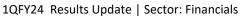
**Neutral** 



**AAVAS Financiers** 



Estimate change
TP change
Rating change



Bloomberg	AAVAS IN
Equity Shares (m)	78
M.Cap.(INRb)/(USDb)	123.3 / 1.5
52-Week Range (INR)	2340 / 1335
1, 6, 12 Rel. Per (%)	1/-31/-43
12M Avg Val (INR M)	364

#### Financials & Valuations (INR b)

Y/E March	FY23	FY24E	FY25E
NII	8.0	9.5	11.7
PPP	5.6	6.6	8.4
PAT	4.3	5.0	6.4
EPS (INR)	54.4	63.7	80.7
EPS Gr. (%)	20	17	27
BV/Sh. (INR)	414	477	558
Ratios (%)			
NIM	6.2	6.0	6.0
C/I ratio	44.9	45.5	43.1
Credit cost	0.12	0.16	0.17
RoA	3.5	3.4	3.5
RoE	14.2	14.3	15.6
Valuation			
P/E (x)	28.7	24.5	19.3
P/BV (x)	3.8	3.3	2.8

#### Shareholding pattern (%)

Jun-23	Mar-23	Jun-22
39.1	39.1	39.2
14.4	12.5	10.2
35.0	38.8	39.0
11.5	9.5	11.6
	39.1 14.4 35.0	39.1 39.1 14.4 12.5 35.0 38.8

FII Includes depository receipts

CMP: INR1,559 TP: INR1,680 (+8%)

# Disbursements muted; high opex leads to earnings miss

#### Transition to Aavas 3.0 should enable accelerated disbursements

- 1QFY24 disbursements declined 2% YoY to ~INR10.7b because of teething issues caused by the pan-India rollout of the Salesforce platform across all its branches. This transformation will enable accelerated disbursements through higher throughput and productivity.
- 1QFY24 PAT grew 23% YoY to INR1.1b (7% miss). NII increased by 26% YoY to INR2.3b. Other income rose 42% YoY, aided by higher assignment income of INR330m (PY: INR217m) and fee income of ~INR170m (PY: ~INR140m).
- Despite healthy NII growth, a higher cost-income ratio at ~48% (PY: 47%) led to an earnings miss. Opex included one-off items in employee expenses related to ~INR13m for KMP retiral benefits and ~INR70m in ESOP expenses (vs. reversal of ~INR50m in 4QFY23).
- We model a 24% AUM CAGR and a 22% PAT CAGR over FY23-25E, with RoA/RoE of 3.5%/16% in FY25E. We cut our FY24E/FY25E EPS by ~6%/ 3% to factor in lower AUM growth and higher margin compression.
- Valuations have de-rated over the last six months and the stock now trades at 2.8x FY25E P/BV. Before turning constructive, we would monitor the execution on asset quality and would observe how the IT transformation accelerates disbursements and improves productivity for AAVAS. Maintain **Neutral** rating with a TP of INR1,680 (based on 3x Mar'25E BVPS).

#### AUM grew 23% YoY; disbursements declined 2% YoY

- AUM grew 23% YoY/3% QoQ to ~INR147b. The management shared that disbursements have now stabilized, with Jun'23 disbursements up 17% YoY. The share of LAP in the disbursement mix stood at 33% (PY: 37%).
- The annualized run-off in the loan book stood at 17% (PY: 19%). In 1Q, securitization amounted to INR2b (PY: INR1.4B).

### Highlights from the management commentary

- 1QFY24 BT-OUT stood at ~1.4% (guidance of ~0.5% BT-OUT per month).
- Aavas guided for opex to average assets of ~3.7% in FY24. Opex will remain elevated in FY24 because of investments in technology, but cost ratios should improve by ~20-25bp every year from FY25 onward.

#### Valuation and View

- AAVAS reported RoA/RoE of 3.3%/13% in 1QFY24. Its constant endeavor to improve its technological edge and relentless focus on asset quality has made it a standout player among peers. Notably, its 1+DPD remains within guided levels, driven by its prudent underwriting process and efficient collection efforts.
- Given the investments being made in sourcing, distribution and technology, AAVAS will embark on a very strong disbursement growth trajectory from 2HFY24 onward. The stock trades at 2.8x FY24E P/BV and any rerating in valuation multiples will depend on consistent delivery of strong asset quality and robust AUM growth. Maintain Neutral with a TP of INR1,680 (based on 3x Mar'25E BVPS).

