

Polycab India

Estimate change



TP change



Rating change



Bloomberg	POLYCAB IN
Equity Shares (m)	150
M.Cap.(INRb)/(USD\$)	885.5 / 10.4
52-Week Range (INR)	7607 / 4555
1, 6, 12 Rel. Per (%)	9/-15/-8
12M Avg Val (INR M)	3675
Free float (%)	37.0

Financials & Valuations (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Sales	224.1	259.1	299.1
EBITDA	29.6	33.9	40.5
Adj. PAT	20.2	23.0	27.3
EBITDA Margin (%)	13.2	13.1	13.6
Cons. Adj. EPS (INR)	134.3	153.1	181.8
EPS Gr. (%)	13.1	14.0	18.7
BV/Sh. (INR)	653.1	771.2	903.0

Ratios

Net D:E	(0.1)	(0.1)	(0.1)
RoE (%)	20.6	19.9	20.1
RoCE (%)	21.5	20.6	20.8
Payout (%)	22.3	22.9	27.5

Valuations

P/E (x)	43.8	38.4	32.4
P/BV (x)	9.0	7.6	6.5
EV/EBITDA (x)	29.7	25.8	21.5
Div Yield (%)	0.6	0.7	0.8
FCF Yield (%)	0.9	1.0	1.3

Shareholding Pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	63.0	63.1	65.2
DII	11.0	10.7	7.2
FII	11.1	12.8	12.0
Others	14.9	13.5	15.6

FII includes depository receipts

CMP: INR5,887

TP: INR7,250 (+23%)

Buy

Strong quarter; market share improves further

FMEG turns profitable; likely to continue its upward trajectory

- POLYCAB's 4QFY25 revenue grew ~25% YoY to INR69.9b (in line). EBITDA rose ~35% YoY to INR10.3b (+7% vs. est.) and OPM surged 1.1pp YoY to 14.7% (+50bp vs. est.). PAT grew ~33% YoY to INR7.3b (+13% vs. our est., led by lower interest costs and higher other income than our estimate).
- Management indicated C&W demand remains strong, led by good demand from the real estate sector, improvement in corporate investments, and government capex activities. Margin expansion in C&W was driven by improved operating leverage, while the FMEG segment benefitted from a richer product mix and better absorption of fixed costs. Management maintains its guidance of long-term sustainable EBITDA margin of ~11-13% for C&W; while FMEG segment's margin is expected to improve to ~8-10% in next five years.
- We raise our EPS estimates by ~4%/5% for FY26/27 as we estimate lower interest costs and higher other income, led by a sharp increase in net cash. The stock is trading at 38x/32x FY26E/FY27E EPS. We value POLYCAB at 40x FY27E EPS to arrive at our TP of INR7,250. **Reiterate BUY.**

C&W/FMEG revenue up ~24%/33% YoY; OPM up 1.1 YoY to 14.7%

- Consolidated revenue/EBITDA/PAT stood at INR69.9b/INR10.3b/INR7.3b (+25%/+35%/+33% YoY and in line/+7%/+13% vs. our estimates). Gross margin increased 20bp YoY to 25.5%. OPM expanded 1.1pp YoY to 14.7%. Ad spending was 0.4% of revenue vs. 0.7% in 4QFY24/3QFY25 (each).
- Segmental highlights: **C&W** revenue rose 24% YoY to INR60.2b (in line), EBIT grew 23% YoY to INR9.1b (~11% beat), and EBIT margin was flat YoY at 15.1% (est. 14.0%). **FMEG** revenue grew 33% YoY to INR4.8b. It posted EBIT of INR19m vs. loss of INR459m/INR128m in 4QFY24/3QFY25. **EPC and others** revenue rose 33% YoY to INR4.9b, EBIT grew 52% YoY to INR404m, and EBIT margin expanded 1.0pp YoY to 8.2%.
- In FY25, revenue/EBITDA/PAT grew 24%/19%/13% YoY. EBITDA margin dipped 60bp YoY to 13.2%. C&W revenue/EBIT grew 18%/9% YoY, while EBIT margin contracted 1.2pp YoY to 13.5%. FMEG revenue grew 30% YoY, while the segment's losses stood at INR389m vs. INR942m in FY24. OCF increased 39% YoY to INR18.1b, aided by improvement in working capital. Capex stood at INR9.7b vs. INR8.6b in FY24. FCF stood at INR8.4b vs. INR4.4b in FY24. Net cash stood at INR24.6b vs INR21.4b as of Mar'24.

