

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	MAHGL IN
Equity Shares (m)	99
M.Cap.(INRb)/(USDb)	139.3 / 1.6
52-Week Range (INR)	1989 / 1075
1, 6, 12 Rel. Per (%)	-2/-3/-4
12M Avg Val (INR M)	1094

#### Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
Sales	69.2	74.6	81.6
EBITDA	15.1	16.3	17.8
Adj. PAT	10.4	11.0	12.0
Adj. EPS (INR)	105.8	111.5	121.0
EPS Gr. (%)	-18.9	5.4	8.5
BV/Sh.(INR)	596.2	663.1	735.7

#### Ratios

Net D:E	0.0	0.0	0.0
RoE (%)	18.9	17.7	17.3
RoCE (%)	19.0	17.8	17.4
Payout (%)	28.4	40.0	40.0

#### Valuation

P/E (x)	13.3	12.6	11.7
P/BV (x)	2.4	2.1	1.9
EV/EBITDA (x)	9.0	8.4	7.7
Div. Yield (%)	2.1	3.2	3.4
FCF Yield (%)	2.1	1.7	2.4

#### Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	32.5	32.5	32.5
DII	33.8	31.1	27.4
FII	23.8	25.8	30.6
Others	9.9	10.6	9.6

FII includes depository receipts

**CMP: INR1,410**

**TP: INR1,760 (+25%)**

**Buy**

#### Adj. EBITDA margin disappoints

- Mahanagar Gas (MAHGL)'s adj. EBITDA margin was below our est. at INR8.35/scm (est. INR10/scm; reported EBITDA: INR10/scm). CNG volumes came in slightly below our est. at 2.9mmSCMD (est. 3mmSCMD). While MAHGL's realization spiked ~INR3/scm QoQ, primarily on account of an INR633.5m provision reversal, gas costs/opex rose 0.3/ 1 per scm QoQ. This led to ~INR1.7/scm QoQ improvement in EBITDA/scm margin.
- We believe MAHGL's current EBITDA margin should improve, and the following factors should drive margin expansion: 1) the recent CNG price hike of INR1.5/kg and D-PNG price hike of INR1/scm on 8th Apr'25 will support margins; and 2) raw material costs have declined in 1QFY26'td. Lower crude oil and Henry Hub index prices, coupled with INR appreciation QoQ, should reduce gas costs going forward.
- We model MAHGL's volumes to clock a 10% CAGR over FY25-27 and estimate an EBITDA margin of INR10/scm during the period. MAHGL currently trades at 12.6x FY26E SA P/E, while its one-year forward LTA is 13.6x P/E. Reiterate BUY.

#### Robust volume growth guidance amid steady margin

- Management expects ~10% YoY growth in volumes in FY26, with CNG being the key growth driver. EBITDA margin is expected to range between INR9 and INR11 per scm going forward.
- Other key takeaways from the conference call**
- Elevated marketing/CSR spending of INR110m/INR100m, coupled with higher maintenance activities and pipeline rents, contributed to the sharp rise in 4Q opex.
- Large industries are driving PNG volume growth. I/C sales can reach 1-1.1mmSCMD in the next couple of years (current: 0.6-0.7mmSCMD).
- The company's 4QFY25 gas sourcing split was: 2mmSCMD APM gas, 1.35-1.4mmSCMD gas via term contracts (1.27/0.1mmSCMD was HH/Brent-linked), 0.6mmSCMD HP-HT gas, and the rest was sourced through IGX (majority HP-HT gas). MAHGL's current domestic gas allocation is 1.67mmSCMD APM gas, and 0.65mmSCMD NW gas.
- The company plans to incur a capex of INR13b in FY26.

#### Adj. EBITDA margin below our estimate in 4Q

- Total volumes were in line with our estimate at 4.2mmSCMD (+11% YoY).
- Both CNG and D-PNG volumes came in line with estimates. I/C PNG volumes stood 12% above our estimate.
- EBITDA/scm came in above our estimate at INR10. However, adjusted EBITDA/scm came in at INR8.35 (our est. INR10).
- Resultant EBITDA stood in line with our est. at INR3.8b (-4% YoY).
- MAHGL's PAT also came in line with our est. at INR2.5b (-5% YoY).
- Depreciation and interest costs stood above our est., while other income came in below our est.

- In FY25, MAHGL's net sales grew 11% to INR69b, while EBITDA/PAT declined 18%/19% YoY to 15.1b/10.5b.
- The Board recommended a final dividend of INR18/sh (FV: INR10/sh; dividend for the entire year: INR30/sh).