Abhijit Tibrewal - Research Analyst (Abhijit.Tibrewal@MotilalOswal.com)

Quarterly performance												INR m
Y/E March		FY2	23		FY24E			FY23	EV2/IE	1QFY24E	ule Ect	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	F123	F124E	1QF124E	V/S ESt.
Interest Income	3,148	3,287	3,585	3,861	4,128	4,343	4,560	4,805	13,882	17,836	4,093	1
Interest Expenses	1,347	1,410	1,504	1,650	1,866	2,034	2,156	2,250	5,910	8,307	1,774	5
Net Income	1,802	1,877	2,082	2,211	2,262	2,309	2,404	2,555	7,971	9,528	2,319	-2
YoY Growth (%)	20	15	32	23	26	23	15	16	22	20	29	
Other income	380	664	534	641	540	722	648	733	2,220	2,644	422	28
Total Income	2,182	2,541	2,616	2,852	2,802	3,031	3,052	3,287	10,191	12,172	2,741	2
YoY Growth (%)	37	21	20	18	28	19	17	15	23	19	26	
Operating Expenses	1,026	1,147	1,201	1,203	1,339	1,375	1,430	1,400	4,577	5,544	1,172	14
YoY Growth (%)	53	33	32	14	30	20	19	16	31	21	14	
<b>Operating Profits</b>	1,156	1,394	1,415	1,649	1,464	1,656	1,622	1,887	5,614	6,628	1,569	-7
YoY Growth (%)	26	13	12	22	27	19	15	14	17.6	18.1	36	
Provisions	9	16	35	64	57	65	50	29	124	200	65	-13
Profit before Tax	1,147	1,378	1,380	1,586	1,407	1,591	1,572	1,859	5,490	6,428	1,504	-6
Tax Provisions	254	310	307	318	310	344	339	396	1,189	1,388	325	-5
Profit after tax	892	1,068	1,073	1,268	1,097	1,247	1,232	1,463	4,301	5,040	1,179	-7
YoY Growth (%)	49	16	20	10	23	17	15	15	20.5	17.2	32	
Key Parameters (%)												
Yield on loans	12.7	12.9	13.0	13.1	13.3				13.7	14.1		
Cost of funds	6.9	7.0	7.3	7.6	7.7				6.6	7.5		
Spread	5.8	5.9	5.8	5.5	5.6				7.1	6.6		
NIM - YTD	7.7	8.2	8.2	8.3	8.0				6.2	6.0		
Credit cost	0.0	0.1	0.1	0.2	0.2				0.1	0.2		
Cost to Income Ratio (%)	47.0	45.1	45.9	42.2	47.8				44.9	45.5		
Tax Rate (%)	22.2	22.5	22.2	20.1	22.0				21.7	21.6		
<b>Balance Sheet Parameters</b>												
AUM (INR B)	118.9	125.4	130.9	141.7	146.5				141.7	175.6		
Change YoY (%)	23.7	23.6	23.3	24.8	23.2				24.8	24.0		
AUM mix (%)												
Home loans	71.1	70.9	70.1	69.9	69.8				69.9	68.1		
Mortgage loans	28.9	29.1	29.9	30.1	30.2				30.1	31.9		
Loans (INR B)	95.9	100.8	105.5	114.8	119.1				114.8	140.5		
% of AUM	80.6	80.4	80.6	81.0	81.3				26.8	22.4		
Disbursements (INR B)	10.9	11.5	12.0	15.8	10.7				50.2	59.8		
Change YoY (%)	136.5	27.2	26.5	22.9	-2.3				39.5	19.0		
Borrowings (INR B)	82.9	85.7	91.6	98.9	106.8				98.4	122.2		
Change YoY (%)	27.8	24.1	26.7	24.0					23.4	24.2		
Borrowings/Loans (%)	86.4	85.0	86.8	86.2	89.6				85.7	87.0		
Debt/Equity (x)	2.9	2.8	2.9	3.0	3.2				3.0	3.2		
Asset Quality (%)												
GS 3 (INR M)	1,045	1,113	1,204		1,193							
G3 %	1.08	1.10	1.13	0.92	1.00							
NS 3 (INR M)	805	848	917	780	872							
NS3 %	0.8	0.8	0.9	0.7	0.7							
PCR (%)	22.9	23.8	23.9	26.9	26.9							
ECL (%)	0.67	0.64	0.64	0.62	0.64							
Return Ratios - YTD (%)												
ROA (Rep)	3.2	3.4	3.4	3.5	3.2				3.5	3.4		
ROE (Rep)	12.5	13.4	13.6	14.1	13.2				14.2	14.3		

