

Lodha Developers

 BSE SENSEX
 83,713

 S&P CNX
 25,523


Bloomberg	LODHA IN
Equity Shares (m)	998
M.Cap.(INRb)/(USDb)	1372.2 / 16
52-Week Range (INR)	1597 / 1035
1, 6, 12 Rel. Per (%)	-11/-6/-16
12M Avg Val (INR M)	1966

Financials & Valuations (INR b)

Y/E Mar	FY25	FY26E	FY27E
Sales	137.8	181.1	189.3
EBITDA	39.9	51.6	53.9
EBITDA Margin (%)	28.9	28.5	28.5
PAT	27.6	36.5	38.7
EPS (INR)	28.7	37.9	40.2
EPS Gr. (%)	70.4	32.1	6.2
BV/Sh. (INR)	209.5	243.0	278.8
Ratios			
ROE (%)	14.6	16.7	15.4
RoCE (%)	12.1	13.8	13.3
Payout (%)	15.3	11.6	10.9
Valuations			
P/E (x)	48.0	36.3	34.2
P/BV (x)	6.6	5.7	4.9
EV/EBITDA (x)	34.6	26.5	24.9
Div yld (%)	0.3	0.3	0.3

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	71.9	72.0	72.2
DII	2.4	2.6	3.3
FII	24.7	24.5	23.8
Others	1.1	0.9	0.7

Stock Performance (1-year)



CMP: INR1,375

TP: INR1,870 (+36%)

Buy

MMR leader growing in Pune, Bangalore, and new businesses

LODHA's presales are expected to clock a 20% CAGR, led by healthy collections and a comfortable debt level of 0.2x as of 4QFY25 end. The company entered Pune and is scaling up at a healthy pace. Additionally, it has completed its pilot phase in Bengaluru and started scaling up with the acquisition of a 5.6msf project with a GDV of INR66b in FY25. Further, LODHA is expanding its commercial and industrial portfolios to garner strong rentals. We believe the company's ability to acquire projects at a constant pace is commendable and provides strong growth visibility, along with timely execution. We reiterate our BUY rating with a revised TP of INR1,870, which implies a 36% potential upside.

Well positioned to achieve 20% presales CAGR

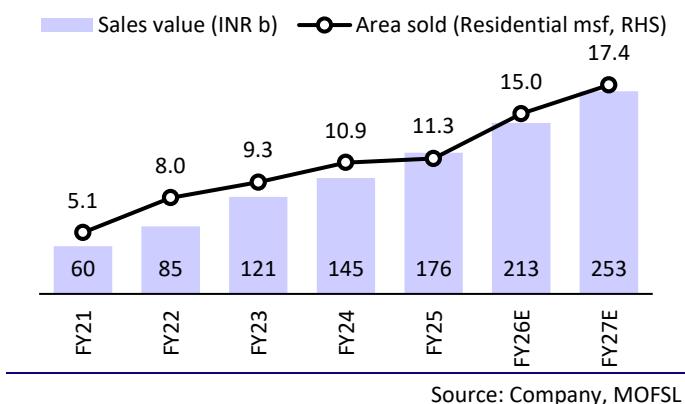
- Since its listing in FY21, LODHA has been religiously focusing on identifying new markets and geographies to scale up its residential business. In FY25, presales grew 21% YoY to INR176.3b, surpassing the guidance.
- In 1QFY26, even after the geopolitical tensions, Lodha has reported INR44.5b in pre-sales, up 10% YoY. Adhering to its strong presence in MMR, Pune, and now Bangalore, LODHA is set to clock a 20% presales CAGR over FY25-27E to reach INR253b, backed by a strong launch pipeline and healthy execution capabilities.
- Unlike other peers, LODHA, though not dependent on launches, has not yet laid back on introducing new projects/phases or even entering new markets. In 4QFY25, LODHA announced a land acquisition in NCR and Chennai for its commercial projects to be launched in FY26. For FY26, the company has guided for presales of INR210b and volumes of 11msf.
- LODHA is all set to now enter the growth phase in Bangalore, in line with its laid-down strategy. Currently, sales in Bangalore account for ~4% of total sales, which management plans to raise to 15% within a decade.
- Overall, launches in FY25 have been from diversified areas of MMR, Bengaluru and Pune. At Palava, LODHA launched its premium housing projects – 'Lodha Hanging Garden' and 'Lodha Golf View'.
- LODHA plans to launch its upcoming projects with a GDV of INR188b in FY26. It currently has an unsold inventory of 7.5msf of completed projects and 16.8msf of ongoing ones. Further, it has a planned inventory of ~85msf that will help it progress toward the targeted FY31 presales guidance of INR500b.
- The company also has a large land parcel at Palava Township (~600msf), which is expected to result in new projects in the residential, commercial, and industrial segments. LODHA also plans to execute at least one land sale deal each year at Palava, which will contribute to sales.

