

# United Breweries

|                 |   |
|-----------------|---|
| Estimate change | ↔ |
| TP change       | ↔ |
| Rating change   | ↔ |

|                       |             |
|-----------------------|-------------|
| Bloomberg             | UBBL IN     |
| Equity Shares (m)     | 264         |
| M.Cap.(INRb)/(USD\$)  | 573.5 / 6.7 |
| 52-Week Range (INR)   | 2300 / 1810 |
| 1, 6, 12 Rel. Per (%) | 1/12/-1     |
| 12M Avg Val (INR M)   | 561         |

## Financials & Valuations (INR b)

| Y/E March      | FY25  | FY26E | FY27E |
|----------------|-------|-------|-------|
| Net Sales      | 89.1  | 101.0 | 114.5 |
| Sales Gr. (%)  | 9.7   | 13.4  | 13.4  |
| EBITDA         | 8.4   | 11.4  | 14.7  |
| Margin (%)     | 9.4   | 11.3  | 12.8  |
| Adj. PAT       | 4.7   | 7.2   | 9.7   |
| Adj. EPS (INR) | 17.7  | 27.2  | 36.5  |
| EPS Gr. (%)    | 13.6  | 53.8  | 34.4  |
| BV/Sh. (INR)   | 164.9 | 179.4 | 199.0 |

## Ratios

|          |      |      |      |
|----------|------|------|------|
| RoE (%)  | 10.9 | 15.8 | 19.3 |
| RoCE (%) | 11.0 | 15.9 | 19.4 |

## Valuations

|               |       |      |      |
|---------------|-------|------|------|
| P/E (x)       | 120.2 | 78.1 | 58.1 |
| P/BV (x)      | 12.9  | 11.8 | 10.7 |
| EV/EBITDA (x) | 66.3  | 47.9 | 37.7 |

## Shareholding Pattern (%)

| As On    | Mar-25 | Dec-24 | Mar-24 |
|----------|--------|--------|--------|
| Promoter | 70.8   | 70.8   | 70.8   |
| DII      | 17.3   | 17.7   | 17.3   |
| FII      | 6.9    | 6.4    | 6.6    |
| Others   | 4.9    | 5.1    | 5.3    |

FII includes depository receipts

**CMP: INR2,169 TP: INR2,000 (-8%) Neutral**

## Cost savings drive margin beat; rich valuation

- United Breweries (UBBL) delivered revenue growth of 9% YoY (est. 10%) in 4QFY25. Volume growth was 5% YoY (est. 8%). The Premium portfolio continued to deliver strong performance, posting 24% YoY growth in 4Q (32% in FY25).
- North, West, East and South regions reported volume growth of 3%, 11%, 0% and 5%, respectively. Volume growth was driven by Maharashtra, AP, UP, and Assam, partly offset by a partial suspension in Telangana and duty changes in Karnataka.
- GM rose 40bp YoY to 42.1% (est. 41.7%). EBITDA margin expanded 90bp YoY to 8% (est. 6.2%), led by a better product mix and cost-efficiencies. Management expects short-term pressure on margins as they continue to face challenges in glass bottle supply, arising from the onboarding of new suppliers and evolving procurement dynamics, which led to some inconsistencies in bottle availability, especially for SKU-specific needs. We model EBITDA margin of 11.3% in FY26 and 12.8% in FY27.
- The company remains focused on volume-led growth, along with share gain in the premium portfolio. It is planning to invest INR7.5b in a greenfield brewery in UP, which will produce both mainstream and premium brands, including Heineken, in cans and bottles. The facility will add 1.0-2.0 MHL capacity, which is expected to be ready by 4QFY27. We estimate a 13% revenue CAGR during FY25-27, led by high-single-digit volume growth. We already model good recovery in EBITDA margin, which has seen sharp contraction over the last five years. **Given rich valuations, we maintain our Neutral rating on the stock with a TP of INR2,000 (based on 55x FY27E EPS).**

## Miss in volume growth; margin beat led by cost savings

- **Premium portfolio continues to shine:** UBBL's standalone net sales grew 9% YoY to INR23.2b (est. INR23.4b). Volume growth was 5% YoY (est. 8%), with premium segment volume surging 24% YoY.
- **West remains strong:** North, West, East and South regions reported 3%, 11%, 0% and 5% volume growth, respectively. Volume growth was mainly driven by Andhra Pradesh, Uttar Pradesh, Maharashtra and Assam, partially offset by Telangana and Karnataka. A positive price mix was driven by price increases in Telangana, Orissa and Rajasthan, coupled with a favorable mix mainly from premiumization.
- **Beat in margins:** Gross margin was up 40bp YoY at 42.1% (est. 41.7%, 43.1% in 3QFY25). Employee expenses grew 9% YoY and other expenses rose 5% YoY. EBITDA margin expanded 140bp YoY to 8% (est. 6.2%, 7.1% in 3QFY25). EBITDA increased by 31% YoY to INR1.9b (est. INR1.4b). APAT rose 21% YoY to INR974m (est. INR855m).
- In FY25, net sales, EBITDA and APAT grew by 10%, 21% and 14%, respectively.

**Naveen Trivedi – Research Analyst** (Naveen.Trivedi@motilaloswal.com)

**Research Analyst: Amey Tiwari** (Amey.Tiwari@MotilalOswal.com) | **Tanu Jindal** (Tanu.Jindal@MotilalOswal.com)

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

Motilal Oswal research is available on [www.motilaloswal.com/Institutional-Equities](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

### Highlights from the management commentary

- UBBL reported 5% YoY volume growth in 4QFY25, despite facing regulatory disruptions in key states like Telangana and Karnataka during Jan'25 and seasonal headwinds impacting consumption. The company witnessed a strong recovery after regulatory setbacks in Karnataka and Telangana, with volumes rebounding quickly as the operating environment normalized in subsequent months.
- In Telangana, the company undertook a 15% price hike, which has been absorbed well by the market; however, no further price increases are expected in the near term as the state government is currently reviewing excise policies.
- Management is targeting 35-40% annual growth in the premium portfolio over the coming years, underscoring premiumization as a key structural lever for sustainable growth.
- Management remains confident of sustaining 6-7% annual volume growth in the medium term, supported by premiumization, innovation, and go-to-market initiatives.
- Management is keeping a close watch on input cost trends, with a particular emphasis on glass and packaging costs, which remain volatile due to supply-side constraints and changing global commodity dynamics.