E: MOFSL Estimates

### Minor seasonal deterioration in asset quality

- Asset quality deteriorated sequentially, with GS3/NS3 increasing by ~10bp/ ~5bp to 1.0%/0.73%. PCR on Stage 3 was stable QoQ at 27%.
- 30+ dpd increased by ~10bp QoQ to 2.85% (PQ: 2.75%). ECL/EAD was largely stable sequentially at 0.64%. 1+dpd saw marginal seasonal deterioration and rose ~40bp QoQ to 3.7%.
- Annualized credit costs in 1QFY24 moderated to ~15bp (PQ: 20bp and PY: ~3bp).
- As of Jun'23, INR844m has been classified under Stage 2 from the OTR 2.0 pool, and provisions have been made on the same in accordance with regulatory guidelines. Out of this, INR640m falls within the 0-30dpd bucket.

## Spreads expand driven by increase in yields

- The ~5bp QoQ rise in CoF to ~7.7% was offset by ~15bp increase in yields to 13.3%, driving ~10bp expansion in spreads to 5.6%.
- Reported NIM (including fee and other income) in 1QFY24 declined ~30bp to 8.0% (vs. FY23 NIM of ~8.3%).
- AAVAS increased its prime lending rates (PLR) by ~40bp in Apr'23. The company
  has guided for a marginal increase in weighted average CoB in 2QFY24 followed
  by stabilization in the borrowing costs.

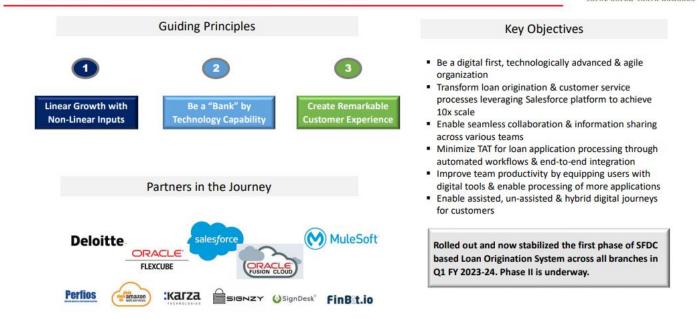
# IT Transformation to streamline end-to-end digital journey

#### Exhibit 1: IT transformation will enable AAVAS to minimize TAT and improve productivity

# IT Transformation - Project GATI and UNNATI

(End to End digital journey from origination to servicing)





Source: MOSL, Company



# Highlights from the management commentary

## **Business Update**

- AUM grew 23% YoY. Disbursements stood at ~INR10.6b and declined 2% YoY.
- In 1QFY24, the new LOS handled 33,000 files seamlessly. AAVAS is now ready for the next leap of transformation.
- Opex was elevated because of an increase in the headcount and higher ESOP costs in addition to the investments in technology.
- Two new branches were added in 1QFY24.
- CRAR of 47.3%

#### **Disbursements**

- Completed a pan-India Salesforce rollout across all its branches, which led to overall softer disbursements in 1QFY23. The system stabilized in Jun'23, with disbursements up 17% YoY.
- AAVAS went through a big transformation project. May'23 was the stabilization period and Jun'23 saw 17% YoY growth in disbursements. After the system stabilization and availability of state-of-art technology, it should be able to deliver higher disbursement volumes.

#### **Asset Quality**

- 1+dpd stood at 3.7% (PY: 4.7%).
- GS3 includes ~0.13% of <90dpd assets, which were categorized under Stage3 following the RBI's notification.
- A resolution plan was implemented under RBI Resolution Framework 2.0. From the OTR 2.0 pool, based on perceived risk and prudence, an amount of INR844m (as on Jun'30) has been classified in Stage 2 and provided for based on regulatory guidelines. Out of this, INR640m is within the 0-30dpd bucket.
- Total ECL provisioning (including Covid impact and restructuring provisions) stood at INR766m. Well placed to deliver industry-leading asset quality.

#### **Operating Expenses**

- One-off items in employee expenses included ~INR12.5m due to a KMP retiral benefits.
- In 4QFY23, there was a INR50m reversal of ESOP expenses. In 1QFY24, there was an ESOP expense of INR70m.
- Guides for opex to average assets of ~3.7% in FY24. Opex will remain elevated in FY24 because of investments in technology but opex (as % of average assets) should start improving by ~20-25bp every year from FY25 onward.