- It added 10 new projects in FY25 for business development – two in MMR Western Subs (1.3msf with a GDV of INR93b), five in Pune (7.9msf with GDV of INR78b) and three in Bangalore (5.6msf with GDV of INR66b). In 1QFY26, the company added 5 new projects in MMR, Pune and Bengaluru with total GDV of INR227b. This marked a strong 91% of FY26 business development guidance already met in the first quarter of FY26 itself. The company's strong project acquisition in Bangalore in FY25 continued in FY26 shows the beginning of the growth phase of LODHA in that market.

Valuation and view: On track for steady growth; reiterate BUY

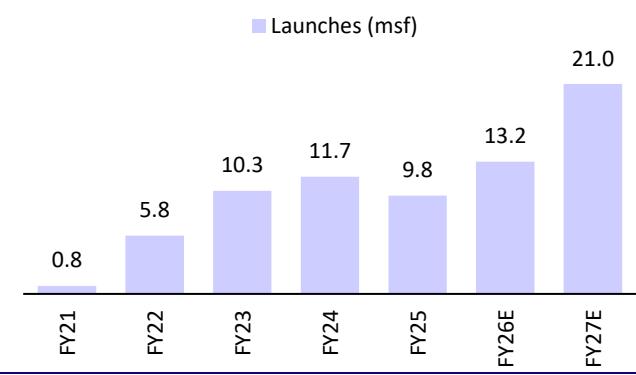
- LODHA has delivered steady performance across key parameters, and as it prepares to capitalize on strong growth and consolidation opportunities, we expect this consistency in operational performance to continue.
- At Palava, the company has a development potential of 600msf. However, we assume a portion of this potential to be monetized through industrial land sales. We value 250msf of residential land to be monetized at INR637b over the next three decades.
- We reiterate BUY with a revised TP of INR1,870/share (earlier INR1,625/share).

Exhibit 1: Presales to clock ~20% CAGR to INR253b during FY25-27E



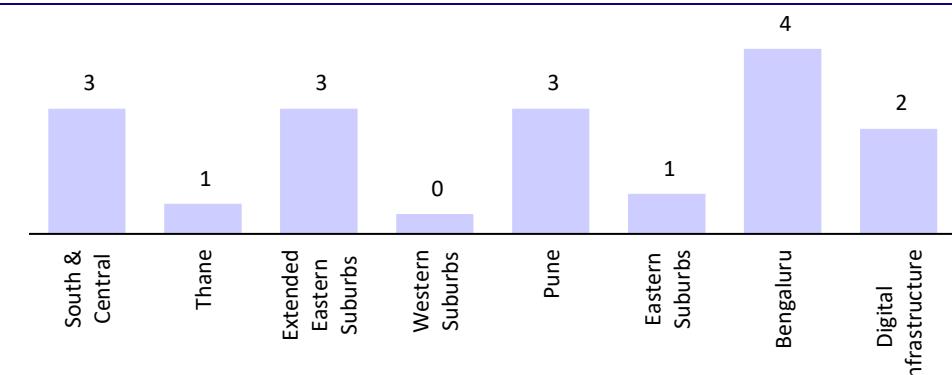
Source: Company, MOFSL

Exhibit 2: Launches to record 46% CAGR to reach 21msf over FY25-27E



Source: Company, MOFSL

Exhibit 3: Planned launches in the next 12 months (msft)