### Valuation and view

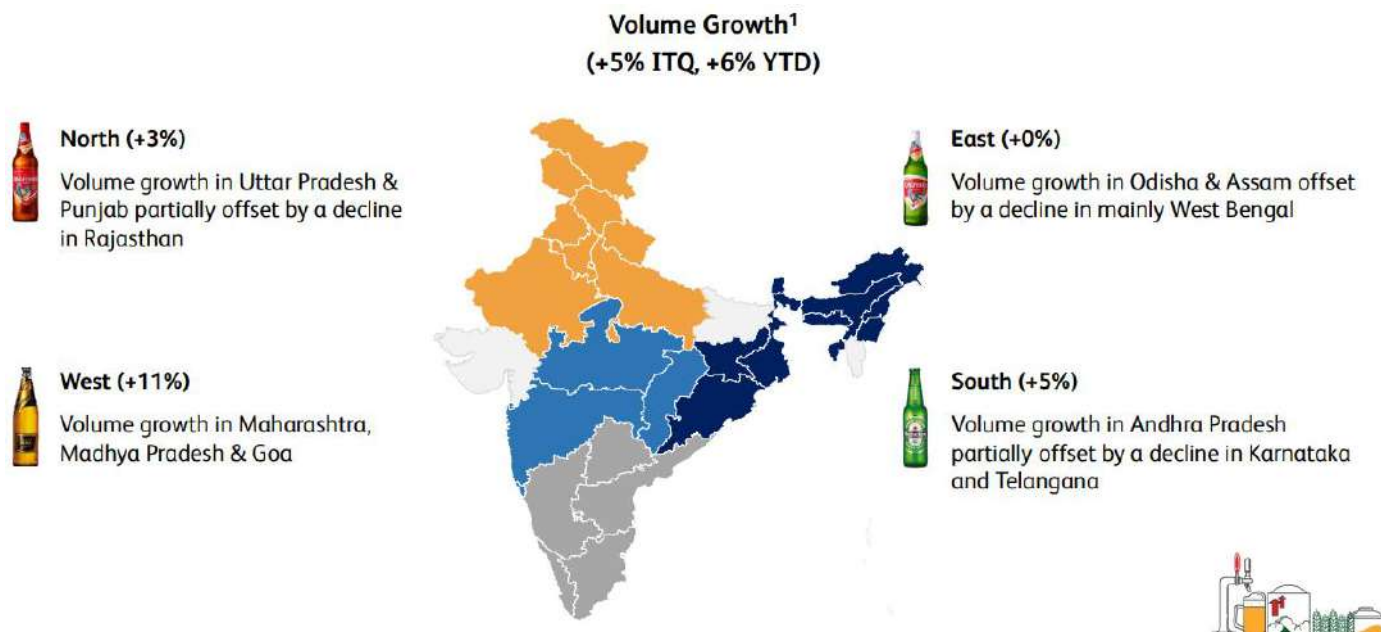
- We largely maintain our EPS estimates for FY26 and FY27.
- The company is facing numerous challenges, including stiff competition from both local and international brands in India and regulatory issues in the industry.
- UBBL posted 6% volume growth in FY25, while its premium volume grew ~32%, maintaining its robust growth momentum. We estimate a CAGR of 13%/32%/44% of revenue/EBITDA/adj. PAT over FY25-27.
- We estimate EBITDA margin recovery in FY26 and FY27; any delay in margin recovery could lead to further earnings cuts. We maintain our Neutral rating on the stock. **Our TP of INR2,000 is based on 55x FY27E EPS.**