Key highlights from the management commentary

- Domestic business grew ~27% YoY. Cable growth outpaced wire growth YoY, while wire growth outpaced cable growth QoQ. West region recorded the highest growth, followed by South, North and East.
- Export revenue is expected to increase year over year, as POLYCAB aims to generate 10% of revenue from exports in the next five years vs. ~6% in FY25. The contribution of US sales in total exports was in high-teens in FY25 vs. 40% in FY24.
- Working capital improved to 49 days in Mar'25, led by lower inventory days as some of the raw material purchases were in transit. It will normalize at 55-60 days. Capex in 4Q/FY25 was INR1.3b/INR9.6b. Cumulative capex over the next five years will be INR60-80b.

Valuation and view

- POLYCAB has reported strong revenue growth across segments. EBITDA margin expansion was led by profits in the FMEG segment and improved margin in EPC business on the back of better execution. POLYCAB remains market leader in the C&W industry, benefitted from continuous capacity expansion and a strong margin trajectory. In FMEG, the company's strategic initiatives for talent acquisition, product development and brand building help it achieve profits. Though the upward trajectory of this segment needs to be monitored in the coming quarters.
- We estimate a CAGR of 16%/17%/16% in POLYCAB's revenue/EBITDA/PAT over FY25-27E. We estimate the company's OPM at 13.1%/13.6% in FY26/FY27 vs. 13.2% in FY25. Its cumulative OCF is expected to be INR45.1b over FY26-27, whereas cumulative capex is likely to stand at INR25.0b. Cumulative FCF generation over FY25-27 will be INR20.1b, which will further improve its liquidity position (estimate net cash to improve to INR33.0b vs. INR24.6b as of Mar'25). **We reiterate our BUY rating on POLYCAB with a TP of INR7,250 (based on 40x FY27E EPS).**

