

DECEMBER 01, 2021

## IPO Note

**ANAND RATHI WEALTH LTD.****NOT RATED**

(Note: All the information in this note is taken from RHP)

**Offer Details**

The offer consists of an offer for sale, cumulatively, of Rs. 660 cr (At the upper end of the price band). The price band is in the range of Rs. 530-550/share.

**Details of the offer**

Particulars	Details
Price band (Rs/share)	530-550
Opening date of the Issue <sup>^</sup>	02-Dec-2021
Closing date of the issue	06-Dec-2021
No. of shares pre-issue (nos. lakhs)	416
Fresh Issue (nos. lakhs)*	-
Offer for sale (nos. lakhs)*	120
No. of shares post-issue (nos. lakhs)*	416
Fresh Issue size (Rs Cr)*	-
Offer for sale size (Rs Cr)*	660
Issue size (Rs Cr)*	660
Face Value (Rs/ share)	5
Bid Lot	27 and multiples thereof
<b>Book Building</b>	
QIBs (Including Anchor)	50%
Non-Institutional	15%
Retail	35%
Book Running Lead managers (BRLM)	Equirus Capital Private Limited/ BNP Paribas/ IIFL Securities Limited/ Anand Rathi Advisors Limited.
Registrar to the issue	Link Intime Private Limited

Source: Company's RHP, \* Based on upper price band <sup>^</sup>The Anchor Investor Bidding Date shall be one Working Day prior to the Bid/Offer Opening Date

**Objects of issues**

Particulars	Rs. Cr.*
Offer for sale not to be received by the Company	660
<b>Total</b>	<b>660</b>

Source: Company's RHP, \*Based on upper price band

**Shareholding pattern**

Particulars	Pre-Issue	Post-Issue*
Promoter & Promoter Group holding (%)	74.73	48.82
Public holding (%)	25.27	51.18
<b>Total (%)</b>	<b>100.00</b>	<b>100.00</b>

Source: Company's RHP, \*Based on upper price band

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### Selling shareholders

Particulars	Number of equity shares offered in the offer for sale	Number of equity shares held pre offer for sale	% of pre offer paid up equity share capital offered for sale	% of shareholding offered for sale	% of post-offer paid up equity share capital*
Mr. Anand Rathi	3,75,000	53,46,390	12.85	7.01	11.95
Mr. Pradeep Gupta	3,75,000	22,77,012	5.47	16.47	-
Anand Rathi Financial Services Limited	92,85,000	1,79,46,123	43.12	51.74	20.81
Mr. Amit Rathi	3,75,000	18,00,000	4.33	20.83	3.42
Ms. Priti Gupta	3,75,000	15,37,500	3.69	24.39	2.79
Ms. Supriya Rathi	3,75,000	15,00,000	3.60	25.00	2.70
Rawal Family Trust	3,75,000	8,87,100	2.13	42.27	1.23
Mr. Jugal Mantri	90,000	1,95,000	0.47	46.15	0.25
Mr. Feroze Azeez	3,75,000	11,04,210	2.65	33.96	1.75
<b>Total</b>	<b>1,20,00,000</b>				

Source: Company RHP \* Based on the upper price band

### Listing schedule

Finalisation of Basis of Allotment with the Designated Stock Exchange	On or about December 9, 2021
Initiation of refunds (if any, for Anchor Investors)/unblocking of funds from ASBA Account	On or about December 10, 2021
Credit of Equity Shares to demat accounts of Allottees	On or about December 13, 2021
Commencement of trading of the Equity Shares on the Stock Exchanges	On or about December 14, 2021

Source: Company RHP

## About the Company

Anand Rathi Wealth Ltd is one of the leading non-bank wealth solutions firms in India and has been ranked amongst one of the three largest non-bank mutual fund distributors in India by gross commission earned in Fiscal 2019, 2020 and 2021.

The company serves a wide spectrum of clients through a mix of wealth solutions, financial product distribution and technology solutions. It provides services primarily through its flagship Private Wealth ("PW") vertical where the company manages Rs. 29,472 Cr. in AuM as on August 31, 2021. It believes it has achieved a dominant position in the distribution of financial products, with a focus on the growing HNI segment through an uncomplicated, holistic and standardised offering, delivered through an entrepreneurial team of private wealth professionals, known as Relationship Managers ("RMs").