### Valuation and view

- During the quarter, MAHGL connected 0.15m domestic households. The company has also added 164 industrial and commercial customers, bringing the total count to 5,105.
- We expect a 10% CAGR in volume over FY25-27, driven by multiple initiatives implemented by the company, such as collaborating with OEMs to drive conversions of commercial CNG vehicles and providing guaranteed price discounts to new I/C-PNG customers.
- The stock trades at 12.6x FY26E EPS of INR111.5. We value it at 15x FY27E EPS to arrive at our TP of INR1,760. **Reiterate BUY.**

Standalone - Quarterly Earnings Model											(INR m)	
Y/E March	FY24				FY25				FY24	FY25	FY25	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	(%)
<b>Net Sales</b>	<b>15,378</b>	<b>15,709</b>	<b>15,688</b>	<b>15,671</b>	<b>15,896</b>	<b>17,116</b>	<b>17,576</b>	<b>18,649</b>	<b>62,445</b>	<b>69,237</b>	<b>18,285</b>	<b>2%</b>
YoY Change (%)	5.7	0.5	-6.1	-2.7	3.4	9.0	12.0	19.0	-0.9	10.9	16.7	
<b>EBITDA</b>	<b>5,213</b>	<b>4,789</b>	<b>4,487</b>	<b>3,938</b>	<b>4,185</b>	<b>3,985</b>	<b>3,144</b>	<b>3,784</b>	<b>18,426</b>	<b>15,098</b>	<b>3,754</b>	<b>1%</b>
EBITDA/SCM	16.8	14.6	13.3	11.5	11.9	10.7	8.3	10.0	13.9	10.2	10.0	0%
Margins (%)	33.9	30.5	28.6	25.1	26.3	23.3	17.9	20.3	29.5	21.8	20.5	
Depreciation	620	658	683	775	719	735	791	818	2,736	3,063	775	
Interest	25	25	27	38	31	31	34	39	115	134	29	
Other Income	390	437	481	446	402	512	463	464	1,753	1,840	490	
<b>PBT</b>	<b>4,957</b>	<b>4,543</b>	<b>4,258</b>	<b>3,570</b>	<b>3,837</b>	<b>3,731</b>	<b>2,782</b>	<b>3,391</b>	<b>17,328</b>	<b>13,741</b>	<b>3,440</b>	<b>-1%</b>
Tax	1,273	1,158	1,086	920	992	903	529	869	4,437	3,292	859	
Rate (%)	25.7	25.5	25.5	25.8	25.8	24.2	19.0	25.6	25.6	24.0	25.0	
<b>Reported PAT</b>	<b>3,684</b>	<b>3,385</b>	<b>3,172</b>	<b>2,650</b>	<b>2,845</b>	<b>2,828</b>	<b>2,254</b>	<b>2,522</b>	<b>12,891</b>	<b>10,449</b>	<b>2,582</b>	<b>-2%</b>
YoY Change (%)	98.9	106.4	84.3	-1.4	-22.8	-16.5	-28.9	-4.8	63.2	-18.9	-2.6	
Margins (%)	24.0	21.5	20.2	16.9	17.9	16.5	12.8	13.5	20.6	15.1	14.1	
<b>Sales Volumes (mmscmd)</b>												
CNG	2.5	2.6	2.6	2.7	2.8	2.9	2.9	2.9	2.6	2.9	3.0	-1%
PNG - Domestic	0.5	0.5	0.5	0.6	0.5	0.5	0.6	0.6	0.5	0.6	0.6	-4%
PNG - Industrial/ Commercial	0.4	0.5	0.5	0.6	0.5	0.6	0.6	0.7	0.5	0.6	0.6	12%
PNG - Total	0.9	1.0	1.0	1.1	1.1	1.2	1.2	1.3	1.0	1.2	1.2	4%
<b>Total Volumes</b>	<b>3.4</b>	<b>3.6</b>	<b>3.7</b>	<b>3.8</b>	<b>3.9</b>	<b>4.0</b>	<b>4.1</b>	<b>4.2</b>	<b>3.6</b>	<b>4.1</b>	<b>4.2</b>	<b>1%</b>

