

## **JK Cement**

 BSE SENSEX
 S&P CNX

 84,544
 25,791

# **JKC**ement

Bloomberg	JKCE IN
Equity Shares (m)	77
M.Cap.(INRb)/(USDb)	358 / 4.3
52-Week Range (INR)	4896 / 2996
1, 6, 12 Rel. Per (%)	3/-3/14
12M Avg Val (INR M)	627

#### Financials & Valuations (INR b)

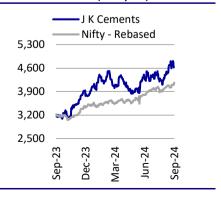
Y/E MARCH	FY25E	FY26E	FY27E
Sales	122.6	140.5	159.8
EBITDA	22.1	28.0	33.7
Adj. PAT	8.7	11.8	15.7
EBITDA Margin (%)	18.0	19.9	21.1
Adj. EPS (INR)	112.0	153.2	203.6
EPS Gr. (%)	9.0	36.8	32.9
BV/Sh. (INR)	782	905	1,078
Ratios			
Net D:E	0.8	0.7	0.5
RoE (%)	15.2	18.2	20.5
RoCE (%)	10.7	12.6	14.6
Payout (%)	22.3	19.6	14.7
Valuations			
P/E (x)	41.3	30.2	22.7
P/BV (x)	5.9	5.1	4.3
EV/EBITDA(x)	17.7	13.9	11.4
EV/ton (USD)	161	141	139
Div. Yield (%)	0.5	0.6	0.6
FCF Yield (%)	0.2	1.5	3.4
<u> </u>			

#### Shareholding pattern (%)

As On	Jun-24	Mar-24	Jun-23
Promoter	45.7	45.7	45.8
DII	22.1	23.4	23.2
FII	17.7	15.9	15.5
Others	14.5	15.0	15.5

FII Includes depository receipts

#### **Stock Performance (one-year)**



CMP: INR4,633 TP: INR5,600 (+21%) Buy

### Strategic expansions aiding growth

Potential to grow grey cement capacity up to 50mtpa by FY30

- JK Cement (JKCE) has been strategically expanding capacity using a balanced approach of improving the regional mix, lowering capex, and ensuring an adequate spread of integrated and grinding units. Further, the company has been successful in ramping up capacity utilization of its new plants.
- Recently, JKCE has unveiled its long-term capacity target of 50mtpa by FY30 vs. 24mtpa currently, which was in line with our estimates. The company's next leg of expansion will be fairly spread across regions, including greenfield expansion of 6mtpa in Jaisalmer (North) and brownfield expansion of 6mtpa in Panna Line-III (Central), 5mtpa in Muddapur (South) and 3mtpa in Odisha (East).
- The company's cost structure has improved with continuous capacity expansion and upgrade works, which helped to reduce energy consumption, optimize logistics costs and drive positive operating leverage. Further, the company has initiated various cost saving initiatives, including an increase in green power share and thermal substitution rate (TSR) by 10% (each) and a reduction in lead distance by 15km. With these initiatives, JKCE estimates cost savings of INR150-200/t in the next two years.
- We raise our EBITDA estimates by 3%/7% for FY26/FY27 and maintain FY25E EBITDA. We estimate JKCE to deliver a CAGR of 11%/ 18% in consol. revenue/EBITDA over FY24-27, driven by a 12% CAGR in sales volume and improvement in EBITDA/t. We estimate JKCE to post EBITDA/t of INR1,060/ INR1,180/INR1,260 in FY25/FY26/FY27 vs. INR1,080 in FY24 (average INR1,035 over FY19-23). The stock currently trades at 14x/11x FY26E/FY27E EV/EBITDA (vs. its five-year average one-year forward EV/EBITDA of 13x). Considering JKCE's increasing scale of operation, better execution strategy and cost reduction initiatives, we value it at 15x Sep'26E EV/EBITDA to arrive at our TP of INR5,600. We reiterate our BUY rating on the stock.

