

GSK Pharma

Estimate change



TP change



Rating change



Bloomberg	GLXO IN
Equity Shares (m)	169
M.Cap.(INRb)/(USDb)	472.4 / 5.5
52-Week Range (INR)	3148 / 1921
1, 6, 12 Rel. Per (%)	-6/9/28
12M Avg Val (INR M)	523

Financials & valuations(INR b)

Y/E MARCH	FY25	FY26E	FY27E
Sales	37.5	41.6	46.6
EBITDA	11.7	13.6	15.5
Adj. PAT	9.3	10.5	12.2
EBIT Margin (%)	29.4	30.8	31.7
Cons. Adj. EPS (INR)	54.7	62.2	72.1
EPS Gr. (%)	26.4	13.5	16.1
BV/Sh. (INR)	115.2	149.7	194.3

Ratios

Net D:E	-0.7	-0.4	-0.6
RoE (%)	47.5	41.5	37.1
RoCE (%)	49.1	47.0	42.0
Payout (%)	52.8	46.5	40.0

Valuations

P/E (x)	51.3	45.2	38.9
EV/EBITDA (x)	38.6	33.4	28.8
Div. Yield (%)	0.9	0.9	0.9
FCF Yield (%)	2.7	0.4	2.5
EV/Sales (x)	12.0	10.9	9.6

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	75.0	75.0	75.0
DII	7.8	7.3	7.9
FII	4.5	4.5	3.5
Others	12.7	13.2	13.6

FII Includes depository receipts

CMP: INR2,789

TP: INR3,040 (+9%)

Neutral

Niche products and cost efficiency drive a beat on margins

Efforts ongoing to enhance awareness of differentiated products

- GlaxoSmithKline Pharmaceuticals (GLXO) reported in-line sales for the quarter. However, it delivered a beat on EBITDA/PAT due to a superior product mix and controlled costs.
- While priority brands in the general medicines category outperformed the industry, muted performance in certain products within the anti-infectives and pain categories hit overall revenue growth for GLXO.
- GSK is driving healthy execution in the vaccines segment through superior products as well as enhanced marketing efforts. The comprehensive plan is paving the way for improved off-take of Shingrix.
- We raise our earnings estimates by 5% each for FY26/FY27, factoring in 1) the higher benefit of marketing efforts in the vaccines segment and 2) the reorganization of operational costs.
- We value GLXO at 44x 12M forward earnings to arrive at our TP of INR3,040. Considering a 15% earnings CAGR over FY25-27 and priced-in valuation (45x FY26E/39x FY27E earnings), we reiterate our Neutral rating on the stock.

Product mix and improved productivity boost margins YoY

- GLXO's revenue grew 4.8% YoY to INR9.7b (est: INR9.7b).
- Gross margin (GM) expanded 340bp YoY to 63.9%, due to a change in the product mix.
- EBITDA margin expanded 650bp YoY to 34.2% (our est: 28.7%) due to better product mix and improved operating leverage (employee expenses/other expenses down 290bp/20bpp YoY as % of sales).
- EBITDA grew 29.5% YoY to INR3.3b (vs. our est. of INR2.7b).
- PAT grew 36.8% YoY to INR2.6b for the quarter (our est. INR2.1b).
- For FY25, revenue/EBITDA/PAT grew by 9%/29%/25% YoY to INR37.4b/INR11.6b/INR9.1b.

Key highlights from the management commentary

- GLXO has aligned an operational plan for Shingrix with a focus on areas of resourcing. Accordingly, it has witnessed more patient activations at the point of vaccination.
- Notably, it has been able to surpass the 10K sell-in barrier for the first time in Mar'25 since launch month.
- Softening of raw material prices and reorganization efforts have led to lower operational costs for the quarter.
- GLXO has been driving higher off-take of Nucala/Trelegy through redefining goals for clinical outcomes and pushing science-led differentiation.
- Certain brands like Augmentin, Ceftum, and T-Bact have been gaining market share compared to peers in their respective categories.

Qtr Perf. (Consol.)