The company commenced activities in Fiscal 2002 as an AMFI registered mutual fund distributor and have evolved into providing, well researched solutions to its Clients by facilitating investments in financial instruments through an objective driven process. As of August 31, 2021, PW vertical caters to 6,564 active client families, serviced by a team of 233 RMs (including basis). As on August 31, 2021, 54.69% of its 8 RMs working on contractual. Clients have been associated with it for over 3 years, representing 73.55% of its total PW AuM, which shows its strength in vintage of both clients and their AuM in its business. It is currently present across 11 cities in India, namely, Mumbai, Bengaluru, Delhi, Gurugram, Hyderabad, Kolkata, Chennai, Pune, Chandigarh, Jodhpur and Noida and the company has a representative office in Dubai.

It believes, the HNI segment of clients (i.e., individuals with net worth between Rs 5 - 50 Cr.), is an attractive and underserved segment in terms of quality of service and creating a platform to serve this segment is often time consuming and difficult to build. In its experience, Clients belonging to the HNI segment are less price sensitive and appreciate the quality of personalized services it offers. Its client families have consistently grown with new family additions of 965, 863, 988 and 455 in Fiscal 2019, Fiscal 2020, Fiscal 2021 and for the period ended August 31, 2021 respectively. Correspondingly, PW AuM has also grown at a CAGR of 22.47% from Rs. 18,037 Cr. as of March, 2019 to Rs. 29,472 Cr. on August 31, 2021.

Its process driven approach, aims to achieve consistent Client outcomes through a standardised investment strategy, augmenting its RM capability.

With regards to mutual fund distribution, it has devised in-house methodologies that consider a defined set of parameters for mutual fund selection. Non-Convertible Market Linked Debentures (MLDs) form an integral part of its model portfolios enabling predictable returns, with lower risk as compared to equity investment over a medium to long term period. Its product mix of mutual funds and MLDs, further positions it well to capture its target clientele.

As part of its holistic approach to clients, it also facilitates estate planning, succession planning and create wills as part of its core objectives, without charging any cost to its Clients.

It has digitised its operational process, including opening of an account, client approvals and investment transactions and on-boarding process. This has led to cost efficiencies and making execution less cumbersome, more transparent and contributed to the growth of its Company.

In addition to PW vertical, the company has two other new age technology led business verticals, i.e., Digital Wealth (“DW”) and Omni Financial Advisors (“OFA”). It believes that technology is the key to keeping its business future proof.

Its DW vertical is a fin-tech extension of its proposition and addresses the large mass affluent segment (i.e. group of individuals with financial assets between Rs. 10 lac to Rs. 5 Cr.) of the market with a wealth solution delivered through a ‘phygital channel.

Its OFA vertical is another strategic extension for capturing the wealth management landscape through which it provide a technology platform for Independent Financial Advisors (“IFAs”) to service their clients and grow its business. Within a short period of over five years since its launch in September, 2016, it has become India’s leading technology platforms for IFAs in terms of subscribers with over 5,000 subscribers as of March 31, 2021.

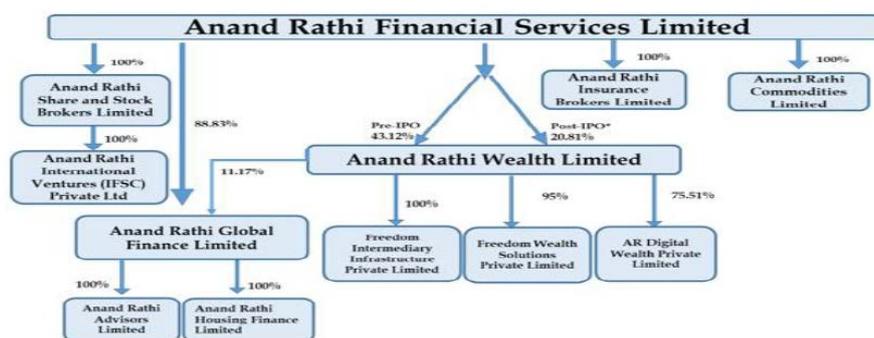
As of August 31, 2021, 5,062 IFAs had subscribed to its IFA platform. These IFAs handle around 16.3 lacs clients.