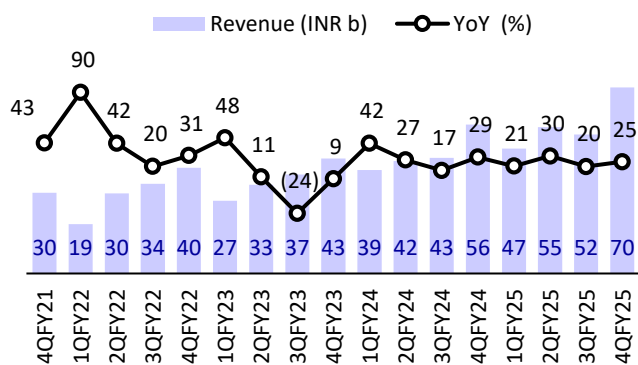
Quarterly performance

Y/E March	FY24				FY25				INR m			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY24	FY25	MOFSL 4QE	Var.
Sales	38,894	42,177	43,405	55,919	46,980	54,984	52,261	69,858	1,80,394	2,24,083	67,513	3.5%
Change (%)	42.1	26.6	16.8	29.3	20.8	30.4	20.4	24.9	27.9	24.2	20.7	
EBITDA	5,486	6,089	5,695	7,615	5,834	6,316	7,199	10,254	24,918	29,602	9,611	6.7%
Change (%)	76.3	42.4	13.0	24.9	6.3	3.7	26.4	34.6	34.5	18.8	26.2	
EBITDA Margin (%)	14.1	14.4	13.1	13.6	12.4	11.5	13.8	14.7	13.8	13.2	14.2	
Depreciation	571	603	619	657	671	721	786	804	2,450	2,981	808	-0.6%
Interest	249	268	322	244	413	453	498	325	1,083	1,689	537	-39.5%
Other Income	640	353	710	538	584	762	250	481	2,209	2,076	354	35.7%
Share of JV's Loss	-	-	-	-	-	-	-	-	-	-	-	
PBT	5,305	5,572	5,464	7,253	5,334	5,903	6,166	9,606	23,593	27,008	8,619	11.4%
Tax	1,273	1,274	1,299	1,718	1,317	1,451	1,522	2,262	5,564	6,553	2,162	
Effective Tax Rate (%)	24.0	22.9	23.8	23.7	24.7	24.6	24.7	23.5	23.6	24.3	25.1	
MI	35	42	37	75	57	54	68	77	189	255	10	
Exceptional	-	-	-	-	-	-	-	-	0	0	-	
Reported PAT	3,996	4,256	4,129	5,460	3,960	4,398	4,576	7,267	17,841	20,200	6,447	12.7%
Change (%)	81.8	58.9	15.4	28.6	-0.9	3.3	10.8	33.1	40.4	13.2	18.1	
Adj. PAT	3,996	4,256	4,129	5,460	3,960	4,398	4,576	7,267	17,841	20,200	6,447	12.7%
Change (%)	81.8	58.9	15.4	28.6	-0.9	3.3	10.8	33.1	40.4	13.2	18.1	

Segmental performance

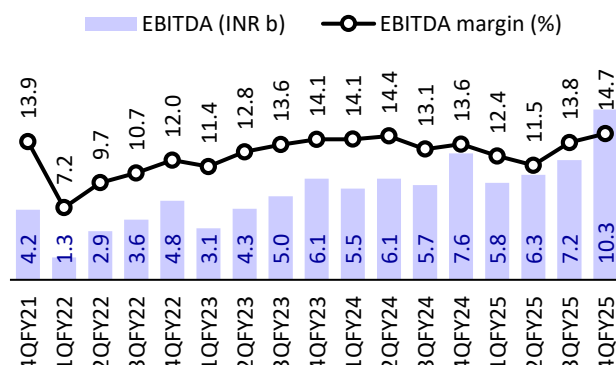
	FY24				FY25				FY24	FY25	MOFSL	INR m
Y/E March	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	Var.
Sales												
Cable and Wires	35,338	38,047	39,041	48,647	39,421	47,200	43,846	60,191	1,61,073	1,90,658	58,793	2.4%
ECDs	3,145	3,300	2,962	3,581	3,855	3,975	4,232	4,760	12,989	16,822	4,433	7.4%
Others (incl. EPC)	411	830	1,402	3,691	3,704	3,809	4,183	4,907	6,333	16,603	4,287	14.5%
Growth YoY (%)												
Cable and Wires	50.3	30.0	18.7	23.6	11.6	24.1	12.3	23.7	26.1	18.4	20.9	
ECDs	4.0	8.8	(12.9)	18.5	22.6	20.5	42.9	32.9	3.0	29.5	23.8	
Others (incl. EPC)	(50.5)	(19.6)	60.2	326.0	802.0	358.9	198.4	33.0	485.1	162.2	16.1	
EBIT												
Cable and Wires	5,223	5,547	5,474	7,363	4,967	5,793	5,904	9,090	24,078	25,754	8,224	10.5%
ECDs	(57)	(60)	(366)	(459)	(28)	(252)	(128)	19	(942)	(389)	(86)	NA
Others (incl. EPC)	85	110	340	265	425	507	447	404	329	1,782	475	-15.1%
EBIT Margin (%)												
Cable and Wires	14.8	14.6	14.0	15.1	12.6	12.3	13.5	15.1	14.9	13.5	14.0	111
ECDs	(1.8)	(1.8)	(12.4)	(12.8)	(0.7)	(6.4)	(3.0)	0.4	(7.3)	(2.3)	(1.9)	235
Others (incl. EPC)	20.6	13.3	24.3	7.2	11.5	13.3	10.7	8.2	5.2	10.7	11.1	(286)