#### Well spread expansion in Central India; entering the east region

JKCE has significantly expanded grey cement capacity in Central India, becoming the second largest player (in terms of installed capacity) in the region. In Central India, the company has one integrated cement plant in Panna, Madhya Pradesh, and four split locations grinding units (GU) spread across Uttar Pradesh and Madhya Pradesh. Currently, its Central India clinker/grinding capacity stands at 3.3mtpa/9.5mtpa. It is further expanding capacity in Central India by adding clinker capacity of 3.3mtpa and grinding capacity of 3mtpa (1mtpa each at Hamirpur, Panna and Prayagraj). With these expansions, the company's grinding capacity share will increase to ~12% in FY26E vs. ~11% currently. Further, it achieved ~83% capacity utilization for its central India expansion in the first full year of operations.

Sanjeev Kumar Singh - Research analyst (Sanjeev.Singh@MotilalOswal.com)

Research analyst - Mudit Agarwal (Mudit.Agarwal@MotilalOswal.com) | Abhishek Sheth (Abhishek.Sheth@MotilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.

■ Further, the company is setting up a greenfield GU in Bihar (East) with a capacity of 3mtpa, which is expected to be commissioned by Dec'25. It has completed land acquisition and placed orders for the main plant and equipment. The company also launched its grey cement brand "JK Super Cement" in the southern part of Bihar. Initially, it will serve this market from Prayagraj GU. This will help the company to establish its brand and dealership network, well before the commissioning of the capacity in Bihar.

■ After the completion of these expansions (including expansion in central India), the company's clinker/grinding capacity will increase to 17.8mtpa/30.3mtpa by FY26E vs. 14.5mtpa/24.3mtpa currently. The capex for the company's recent expansions in Central India and Bihar is less than USD60/t, significantly lower than the replacement cost of USD110-120/t. The low-cost expansion should boost return ratios. We estimate the company's ROE/ROCE (post tax) to increase to ~21%/15% by FY27 from ~16%/11% in FY24.

#### Aiming to reach ~50mtpa capacity by FY30

- The company aims to increase its grey cement capacity to 50.3mtpa by FY30 vs. 24.3mtpa currently, which was in line with our estimates. The company's next leg of expansion will be fairly spread across regions, including greenfield expansion of 6mtpa in Jaisalmer (North) and brownfield expansion of 6mtpa in Penna Line-III (Central), 5mtpa in Muddapur (South) and 3mtpa in Odisha (East).
- It has adequate limestone reserves at all the above-mentioned locations (Exhibit: 5). Also, it has procured the land for expansions at all these locations; however, land acquisition will be required for any split location grinding unit.
- The company's capacity/volume CAGR stood at ~12% (each) over FY14-24, surpassing the industry's capacity/volume CAGR of ~5%/6%. Considering the company's disciplined expansion strategy, strong execution capabilities and availability of resources, we believe it will achieve its capacity target of ~50mtpa by FY30.

### Cost savings in focus; targeting savings of INR150-200/t in next two years

- With the continuous capacity expansions and upgrade works, JKCE's efficient clinker capacity share stood at ~93%. This has led to a significant reduction in energy consumption. However, thermal energy consumption increased in FY24, due to lower blended cement share at ~61%. Secondly, the company's split location GU share increased to 44% from 25% in FY22. With the ongoing capacity expansion, the share of split location GU will further increase to ~52% by FY26E. A higher split-location GU drive has improved the company's net plant realization.
- The company has invested significantly in WHRS and other renewable energy (RE). Its WHRS/RE capacity stood at 82.3MW/100.64MW in FY24. The company's green energy share increased to ~57% in 1QFY25 from ~23% in FY20. It is adding another 190MW of RE capacity across its various plants. It targets to increase green power share up to ~75% by FY30.
- Moreover, the company plans to increase TSR using biomass and alternative fuels (AFR) to partially replace fossil fuels in its kilns. Its TSR has increased to 17.3% in 1QFY25, and it targets to increase it to 35% by FY30. Further, it is adopting a new technology and installing a chlorine bypass system at a capex of

INR2b at its Muddapur plant. The chlorine bypass system facilitates the utilization of various industrial and municipal waste as kiln fuel and replacing fossil fuels. It aims to increase the blended cement share to ~80% by FY30 from ~61% in FY24.

■ The company targets cost savings of INR150-200/t in the next two years, driven by major initiatives such as an increase in green power/TSR share by 10%, a reduction in lead distance by 15km, and other small initiatives.