### Break-up of AuM: PWM and DWM

Particulars Rs Cr.	As of March 2019		As of March 2020		As of March 2021		As of August 2021	
	Amount	%	Amount	%	Amount	%	Amount	%
Equity Mutual Fund	8,098	44%	6,062	33%	9,925	37%	12,858	43%
Debt Mutual Fund	4,764	26%	5,006	27%	4,634	17%	4,516	15%
Total MF – A	12,862	70%	11,068	60%	14,559	55%	17,374	58%
Change Y-o-Y (%) MF	NA		-14		32		19	
Structured Products/ MLDS	3,966	22%	5,797	32%	9,408	35%	9,379	31%
Total – B	16,828	91%	16,865	92%	23,967	90%	26,754	89%
Direct Equity and Others	1,565	9%	1,490	8%	2,703	10%	3,456	11%
Total - (A+B)	18,393	100%	18,355	100%	26,670	100%	30,209	100%

Source: Company RHP

### Corporate Structure



\*Calculated by taking up to 9,285,000 Equity shares in offer for sale as mentioned in DRHP

Note: ARIPPTL, one of our group companies does not appear in the above chart, as 67.04% shareholding is held by our Individual Promoters and remaining by other promoter group.

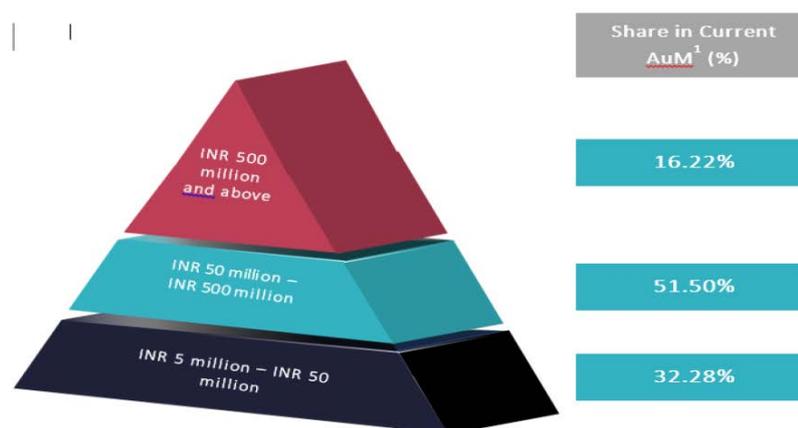
Source: Company RHP

## The Strengths

### Focus on the underserved and less price sensitive HNI segment

The PW vertical focuses on the HNI segment with AuM potential of Rs. 5 – Rs. 50 Cr., who are seeking quality and value addition rather than low cost solutions. While the targeted AuM potential is above Rs. 5 Cr, the company typically on-board clients with a relationship value of a minimum of Rs. 50 lacs. Through the uncomplicated, standardized and well researched approach, the client relationship value increases over a period of time.

### Share in current AuM (%)



(1: Data as on August 31, 2021)

Source: Company RHP

It believes, the HNI segment of clients is the most attractive and underserved segment in terms of the quality of service. Creating a platform to serve this segment is often time consuming and difficult to build, however, this platform has the potential to provide it a better opportunity to be the sole or a dominant wealth services provider to clients. Based on its experience, its clients belonging to the HNI segment are less price sensitive for the value of the service it offers.

The number of active client families with respect to its PW vertical stood at 6,564 as on August 31, 2021, wherein 54.69% of its Clients have been associated with it for a period of over three Financial Years.

### The value proposition has enabled it to make consistent additions to its number of Clients during the last three Fiscals as showcased in the table below:

Particulars	2018-19	2019-20	2020-21	2021-Aug 2021
No of Clients added	965	863	988	455

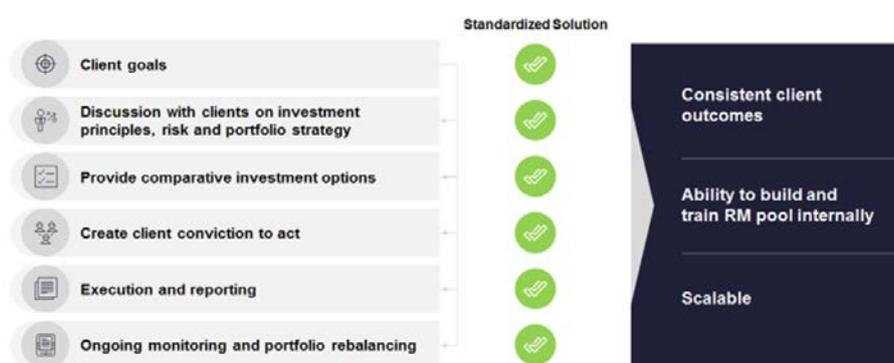
Source: Company RHP

Its Clients in the UHNIs category represents families having an AuM of greater than Rs. 50 Cr. and these UHNIs were mostly HNIs when they were on-boarded and have subsequently elevated as UHNIs over a period of time.