**Operational highlights**

Operational Highlights	FY22				FY23				FY24				FY25				QoQ (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
<b>CNG (mmscmd)</b>	<b>1.6</b>	<b>2.2</b>	<b>2.4</b>	<b>2.3</b>	<b>2.5</b>	<b>2.5</b>	<b>2.5</b>	<b>2.4</b>	<b>2.5</b>	<b>2.6</b>	<b>2.6</b>	<b>2.7</b>	<b>2.8</b>	<b>2.9</b>	<b>2.9</b>	<b>2.9</b>	<b>1</b>
Growth YoY (%)	223	75	27	13	64	14	3	6	-2	2	6	11	12	12	11	10	
<b>PNG (mmscmd)</b>	<b>0.8</b>	<b>0.9</b>	<b>0.9</b>	<b>0.9</b>	<b>0.9</b>	<b>0.9</b>	<b>0.9</b>	<b>1.0</b>	<b>0.9</b>	<b>1.0</b>	<b>1.0</b>	<b>1.1</b>	<b>1.1</b>	<b>1.2</b>	<b>1.2</b>	<b>1.3</b>	<b>4</b>
Growth YoY (%)	34	12	3	3	7	3	3	8	2	8	11	16	17	17	15	13	
<b>Total Volumes (mmscmd)</b>	<b>2.4</b>	<b>3.1</b>	<b>3.3</b>	<b>3.2</b>	<b>3.4</b>	<b>3.5</b>	<b>3.4</b>	<b>3.4</b>	<b>3.4</b>	<b>3.6</b>	<b>3.7</b>	<b>3.8</b>	<b>3.9</b>	<b>4.0</b>	<b>4.1</b>	<b>4.2</b>	<b>2</b>
Growth YoY (%)	115	51	19	10	44	11	3	6	-1	3	8	12	13	13	12	11	
<b>EBITDA/SCM (INR)</b>	<b>13.9</b>	<b>10.5</b>	<b>3.4</b>	<b>7.6</b>	<b>9.1</b>	<b>7.9</b>	<b>8.2</b>	<b>12.8</b>	<b>16.8</b>	<b>14.6</b>	<b>13.3</b>	<b>11.5</b>	<b>11.9</b>	<b>10.7</b>	<b>8.3</b>	<b>10.0</b>	<b>-23</b>
Growth YoY (%)	76	-9	-73	-38	-35	-24	140	70	84	83	63	-11	-29	-26	-38	-12	



## Highlights from the management commentary

### Operational performance:

- Domestic household connections increased 0.15m in 4Q (0.34m in FY25), bringing the total connectivity to 2.83m households.
- The company has laid 235km of steel and PE pipeline in 4Q (491km in FY25), bringing the total length to 7,459 km.
- It has added 24 CNG stations in 4Q, bringing the total number to 385.
- The company has added 164 industrial and commercial customers in 4Q, bringing the total count to 5,105.
- In FY25, additional 0.1m CNG vehicles were added, bringing the total number of operating vehicles to 11m.
- Break-up: 55k private cars, 7k taxis, 25k three-wheelers, 450 buses, 7k small commercial vehicles, and balance two-wheelers.
- Raigad Performance:
- Reached 0.1m domestic household connections with 65 CNG stations now operating.

### Sharp rise in opex in 4Q:

- Elevated marketing/CSR spending of INR110m/INR100m, coupled with higher maintenance activities and pipeline rents, contributed to the rise.

### Volume guidance:

- At least 10% YoY growth can be expected in FY26, driven by CNG growth.
- Large industries are driving PNG volume growth. I/C sales can reach 1-1.1mmscmd in the next couple of years (current: 0.6- 0.7mmscmd).

### Margin guidance:

- A fall in crude prices will reduce gas procurement costs linked to the Indian Crude Basket, improving overall EBITDA margins.
- Management maintains EBITDA guidance of INR9 to INR11 per scm, going forward.

### Marketing scheme (Oct'24-Mar'25):

- 624 vehicles and 30 buses added through the scheme (medium-large vehicles).
- Total capex incurred: INR340m (INR0.2-0.3m per vehicle)

**Gas sourcing portfolio:**

- **4QFY25 gas sourcing split:** 2mmscmd APM, 1.35-1.4mmscmd term contracts (1.27/0.1mmscmd HH/Brent linked), 0.6mmscmd is HP-HT, rest is via IGX (majority HP-HT gas).
- **Current APM allocation:** 1.67mmscmd APM, 0.65mmscmd NW Gas

**Capex:**

- FY26: MAHGL capex- INR13b (CNG: INR2b in MAHGL; rest pipeline capex); 1.5b capex shall be spent at UEPL (INR0.5b towards CNG).
- GA1/GA2 and GA3 capex: 65%/30%

**UEPL:**

- 4QFY25 saw:
  - 15 new CNG stations (FY25: 26, Total: 82)
  - 4,997 new household connections (FY25: 12,002, Total: 39,000)
  - 3 new I/C customers (FY25: 9)
  - 13,678 new vehicles (Total: 54,000)
- 4Q volumes reached 0.208mmscmd
- CNG/PNG volumes of 0.189/0.0186 mm scmd

**GA-wise sales volume breakup:**

- FY25 average breakup: 1.93/1.88/0.25mmscmd for GA1/GA2/GA3.