#### Valuation and view

- We estimate JKCE to deliver a CAGR of 11%/18% in consol. revenue/EBITDA over FY24-27, driven by higher sales volume and cost savings. We estimate the company's consol. volume to report a 12% CAGR over FY24-27 and estimate EBITDA/t of INR1,060/INR1,180/INR1,260 in FY25/FY26/FY27 vs. INR1,080 in FY24 (average INR1,035 over FY19-23). PAT is estimated to clock a 25% CAGR over FY24-27, aided by an improvement in profitability.
- We estimate JKCE to generate a cumulative OCF of INR70b over FY25-27E, and its cumulative capex would be INR52b over the same period. Given the company's expansion plans, we believe its net debt will peak out in FY26 (net debt is estimated to rise to INR50b by FY26 from INR42b as of Mar'24). Further, we estimate its RoE/RoCE (post tax) to improve to 21%/15% in FY27 from 16%/11% in FY24, led by higher margins and a higher asset turnover ratio.
- JKCE trades at 14x/11x FY26E/FY27E EV/EBITDA. Considering JKCE's increasing scale of operation, better execution strategy and cost reduction initiatives, we value it at 15x Sep'26E EV/EBITDA to arrive at our TP of INR5,600. We reiterate our BUY rating on the stock.

Exhibit 1: One-year forward EV/EBITDA (x) trend

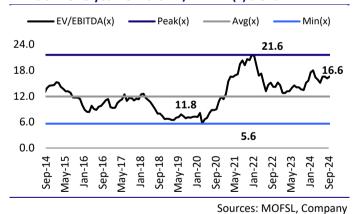
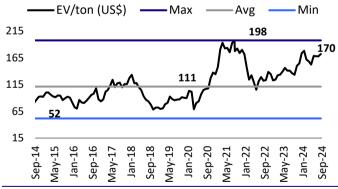


Exhibit 2: One-year forward EV/t (USD) trend

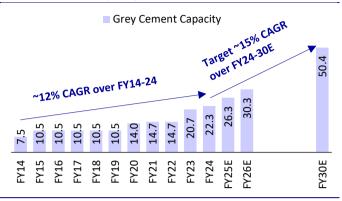


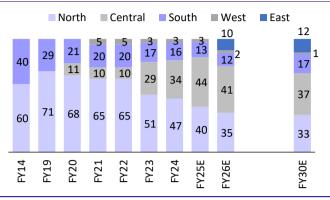
Sources: MOFSL, Company

## **Story in charts**

Exhibit 3: JKCE's capacity CAGR stood at ~12% over FY14-24

Exhibit 4: Regional capacity mix improves over the years





Sources: MOFSL, Company

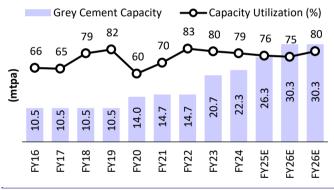
Sources: MOFSL, Company

Exhibit 5: Limestone reserves of 1.6b tons at various locations

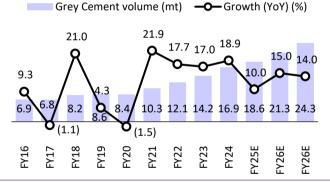
Location	Limestone reserves (mt)	Life (years)
Panna, Madhya Pradesh	>850	>40
Nimbahera, Mangrol (Rajasthan) and Muddapur (Karnataka)	>650	>35
Jaisalmer, Rajasthan	>100	>20

Exhibit 6: Estimate JKCE's capacity utilization at ~75-80%

Exhibit 7: Grey cement volume CAGR of ~13% over FY24-27E



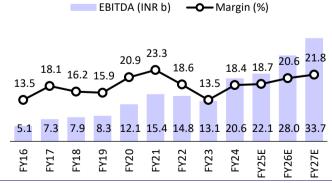
Sources: MOFSL, Company,



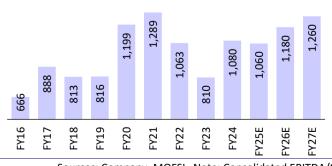
Sources: MOFSL, Company

Exhibit 8: Estimate ~18% consol. EBITDA CAGR over FY24-27 Exhibit 9: Estimate consol. EBITDA/t to rise over FY26-27