### Uncomplicated, holistic and standardized solutions offered to clients based on an objective-driven approach

The Company follows a process driven approach in providing wealth solutions and aims to achieve consistent client outcomes through a standardized investment strategy which augments the RM’s ability to deliver its service proposition. The model portfolio consists of an optimal combination of mutual funds and MLDs making it relatively simpler for clients to understand. This combination envisages liquidity along with limited risk to capital to its clients in the medium term. It believes in an ‘uncomplicated’ objective-oriented approach which helps its potential Clients identify their wealth goals and create conviction to act upon their investment decisions. The solutions, coupled with a motivated team of trained RMs help it in attracting and retaining clients.

### End-to-end, process driven, standardized and well researched solution approach



Source: Company RHP

Its model portfolios are created using its in-house research and analytical tools in allocating assets and selecting securities that are aligned to each client’s liquidity and risk profile. The portfolio is periodically monitored and if required, strategic calls are organized with clients to modify strategy and help them reach their financial goals.

### One of the leading non-bank mutual fund distributor in India coupled with presence in Non-Convertible Market Linked Debentures

It is amongst one of the three leading Mutual Fund Distributor (“MFD”) in India. It distributes mutual fund schemes managed by leading Asset Management Companies (‘AMCs’) in India and receive commissions linked to the outstanding market value of financial assets procured by it. It is the third largest mutual fund distributor on the basis of the gross commission non-bank MFDs in Fiscal 2019, 2020 and 2021.

**Non-Convertible Market Linked Debentures (MLDs):** Apart from distribution of mutual funds, it also sells non-convertible market linked debentures to its Clients. MLDs form an important part of its model portfolio acting as a hedge to market variability providing more predictable returns based on the market performance movement with medium to lower return risk as compared to equity investment over the maturity period.

In line with its process driven approach in providing wealth solutions, with an aim to achieve consistent client outcomes, it presently choose MLDs issued by Anand Rathi Global Finance Limited, which fit into its standardized

investment strategy and target returns. It buys these products from ARGFL which are then sold to certain of its clients and the income is earned by the Company from such sale.

A large portion of the MLDs gross mobilization comes from repeat purchasers, i.e. Clients who have invested in ARGFL MLDs before. Over the last three Fiscals and five months ended August 31, 2021, 78% of its MLDs sales (Rs. 6916 Cr out of Rs. 8867 Cr.) has come from its repeat purchasers.

### Metrics of MLDs

Particulars (Rs. Cr.)	In the fiscal of 2019		In the fiscal of 2020		In the fiscal of 2021		In the fiscal of 2022*		Total (until Aug 21)	
	Rs.	%	Rs.	%	Rs.	%	Rs.	%	Rs.	%
No of Products	331		530		634		177		1,672	
Gross Mobilisation	1,866	100	2,973	100	2,871	100	1,157	100	8,867	100
Repeat Purchase by existing clients	1,636	88	2,446	82	1,931	67	904	78	6,916	78

Source: Company RHP \*Until Aug 2021

### Focus on value added services i.e., safety net and estate planning services

It believes in a holistic approach, and as part of managing wealth for its Clients, the proposition also includes estate planning, succession planning and creating wills as part of its core objectives, without any cost to its Clients. It safeguards and enables smooth transmission of wealth, which brings effective long-term relationship with the Clients. The estate planning services are critical and imperative, for which, it has in-house team of four qualified lawyers, who are providing services to its Clients with succession and estate planning services across all locations.