(InR m)

Y/E March	FY24				FY25E				FY24	FY25E	FY25E	Chg. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	
Net Sales	7,617	9,570	8,053	9,298	8,147	10,107	9,494	9,743	34,537	37,491	9,719	0%
YoY Change (%)	2.2	4.4	0.4	18.1	7.0	5.6	17.9	4.8	6.2	8.6	4.5	
Total Expenditure	6,178	6,675	5,872	6,725	5,841	6,891	6,665	6,412	25,450	25,809	6,930	
EBITDA	1,439	2,895	2,181	2,573	2,305	3,216	2,829	3,332	9,087	11,682	2,790	19%
YoY Change (%)	-3.4	12.7	-4.7	51.6	60.2	11.1	29.7	29.5	13.0	28.6	8.4	
Margins (%)	18.9	30.3	27.1	27.7	28.3	31.8	29.8	34.2	26.3	31.2	28.7	
Depreciation	164	181	171	181	164	169	188	147	697	668	175	
EBIT	1,276	2,714	2,010	2,392	2,141	3,048	2,641	3,184	8,390	11,014	2,615	
YoY Change (%)	-4.2	12.8	-5.3	56.8	67.9	12.3	31.4	33.1	13.6	31.3	9.3	
Margins (%)	16.7	28.4	25.0	25.7	26.3	30.2	27.8	32.7	24.3	29.4	26.9	
Interest	3	4	3	8	4	3	1	6	18	13	5	
Other Income	364	282	281	298	356	345	351	407	1,226	1,459	348	
PBT before EO Expense	1,637	2,992	2,287	2,682	2,494	3,391	2,991	3,585	9,598	12,461	2,958	
Tax	487	817	197	761	671	913	782	957	2,262	3,323	782	
Rate (%)	29.8	27.3	8.6	28.4	26.9	26.9	26.2	26.7	22.4	26.7	26.4	
Adjusted PAT	1,150	2,175	2,090	1,921	1,823	2,477	2,209	2,628	7,336	9,138	2,176	21%
YoY Change (%)	-1.1	12.5	18.8	56.1	58.6	13.9	5.7	36.8	20.5	24.6	13.3	
Margins (%)	15.1	22.7	26.0	20.7	22.4	24.5	23.3	27.0	21.2	24.4	22.4	
One-off Expense/(Income)	-173	0	1,633	-24	0	-47	-90	0	1,436	-137	0	
Reported PAT	1,323	2,175	457	1,945	1,823	2,524	2,299	2,628	5,900	9,275	2,176	21%
Reported PAT incl disc operations	1,323	2,175	457	1,945	1,823	2,477	2,209	2,628	5,900	9,138	2,176	21%

KPIs (Consolidated)

Y/E March	FY24				FY25E				FY24	FY25E	FY25E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE
Cost Break-up											
RM Cost (% of Sales)	38.9	37.0	39.3	39.5	36.2	38.0	37.8	36.1	38.6	37.1	37.7
Staff Cost (% of Sales)	21.7	15.2	17.6	18.6	18.6	14.9	14.1	15.7	18.1	15.7	15.6
Other Cost (% of Sales)	20.6	17.5	16.0	14.3	16.9	15.2	18.3	14.0	17.0	16.0	18.1
Gross Margins (%)	61.1	63.0	60.7	60.5	63.8	62.0	62.2	63.9	61.4	62.9	62.3
EBITDA Margins (%)	18.9	30.3	27.1	27.7	28.3	31.8	29.8	34.2	26.3	31.2	28.7
EBIT Margins (%)	16.7	28.4	25.0	25.7	26.3	30.2	27.8	32.7	24.3	29.4	26.9

E: MOFSL Estimates

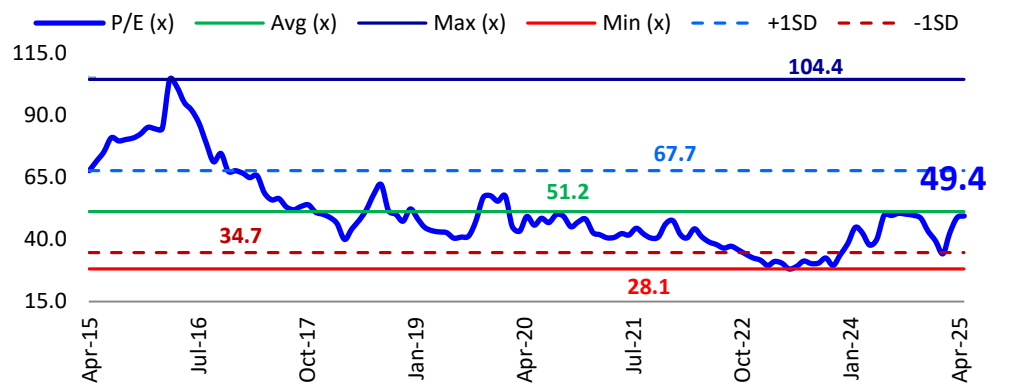
Focus on brand building and expansion of the adult vaccination program to drive growth