**LNG Business:**

- Four tons of LNG are being sold every day by its own MGL station.
- The JV commissioned its first LNG station in Aurangabad. Another station shall be commissioned in 1Q.
- Amravati/JNPT LNG station completion shall be completed in FY26.

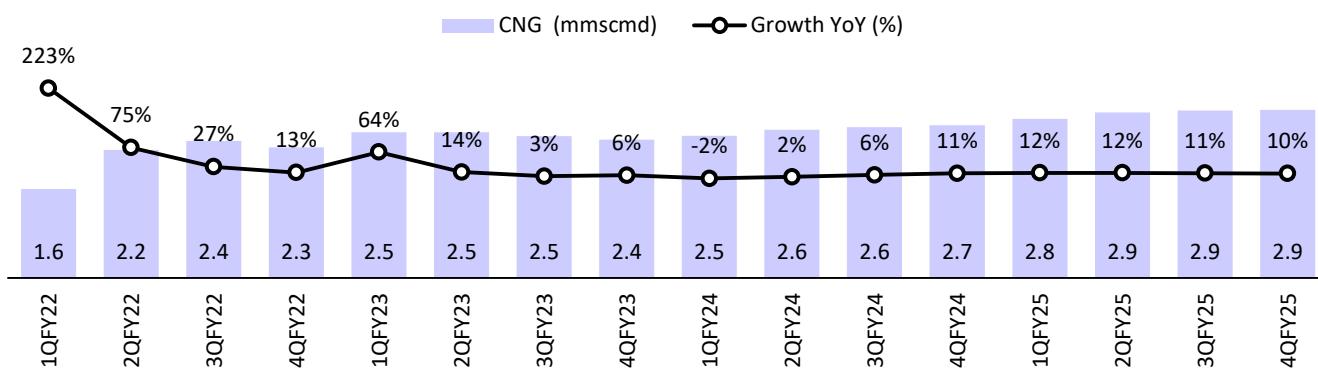
**JV: 3-EV**

- Current production: 200+ vehicles a month (850 vehicles produced in FY25)
- 32% of the equity has been committed, amounting to ~INR960m in capital.