### **Liabilities**

- 20-25% of the incremental borrowings will be from NHB. Received a new sanction, which is ~20% of the overall borrowing program.
- PLR rate hike of ~40bp was taken in 1QFY24. Guides for stabilization in the CoB.

#### **MSME Loans**

■ All MSME loans are backed by collateral/property and 95% of the customers live in those houses. LTV between 45-50% and yields of ~15%.

#### **TAT**

■ The main objective of the new technology platform was to make systems more stable and scalable, and provide the right customer experience

■ TAT can be brought down to 6-7 days from 12-13 days currently.

### **Underwriting**

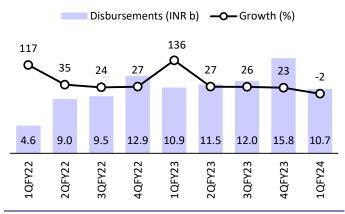
■ The new system will only support the underwriter for all the peripheral checks and clerical work. There is no change in the underwriting. An underwriter will now be able to do the prioritization of the cases.

#### **Others**

- No attrition in senior management or (CXO 1) or (CXO -2) levels. Attrition is primarily in the front-line sales, which is commonplace across the industry.
- 1QFY24 BT-OUT stood at ~1.4% (guidance of ~0.5% BT-OUT per month).
- Guides for 65:35 mix between Home Loans and Non-Mortgage loans.
- Non-conventional channels contributed ~10% to the Sourcing Mix. Expects the contribution of non-conventional channels to improve because of this technology transformation.

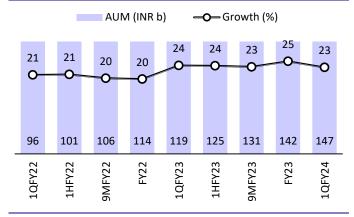
# **Key exhibits**

Exhibit 2: Disbursements declined ~2% YoY



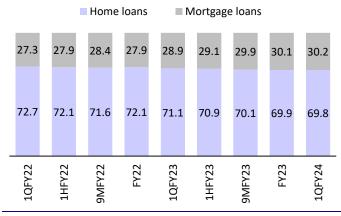
Source: MOFSL, Company

Exhibit 3: AUM grew 23% YoY



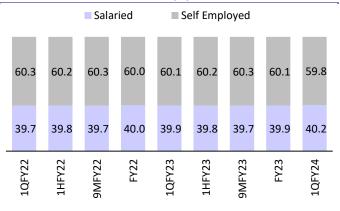
Source: MOFSL, Company

Exhibit 4: Share of Home loans stable QoQ (%)



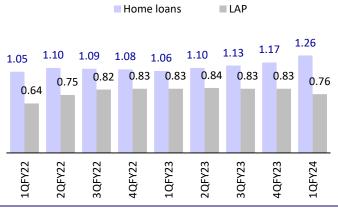
Source: MOFSL, Company

Exhibit 5: Stable customer mix (%)



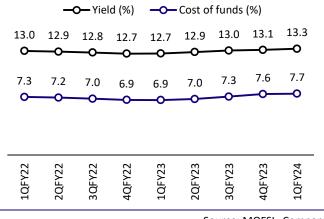
Source: MOFSL, Company

Exhibit 6: ATS in Home Loans increased QoQ (INR m)



Source: MOFSL, Company

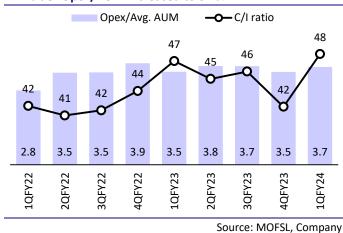
Exhibit 7: Reported spreads increased ~10bp QoQ

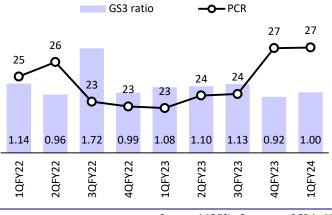


Source: MOFSL, Company

Exhibit 8: Opex/AUM increased to 3.7%

#### Exhibit 9: PCR stable sequentially at 27%

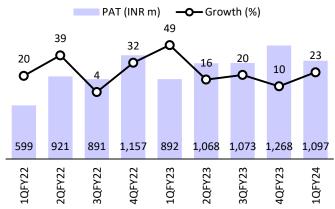




Source: MOFSL, Company, PCR in %

Exhibit 10: 1+dpd deteriorated to 3.7% (%)