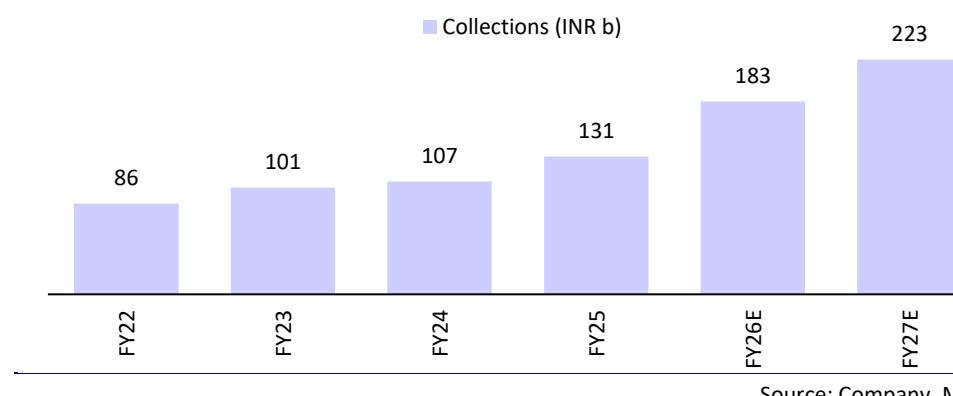


Source: Company, MOFSL

Completion plan intact; collections to show 30% CAGR during FY25-27E

- In 1QFY26, Collections were up 7% YoY at INR 28.8b. Collections are expected to improve as project completion accelerates. By FY27, we expect Kharadi, Matunga, and other JDA launches to be ~50% complete on average, while Bangalore is also likely to be 50% complete. We also expect Palava Phase 2 to be 34% complete by FY27. As the above projects are completed, collections from these projects will significantly increase to INR223b in FY27E.
- As newer projects enter the pipeline, capex requirements will mount, which will be funded through collections. OCF (post-construction and other expenses and taxes; pre-interest) stood at INR65b in FY25, which is estimated to clock a 23% CAGR to reach INR99b in FY27E, with average construction spending of INR70b over the years.

Exhibit 4: Residential collections to rise to INR223b in FY27E

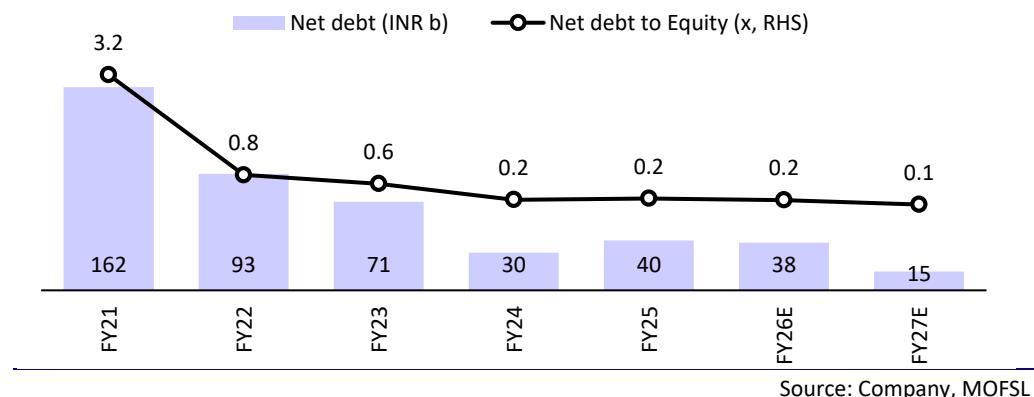


Source: Company, MOFSL

Comfortable debt even when business is scaling up; net debt capped at 0.5x

- The company's net debt-to-equity ratio was 0.2x in FY25 (vs. 0.17x in FY24). In 1QFY26, net debt increased by INR11b to INR51b due to the significant investment in business development, yet below the ceiling of 0.5x Net Debt/Equity.
- Strong cash flow generation will allow the company to reduce its net debt-to-equity ratio to 0.1x by FY27E.
- RoE is estimated at 15% in FY27E (up 5% from FY24 levels), while RoCE would be at 13%.