### Standalone Quarterly Performance

| Y/E March             | FY24   |        |        |        | FY25E  |        |        |        | FY24   | FY25   | FY25   | (INRm) Var |
|-----------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|------------|
|                       | 1Q     | 2Q     | 3Q     | 4Q     | 1Q     | 2Q     | 3Q     | 4Q     |        | 4QE    |        |            |
| Volume growth (%)     | -12    | 7      | 8      | 11     | 5      | 5      | 8      | 5      | 2      | 6      | 8      |            |
| Net Sales             | 22,732 | 18,880 | 18,227 | 21,315 | 24,730 | 21,147 | 19,984 | 23,214 | 81,227 | 89,074 | 23,417 | -0.9%      |
| YoY Change (%)        | -6.7   | 12.4   | 13.1   | 20.8   | 8.8    | 12.0   | 9.6    | 8.9    | 8.3    | 9.7    | 9.9    |            |
| Gross Profit          | 9,221  | 8,408  | 8,018  | 8,894  | 10,642 | 9,272  | 8,619  | 9,772  | 34,703 | 38,305 | 9,767  | 0.1%       |
| Margin (%)            | 40.6   | 44.5   | 44.0   | 41.7   | 43.0   | 43.8   | 43.1   | 42.1   | 42.7   | 43.0   | 41.7   |            |
| EBITDA                | 2,228  | 1,846  | 1,456  | 1,420  | 2,847  | 2,268  | 1,411  | 1,862  | 6,962  | 8,390  | 1,445  | 28.9%      |
| YoY Change (%)        | -15.9  | -15.8  | 89.9   | 165.6  | 27.8   | 22.9   | -3.0   | 31.2   | 13.0   | 20.5   | 1.8    |            |
| Margins (%)           | 9.8    | 9.8    | 8.0    | 6.7    | 11.5   | 10.7   | 7.1    | 8.0    | 8.6    | 9.4    | 6.2    |            |
| Depreciation          | 513    | 508    | 518    | 577    | 577    | 571    | 613    | 567    | 2,119  | 2,327  | 614    |            |
| Interest              | 17     | 14     | 21     | 18     | 16     | 22     | 32     | 59     | 69     | 129    | 15     |            |
| Other Income          | 103    | 122    | 241    | 263    | 73     | 105    | 101    | 79     | 737    | 357    | 341    |            |
| PBT before EO expense | 1,801  | 1,446  | 1,158  | 1,088  | 2,327  | 1,781  | 867    | 1,316  | 5,511  | 6,291  | 1,157  |            |
| Tax                   | 440    | 369    | 310    | 280    | 595    | 458    | 227    | 342    | 1,403  | 1,622  | 302    |            |
| Rate (%)              | 24.5   | 25.5   | 26.7   | 25.7   | 25.5   | 25.7   | 26.2   | 26.0   | 25.5   | 26.9   | 26.1   |            |
| Reported PAT          | 1,361  | 1,076  | 849    | 808    | 1,733  | 1,322  | 383    | 974    | 4,109  | 4,412  | 855    | 13.9%      |
| Adj PAT               | 1,361  | 1,076  | 849    | 808    | 1,733  | 1,322  | 640    | 974    | 4,109  | 4,669  | 855    | 13.9%      |
| YoY Change (%)        | -15.8  | -19.8  | 274.9  | 730.8  | 27.3   | 22.9   | -24.5  | 20.5   | 24.7   | 13.6   | 5.8    |            |
| Margins (%)           | 6.0    | 5.7    | 4.7    | 3.8    | 7.0    | 6.3    | 3.2    | 4.2    | 5.1    | 5.2    | 3.7    |            |