Exhibit 11: 1QFY24 PAT grew 23% YoY



Source: MOFSL, Company Source: MOFSL, Company

#### Valuation and view

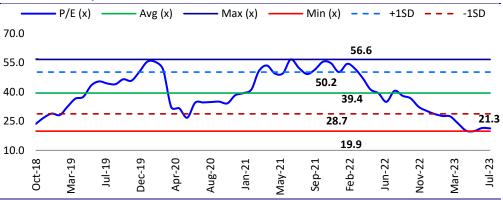
- AAVAS reported RoA/RoE of 3.3%/13% in 1QFY24. Its constant endeavor to improve its technological edge and relentless focus on asset quality has made it a standout player among peers. Notably, its 1+DPD remains within guided levels, driven by its prudent underwriting process and efficient collection efforts.
- Given the investments being made in sourcing, distribution and technology, AAVAS will embark on a very strong disbursement growth trajectory from 2HFY24 onwards. The stock trades at 2.8x FY24E P/BV and any rerating in valuation multiples will depend on consistent delivery of strong asset quality and robust AUM growth. Maintain **Neutral** with a TP of INR1,680 (based on 3x Mar'25E BVPS).

Exhibit 12: Cut our FY24E/FY25E EPS by ~6%/ 3% to factor in lower AUM growth and higher margin compression

INR b	Old	Est.	New	Est.	Change (%)	
	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
NII	9.9	12.0	9.5	11.7	-4.2	-2.3
Other Income	2.6	3.1	2.6	3.1	1.4	0.2
Total Income	12.5	15.1	12.2	14.8	-3.0	-1.8
Operating Expenses	5.4	6.4	5.5	6.4	2.0	0.3
Operating Profits	7.1	8.7	6.6	8.4	-6.8	-3.3
Provisions	0.3	0.3	0.2	0.3	-29.4	-19.9
РВТ	6.8	8.4	6.4	8.1	-5.9	-2.6
Tax	1.5	1.8	1.4	1.8	-5.9	-2.6
PAT	5.4	6.6	5.0	6.4	-5.9	-2.6
AUM	178	222	176	216	-1.1	-2.8
Borrowings	125	157	122	152	-2.2	-2.8
NIM (%)	6.2	6.0	6.0	6.0		
ROA (%)	3.6	3.5	3.4	3.5		
RoE (%)	15.1	15.9	14.3	15.6		

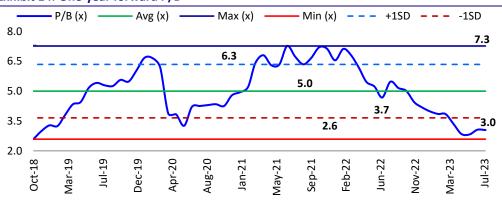
Source: MOFSL, Company

Exhibit 13: One-year forward P/E



Source: MOFSL, Company

Exhibit 14: One-year forward P/B



Source: MOFSL, Company

# **Financials and valuations**

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<del></del>									
Interest Income	2,707	3,926	5,935	7,864	9,764	11,288	13,882	17,836	21,933
Interest Expended	1,428	1,931	2,554	3,561	4,582	4,775	5,910	8,307	10,208
Net Interest Income	1,279	1,995	3,382	4,304	5,182	6,513	7,971	9,528	11,725
Change (%)	69.0	56.0	69.5	27.3	20.4	25.7	22.4	19.5	23.1
Gain on Securitisation	5	602	783	766	864	1,240	1,518	1,792	2,060
Other Operating Income	343	417	391	401	426	528	701	852	1,012
Total Income	1,627	3,014	4,556	5,470	6,471	8,281	10,191	12,172	14,797
Change (%)	62.5	85.3	51.2	20.1	18.3	28.0	23.1	19.4	21.6
Operating Expenses	673	1,645	1,890	2,296	2,566	3,506	4,577	5,544	6,385
Operating Income	953	1,369	2,666	3,174	3,905	4,775	5,614	6,628	8,412
Change (%)	78.1	43.6	94.7	19.1	23.0	22.3	17.6	18.1	26.9
Provisions	67	26	89	153	371	226	124	200	273
PBT	887	1,343	2,577	3,020	3,533	4,549	5,490	6,428	8,139
Tax	308	412	818	529	638	981	1,189	1,388	1,758
Tax Rate (%)	34.7	30.7	31.7	17.5	18.1	21.6	21.7	21.6	21.6
PAT	579	931	1,759	2,491	2,895	3,568	4,301	5,040	6,381
Change (%)	80.4	60.9	89.0	41.6	16.2	23.2	20.5	17.2	26.6
Proposed Dividend	0	0	0	0	0	0	0	0	0