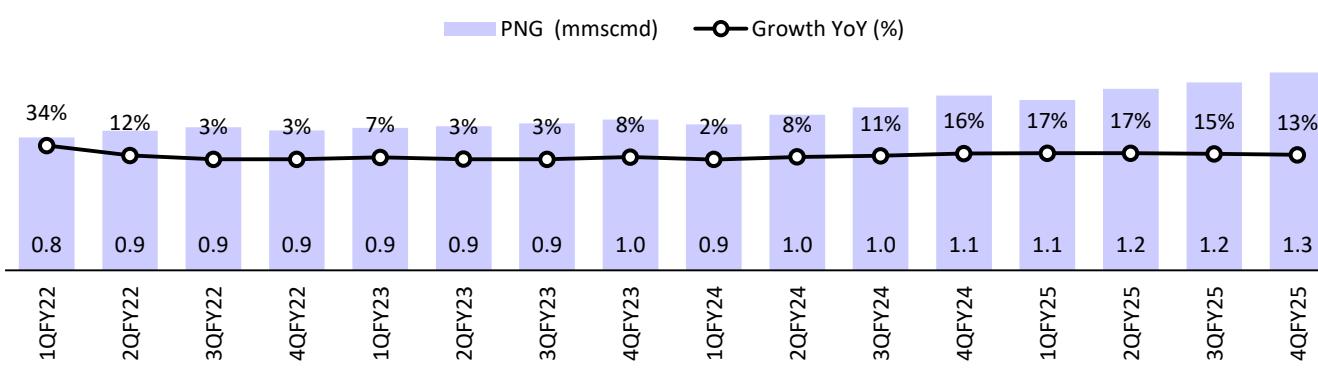
**JV: IBC**

- 1GW project to be completed in 1.5 years
- Plans to increase the same to 5GW

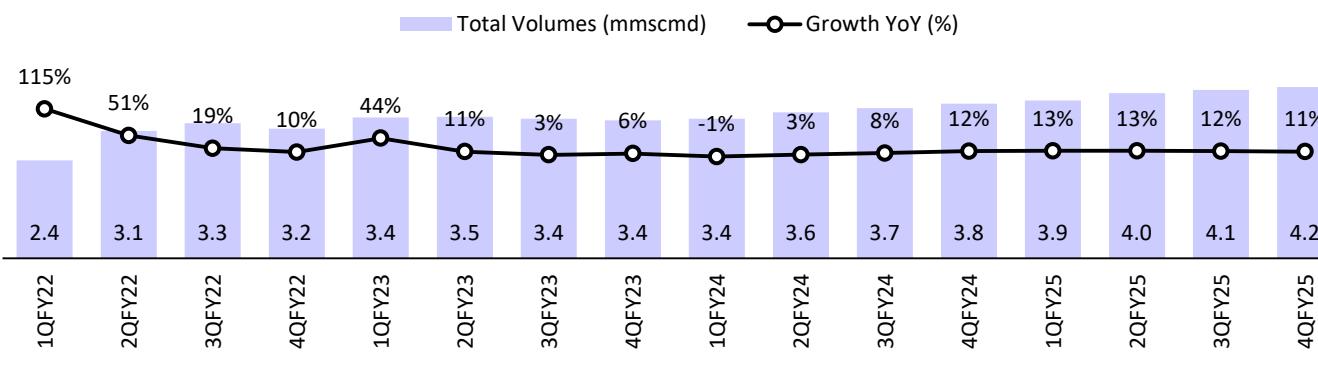
**Exhibit 1: CNG volumes up 10% YoY to 2.9mmscmd**



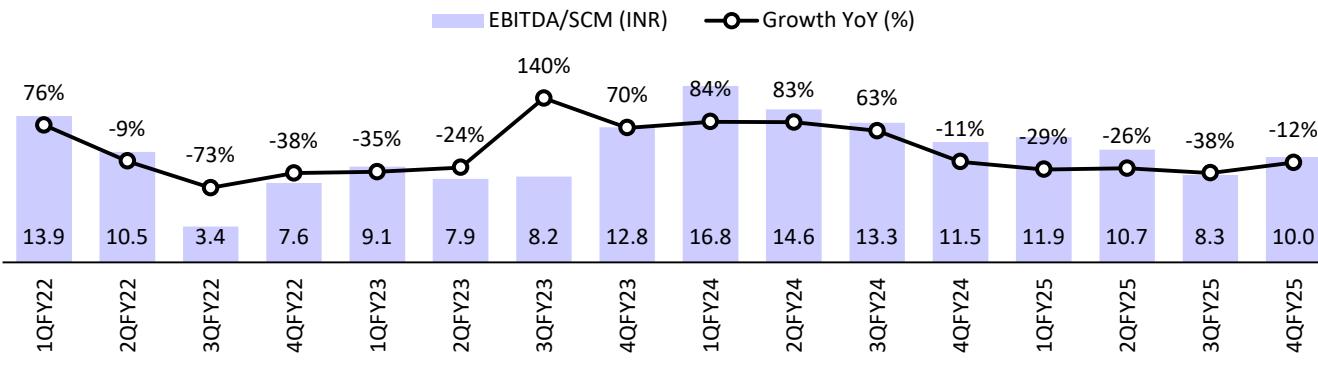
**Exhibit 2: PNG volumes up 13% YoY to 1.3mmscmd**



**Exhibit 3: Total volumes up 11% YoY to 4.2mmscmd**



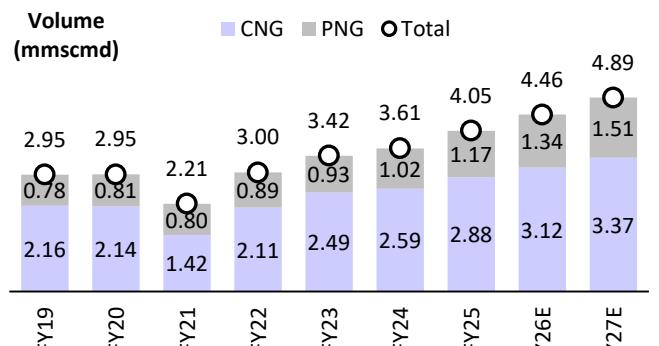
**Exhibit 4: EBITDA/scm at INR10 (down 12% YoY)**