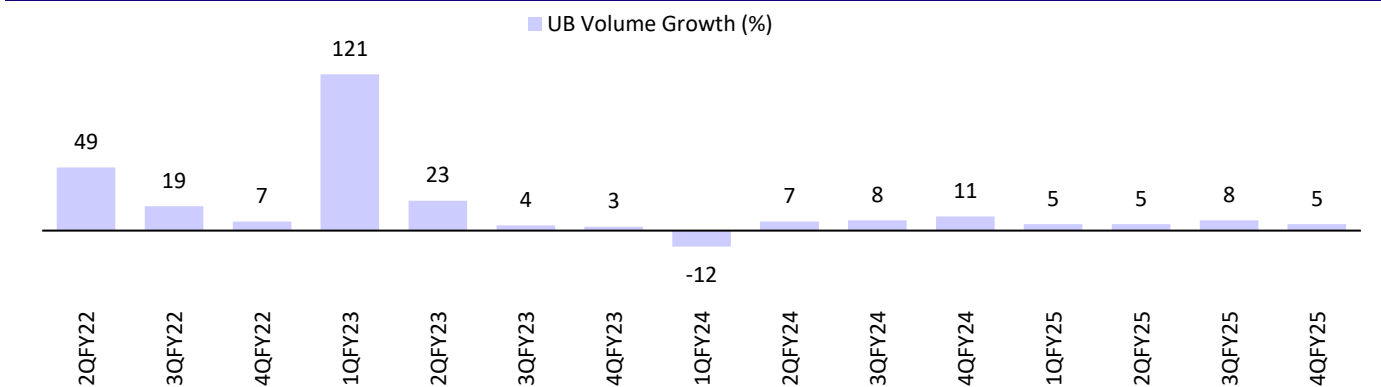
E: MOFSL Estimates

**Exhibit 1: Regional volume performance**

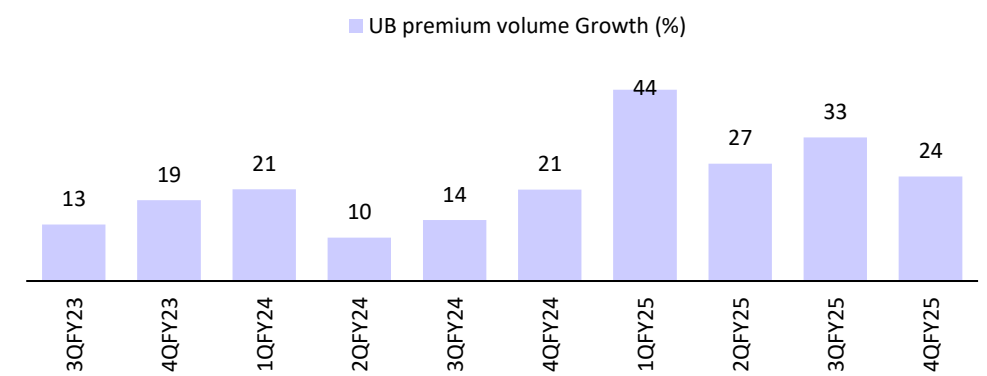


Source: Company presentation

**Exhibit 2: Volume rose 5% YoY in 4QFY25**



**Exhibit 3: UBBL's premium portfolio delivered 24% YoY volume growth in 4QFY25**





## Conference call highlights

### Demand environment and outlook

- UBBL reported 5% YoY volume growth in 4QFY25, despite facing regulatory disruptions in key states like Telangana and Karnataka during Jan'25 and seasonal headwinds impacting consumption.
- The company witnessed a strong recovery after regulatory setbacks in Karnataka and Telangana, with volumes rebounding quickly as the operating environment normalized in subsequent months.
- UBBL's premium portfolio grew 24% YoY in FY24 and 32% in FY25, reflecting strong consumer uptrading trends and the company's focused efforts on premiumization.
- Management is targeting 35-40% annual growth in the premium portfolio over the coming years, underscoring premiumization as a key structural lever for sustainable growth.
- Strong inventory planning and pre-summer season stocking were effectively executed, ensuring availability across markets during peak demand periods and mitigating supply-side disruptions.
- Growth in the premium portfolio was led by Kingfisher Ultra, Kingfisher Ultra Max, and Heineken Silver, with new product introductions and SKU localization aiding momentum.
- Premium brands and SKUs are increasingly being tailored to regional preferences, which enhanced consumer acceptance and accelerated growth in newer geographies.
- New premium SKUs launched during the year further supported mix improvement, allowing the company to capitalize on shifting consumer preferences toward premium offerings.
- A dual glass bottle strategy is in place—new bottles are allocated for premium products, while recycled bottles continue to be used in the mass segment to ensure cost efficiency.
- The company is actively addressing SKU-specific bottle availability issues, especially for premium SKUs, as part of its ongoing focus on strengthening the supply chain.
- Management remains confident of sustaining 6-7% annual volume growth in the medium term, supported by premiumization, innovation, and go-to-market initiatives.
- Key growth drivers going forward include deeper distribution expansion, targeted portfolio premiumization, and proactive state-level regulatory engagement.
- The company is actively engaging with regulators, distributors, and ecosystem partners, aiming to build a resilient business that can lead category expansion across states.
- In a significant capacity expansion initiative, UBBL has committed INR7500m for a greenfield brewery in Uttar Pradesh, marking its first new brewery investment in over 12 years. The UP facility will cater to both mainstream and premium products, including Heineken, and will have canning and bottling capabilities to serve growing demand across product formats. The planned UP brewery is

expected to add 1.0-2.0 million hectoliters of capacity, with the commissioning targeted by 4QFY27, in line with anticipated demand growth.

- The company has already initiated capex in UP, having received final land approvals, and is currently finalizing design elements to align the facility with long-term sustainability goals.
- This brewery will strengthen UBBL's footprint in North India, enhance serviceability in nearby high-growth states, and reduce logistics costs over the long term.
- Alongside new capacity, UBBL is also investing in automation and operational efficiency initiatives, particularly in its larger existing breweries, to drive margin improvement.
- Under its 'Design to Win' transformation program, the company is upgrading its go-to-market and analytics capabilities, focusing on demand forecasting, route-to-market efficiency, and market execution.
- UBBL is emphasizing a balanced route-to-market model that combines traditional and modern trade, along with digital ordering platforms, to maximize reach and responsiveness.
- Management is also exploring opportunities to introduce more global brands from Heineken's international portfolio, to further strengthen the premium mix in India.

### Geography & regulations

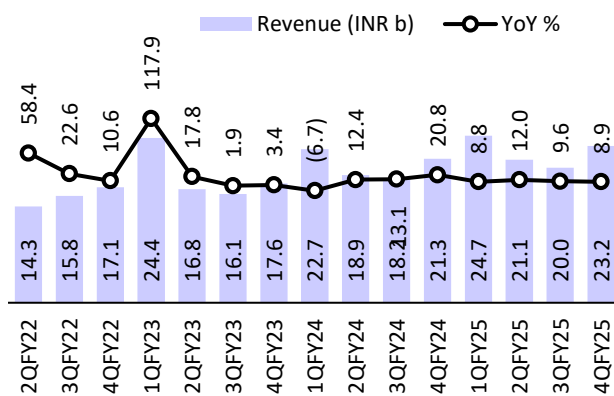
- In Telangana, the company undertook a 15% price hike, which has been absorbed well by the market; however, no further price increases are expected in the near term as the state government is currently reviewing excise policies.
- The company is actively engaging with the Telangana government to ensure timely realization of trade receivables, particularly important during the peak summer season to maintain liquidity and channel throughput.
- In Karnataka, the company is trading cautiously, as the market has witnessed category-wide volume declines following recent increases in excise duties, impacting affordability and off-take.
- States like Uttar Pradesh and Maharashtra continue to exhibit progressive excise regimes, fostering a more predictable operating environment and supporting steady category growth.
- To strengthen execution and market presence, the company has launched a company-wide transformation program titled "Design to Win", which focuses on optimizing distribution architecture, improving outlet reach, and enhancing service quality.
- As part of this initiative, the company has redesigned its distribution model in Maharashtra, with a sharper focus on expanding retailer coverage, improving assortment availability, and driving better throughput across existing outlets.
- This strategic reconfiguration of the go-to-market model is expected to improve retail penetration and market execution, enabling the company to drive volumes and premium mix in key urban and semi-urban clusters.
- Through these state-specific interventions and operational initiatives, UBBL aims to build a more agile and responsive sales infrastructure, better equipped to navigate regulatory complexities and capture growth opportunities.

### Costs and margins

- GM expanded YoY, primarily driven by a favorable product mix, increased usage of recycled glass bottles, and continued focus on cost efficiency initiatives.
- The company continues to face challenges in glass bottle supply, arising from the onboarding of new suppliers and evolving procurement dynamics, which have led to some inconsistencies in bottle availability, especially for SKU-specific needs.
- Management is keeping a close watch on input cost trends, with a particular emphasis on glass and packaging costs, which remain volatile due to supply-side constraints and changing global commodity dynamics.
- While the company remains cautious about future cost inflation, it has reiterated its commitment to sustaining a balance between margins and continued investment in brand building and premiumization.