### Focused towards attracting and retaining talent through an entrepreneurial work culture

The Company hires account managers, who are business management graduates / CAs by qualification. These AMs assist RMs in servicing clients. Each RM is usually assisted by one AM. As of August 31, 2021, it had a total of 228 AMs. It provides intensive training and guidance, to develop the skills of AMs which helps in their smooth transition to the role of an RM. Over the last 3 years and for the five months ended August 31, 2021, 58 AMs have successfully progressed into the role of RM.

It is led by a professional management team with extensive experience in the wealth management business. It has built several people practices that the company believes provides a competitive advantage in its business. All employees in the role of business heads, including unit heads and team leaders, actively also work as RMs and manage client relationships. As a result, the entire management, product and advisory teams bring a deep and hands-on understanding of the market that the company believes enables it to be extremely agile as a business, identify and take advantage of strategic opportunities quickly and proactively respond to the changing competitive and regulatory landscape in India. It promotes and focuses on an entrepreneurial and low-ego work culture as an integral part of the business strategy. It encourages and help its RMs to prepare their own business plans, focus on new client acquisitions without any geographical restrictions or collaborate

with other team members, and actively mentor new hires. The RMs have uncapped financial upside linked to their business.

### **Strategic approach to the marketing initiatives**

While references given by existing clients is the most popular mechanisms to on-board new families, another mechanism that has been successful is the focused group discussions. In this event, groups of RMs invite prospective clients, and a speaker does the rendition of its proposition. These sessions were conducted physically during Fiscal 2018 and 2019. In addition, some of the focused group discussions were covered by leading business news channels. Such events were conducted across all major locations in India. It also sponsor various programs in India, including elite clubs like golf events, pre and post budget discussions and commercial policy discussions. It also leverage the research, intellectual and informative referencing material developed in-house on macro-economic trends for lead generation. Several of the leadership team participates in various electronic media discussions around wealth solutions and offerings, which effectively helps in generating new Clients.

The Fiscal 2020-2021 saw new challenges due to the COVID-19 pandemic. The company conducted digital webinars and its interactive webinars increased as against its physical events giving it a wider outreach. While the new client acquisitions seem to have been challenging, given the constraints of not doing physical meetings, the team still acquired 988 clients, with an average of approximately 82 clients per month in the Fiscal ending March 31, 2021.

## Strategies

### **Increasing RM count with a focus on higher vintage RMs**

RMs are the building blocks for the business. The greater is the vintage of a RM, the more productive such person is able to garner clients and increase high yield AuM. Currently, 87.02% of the AuM is generated by the RMs having a vintage of three years or more.

It aims to improve its RMs strength and increase the higher vintage RMs to generate maximum business. The basis for growth in RMs shall be supplemented by its efforts on developing quality in-house talent. These RMs know the nuances of its operations, are better placed to garner high quality business and deliver desired growth.

### **Focus on scaling its business by capitalizing on current market opportunities and through geographic expansion**

The number of millionaires in India is expected to reach to 12.7 lacs. Currently, 8% of the total population in India represents 45% of the total wealth and of the above only 20% take advice from wealth managers. With increase in start-ups, rising income levels and friendly macro factors with ease of doing business will drive growth of young HNI population in India; there is a big opportunity for a wealth management firm to tap into an underpenetrated market with huge upside growth potential for wealth managers.

Also, as part of its expansion plans, it will continue the hub-and-spoke model to leverage common infrastructure and increase operational efficiency and aim for its geographic expansion to include tier 1, tier 2 and tier 3 cities across the country. It also intend to grow branches in other key states in India. Although, it would explore the growing concept of e-office which is gaining momentum, the expansion through digital outlets across state levels will be rapid. Till such time, the business will continue to be managed centrally with the overall supervision from its corporate office.

### **Brand-building efforts with an increased digital focus**

The Company intend to increase its brand recognition through various brand-building efforts, communication and various promotional initiatives. Such promotion would enhance the visibility of its brand and also improve the business positioning and credibility.

It wants to continue its efforts to build financial awareness, create brand awareness and become the preferred private wealth firm of its target client segments. It wants to enhance its brand as the most uncomplicated private wealth firm in the HNI segment by engaging its existing and potential clients through social media campaigns and participation in relevant programs on popular business channels.

The core of its business is the thought process that it will grow by educating the clients. It wants to enhance the knowledge of its clients through interactive media sources that will allow its clients to become smarter decision-makers.