Exhibit 5: Net debt to eventually decline by FY27E



Source: Company, MOFSL

Commercial leasing to jump 2x; malls to be steady; Palava to see increased absorption

- With the company witnessing strong traction across its annuity assets, we expect the annuity portfolio to be ~82% leased out by FY27E (including 95% occupancy through malls and other retail), generating overall net lease income of INR6.2b in FY27E (29% CAGR over FY25-27E). This indicates the strong annuity growth potential of the company. The company's commercial footprint is spread throughout MMR in various areas of Thane, South Central, and Palava.
- Its digital infrastructure portfolio has ~7msf of upcoming planned projects in the near term. LODHA intends to expand its digital infrastructure portfolio in NCR and Chennai, where it has recently acquired land. Revenue from the industrial portfolio will be INR11.6b (21% CAGR) during FY25-FY27E, with EBITDA at INR8.7b (25% CAGR) in FY27E, which implies a margin of 75%.
- As per management, land monetization will contribute regularly to sales. On average, 60-80 acres/annum of land will be sold, of which 70-80% will be data center land.
- The company also recently executed two major data center deals with leading global hyperscalers at INR120m/acre and INR210m/acre, delivering 8x growth in land deals since IPO. With this, Palava is expected to emerge as the data center hub, creating a sizeable recurring revenue stream for the company.
- The visibility of Palava is expected to increase further with the opening of the Airoli-Katai tunnel by the end of FY26, leading to an expected 20% growth in sales. Additionally, the Navi Mumbai Airport is set to become operational in the next 12 months, and the Bullet Train project by 2029.

P&L performance

- Revenue, EBITDA, and adjusted PAT were up ~34%, 49%, and 70% YoY, respectively, in FY25. Going forward, on the back of a strong execution track record and a rise in revenue recognition, total revenue is estimated at INR189b in FY27E, showcasing ~17% CAGR over FY25-FY27E.
- EBITDA is expected to be at INR54b for FY27E, implying ~16% CAGR over FY25-FY27E. EBITDA margin is also slated to be at 29%.
- PAT is likely to clock a 13% CAGR over FY25-27E to reach INR35b in FY27E, with a profit margin of 19%.

Valuation and view: On track for sustained growth; reiterate BUY

- We value LODHA based on SoTP: 1) the residential segment is valued using the DCF of four-year cash flows at a WACC of 12.5%; 2) the commercial business is valued at a cap rate of 8% for operational assets and DCF for ongoing assets.
- We arrive at an NAV of INR1,333b post net debt of INR38b for FY26. **Applying a 40% premium to its NAV, we arrive at an NAV post premium of INR1,866b or INR1,870/share (previously INR1,621b or INR1,625/share), indicating a 36% upside potential.**

Exhibit 6: Based on our SoTP approach, we arrive at an NAV of INR1,866b (or INR1,870 per share), implying a 36% upside potential

Particulars		Value (INR b)	Per share	% contribution
Residential	❖ Discounted cash flow of residential portfolio including recent BD and its cost	549	550	29%
Palava	❖ Cash flow potential from 250msf land bank discounted at WACC of 11.1% over 30 years	637	639	34%
Commercial	❖ Cap rate of 8.5% for operational assets and DCF for ongoing assets	30	30	2%
Industrial	❖ PV of future cash flows discounted at WACC of 11.1%	154	155	8%
Gross asset value		1,371	1,374	73%
Net debt	❖ FY26E	(38)	(38)	-2%
Net asset value		1,333	1,336	71%
Premium/Going concern	❖ 40% premium	533	534	29%
NAV post premium		1,866	1,870	100%
No. of share (m)			997.6	
CMP			1,376	
Upside				36%

Source: MOFSL, Company

Financials and valuations

Consolidated Income Statement							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations	54,486	92,332	94,704	1,03,161	1,37,795	1,81,097	1,89,259
Change (%)	-56.2	69.5	2.6	8.9	33.6	31.4	4.5
Total Expenditure	40,766	71,085	74,042	76,404	97,915	1,29,484	1,35,320
As a percentage of Sales	74.8	77.0	78.2	74.1	71.1	71.5	71.5
EBITDA	13,720	21,247	20,661	26,757	39,880	51,613	53,939
Margin (%)	25.2	23.0	21.8	25.9	28.9	28.5	28.5
Depreciation	734	748	928	2,039	2,719	3,216	3,663
EBIT	12,985	20,499	19,733	24,718	37,161	48,396	50,275
Int. and Finance Charges	11,257	6,803	4,791	4,798	5,495	3,297	2,797
Other Income	3,231	3,460	1,408	1,534	3,903	1,811	2,358
PBT bef. EO Exp.	4,959	17,156	16,350	21,454	35,569	46,910	49,836
EO Items	-4,628	0	-11,774	-1,049	0	0	0
PBT after EO Exp.	332	17,156	4,576	20,405	35,569	46,910	49,836
Total Tax	-147	5,080	-370	4,734	7,889	10,404	11,053
Tax Rate (%)	-44.4	29.6	-8.1	23.2	22.2	22.2	22.2
Minority Interest/Profit from JV	77	61	80	180	37	37	37
Reported PAT	402	12,014	4,866	15,491	27,643	36,469	38,746
Adjusted PAT	7,084	12,014	15,370	16,200	27,600	36,469	38,746
Change (%)	-2.8	69.6	27.9	5.4	70.4	32.1	6.2
Margin (%)	13.0	13.0	16.2	15.7	20.0	20.1	20.5