Exhibit 1: POLYCAB's total revenue grew 25% YoY in 4QFY25



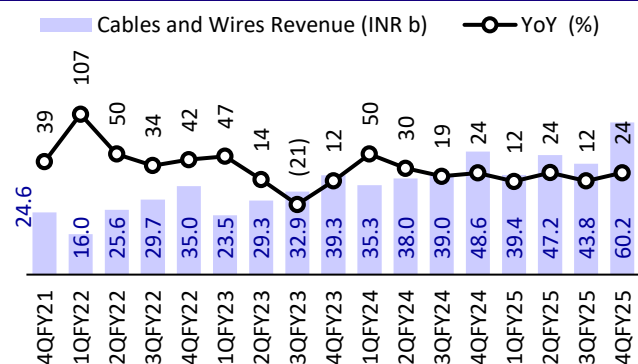
Source: MOFSL, Company

Exhibit 2: EBITDA rose 35% and OPM expanded 1.1pp YoY



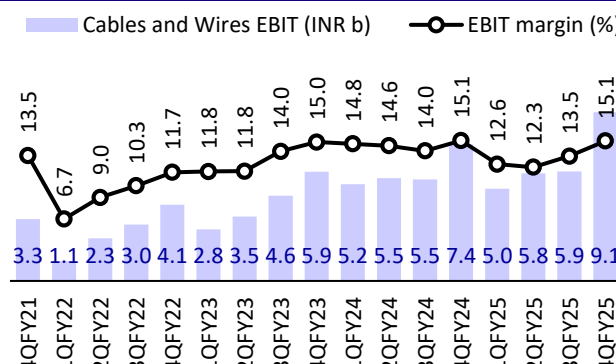
Source: MOFSL, Company

Exhibit 3: C&W revenue grew 24% YoY



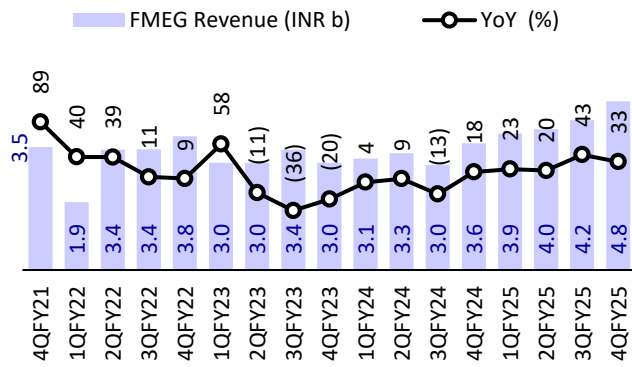
Source: MOFSL, Company

Exhibit 4: C&W EBIT margin was 15.1%



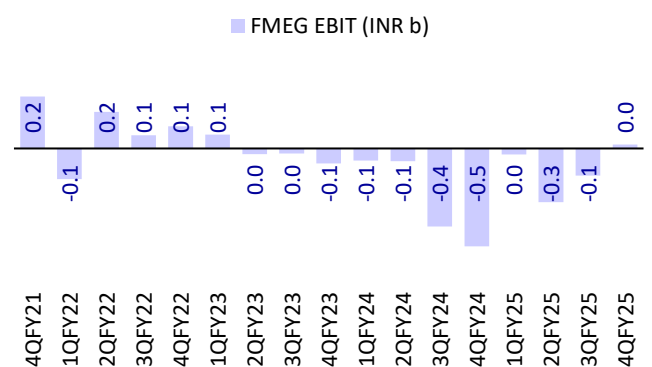
Source: MOFSL, Company

Exhibit 5: FMEG revenue rose ~33% YoY



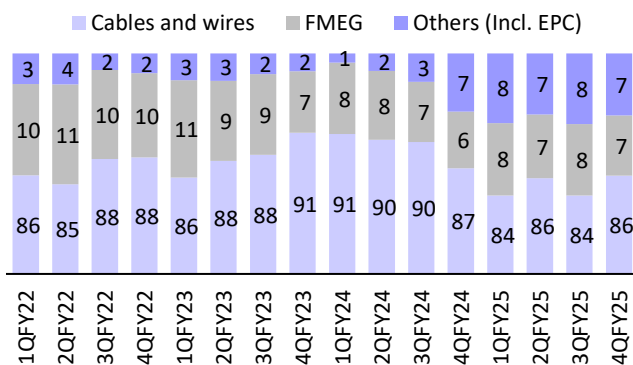
Source: MOFSL, Company

Exhibit 6: FMEG segment turned profitable



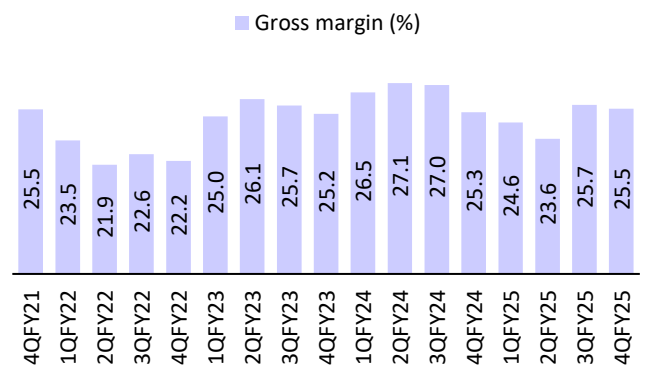
Source: MOFSL, Company

Exhibit 7: Revenue contribution from different segments



Source: MOFSL, Company

Exhibit 8: Gross margin increased 20bp YoY



Source: MOFSL, Company



Conference call highlights

C&W segment

- C&W demand remains strong, led by good demand from the real estate sector, improvement in corporate investments, and government capex activities. Domestic business grew 27% YoY and cable outpaced wire growth compared to last year. West region recorded the highest growth, followed by South, North and East. Rollover of a large order into the next quarter impacted international business, though the order book remains strong and should help higher growth going forward.
- Margin expansion in C&W was driven by improved operating leverage, while FMEG segment benefitted from a richer product mix and better absorption of fixed costs. Capacity utilization of the segment remains at 70-80% on yearly basis.
- Volume growth was in mid-teens in domestic markets for C&W. Cable growth was in high-teens, while wire volumes grew in high-single digits. On a sequential basis, wire grew higher than cables. During FY25, volume growth was in mid-teens with volume growth of wire in mid-single digits and wire growth being much higher.
- EBITDA margin of C&W was 14-15% in FY25. Long-term sustainable EBITDA margin of C&W should be at 11-13%. There will be higher investments in R&D and ad spends for B2C business, which, along with lower operating leverage of new plants, will offset the benefits of higher margin in the export business.