Ra	lan	ce	sl	he	et

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Capital	582	692	781	783	785	789	791	791	791
Reserves & Surplus	5,082	11,207	17,589	20,196	23,229	27,297	31,906	36,946	43,326
Net Worth	5,663	11,899	18,370	20,979	24,014	28,086	32,697	37,736	44,117
Borrowings	17,935	27,376	36,533	53,520	63,454	79,725	98,407	1,22,242	1,52,166
Change (%)	23.1	52.6	33.4	46.5	18.6	25.6	23.4	24.2	24.5
Other liabilities	908	1,126	1,366	2,081	2,132	2,392	3,002	3,302	3,797
Total Liabilities	24,507	40,401	56,268	76,580	89,600	110,204	134,105	1,63,280	2,00,080
Loans	21,638	33,334	47,245	61,808	75,233	90,534	114,763	1,40,508	1,72,916
Change (%)	47.2	54.1	41.7	30.8	21.7	20.3	26.8	22.4	23.1
Investments	8	45	45	45	45	675	1,231	1,268	1,306
Change (%)	NM	NM	0.0	0.0	0.0	1,400.4	82.3	3.0	3.0
Other assets	2,861	7,022	8,978	14,727	14,323	18,994	18,112	21,504	25,859
Total Assets	24,507	40,401	56,268	76,580	89,600	110,204	134,105	1,63,280	2,00,080

E: MOFSL Estimates

# **Financials and valuations**

Ratios									(%)
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Spreads Analysis (%)									
Avg Yield on Loan portfolio	14.8	14.2	13.9	13.5	14.1	13.8	13.7	14.1	14.1
Avg. Cost of borrowings	8.8	8.5	8.0	7.9	7.8	6.7	6.6	7.5	7.4
Interest Spread	6.1	5.7	5.9	5.6	6.3	7.1	7.1	6.6	6.6
Net Interest Margin (AUM)	5.8	5.9	6.8	6.3	6.0	6.3	6.2	6.0	6.0
Profitability Ratios (%)									
RoE	15.0	10.6	11.6	12.7	12.9	13.7	14.2	14.3	15.6
RoA	2.8	2.9	3.6	3.8	3.5	3.6	3.5	3.4	3.5
Loans/Equity (x)	3.8	2.8	2.6	2.9	3.1	3.2	3.5	3.7	3.9
Cost/Income	41.4	54.6	41.5	42.0	39.7	42.3	44.9	45.5	43.1
Asset Quality (%)									
Gross NPAs	169	107	158	210	739	904	1,067	1,284	1,566
Gross NPAs to Adv.	0.8	0.3	0.3	0.3	1.0	1.0	0.9	0.9	0.9
Net NPAs	129	83	112	171	538	695	780	938	1,127
Net NPAs to Adv.	0.6	0.2	0.2	0.3	0.7	0.8	0.7	0.7	0.7
							_		
VALUATION	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Book Value (INR)	97	172	235	268	306	356	414	477	558
Price-BV (x)					4.6	3.9	3.4	3.3	2.8
EPS (INR)	9.9	13.5	22.5	31.8	36.9	45.2	54.4	63.7	80.7
EPS Growth YoY	19	35	67	41	16	23	20	17	26.6
Price-Earnings (x)					38.0	31.0	25.7	24.5	19.3
Dividend per share (INR)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividend yield (%)					0.0	0.0	0.0	0.0	0.0

E: MOFSL Estimates

Investment in securities market are subject to market risks. Read all the related documents carefully before investing

# NOTES

Explanation of Investment Rating							
Investment Rating	Expected return (over 12-month)						
BUY	>=15%						
SELL	<-10%						
NEUTRAL	< - 10 % to 15%						
UNDER REVIEW	Rating may undergo a change						
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation						

\*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend. Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <a href="http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf">http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf</a> MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com\_Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India) This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

### For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH00000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

#### For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1954 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motifal Oswal Securities international Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore
In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

#### Specific Disclosures

- MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- Research Analyst has not served as director/officer/employee in the subject company
- 6
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
  MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
  MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 8
- MOFSL has not received any compensation or other benefits from third party in connection with the research report
- MOFSL has not engaged in market making activity for the subject company

#### The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

5 August 2023 13

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

#### Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

#### Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. 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 MOFSL 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. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays. Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com.

Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No::022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products. Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dogrievances@motilaloswal.com.