Consolidated Balance Sheet							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	3,959	4,815	4,815	9,945	9,976	9,976	9,976
Total Reserves	42,031	1,16,235	1,21,809	1,66,748	1,91,802	2,24,031	2,58,537
Net Worth	45,990	1,21,050	1,26,624	1,76,693	2,01,778	2,34,007	2,68,513
Minority Interest	5,269	568	596	647	670	670	670
Total Loans	1,81,669	1,15,367	90,602	76,976	70,940	60,940	50,940
Deferred Tax Liabilities	-2,098	1,911	332	1,637	3,294	11,051	19,049
Capital Employed	2,30,829	2,38,896	2,18,153	2,55,953	2,76,682	3,06,668	3,39,172
Gross Block	17,608	18,318	19,487	15,845	19,113	22,329	25,992
Less: Accum. Deprn.	6,383	7,130	8,059	10,098	12,817	16,033	19,696
Net Fixed Assets	11,226	11,187	11,429	5,747	6,296	6,296	6,296
Investment Property	2,767	2,650	1,539	1,463	4,019	4,019	4,019
Goodwill on Consolidation	5,471	5,388	5,303	4,520	3,399	3,399	3,399
Capital WIP	63	0	0	0	0	0	0
Total Investments	15,794	5,740	2,460	4,929	4,930	4,893	4,856
Curr. Assets, Loans&Adv.	3,55,663	3,59,824	3,70,816	4,55,593	4,79,762	5,58,817	6,62,227
Inventory	2,83,007	2,73,583	3,01,167	3,39,930	3,64,759	3,84,521	4,01,851
Account Receivables	6,545	6,461	7,393	7,999	7,763	10,203	10,662
Cash and Bank Balance	3,668	12,457	18,242	26,348	17,415	18,029	31,160
Loans and Advances	62,442	67,322	44,013	81,316	89,825	1,46,065	2,18,553
Curr. Liability & Prov.	1,60,153	1,45,892	1,73,393	2,16,299	2,21,724	2,70,756	3,41,625
Account Payables	16,978	15,087	20,962	25,790	30,656	40,290	42,105
Other Current Liabilities	1,42,963	1,30,581	1,52,129	1,90,173	1,90,653	2,30,052	2,99,104
Provisions	212	224	302	336	415	415	415
Net Current Assets	1,95,509	2,13,932	1,97,422	2,39,294	2,58,038	2,88,061	3,20,602
Appl. of Funds	2,30,829	2,38,896	2,18,153	2,55,953	2,76,682	3,06,668	3,39,172