- Export revenue is expected to increase every year and the target is to achieve 10% of revenues from exports in five years vs. 6% in FY25. Contribution of US sales in total exports was in high-teens in FY25 vs. 40% in FY24.
- It will continue to enter new geographies for exports and added five new geographies in FY25. It is also setting up three different divisions within exports, which will be catering to OEMs, distributors and EPC segment. A higher proportion of sales in the export market will be of LT and MV cables.
- There has been a continuous gain in market share, which stood at 26-27% of organized market in FY25 vs. 25-26% in FY24 (18-19% in FY19).
- POLYCAB's products command higher prices in markets: 2-3% for cables and 4-5% for wires.
- In C&W, price changes of raw materials are passed on to consumers on a monthly basis.

FMEG segment

- FMEG business witnessed robust momentum across product categories and continued to grow higher than industry growth for five consecutive quarters. Fan segment saw healthy growth, despite a delayed summer, led by premiumization strategy and focused execution. It launched 100 new SKUs in fans, extended the geographic reach to over 350 new towns, and added 280 channel partners and 8,000+ retailers during FY25. Premium fans now contribute 18% of volumes and 30% of sales value.
- Lighting segment sustained its growth momentum, led by volume and value. Premium products now contribute 21% of volumes and 30% of sales value of the lighting segment. It launched 200 new SKUs in Lights and Luminaries, expanded its footprint to 700 towns, and added 170+ channel partners and 11,500 retailers in FY25.
- Solar business grew ~2.5x YoY and should continue to grow higher, led by initiatives like the PM Surya Ghar Yojana, state-level subsidy schemes, and rising awareness around renewable energy. Maharashtra, Gujarat, Rajasthan, Tamil Nadu, MP, Telangana and UP led growth for the solar business. The company mostly sells solar inverters, which are procured through outsourcing. It will onboard more vendors, which will help it to provide a full range of inverters up to 325kv. There is no plan to enter into solar manufacturing as of now.
- EBITDA margin of FMEG segment should be 8-10% by FY30.