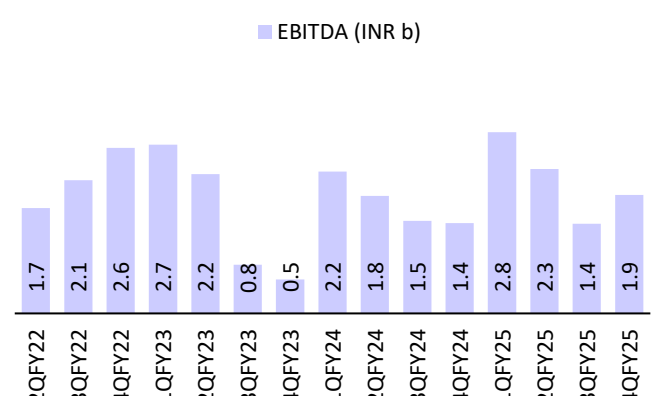
## Key Exhibits

**Exhibit 4: Net sales up 9% YoY to INR23.2b**



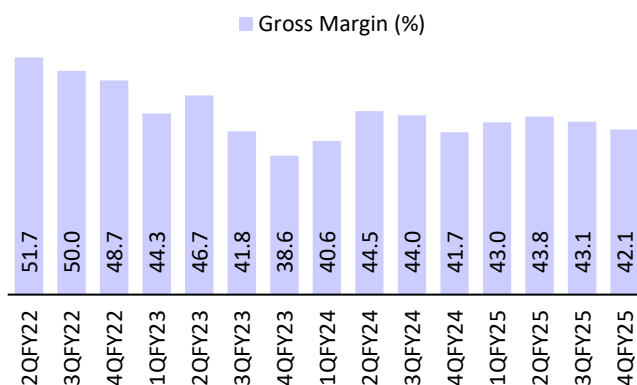
Sources: Company reports, MOFSL

**Exhibit 5: EBITDA up 31% YoY to INR1.9b**



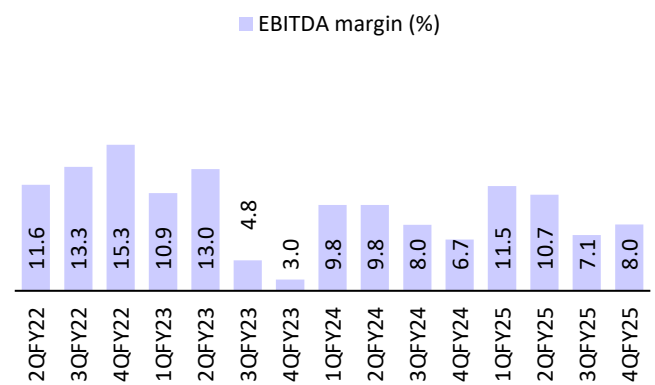
Source: Company reports, MOFSL

**Exhibit 6: Gross margin expanded 40bp YoY to 42.1%**



Sources: Company reports, MOFSL

**Exhibit 7: EBITDA margin expanded 130bp YoY to 8%**



Source: Company reports, MOFSL



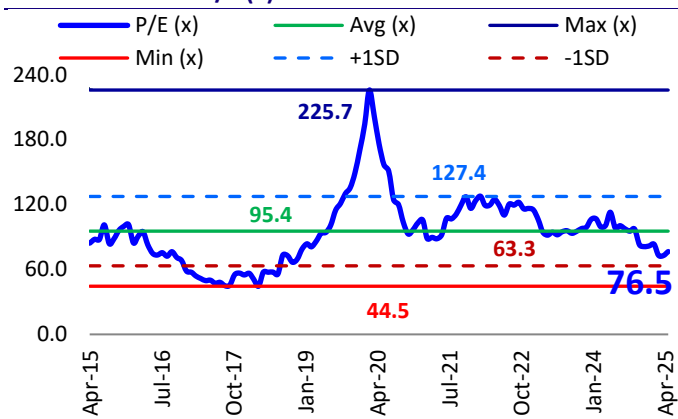
## Valuation and view

- We largely maintain our EPS estimates for FY26 and FY27.
- The company is facing numerous challenges, including stiff competition from both local and international brands in India and regulatory issues in the industry.
- UBBL posted 6% volume growth in FY25, while its premium volume grew ~32%, maintaining its robust growth momentum. We estimate a CAGR of 13%/32%/44% of revenue/EBITDA/adj. PAT over FY25-27.
- We estimate EBITDA margin recovery in FY26 and FY27; any delay in margin recovery can potentially lead to further earnings cuts. We maintain our Neutral rating on the stock. **Our TP of INR2,000 is based on 55x FY27E EPS**

**Exhibit 8: We largely maintain our EPS estimates for FY26 and FY27**

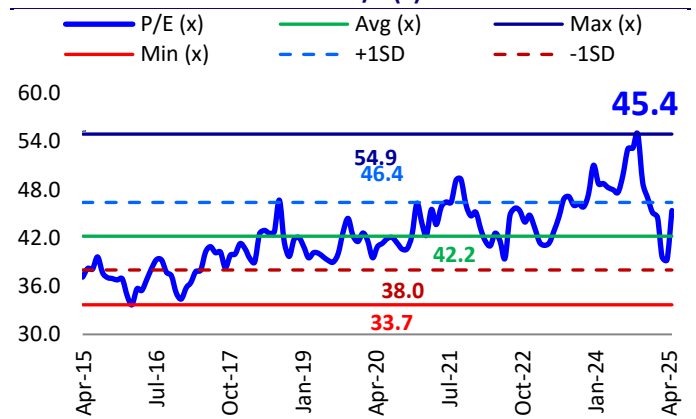
| INR m        | New      |          | Old      |          | Change (%) |       |
|--------------|----------|----------|----------|----------|------------|-------|
|              | FY26E    | FY27E    | FY26E    | FY27E    | FY26E      | FY27E |
| Total Income | 1,00,974 | 1,14,464 | 1,01,205 | 1,14,726 | (0.2)      | (0.2) |
| EBITDA       | 11,362   | 14,694   | 11,513   | 14,683   | 5.2        | (1.3) |
| Adjusted PAT | 7,183    | 9,655    | 7,265    | 9,609    | (3.1)      | (1.1) |