- GLXO's secondary sales have witnessed a muted 1% YoY growth for FY25. However, the reported revenue growth for FY25 was strong at 8.6%. This was mainly due to improved off-take of vaccination products (which do not get captured in IMS data).
- Brands such as Augmentin, Ceftum, Betnovate, and Neosporin have exhibited a strong 8%/25%/11%/13% YoY growth in sales for FY25.
- In addition to base brands, GLXO has been implementing efforts to scale up its vaccine portfolio (Havrix/Boostrix/Varilix/Shingrix). Specifically for Shingrix, it has a digital screen pilot in ten clinics, which is expected to be scaled up to 300 by Jul'25.
- GLXO reaffirmed the efficacy of Nucala within the Indian population as the only IL5 with real-world evidence, which includes 60 Indian patients. GLXO has also differentiated Trelegy from the largest molecule combination in India with the first-ever comparative effectiveness study.
- We expect an 11% revenue CAGR on an overall basis to INR46.5b over FY25-27.

Reiterate Neutral

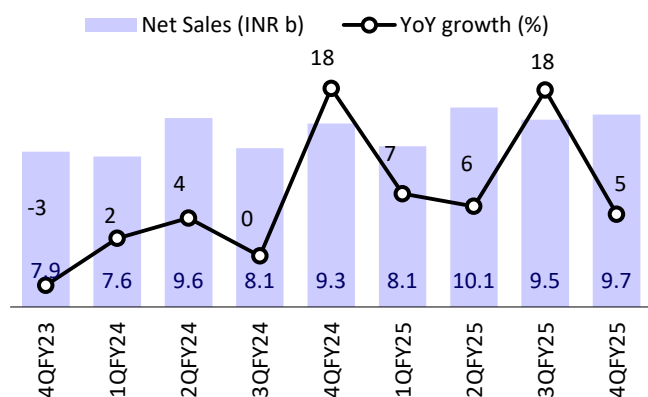
- We raise our earnings estimates by 5% each for FY26/FY27, factoring in 1) the higher benefit of marketing efforts in the vaccines segment and 2) the reorganization of operational costs.
- We value GLXO at 44x 12M forward earnings to arrive at our TP of INR3,040. Considering a 15% earnings CAGR over FY25-27 and priced-in valuation (45x FY26E/39x FY27E earnings), we reiterate our Neutral rating on the stock.

