker holding membership of National Stock Exchange (NSE), Bombay Stock Exchange (BSE), Multi Commodity Exchange (MCX) & National Commodity & Derivatives Exchange (NCDEX). YSIL is also a SEBI-registered Investment Adviser and Research Analyst. YSIL is also a Sponsor and Investment Manager of Alternate Investment Fund - Category III (YSL Alternates) and AMFI registered Mutual Fund Distributor. The Company is also a registered Depository Participant with CDSL and NSDL.