EPC Segment

- Strong execution of RDSS orders led the growth for EPC segment. Entire EPC revenue of FY25 was from RDSS order in EPC segment and 40% of these orders have cable supply components. Order book is now at INR70b in EPC business (INR40b from RDSS business, which is to be executed over next 2-3 years and INR30b is from BharatNet. Out of BharatNet order, INR15b will be for capex part which will be executed in 3 years and the rest is the opex part, which will spread over 10 years after the capex is over).
- This business should deliver high single-digit margin on a sustainable basis. POLYCAB has also been declared the lowest bidder in Goa, Karnataka and Puducherry, with the capex order amounting to INR41b.

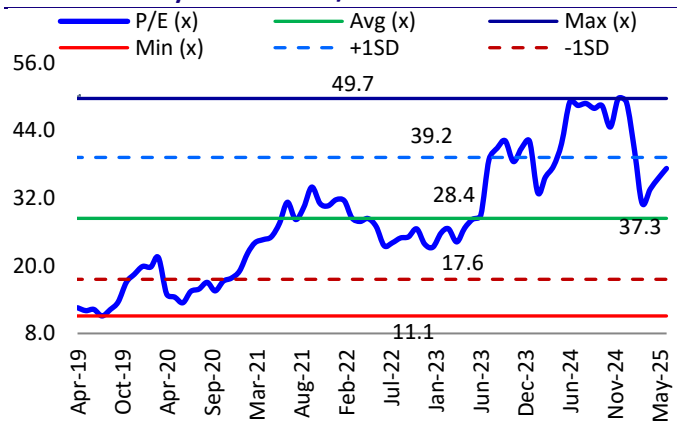
View on entry of new players and higher tariffs

- Entry of new players should not affect growth momentum as the industry growth rate remains much higher. Organized players are gaining market share continuously, and with the offering of quality products, the market share gain should continue.
- There should not be any negative impact of US tariffs and the company is able to pass on the entire tariff increase to consumers.

Capex and working capital

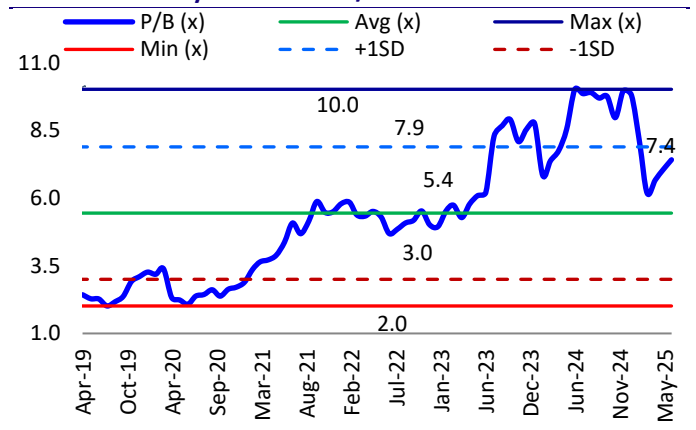
- Working capital improved to 49 days in Mar'25, led by lower inventory days as some of the raw material purchases were in transit. It will normalize at 55-60 days.
- Capex in 4Q/FY25 was INR1.3b/INR9.6b. Cumulative capex over the next five years will be INR60-80b.

Exhibit 9: One-year forward P/E chart



Source: MOFSL, Company

Exhibit 10: One-year forward P/B chart



Source: MOFSL, Company

Financials and valuations (Consolidated)