## Key Risks

- Revenues from distribution and sale of financial products are dependent on its sustained ability to increase the AuM as well as on the performance of the funds that it distributes. Any changes in the total expense ratio due to regulatory changes may reduce the distribution commission income
- Anand Rathi Commodities Limited (“ARCL”), one of the promoter group entity and its Directors, on account of being a commodity broker with NSEL, are involved in a proceedings involved with SEBI and Economic Offence Wing of Mumbai Police (“EOW”). Also, proceedings under relevant section of IPC and MPID Act are pending against ARCL and one of its ex-Director who is also a Director in the Company..
- The company will not receive any proceeds from the Offer.
- It is highly dependent on its management team and Relationship Managers
- There have been instances of discrepancies in relation to certain of its corporate records and statutory filings with the RoC under applicable laws.
- The Company has experienced negative cash flows in some prior periods and may do so in the future
- Its Subsidiary has incurred losses in some prior periods and may do so in the future
- The distribution arrangement with AMCs (33.29% and 34.01% of its revenue from operations for the five-month period ended August 31, 2021 and the Financial Year ended March 31, 2021) can be terminated without notice, or due to failure on its part to comply/ perform.
- The Company may have been operating as a NBFC without authorization from RBI as observed by the Statutory Auditors in the Fiscal 2021 and 2020 reports.
- Certain minority shareholders of ARDWPL, one of its Subsidiaries, have filed a petition under the Companies Act, 2013, alleging, amongst other things, oppression and mismanagement against its Company, Subsidiaries and some of its Directors.
- NSE has imposed a penalty on Anand Rathi Share and Stock Brokers Limited (“ARSSBL”), one of its Group Companies.
- Its results are also dependent on the strength and reputation of the brand ‘ANANDRATHI’, as well as the reputation of other entities forming part of the Anand Rathi Group.
- The Company is dependent on Anand Rathi Global Finance Limited (“ARGFL”), one of its Group Companies, for the business relating to the structured products.
- It has entered into related party transactions. It will continue to enter into such transactions and there can be no assurance that it could not have achieved more favourable terms had such transactions not been entered into with related parties
- Its success depends in large part upon its Promoters and certain members of its Promoter Group.
- Some of its Promoter Group entities are involved in similar line of business that may lead to real or potential conflicts of interest with its business.

## Financials

### Restated Consolidated Statement of Assets and Liabilities

Y/E March (Rs. In Crores)	As of Mar 2019	As of Mar 2020	As of Mar 2021	As of Aug 2021*
<b>Assets</b>				
<b>Non-Current Assets</b>	-	-	-	-
Property, Plant and Equipment	7	9	7	7
Right-of-use Asset	31	25	12	9
Capital work in progress	-	65	69	70
Goodwill	3	3	3	3
Other Intangible assets	8	37	32	30
Intangible assets under development	32	-	-	-
Financial Assets	-	-	-	-
Investments	-	101	102	102
Other Financial assets	4	5	4	8
Deferred Tax Assets	5	5	5	4
Other Non- Current Assets	29	7	11	22
<b>Total</b>	<b>118</b>	<b>258</b>	<b>245</b>	<b>255</b>
<b>Current Assets</b>				
<b>Financial Assets</b>				
-Investments	75	2	3	3
- Trade Receivables	11	9	11	13
- Cash and Cash equivalents	11	28	65	57
- Bank balances other than above	0	0	0	0
- Loans	1	67	1	27
- other Financial Assets	11	31	13	46
Other Current Assets	4	13	2	1
<b>Total</b>	<b>112</b>	<b>151</b>	<b>94</b>	<b>148</b>
<b>Total Assets</b>	<b>231</b>	<b>409</b>	<b>339</b>	<b>402</b>
<b>Equities and Liabilities</b>				
Equity	-	-	-	-
Equity Share Capital	13	14	14	21
Other Equity	110	172	228	266
Non- Controlling Interest	13	12	12	12
	136	197	253	298
<b>Liabilities</b>				
<b>Non-Current Liabilities</b>				
<b>Financial Liabilities</b>				
- Borrowings	0	33	25	23
- other Financial Liabilities	23	17	6	5
Provisions	1	2	1	1
<b>Total</b>	<b>24</b>	<b>52</b>	<b>32</b>	<b>28</b>
<b>Current Liabilities</b>				
<b>Financial liabilities</b>				
Borrowings	0	8	8	8
Trade Payables	-	-	-	-
Total Outstanding dues of micro enterprises and small enterprises	-	0	0	-
Total Outstanding dues of creditors other than micro enterprises and small enterprises	0	1	0	0
Other Financial Liabilities	30	101	13	31
Other Current Liabilities	7	9	12	8
Provisions	33	40	20	23
<b>Total</b>	<b>70</b>	<b>160</b>	<b>54</b>	<b>76</b>
<b>Total Equities and Liabilities</b>	<b>231</b>	<b>409</b>	<b>339</b>	<b>402</b>