Source: Company, MOFSL

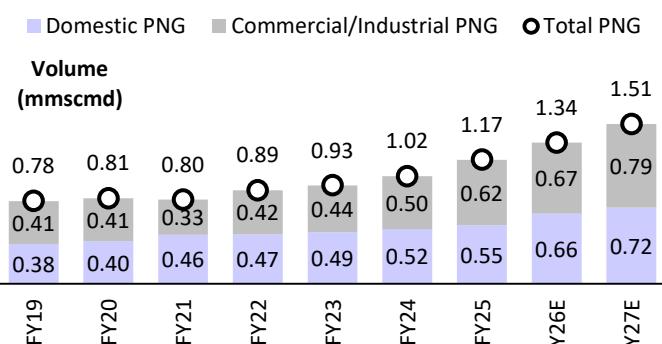
## Story in charts

### Exhibit 5: Volume growth snapshot



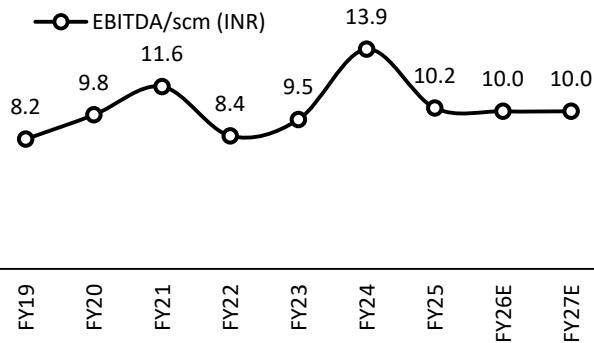
Source: Company, MOFSL

### Exhibit 6: PNG segment-wise volumes



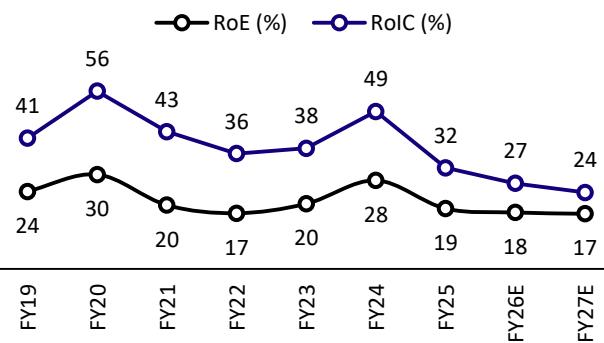
Source: Company, MOFSL

### Exhibit 7: EBITDA/scm snapshot



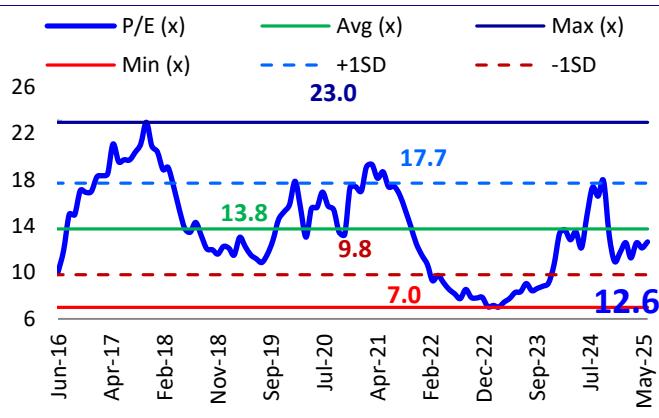
Source: Company, MOFSL

### Exhibit 8: Return ratios for MAHGL



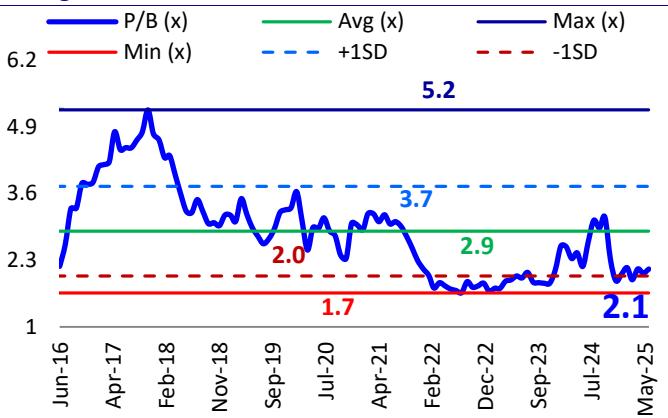
Source: Company, MOFSL

### Exhibit 9: 1-year fwd P/E trades at 12.6, with LT average of 13.8x...



Source: Company, MOFSL

### Exhibit 10: ...and 1-year fwd P/B trades at 2.1x, with LT average of 2.9x



Source: Company, MOFSL

## Financials and valuations

Standalone - Income Statement					
	(INR m)				
Y/E March	FY23	FY24	FY25	FY26E	FY27E
<b>Total Income from Operations</b>	<b>62,993</b>	<b>62,445</b>	<b>69,237</b>	<b>74,604</b>	<b>81,587</b>
Change (%)	76.9	-0.9	10.9	7.8	9.4
<b>EBITDA</b>	<b>11,842</b>	<b>18,426</b>	<b>15,098</b>	<b>16,274</b>	<b>17,837</b>
Margin (%)	18.8	29.5	21.8	21.8	21.9
Depreciation	2,311	2,736	3,063	3,277	3,636
<b>EBIT</b>	<b>9,531</b>	<b>15,690</b>	<b>12,035</b>	<b>12,997</b>	<b>14,201</b>
Int. and Finance Charges	94	115	134	150	138
Other Income	1,119	1,753	1,840	1,874	1,912
<b>PBT bef. EO Exp.</b>	<b>10,555</b>	<b>17,328</b>	<b>13,741</b>	<b>14,721</b>	<b>15,976</b>
<b>PBT after EO Exp.</b>	<b>10,555</b>	<b>17,328</b>	<b>13,741</b>	<b>14,721</b>	<b>15,976</b>
Total Tax	2,655	4,437	3,292	3,705	4,021
Tax Rate (%)	25.2	25.6	24.0	25.2	25.2
<b>Reported PAT</b>	<b>7,901</b>	<b>12,891</b>	<b>10,449</b>	<b>11,016</b>	<b>11,955</b>
<b>Adjusted PAT</b>	<b>7,901</b>	<b>12,891</b>	<b>10,449</b>	<b>11,016</b>	<b>11,955</b>