■ EBITDA/t (INR)



Sources: Company, MOFSL, Note: Consolidated EBITDA

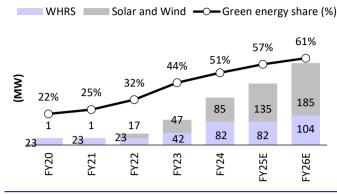


Sources: Company, MOFSL, Note: Consolidated EBITDA/t

20 September 2024 4 MOTILAL OSWAL

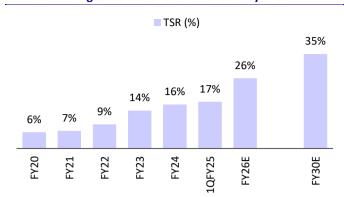
### **Story in charts**

Exhibit 10: JKCE's green power share improving



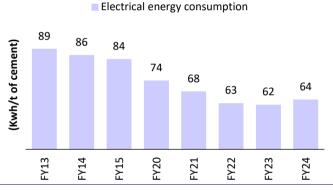
Sources: MOFSL, Company

Exhibit 11: Targets to achieve a TSR of 35% by FY30



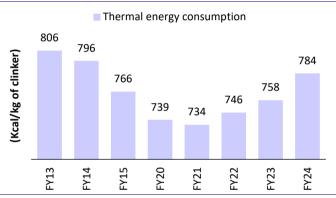
Sources: MOFSL, Company

Exhibit 12: Electrical energy has reduced over the years



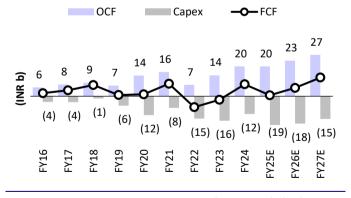
Sources: MOFSL, Company

Exhibit 13: Heat consumption improved v/s historical levels



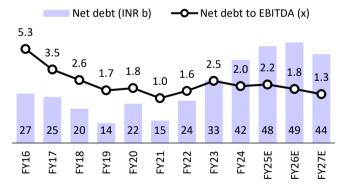
Sources: MOFSL, Company

Exhibit 14: OCF will support company's expansion plans



Sources: MOFSL, Company

Exhibit 15: Net debt is estimated to peak out in FY26

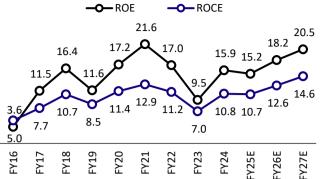


Sources: MOFSL, Company

**Exhibit 16: PAT margin to improve** 

#### **Exhibit 17: Estimate return ratios to improve**

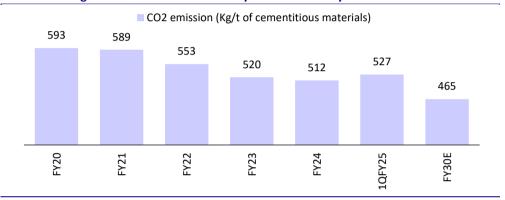




Sources: MOFSL, Company

Sources: MOFSL, Company

Exhibit 18: Target CO2 emission reduction by 22% from base years FY20



Source: MOFSL, Company

## **Consolidated financials and valuations**

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Net Sales	58,016	66,061	79,908	97,202	1,15,560	1,22,606	1,40,495	1,59,817
Change (%)	10.3	13.9	21.0	21.6	18.9	6.1	14.6	13.8
EBITDA	12,134	15,387	14,824	13,143	20,598	22,085	28,025	33,691
Margin (%)	20.9	23.3	18.6	13.5	17.8	18.0	19.9	21.1
Depreciation	2,880	3,062	3,425	4,582	5,726	5,968	7,026	7,184
EBIT	9,255	12,325	11,399	8,561	14,872	16,117	21,000	26,507
Int. and Finance Charges	2,764	2,528	2,697	3,122	4,531	4,683	4,872	4,692
Other Income – Rec.	853	1,130	1,429	874	1,451	1,603	1,709	1,881
PBT bef. EO Exp.	7,344	10,927	10,131	6,313	11,791	13,037	17,836	23,696
EO Expense/(Income)	0	0	0	0	55	0	0	C
PBT after EO Exp.	7,344	10,927	10,131	6,313	11,736	13,037	17,836	23,696
Current Tax	1,593	3,296	2,429	1,424	1,487	4,382	5,996	7,966