Exhibit 1: P/E chart



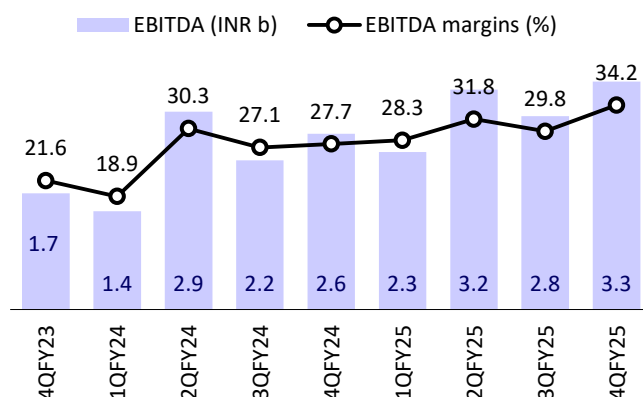
Story in charts

Exhibit 2: Sales grew 5% YoY in 4QFY25



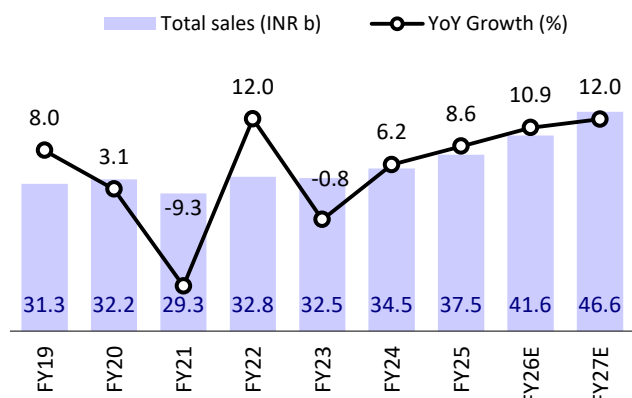
Source: Company, MOFSL

Exhibit 3: EBITDA margin improved 650bp YoY in 4QFY25



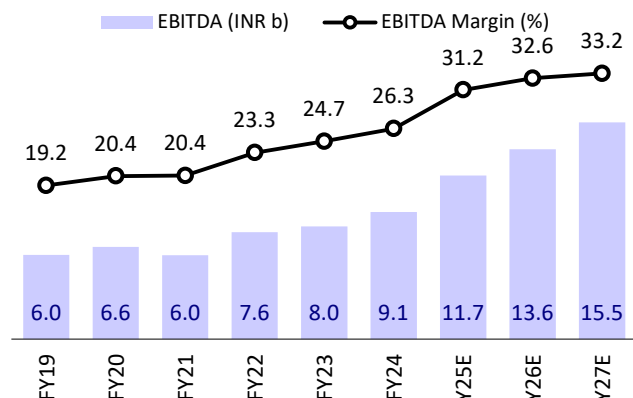
Source: Company, MOFSL

Exhibit 4: Revenue CAGR of 11% estimated over FY25-27



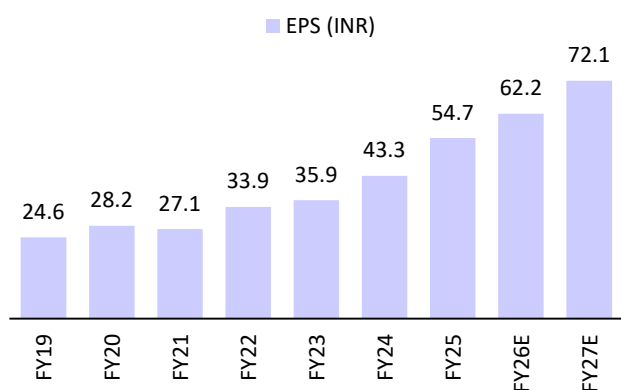
Source: Company, MOFSL

Exhibit 5: Expect margins to improve over FY25-27



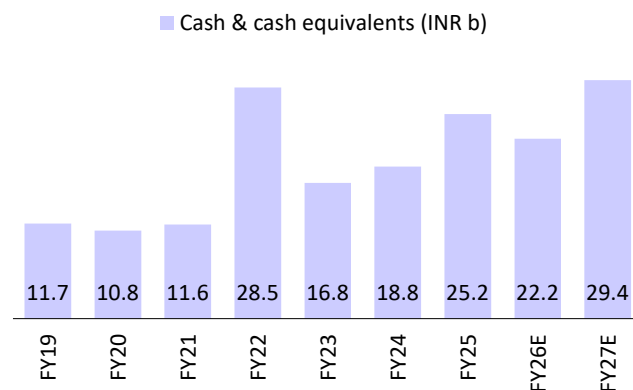
Source: Company, MOFSL

Exhibit 6: Earnings CAGR of ~16% estimated over FY25-27



Source: Company, MOFSL

Exhibit 7: Cash likely to be distributed to stakeholders



Source: Company, MOFSL

Financials and valuations

Income Statement									(INR m)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Net Sales	31,281	32,244	29,256	32,780	32,517	34,537	37,491	41,588	46,579
Change (%)	8.0	3.1	-9.3	12.0	-0.8	6.2	8.6	10.9	12.0
EBITDA	6,008	6,573	5,981	7,639	8,043	9,087	11,682	13,566	15,479
Change (%)	18.8	9.4	-9.0	27.7	5.3	13.0	28.6	16.1	14.1
Margin (%)	19.2	20.4	20.4	23.3	24.7	26.3	31.2	32.6	33.2
Depreciation	486	827	786	682	658	697	668	737	694
EBIT	5,522	5,746	5,195	6,957	7,385	8,390	11,014	12,829	14,785
Int. and Fin. Charges	6	63	35	20	18	18	13	12	11
Other Income - Rec.	1,023	790	1,106	758	1,007	1,226	1,459	1,450	1,520
PBT	6,540	6,472	6,266	7,695	8,374	9,598	12,461	14,267	16,294
Tax	2,373	1,698	1,667	1,953	2,288	2,262	3,323	3,738	4,073
Tax Rate (%)	36.3	26.2	26.6	25.4	27.3	23.6	26.7	26.2	25.0
Adj PAT	4,167	4,775	4,596	5,739	6,086	7,336	9,275	10,529	12,220
Change (%)	25.2	14.6	-3.8	24.9	6.0	20.5	26.4	13.5	16.1
One-off income (net of tax)	-21	-3,843	-1,726	116	10	-1,436	-137	0	0
Reported PAT Before Disc. Operations	4,454	932	2,873	5,858	6,096	5,900	9,138	10,529	12,220