Change (%)	32.3	63.2	-18.9	5.4	8.5
Margin (%)	12.5	20.6	15.1	14.8	14.7
Standalone - Balance Sheet					
	(INR m)				
Y/E March	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	988	988	988	988	988
Total Reserves	40,354	50,441	57,905	64,515	71,688
<b>Net Worth</b>	<b>41,342</b>	<b>51,429</b>	<b>58,893</b>	<b>65,503</b>	<b>72,675</b>
Total Loans	208	231	293	293	293
Deferred Tax Liabilities	2,086	2,441	2,771	2,771	2,771
<b>Capital Employed</b>	<b>43,636</b>	<b>54,101</b>	<b>61,956</b>	<b>68,566</b>	<b>75,739</b>
Gross Block	40,096	47,725	56,252	69,796	81,704
Less: Accum. Deprn.	11,727	14,463	17,526	20,803	24,439
<b>Net Fixed Assets</b>	<b>28,369</b>	<b>33,262</b>	<b>38,727</b>	<b>48,993</b>	<b>57,265</b>
Capital WIP	7,086	7,743	9,742	7,698	7,290
<b>Total Investments</b>	<b>13,098</b>	<b>16,360</b>	<b>17,400</b>	<b>17,400</b>	<b>17,400</b>
Rights to use assets	1,888	2,167	2,316	2,316	2,316
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>9,882</b>	<b>12,728</b>	<b>13,855</b>	<b>11,781</b>	<b>12,924</b>
Inventory	338	398	489	386	422
Account Receivables	2,940	2,806	3,456	3,482	3,808
Cash and Bank Balance	2,279	3,985	3,150	2,792	3,093
Cash	1,179	1,027	1,343	984	1,286
Bank Balance	1,100	2,958	1,807	1,807	1,807
Loans and Advances	4,324	5,539	6,759	5,121	5,601
<b>Curr. Liability &amp; Prov.</b>	<b>16,687</b>	<b>18,159</b>	<b>20,082</b>	<b>19,621</b>	<b>21,455</b>
Account Payables	3,222	3,342	4,154	3,674	4,016
Other Current Liabilities	12,967	14,224	15,188	15,358	16,795
Provisions	498	593	740	589	645
<b>Net Current Assets</b>	<b>-6,806</b>	<b>-5,431</b>	<b>-6,227</b>	<b>-7,840</b>	<b>-8,532</b>
<b>Appl. of Funds</b>	<b>43,636</b>	<b>54,101</b>	<b>61,956</b>	<b>68,566</b>	<b>75,739</b>