**Exhibit 9: UBBL's P/E (x)**



Source: MOFSL

**Exhibit 10: Consumer sector's P/E (x)**



Source: MOFSL

## Financials and valuations

### Consolidated - Income Statement

(INR m)

| Y/E March                | FY19          | FY20          | FY21          | FY22          | FY23          | FY24          | FY25          | FY26E         | FY27E         |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Revenue                  | 64,754        | 65,092        | 42,431        | 58,384        | 74,999        | 81,227        | 89,074        | 1,00,974      | 1,14,464      |
| Change (%)               | 15.2          | 0.5           | -34.8         | 37.6          | 28.5          | 8.3           | 9.7           | 13.4          | 13.4          |
| <b>Gross Profit</b>      | <b>34,678</b> | <b>33,581</b> | <b>22,137</b> | <b>29,123</b> | <b>32,346</b> | <b>34,703</b> | <b>38,305</b> | <b>43,924</b> | <b>50,135</b> |
| Margin (%)               | 53.6          | 51.6          | 52.2          | 49.9          | 43.1          | 42.7          | 43.0          | 43.5          | 43.8          |
| <b>EBITDA</b>            | <b>11,384</b> | <b>8,758</b>  | <b>3,811</b>  | <b>6,966</b>  | <b>6,162</b>  | <b>6,962</b>  | <b>8,390</b>  | <b>11,362</b> | <b>14,694</b> |
| Margin (%)               | 17.6          | 13.5          | 9.0           | 11.9          | 8.2           | 8.6           | 9.4           | 11.3          | 12.8          |
| Depreciation             | 2,599         | 2,851         | 2,320         | 2,172         | 2,106         | 2,119         | 2,327         | 2,435         | 2,566         |
| <b>EBIT</b>              | <b>8,785</b>  | <b>5,907</b>  | <b>1,491</b>  | <b>4,794</b>  | <b>4,056</b>  | <b>4,843</b>  | <b>6,063</b>  | <b>8,927</b>  | <b>12,128</b> |
| Int. and Finance Charges | 312           | 311           | 227           | 148           | 46            | 69            | 129           | 100           | 95            |
| Other Income             | 320           | 93            | 503           | 298           | 494           | 737           | 357           | 750           | 840           |
| <b>PBT bef. EO Exp.</b>  | <b>8,793</b>  | <b>5,689</b>  | <b>1,766</b>  | <b>4,944</b>  | <b>4,504</b>  | <b>5,511</b>  | <b>6,291</b>  | <b>9,577</b>  | <b>12,873</b> |
| EO Items                 | 0             | 0             | -72           | -263          | -248          | 0             | -258          | 0             | 0             |
| <b>PBT after EO Exp.</b> | <b>8,793</b>  | <b>5,689</b>  | <b>1,694</b>  | <b>4,682</b>  | <b>4,257</b>  | <b>5,511</b>  | <b>6,034</b>  | <b>9,577</b>  | <b>12,873</b> |
| Total Tax                | 3,160         | 1,406         | 556           | 1,284         | 1,210         | 1,403         | 1,622         | 2,394         | 3,218         |
| Deferred Tax             |               |               |               |               |               |               |               |               |               |
| Tax Rate (%)             | 35.9          | 24.7          | 32.8          | 27.4          | 28.4          | 25.5          | 26.9          | 25.0          | 25.0          |
| Less: Minority Interest  | 4             | 6             | 6             | 0             | 0             | 0             | 0             | 0             | 0             |
| <b>Reported PAT</b>      | <b>5,629</b>  | <b>4,277</b>  | <b>1,132</b>  | <b>3,398</b>  | <b>3,047</b>  | <b>4,109</b>  | <b>4,412</b>  | <b>7,183</b>  | <b>9,655</b>  |
| <b>Adjusted PAT</b>      | <b>5,629</b>  | <b>4,277</b>  | <b>1,204</b>  | <b>3,661</b>  | <b>3,295</b>  | <b>4,109</b>  | <b>4,669</b>  | <b>7,183</b>  | <b>9,655</b>  |
| Change (%)               | 42.6          | -24.0         | -71.8         | 204.0         | -10.0         | 24.7          | 13.6          | 53.8          | 34.4          |
| Margin (%)               | 8.7           | 6.6           | 2.8           | 6.3           | 4.4           | 5.1           | 5.2           | 7.1           | 8.4           |

### Consolidated - Balance Sheet

(INR m)