Deferred Tax	917	600	908	698	2,350	0	0	C
Tax Rate (%)	34.2	35.7	32.9	33.6	32.7	33.6	33.6	33.6
Reported PAT	4,834	7,031	6,794	4,191	7,899	8,654	11,840	15,731
PAT adj. for EO items	4,834	7,031	6,871	4,263	7,936	8,654	11,840	15,731
Change (%)	83.4	45.5	-2.3	-38.0	86.2	9.0	36.8	32.9
Margin (%)	8.3	10.6	8.6	4.4	6.9	7.1	8.4	9.8
Less: Minority Interest	-90.0	-66.2	-77.0	-72.5	-24.1	0.0	0.0	0.0
Net Profit	4,924	7,317	6,871	4,263	8,013	8,654	11,840	15,731
Balance Sheet Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	(INR m) FY27E
Equity Share Capital	773	773	773	773	773	773	773	773
Total Reserves	29,504	36,595	42,476	46,095	52,899	59,621	69,144	82,556
Net Worth	30,277	37,367	43,249	46,868	53,671	60,394	69,916	83,329
Deferred Liabilities	4,173	5,930	7,383	8,094	10,756	10,756	10,756	10,756
Minority Interest	-203	-257	-343	-444	-455	-455	-455	-455
Total Loans	32,840	34,017	38,549	49,951	52,385	53,385	54,885	49,385
Capital Employed	67,086	77,057	88,838	1,04,469	1,16,358	1,24,080	1,35,103	1,43,015
Gross Block	75,780	82,126	91,614	1,12,857	1,29,469	1,41,108	1,56,108	1,69,108
Less: Accum. Deprn.	20,235	22,752	26,177	30,759	36,486	42,453	49,479	56,663
Net Fixed Assets	55,545	59,374	65,437	82,097	92,983	98,655	1,06,629	1,12,445
Capital WIP	5,295	5,093	10,321	5,920	4,639	12,000	15,000	17,000
Total Investments	458	1,422	2,157	923	3,683	3,683	3,683	3,683
Curr. Assets, Loans, and Adv.	24,122	32,831	36,115	41,552	46,716	41,711	43,107	44,959
Inventory	6,904	7,566	12,087	9,821	11,816	11,859	13,121	14,826
Account Receivables	2,677	3,615	4,268	4,801	5,663	5,922	6,690	7,495
Cash and Bank Balance	9,649	16,416	10,793	15,874	8,665	3,658	3,424	3,166
Loans and Advances	4,892	5,233	8,967	11,056	20,572	20,272	19,872	19,472
Curr. Liability and Prov.	18,334	21,663	25,192	26,024	31,663	31,969	33,317	35,072
Account Payables	16,725	20,276	23,803	24,512	29,955	30,245	31,577	33,317
Provisions	1,609	1,388	1,389	1,511	1,709	1,724	1,739	1,755
Net Current Assets	5,788	11,167	10,923	15,528	15,053	9,743	9,791	9,887
Appl. of Funds	67,086	77,057	88,838	1,04,469	1,16,358	1,24,080	1,35,103	1,43,015