Balance Sheet									(INR m)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Equity Share Capital	1,694	1,694	1,694	1,694	1,694	1,694	1,694	1,694	1,694
Reserves	19,687	16,495	13,280	24,919	16,923	16,065	17,802	23,655	31,200
Capital Reserve	17	17	17	17	17	17	17	17	17
Net Worth	21,398	18,206	14,991	26,630	18,634	17,776	19,513	25,367	32,911
Loans	2	0	0	0	0	0	0	0	0
Capital Employed	21,400	18,206	14,991	26,630	18,634	17,777	19,513	25,367	32,911
Gross Block	5,590	10,190	6,740	7,740	8,740	8,131	8,631	9,131	9,631
Less: Accum. Deprn.	1,278	2,105	2,891	3,573	4,230	4,927	5,595	6,332	7,026
Net Fixed Assets	4,300	7,566	3,843	3,294	4,510	3,204	3,036	2,799	2,604
Capital WIP	10,026	1,201	132	305	203	139	143	143	143
Investments	17	15	14	3,668	5,194	8,141	11,190	11,190	11,190
Curr. Assets	24,148	21,469	26,114	37,934	23,245	22,619	25,510	28,409	38,844
Inventory	4,865	4,830	5,467	5,347	4,600	5,251	4,817	6,613	7,546
Account Receivables	1,205	998	2,156	2,052	1,924	2,221	2,926	2,870	3,493
Cash & Bank Balance	11,714	10,832	11,580	24,845	11,559	10,632	14,035	11,025	18,256
Others	6,364	4,808	6,911	5,689	5,162	4,516	3,732	7,902	9,549
Curr. Liability & Prov.	17,713	13,149	16,143	19,703	15,853	17,789	21,775	18,583	21,279
Account Payables	13,642	7,763	11,006	13,801	9,127	11,379	14,913	9,981	11,645
Provisions	4,071	5,386	5,137	5,902	6,726	6,410	6,862	8,602	9,634
Net Current Assets	6,435	8,319	9,971	18,231	7,392	4,830	3,735	9,826	17,565
Deferred Tax Assets	622	1105	1031	1132	1336	1462	1409	1409	1409
Appl. of Funds	21,400	18,206	14,991	26,630	18,634	17,776	19,513	25,367	32,911

E: MOSL Estimates

Financials and valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
EPS	24.6	28.2	27.1	33.9	35.9	43.3	54.7	62.2	72.1
Cash EPS	27.5	33.1	31.8	37.9	39.8	47.4	58.7	66.5	76.2
BV/Share	126.3	107.5	88.5	157.2	110.0	104.9	115.2	149.7	194.3
DPS	20.0	20.0	30.0	30.0	20.0	22.0	24.0	24.0	24.0
Payout (%)	97.9	85.4	133.1	106.6	67.0	61.1	52.8	46.5	40.0