Source: Company's RHP: \* Proforma

### Restated Consolidated Statement of Profit and Loss

Y/E March (Rs. In Crores)	As of Mar 2019	As of Mar 2020	As of Mar 2021	As of Aug 2021*
Revenue From Operation	277	332	265	167
Other Income	8	5	14	2
<b>Total Revenue</b>	<b>284</b>	<b>336</b>	<b>279</b>	<b>169</b>
<b>Expenses:</b>				
Employee Benefit Expenses	132	167	151	74
Finance Costs	6	3	3	1
Depreciation and Amortisation Expenses	16	21	17	7
Other Expenses	47	59	45	19
Total Expenses	201	249	216	101
Profit/(Loss) Before Tax	83	87	64	68
Tax Expenses:	-	-	-	-
1. Current Tax	34	26	18	17
2. Deferred Tax	-10	-0	1	0
Total Tax Expenses	25	25	18	17
<b>Profit/(Loss) for the Year</b>	<b>58</b>	<b>62</b>	<b>45</b>	<b>51</b>
Total Other comprehensive income/(loss)	-0	-1	0	0
Total comprehensive income/(loss) for the year	58	61	45	51
Profit for the year attributable to :	-	-	-	-
Owners of the Company	59	61	45	51
Non- Controlling Interest	-1	0	0	0
Total Comprehensive income for the year attributable to :	-	-	-	-
Owners of the Company	59	60	45	51
Non- Controlling Interest	-1	0	0	0
Earning Per Equity Share of Face Value of Rs. 5 each	-	-	-	-
Basic (₹)	22	23	17	12
Diluted (₹)	22	22	16	12

Source: Company's RHP: \* Proforma

### Restated Statement of Receipts and Payments

Y/E March (Rs. In Crores)	As of Mar 2019	As of Mar 2020	As of Mar 2021	As of Aug 2021*
Net cash from operating activities	67	140	-21	35
Net cash from investing activities	-42	-152	75	-29
Net cash used in financing activities	-14	28	-17	-14
Net increase/(decrease) in cash and cash equivalents	11	17	37	-8
Cash and cash equivalents - opening balance	1	11	28	65
Cash and cash equivalents - closing balance	11	28	65	57

Source: Company's RHP: \* Proforma

## RATING SCALE (PRIVATE CLIENT GROUP)

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### Definitions of ratings

<b>BUY</b>	– We expect the stock to deliver more than 15% returns over the next 12 months
<b>ADD</b>	– We expect the stock to deliver 5% - 15% returns over the next 12 months
<b>REDUCE</b>	– We expect the stock to deliver -5% - +5% returns over the next 12 months
<b>SELL</b>	– We expect the stock to deliver < -5% returns over the next 12 months
<b>NR</b>	– <b>Not Rated.</b> Kotak Securities is not assigning any rating or price target to the stock. The report has been prepared for information purposes only.
<b>SUBSCRIBE</b>	– We advise investor to subscribe to the IPO.
<b>RS</b>	– <b>Rating Suspended.</b> Kotak Securities has suspended the investment rating and price target for this stock, either because there is not a sufficient fundamental basis for determining, or there are legal, regulatory or policy constraints around publishing, an investment rating or target. The previous investment rating and price target, if any, are no longer in effect for this stock and should not be relied upon.
<b>NA</b>	– <b>Not Available or Not Applicable.</b> The information is not available for display or is not applicable
<b>NM</b>	– <b>Not Meaningful.</b> The information is not meaningful and is therefore excluded.
<b>NOTE</b>	– Our target prices are with a 12-month perspective. Returns stated in the rating scale are our internal benchmark.

### FUNDAMENTAL RESEARCH TEAM (PRIVATE CLIENT GROUP)

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