| Y/E March                           | FY19          | FY20          | FY21          | FY22          | FY23          | FY24          | FY25          | FY26E         | FY27E         |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Equity Share Capital                | 265           | 264           | 264           | 264           | 264           | 264           | 264           | 264           | 264           |
| Total Reserves                      | 31,572        | 34,938        | 35,558        | 39,087        | 39,385        | 41,519        | 43,327        | 47,177        | 52,352        |
| <b>Net Worth</b>                    | <b>31,838</b> | <b>35,203</b> | <b>35,823</b> | <b>39,351</b> | <b>39,649</b> | <b>41,783</b> | <b>43,592</b> | <b>47,442</b> | <b>52,617</b> |
| Minority Interest                   | 30            | 33            | 38            | 41            | 46            | 52            | 0             | 0             | 0             |
| Total Loans                         | 2,115         | 1,691         | 1,154         | 0             | 0             | 0             | 0             | 0             | 0             |
| <b>Capital Employed</b>             | <b>34,097</b> | <b>36,927</b> | <b>37,014</b> | <b>39,393</b> | <b>39,695</b> | <b>41,836</b> | <b>43,592</b> | <b>47,442</b> | <b>52,617</b> |
| Gross Block                         | 39,954        | 45,077        | 47,808        | 49,615        | 51,102        | 52,466        | 54,440        | 57,440        | 60,440        |
| Less: Accum. Deprn.                 | 22,425        | 26,058        | 28,378        | 30,550        | 32,656        | 34,775        | 37,102        | 39,537        | 42,103        |
| <b>Net Fixed Assets</b>             | <b>17,529</b> | <b>19,019</b> | <b>19,430</b> | <b>19,065</b> | <b>18,446</b> | <b>17,691</b> | <b>17,338</b> | <b>17,903</b> | <b>18,337</b> |
| Goodwill on Consolidation           | 242           | 242           | 65            | 65            | 65            | 65            | 65            | 65            | 65            |
| Capital WIP                         | 1,899         | 1,991         | 1,288         | 1,099         | 771           | 1,727         | 2,510         | 1,402         | 1,180         |
| <b>Total Investments</b>            | <b>3</b>      | <b>3</b>      | <b>61</b>     | <b>84</b>     | <b>81</b>     | <b>80</b>     | <b>155</b>    | <b>155</b>    | <b>155</b>    |
| <b>Curr. Assets, Loans&amp;Adv.</b> | <b>34,171</b> | <b>34,254</b> | <b>37,679</b> | <b>39,182</b> | <b>43,442</b> | <b>50,972</b> | <b>62,049</b> | <b>60,584</b> | <b>75,754</b> |
| Inventory                           | 10,325        | 10,939        | 11,367        | 9,358         | 14,278        | 13,687        | 16,149        | 16,494        | 20,510        |
| Account Receivables                 | 15,110        | 13,504        | 13,950        | 12,549        | 14,073        | 23,138        | 28,601        | 13,448        | 34,846        |
| Cash and Bank Balance               | 462           | 786           | 4,693         | 9,097         | 3,953         | 2,142         | 4,419         | 17,247        | 6,467         |
| Loans and Advances                  | 8,275         | 9,025         | 7,669         | 8,178         | 11,138        | 12,004        | 12,879        | 13,394        | 13,930        |
| <b>Curr. Liability &amp; Prov.</b>  | <b>19,747</b> | <b>18,582</b> | <b>21,507</b> | <b>20,101</b> | <b>23,109</b> | <b>28,698</b> | <b>38,525</b> | <b>32,667</b> | <b>42,874</b> |
| Account Payables                    | 5,902         | 5,450         | 6,181         | 6,380         | 7,170         | 9,485         | 11,492        | 4,553         | 13,636        |
| Provisions                          | 13,845        | 13,131        | 15,326        | 13,721        | 15,939        | 19,214        | 27,032        | 28,114        | 29,238        |
| <b>Net Current Assets</b>           | <b>14,424</b> | <b>15,672</b> | <b>16,171</b> | <b>19,081</b> | <b>20,333</b> | <b>22,274</b> | <b>23,524</b> | <b>27,917</b> | <b>32,880</b> |
| <b>Appl. of Funds</b>               | <b>34,097</b> | <b>36,927</b> | <b>37,014</b> | <b>39,393</b> | <b>39,695</b> | <b>41,836</b> | <b>43,592</b> | <b>47,442</b> | <b>52,617</b> |

E: MOFSL Estimates



## Financials and valuations

### Ratios

| Y/E March                     | FY19        | FY20        | FY21       | FY22        | FY23        | FY24        | FY25        | FY26E       | FY27E       |
|-------------------------------|-------------|-------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Basic (INR)</b>            |             |             |            |             |             |             |             |             |             |
| <b>EPS</b>                    | <b>21.3</b> | <b>16.2</b> | <b>4.6</b> | <b>13.8</b> | <b>12.5</b> | <b>15.5</b> | <b>17.7</b> | <b>27.2</b> | <b>36.5</b> |
| Cash EPS                      | 31.1        | 27.0        | 13.3       | 22.1        | 20.4        | 23.6        | 26.5        | 36.4        | 46.2        |
| BV/Share                      | 120.4       | 133.1       | 135.5      | 148.8       | 150.0       | 158.0       | 164.9       | 179.4       | 199.0       |
| DPS                           | 2.5         | 2.5         | 0.5        | 10.5        | 7.5         | 10.0        | 6.7         | 10.9        | 14.6        |
| Payout (%)                    | 11.7        | 15.5        | 11.7       | 81.7        | 65.1        | 64.4        | 40.0        | 40.0        | 40.0        |
| <b>Valuation (x)</b>          |             |             |            |             |             |             |             |             |             |
| P/E                           | 99.7        | 131.2       | 465.8      | 153.3       | 170.3       | 136.6       | 120.2       | 78.1        | 58.1        |
| Cash P/E                      | 68.2        | 78.7        | 159.2      | 96.2        | 103.9       | 90.1        | 80.2        | 58.3        | 45.9        |
| P/BV                          | 17.6        | 15.9        | 15.7       | 14.3        | 14.2        | 13.4        | 12.9        | 11.8        | 10.7        |
| EV/Sales                      | 8.7         | 8.6         | 13.1       | 9.5         | 7.4         | 6.9         | 6.2         | 5.4         | 4.8         |
| EV/EBITDA                     | 49.4        | 64.2        | 146.3      | 79.2        | 90.4        | 80.3        | 66.3        | 47.9        | 37.7        |
| Dividend Yield (%)            | 0.1         | 0.1         | 0.0        | 0.5         | 0.4         | 0.5         | 0.3         | 0.5         | 0.7         |
| FCF per share                 | 7.8         | 4.0         | 17.8       | 27.5        | -10.4       | -4.3        | -0.8        | 108.1       | -94.1       |
| <b>Return Ratios (%)</b>      |             |             |            |             |             |             |             |             |             |
| RoE                           | 19.2        | 12.8        | 3.4        | 9.7         | 8.3         | 10.1        | 10.9        | 15.8        | 19.3        |
| RoCE                          | 18.2        | 12.8        | 3.6        | 9.7         | 8.2         | 10.2        | 11.0        | 15.9        | 19.4        |
| RoIC                          | 18.5        | 13.5        | 3.1        | 11.6        | 9.1         | 9.9         | 11.9        | 20.6        | 24.8        |
| <b>Working Capital Ratios</b> |             |             |            |             |             |             |             |             |             |
| Fixed Asset Turnover (x)      | 1.6         | 1.4         | 0.9        | 1.2         | 1.5         | 1.5         | 1.6         | 1.8         | 1.9         |
| Asset Turnover (x)            | 1.9         | 1.8         | 1.1        | 1.5         | 1.9         | 1.9         | 2.0         | 2.1         | 2.2         |
| Inventory (Days)              | 52          | 60          | 96         | 65          | 58          | 63          | 61          | 59          | 59          |
| Debtor (Days)                 | 85          | 80          | 118        | 83          | 65          | 84          | 106         | 76          | 77          |
| Creditor (Days)               | 31          | 32          | 50         | 39          | 33          | 37          | 43          | 29          | 29          |
| Working Cap. (Days)           | 105         | 108         | 164        | 108         | 89          | 109         | 124         | 106         | 107         |
| <b>Leverage Ratio (x)</b>     |             |             |            |             |             |             |             |             |             |
| Current Ratio                 | 1.7         | 1.8         | 1.8        | 1.9         | 1.9         | 1.8         | 1.6         | 1.9         | 1.8         |
| Interest Cover Ratio          | 28.2        | 19.0        | 6.6        | 32.4        | 87.4        | 70.3        | 47.2        | 89.3        | 127.7       |
| Debt/Equity                   | 0.1         | 0.0         | 0.0        | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         | 0.0         |