Valuation

P/E	114.2	99.7	103.5	82.9	78.2	64.9	51.3	45.2	38.9
Cash P/E	102.3	84.9	88.4	74.1	70.6	59.2	47.9	42.2	36.8
P/BV	22.2	26.1	31.7	17.9	25.5	26.8	24.4	18.8	14.5
EV/Sales	14.8	14.4	15.9	13.6	14.1	13.2	12.0	10.9	9.6
EV/EBITDA	77.3	70.8	77.6	58.6	57.1	50.3	38.6	33.4	28.8
Dividend Yield (%)	0.7	0.7	1.1	1.1	0.7	0.8	0.9	0.9	0.9

Return Ratios (%)

RoE	19.5	26.2	30.7	21.6	32.7	41.3	47.5	41.5	37.1
RoCE	19.9	24.3	27.9	27.7	26.9	40.4	49.1	47.0	42.0

Working Capital Ratios

Fixed Asset Turnover (x)	8.3	5.4	5.1	9.2	8.3	9.0	12.0	14.3	17.2
Debtor (Days)	14	11	27	23	22	23	28	25	27
Inventory (Days)	57	55	68	60	52	55	47	58	59
Creditor days	159	88	137	154	102	120	145	88	91

Leverage Ratio

Debt/Equity	-0.5	-0.6	-0.8	-0.9	-0.6	-0.6	-0.7	-0.4	-0.6
-------------	------	------	------	------	------	------	------	------	------

Cash Flow Statement

(INR m)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Oper. Profit/(Loss) bef. Tax	5,987	2,730	7,231	24,757	8,415	9,598	12,552	13,566	15,479
Interest/Div. Recd.	1,023	790	-1,070	-692	-676	-657	-708	1,450	1,520
Direct Taxes Paid	-1,958	-2,180	-1,653	-1,483	-2,715	-3,937	-817	-3,738	-4,073
Others			814	-15,672	276	206	23		
(Inc)/Dec in WC	-619	-2,766	458	1,199	-457	610	1,848	-9,101	-508
CF from Operations	4,434	-1,427	5,779	8,107	4,842	5,820	12,899	2,178	12,417
EO expense	-21	-3,843	-	-	-	0	0	0	0
CF frm Op. incl EO exp.	4,095	4,905	5,779	8,107	4,842	5,820	12,899	2,178	12,417
(inc)/dec in FA	-2,367	4,225	-436	15,279	-426	-285	-220	-500	-500
Free Cash Flow	1,707	5,287	5,344	23,387	4,417	5,536	12,679	1,678	11,917
(Pur)/Sale of Investments	1	2	0	-3,653	-1,219	-2,668	-2,829	0	0
Others			4,616	-15,682	9,724	3,040	2,590		
CF from investments	-1,535	-568	4,180	-4,055	8,079	87	-458	-500	-500
Change in Equity capital	847	-	0	0	0	0	0	0	0
Inc/(Dec) in Debt	-4	-2	-298	-312	-337	-363	0	0	0
Interest Paid	-6	-63	-35	-20	-10	-18	-13	-12	-11
Others			148	156	169	181	-187		
Dividend Paid	-4,080	-4,078	-6,770	-5,066	-15,255	-5,416	-7,494	-4,894	-4,894
CF from Fin. Activity	-3,583	-4,276	-6,956	-5,242	-15,433	-5,615	-7,694	-4,690	-4,689
Inc/Dec of Cash	-1,023	60	3,004	-1,190	-2,513	292	4,747	-3,012	7,229
Add: Beginning Balance	2,011	988	1,048	4,052	2,862	349	642	5,388	2,376
Closing Balance	988	1,048	4,052	2,862	349	642	5,388	2,376	9,605
Bank balances other than cash	10,725	9,784	7,528	21,983	11,210	9,991	8,647	8,647	8,647
Closing Balance	11,714	10,832	11,580	24,845	11,559	10,632	14,035	11,025	18,256

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 <http://online.reports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf>. 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.

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 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

Specific Disclosures

- Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies). MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
Nature of Financial interest is holding equity shares or derivatives of the subject company
- Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No
- Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
- Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- 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(ies) in the past 12 months.
- MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received compensation or other benefits from the subject company(ies) or 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 appearance.
- 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.

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.

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 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/NCDX); 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 dp@grievances@motilaloswal.com.