Income Statement							(INR M)	
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Net Sales	88,300	87,922	1,22,038	1,41,078	1,80,394	2,24,083	2,59,144	2,99,082
Change (%)	10.6	(0.4)	38.8	15.6	27.9	24.2	15.6	15.4
Raw Materials	63,686	65,171	94,657	1,05,109	1,32,803	1,68,300	1,92,026	2,19,825
Staff Cost	3,657	3,537	4,066	4,568	6,095	7,367	8,841	10,609
Other Expenses	9,606	8,102	10,663	12,880	16,578	18,813	24,358	28,112
EBITDA	11,350	11,111	12,652	18,521	24,918	29,602	33,920	40,536
% of Net Sales	12.9	12.6	10.4	13.1	13.8	13.2	13.1	13.6
Depreciation	1,609	1,762	2,015	2,092	2,450	2,981	3,694	4,563
Interest	495	427	352	598	1,083	1,689	1,518	1,727
Other Income	928	1,193	899	1,333	2,209	2,076	2,284	2,512
Profit of Share of Associates/JVs	(74)	6	(26)	(93)	-	-	-	-
PBT	10,100	10,122	11,159	17,073	23,593	27,008	30,992	36,759
Tax	2,444	2,703	2,706	4,242	5,564	6,553	7,686	9,116
Rate (%)	24.2	26.7	24.3	24.8	23.6	24.3	24.8	24.8
MI	66	38	87	123	189	255	276	298
Extraordinary Inc. (net)	-	(1,000)	-	-	-	-	-	-
Reported PAT	7,591	6,380	8,365	12,708	17,841	20,200	23,030	27,345
Change (%)	51.9	(16.0)	31.1	51.9	40.4	13.2	14.0	18.7
Adjusted PAT	7,591	7,380	8,365	12,708	17,841	20,200	23,030	27,345
Change (%)	51.9	(2.8)	13.4	51.9	40.4	13.2	14.0	18.7

Balance Sheet							(INR M)	
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Share Capital	1,489	1,491	1,494	1,498	1,502	1,504	1,504	1,504
Reserves	36,875	46,048	53,943	64,874	80,369	96,746	1,14,511	1,34,335
Net Worth	38,364	47,539	55,437	66,372	81,871	98,250	1,16,016	1,35,839
Loans	1,571	2,487	831	730	898	1,090	990	890
Deferred Tax Liability	165	418	272	409	415	785	785	785
Minority Interest	150	188	251	374	562	818	1,094	1,392
Capital Employed	40,250	50,633	56,791	67,885	83,746	1,00,943	1,18,884	1,38,905
Gross Fixed Assets	20,664	26,989	27,059	33,069	37,462	47,153	59,153	72,153
Less: Depreciation	6,444	8,293	10,308	12,400	14,850	17,831	21,525	26,088
Net Fixed Assets	14,220	18,696	16,751	20,669	22,612	29,321	37,627	46,064
Capital WIP	2,412	991	3,755	2,508	6,547	7,872	7,872	7,872
Investments	655	6,349	7,733	13,505	18,224	17,490	17,490	17,490
Current Assets	42,319	44,111	45,880	57,559	73,276	82,804	98,468	1,16,613
Inventory	19,250	19,879	21,996	29,514	36,751	36,613	42,342	48,867
Debtors	15,997	15,641	13,763	12,992	21,662	28,957	33,488	38,649
Cash & Bank Balance	2,813	5,313	4,071	6,952	4,024	7,706	11,621	16,382
Loans & Advances	298	123	127	103	106	111	128	148
Other Current Assets	3,962	3,155	5,922	7,997	10,733	9,416	10,889	12,568
Current Liab. & Prov.	19,356	19,514	17,328	26,356	36,914	36,544	42,574	49,135
Creditors	13,537	13,480	12,175	20,326	28,633	27,358	31,949	36,873
Other Liabilities	5,325	5,547	4,634	5,312	7,365	8,145	9,419	10,871
Provisions	494	487	518	717	916	1,042	1,205	1,391
Net Current Assets	22,963	24,597	28,552	31,203	36,362	46,259	55,895	67,479
Application of Funds	40,250	50,633	56,791	67,885	83,746	1,00,943	1,18,884	1,38,905

Financials and valuations (Consolidated)