## Financials and valuations

### Ratios

Y/E March	FY23	FY24	FY25	FY26E	FY27E
<b>Basic (INR)</b>					
<b>EPS</b>	<b>80.0</b>	<b>130.5</b>	<b>105.8</b>	<b>111.5</b>	<b>121.0</b>
Cash EPS	103.4	158.2	136.8	144.7	157.8
BV/Share	418.5	520.6	596.2	663.1	735.7
DPS	26.0	52.2	30.0	44.6	48.4
Payout (%)	32.5	40.0	28.4	40.0	40.0
<b>Valuation (x)</b>					
P/E	17.6	10.8	13.3	12.6	11.7
Cash P/E	13.6	8.9	10.3	9.7	8.9
P/BV	3.4	2.7	2.4	2.1	1.9
EV/Sales	2.2	2.2	2.0	1.8	1.7
EV/EBITDA	11.6	7.4	9.0	8.4	7.7
Dividend Yield (%)	1.8	3.7	2.1	3.2	3.4
FCF per share	26.0	80.2	29.7	23.5	33.5
<b>Return Ratios (%)</b>					
RoE	20.4	27.8	18.9	17.7	17.3
RoCE	20.5	27.8	19.0	17.8	17.4
RoIC	37.9	49.5	31.7	26.9	24.0
<b>Working Capital Ratios</b>					
Fixed Asset Turnover (x)	1.6	1.3	1.2	1.1	1.0
Asset Turnover (x)	1.4	1.2	1.1	1.1	1.1
Inventory (Days)	2	2	3	2	2
Debtor (Days)	17	16	18	17	17
Creditor (Days)	19	20	22	18	18
<b>Leverage Ratio (x)</b>					
Current Ratio	0.6	0.7	0.7	0.6	0.6
Net Debt/Equity	-0.1	-0.1	0.0	0.0	0.0

### Standalone - Cash Flow Statement

(INR m)

Y/E March	FY23	FY24	FY25	FY26E	FY27E
<b>OP/(Loss) before Tax</b>					
10,555	17,328	13,741	14,721	15,976	
Depreciation	2,311	2,736	3,063	3,277	3,636
Direct Taxes Paid	-2,638	-4,240	-2,687	-3,705	-4,021
(Inc)/Dec in WC	134	907	830	1,254	993
Others	-764	-1,215	-1,397	-1,874	-1,912
<b>CF from Operations</b>	<b>9,693</b>	<b>15,631</b>	<b>13,685</b>	<b>13,823</b>	<b>14,809</b>
(Inc)/Dec in FA	-7,127	-7,709	-10,754	-11,500	-11,500
<b>Free Cash Flow</b>	<b>2,566</b>	<b>7,922</b>	<b>2,931</b>	<b>2,323</b>	<b>3,309</b>
(Pur)/Sale of Investments	-1,748	-65,334	-63,554	0	0
Others	2,384	60,375	64,298	1,874	1,912
<b>CF from Investments</b>	<b>-6,491</b>	<b>-12,668</b>	<b>-10,010</b>	<b>-9,626</b>	<b>-9,588</b>
Dividend Paid	-2,518	-2,766	-2,964	-4,406	-4,782
<b>CF from Fin. Activity</b>	<b>-2,848</b>	<b>-3,116</b>	<b>-3,359</b>	<b>-4,556</b>	<b>-4,919</b>
<b>Inc/Dec of Cash</b>	<b>354</b>	<b>-152</b>	<b>316</b>	<b>-359</b>	<b>302</b>
Opening Balance	825	1,179	1,027	1,343	984
<b>Closing Balance</b>	<b>1,179</b>	<b>1,027</b>	<b>1,343</b>	<b>984</b>	<b>1,286</b>

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](http://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://onlinereports.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](http://www.nseindia.com), [www.bseindia.com](http://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](mailto:grievances@motilaloswal.com).

Nainesh Rajani

Email: [nainesh.rajani@motilaloswal.com](mailto:nainesh.rajani@motilaloswal.com)

Contact: (+65) 8328 0276

#### Specific Disclosures

1. 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
2. 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
3. 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.
4. 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.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).

6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. 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.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. 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 alterations 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, nor 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/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 dpgrivances@motilaloswal.com.