Source: Company, MOFSL estimates

MOTILAL OSWAL

## **Consolidated financials and valuations**

Ratios								
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)*	<del>-</del>							
Consol. EPS	62.6	91.0	88.9	55.2	102.7	112.0	153.2	203.6
Cash EPS	99.8	130.6	133.2	114.5	176.8	189.2	244.2	296.5
BV/Share	391.8	483.6	559.7	606.6	694.6	781.6	904.8	1,078.4
DPS	17.5	15.0	15.0	15.0	20.0	25.0	30.0	30.0
Payout (%)	33.7	16.5	17.1	27.7	19.6	22.3	19.6	14.7
Valuation (x)*								
P/E	73.9	50.8	52.0	83.8	45.0	41.3	30.2	22.7
Cash P/E	46.3	35.4	34.7	40.4	26.1	24.4	18.9	15.6
P/BV	11.8	9.6	8.3	7.6	6.7	5.9	5.1	4.3
EV/Sales	6.5	5.6	4.7	4.0	3.4	3.2	2.8	2.4
EV/EBITDA	30.9	23.9	25.1	29.2	19.1	17.7	13.9	11.4
EV/t (USD)	279	259	256	196	188	161	141	139
Dividend Yield (%)	0.4	0.3	0.3	0.3	0.4	0.5	0.6	0.6
Return Ratios (%)								
RoIC	13.0	15.0	12.8	7.7	11.1	10.5	12.8	15.2
RoE	17.2	21.6	17.0	9.5	15.9	15.2	18.2	20.5
RoCE	11.4	12.9	11.2	7.0	10.8	10.7	12.6	14.6
Working Capital Ratios				7.0	20.0			
Asset Turnover (x)	0.9	0.9	0.9	0.9	1.0	1.0	1.0	1.1
Inventory (Days)	43.4	41.8	55.2	36.9	37.3	35.3	34.1	33.9
Debtor (Days)	17	20	19	18	18	18	17	17
Creditor (Days)	105	112	109	92	95	90	82	76
Working Capital Turnover (Days)	-24	-29	1	-1	20	18	17	15
Leverage Ratio (x)						10		
Current Ratio	1.3	1.5	1.4	1.6	1.5	1.3	1.3	1.3
Debt/Equity ratio	1.1	0.9	0.9	1.1	1.0	0.9	0.8	0.6
		0.0	0.0		0	0.5	0.0	0.0
Cash Flow Statement								(INR m)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	7,344	10,927	10,131	6,276	11,736	13,037	17,836	23,696
Depreciation	2,880	3,062	3,425	4,619	5,726	5,968	7,026	7,184
Interest and Finance Charges	1,975	1,666	2,697	3,019	4,435	4,683	4,872	4,692
Direct Taxes Paid	-1,530	-1,959	-2,429	-1,622	-1,542	-4,382	-5,996	-7,966
(Inc.)/Dec. in WC	2,819	1,715	-5,379	2,276	-6,732	302	-282	-354
CF from Operations	13,488	15,411	8,445	14,568	13,624	19,607	23,456	27,253
Others	179	490	(967)	(797)	5,967		-	-
CF from Operations incl. EO	13,668	15,901	7,478	13,771	19,591	19,607	23,456	27,253
(Inc.)/Dec. in FA	-12,428	-7,678	-14,716	-16,115	-11,726	-19,000	-18,000	-15,000
Free Cash Flow	1,240	8,223	-7,238	-2,344	7,865	607	5,456	12,253
(Pur.)/Sale of Investments	-2,622	-11,747	-734	-2,021	-5,634	0	0	0
Others	6,998	11,665	2,232	-2,012	1,002	0	0	0
CF from Investments	-8,052	-7,760	-13,218	-20,148	-16,358	-19,000	-18,000	-15,000
Issue of Shares	0	0	0	0	0	0	0	0
Inc./(Dec.) in Debt	3,133	1,120	4,532	11,560	1,431	1,000	1,500	-5,500
Interest Paid	-2,507	-2,427	-2,697	-2,841	-4,324	-4,683	-4,872	-4,692
Dividend Paid	-1,630	0	-1,159	-1,159	-1,158	-1,932	-2,318	-2,318
Others	-77	-68	-559	-147	-106	1	0	0
CF from Fin. Activity	-1,081	-1,375	117	7,413	-4,157	-5,614	-5,690	-12,510
Inc./Dec. in Cash	4,534	6,767	-5,623	1,036	-924	-5,007	-234	-258
Opening Balance	5,116	9,650	16,416	14,838	9,590	8,665	3,658	3,424
Closing Balance	9,650	16,416	10,793	15,874	8,665	3,658	3,424	3,166
0	3,000				2,000	2,000	٠, ١= ١	5,200

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

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 having 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. INH000000412) 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.

Motifial 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 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, Motilal 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") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com Contact: (+65) 8328 0276

- 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
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months 6
- 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
- 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

20 September 2024 9

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.
- 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.

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 This report is meant for the clients of Motilal Oswal only.

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 ld: na@motilaloswal.com, Contact No.:022-40548085

Grievance Redressal Cell:

One rando i total docal dom						
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 dpgrievances@motilaloswal.com

20 September 2024 10