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)								
Adjusted EPS	51.0	49.5	56.0	84.9	118.8	134.3	153.1	181.8
Growth (%)	44.1	-2.9	13.1	51.6	40.0	13.1	14.0	18.7
Cash EPS	61.8	61.3	69.5	98.8	135.1	154.1	177.7	212.1
Book Value	257.7	318.8	371.0	443.2	545.0	653.1	771.2	903.0
DPS	7.0	10.0	14.0	20.0	30.0	35.0	40.0	50.0
Payout (incl. Div. Tax.)	13.7	20.2	25.0	23.6	16.8	22.3	22.9	27.5
Valuation (x)								
P/Sales	9.9	10.0	7.2	6.2	4.9	4.0	3.4	3.0
P/E	115.4	118.9	105.1	69.4	49.6	43.8	38.4	32.4
Cash P/E	95.3	96.0	84.7	59.6	43.6	38.2	33.1	27.7
EV/EBITDA	77.1	78.7	69.3	47.3	35.4	29.7	25.8	21.5
EV/Sales	9.9	10.0	7.2	6.2	4.9	3.9	3.4	2.9
Price/Book Value	22.8	18.5	15.9	13.3	10.8	9.0	7.6	6.5
Dividend Yield (%)	0.1	0.2	0.2	0.3	0.5	0.6	0.7	0.8
Profitability Ratios (%)								
RoE	19.8	15.5	15.1	19.1	21.8	20.6	19.9	20.1
RoCE	20.1	15.3	15.4	19.7	22.5	21.5	20.6	20.8
RoIC	20.1	17.6	17.9	26.0	27.9	26.6	25.3	25.8
Turnover Ratios								
Debtors (Days)	66	65	41	34	44	47	47	47
Inventory (Days)	80	83	66	76	74	60	60	60
Creditors. (Days)	56	56	36	53	58	45	45	45
Asset Turnover (x)	2.2	1.7	2.1	2.1	2.2	2.2	2.2	2.2
Leverage Ratio								
Debt/Equity (x)	(0.0)	(0.1)	(0.1)	(0.1)	(0.0)	(0.1)	(0.1)	(0.1)

Cash Flow Statement

(INR M)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
PBT Before EO Items	10,100	10,122	11,159	17,073	23,593	27,008	30,992	36,759
Add: Depreciation	1,609	1,866	2,088	2,092	2,450	2,981	3,694	4,563
Interest	495	531	352	598	1,083	1,689	1,518	1,727
Less: Direct Taxes Paid	3,012	2,409	3,340	3,704	5,743	6,331	7,686	9,116
(Inc)/Dec in WC	6,221	(2,600)	4,974	1,058	8,090	6,099	5,721	6,823
Others	(279)	(325)	(169)	(725)	(331)	(1,162)	(2,284)	(2,512)
CF from Operations	2,692	12,385	5,116	14,275	12,962	18,085	20,513	24,597
(Inc)/Dec in FA	(2,891)	(1,935)	(5,267)	(4,795)	(8,585)	(9,706)	(12,000)	(13,000)
Free Cash Flow	(199)	10,450	(151)	9,481	4,377	8,379	8,513	11,597
(Pur)/Sale of Investments	(35)	(5,664)	997	(7,232)	1,066	(2,687)	2,284	2,512
Others								
CF from Investments	(2,926)	(7,599)	(4,270)	(12,026)	(7,519)	(12,393)	(9,716)	(10,488)
(Inc)/Dec in Net Worth	4,000	-	-	-	-	-	-	-
(Inc)/Dec in Debt	(1,194)	(1,217)	(168)	332	194	498	(100)	(100)
Less: Interest Paid	433	463	309	476	1,017	1,685	1,518	1,727
Dividend Paid	1,793	-	1,492	2,094	2,997	4,511	5,265	7,521
Others	(709)	(68)	(38)	(32)	(32)	(585)	-	-
CF from Fin. Activity	(129)	(1,748)	(2,007)	(2,271)	(3,852)	(6,283)	(6,883)	(9,348)
Inc/Dec of Cash	(363)	3,038	(1,160)	(22)	1,592	(591)	3,914	4,761
Add: Beginning Balance	3,176	4,658	5,231	6,974	2,454	4,024	3,433	7,347
Closing Balance	2,813	7,696	4,071	6,952	4,024	3,433	7,347	12,108

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/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 dp@grievances@motilaloswal.com.