### Consolidated - Cash Flow Statement

(INR m)

| Y/E March                        | FY19          | FY20          | FY21          | FY22          | FY23          | FY24          | FY25          | FY26E          | FY27E          |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|----------------|
| OP/(Loss) before Tax             | 8,793         | 5,689         | 1,694         | 4,944         | 4,173         | 5,511         | 6,291         | 9,577          | 12,873         |
| Depreciation                     | 2,599         | 2,851         | 2,320         | 2,172         | 2,106         | 2,119         | 2,327         | 2,435          | 2,566          |
| Interest & Finance Charges       | 306           | 305           | 224           | 146           | 44            | 67            | 121           | 100            | 95             |
| Direct Taxes Paid                | -3,898        | -1,903        | -823          | -1,301        | -1,397        | -1,388        | -1,913        | -1,796         | -2,414         |
| (Inc)/Dec in WC                  | -1,101        | -2,196        | 2,976         | 2,994         | -6,160        | -5,166        | -4,223        | 21,232         | -35,033        |
| <b>CF from Operations</b>        | <b>6,699</b>  | <b>4,746</b>  | <b>6,392</b>  | <b>8,956</b>  | <b>-1,234</b> | <b>1,144</b>  | <b>2,603</b>  | <b>31,549</b>  | <b>-21,913</b> |
| Others                           | -269          | 332           | -189          | 40            | 39            | -370          | -268          | 0              | 0              |
| <b>CF from Operating incl EO</b> | <b>6,430</b>  | <b>5,078</b>  | <b>6,203</b>  | <b>8,996</b>  | <b>-1,196</b> | <b>773</b>    | <b>2,335</b>  | <b>31,549</b>  | <b>-21,913</b> |
| (Inc)/Dec in FA                  | -4,366        | -4,033        | -1,498        | -1,728        | -1,543        | -1,907        | -2,546        | -2,980         | -2,980         |
| <b>Free Cash Flow</b>            | <b>2,064</b>  | <b>1,045</b>  | <b>4,705</b>  | <b>7,268</b>  | <b>-2,739</b> | <b>-1,134</b> | <b>-211</b>   | <b>28,569</b>  | <b>-24,893</b> |
| (Pur)/Sale of Investments        | 0             | 0             | 0             | 13            | 3             | 0             | 0             | 0              | 0              |
| Others                           | 114           | 231           | 86            | -10           | 515           | 625           | 315           | -13,081        | 18,321         |
| <b>CF from Investments</b>       | <b>-4,252</b> | <b>-3,802</b> | <b>-1,412</b> | <b>-1,726</b> | <b>-1,025</b> | <b>-1,282</b> | <b>-2,231</b> | <b>-16,061</b> | <b>15,341</b>  |
| Issue of Shares                  | 0             | 0             | 0             | 0             | 0             | 0             | 0             | 0              | 0              |
| Inc/(Dec) in Debt                | -1,006        | 115           | 61            | -2,551        | -100          | 0             | 0             | 0              | 0              |
| Interest Paid                    | -313          | -268          | -281          | -181          | -45           | -19           | -61           | -100           | -95            |
| Dividend Paid                    | -640          | -800          | -663          | -134          | -2,779        | -1,985        | -2,644        | -2,873         | -3,862         |
| Others                           | 0             | 0             | 0             | 0             | 0             | 701           | 4,879         | 312            | -251           |
| <b>CF from Fin. Activity</b>     | <b>-1,959</b> | <b>-952</b>   | <b>-884</b>   | <b>-2,867</b> | <b>-2,923</b> | <b>-1,302</b> | <b>2,174</b>  | <b>-2,661</b>  | <b>-4,208</b>  |
| <b>Inc/Dec of Cash</b>           | <b>219</b>    | <b>324</b>    | <b>3,907</b>  | <b>4,404</b>  | <b>-5,144</b> | <b>-1,811</b> | <b>2,277</b>  | <b>12,828</b>  | <b>-10,780</b> |
| Opening Balance                  | 242           | 462           | 786           | 4,693         | 9,097         | 3,953         | 2,142         | 4,419          | 17,247         |
| <b>Closing Balance</b>           | <b>462</b>    | <b>786</b>    | <b>4,693</b>  | <b>9,097</b>  | <b>3,953</b>  | <b>2,142</b>  | <b>4,419</b>  | <b>17,247</b>  | <b>6,467</b>   |

E: MOFSL Estimates

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

## NOTES

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

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

#### Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst 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://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](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

- 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.