Financials and valuations

Ratios							
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)							
EPS	8.9	12.5	16.0	16.8	28.7	37.9	40.2
Cash EPS	9.9	13.3	16.9	18.9	31.5	41.2	44.0
BV/Share	58.1	125.7	131.5	183.5	209.5	243.0	278.8
DPS	0.0	0.0	0.0	0.0	4.4	4.4	4.4
Payout (%)	0.0	0.0	0.0	0.0	15.3	11.6	10.9
Valuation (x)							
P/E	153.8	110.3	86.2	81.8	48.0	36.3	34.2
Cash P/E	139.3	103.8	81.3	72.7	43.7	33.4	31.2
P/BV	23.7	10.9	10.5	7.5	6.6	5.7	4.9
EV/Sales	23.3	15.5	14.8	13.3	10.0	7.6	7.1
EV/EBITDA	92.4	67.2	67.6	51.4	34.6	26.5	24.9
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.3	0.3	0.3
FCF per share	32.0	27.4	28.7	24.4	11.3	20.4	31.8
Return Ratios (%)							
RoE	15.5	14.4	12.4	10.7	14.6	16.7	15.4
RoCE	10.2	7.3	10.1	8.6	12.1	13.8	13.3
RoIC	8.8	6.7	10.2	9.0	12.1	14.0	13.3
Working Capital Ratios							
Fixed Asset Turnover (x)	3.1	5.0	4.9	6.5	7.2	8.1	7.3
Asset Turnover (x)	0.2	0.4	0.4	0.4	0.5	0.6	0.6
Inventory (Days)	1,896	1,082	1,161	1,203	966	775	775
Debtor (Days)	44	26	28	28	21	21	21
Creditor (Days)	114	60	81	91	81	81	81
Leverage Ratio (x)							
Current Ratio	2.2	2.5	2.1	2.1	2.2	2.1	1.9
Interest Cover Ratio	1.2	3.0	4.1	5.2	6.8	14.7	18.0
Net Debt/Equity	3.9	0.9	0.6	0.3	0.3	0.2	0.1

Consolidated Cash Flow Statement							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	4,959	17,156	4,525	20,276	35,555	46,910	49,836
Depreciation	734	748	928	2,039	2,719	3,216	3,663
Interest and Finance Charges	25,246	19,923	13,890	10,640	7,072	6,594	5,594
Direct Taxes Paid	857	-1,778	-2,110	-238	-6,140	-2,648	-3,055
(Inc.)/Dec. in WC	-1,218	-7,271	-1,090	-8,227	-20,656	-29,409	-19,410
CF from Operations	30,579	28,778	16,143	24,490	18,550	24,664	36,629
Others	-5,339	-2,500	11,357	633	-2,894	-1,811	-2,358
CF from Operations incl. EO	25,239	26,278	27,500	25,123	15,656	22,853	34,271
(Inc.)/Dec. in FA	65	78	149	-1,661	-4,742	-3,216	-3,663
Free Cash Flow	25,304	26,356	27,649	23,462	10,914	19,637	30,608
(Pur.)/Sale of Investments	-176	1,491	6,817	-27,425	9,567	0	0
Others	4,310	9,820	10,812	-384	-5,729	1,811	2,358
CF from Investments	4,199	11,389	17,778	-29,470	-904	-1,405	-1,306
Issue of Shares	0	63,466	100	32,736	812	0	0
Inc./(Dec.) in Debt	-10,325	-72,916	-25,393	-13,687	-16,201	-10,000	-10,000
Interest Paid	-18,027	-19,427	-11,757	-8,511	-7,375	-6,594	-5,594
Dividend Paid	0	0	0	-964	-2,239	-4,240	-4,240
Others	0	0	-5	-65	-54	0	0
CF from Fin. Activity	-28,351	-28,878	-37,055	9,509	-25,057	-20,834	-19,834
Inc./Dec. in Cash	1,087	8,789	8,223	5,162	-10,305	614	13,132
Opening Balance	1,870	3,668	4,885	13,108	19,641	17,415	18,029
Closing Balance	2,956	12,457	13,108	18,270	9,336	18,029	31,160

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 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 - MOFSL) 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 Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

MOFSL, its associates, Research Analyst or their relatives may have any financial interest in the subject company. MOFSL and/or its associates and/or Research Analyst or their relatives may have 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. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may have any other potential conflict of interests at the time of publication of the research report or at the time of public appearance, 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.

In the past 12 months, MOFSL or any of its associates may have:

- a) received any compensation/other benefits from the subject company of this report
- b) managed or co-managed public offering of securities from subject company of this research report,
- c) received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
- d) received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.
- MOFSL and its associates have not received any compensation or other benefits from the subject company or third party in connection with the research report.
- Subject Company may have been a client of MOFSL or its associates during twelve months preceding the date of distribution of the research report.
- Research Analyst may have served as director/officer/employee in the subject company.
- MOFSL and research analyst may engage in market making activity for the subject company.

MOFSL and its associate company(ies), and Research Analyst and their relatives from time to time may have:

- a) 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.

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. To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the 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.

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 warranty, 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.

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.

Disclosure of Interest Statement	United Breweries
Analyst ownership of the stock	No

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 Financial Services Limited (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

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer, document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alterations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, nor its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

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

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

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com.

Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrgrievances@motilaloswal.com.