

# Motherson Wiring

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	MSUMI IN
Equity Shares (m)	6632
M.Cap.(INRb)/(USD\$)	265.3 / 3.1
52-Week Range (INR)	51 / 31
1, 6, 12 Rel. Per (%)	4/6/-17
12M Avg Val (INR M)	351

## Financials & Valuations (INR b)

Y/E March	2025	2026E	2027E
Sales	93.2	105.3	121.1
EBITDA	10.0	11.2	14.3
Adj. PAT	6.1	6.7	8.9
EPS (Rs)	0.9	1.0	1.3
EPS Growth (%)	-5.1	10.8	32.4
BV/Share (Rs)	2.6	3.0	3.7

## Ratios

Net D:E	0.0	0.0	0.0
RoE (%)	35.9	36.4	40.1
RoCE (%)	41.4	42.0	47.0
Payout (%)	62.0	65.8	62.2

## Valuations

P/E (x)	43.8	39.5	29.8
P/BV (x)	15.6	13.3	10.9
Div. Yield (%)	1.4	1.7	2.1
FCF Yield (%)	0.7	2.3	3.0

## Shareholding pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	61.7	61.7	61.7
DII	16.3	16.2	16.2
FII	10.4	10.2	10.8
Others	11.7	11.9	11.3

FII Includes depository receipts

**CMP:INR40** **TP: INR46 (+16%)** **Buy**

## Start-up costs of new plants hurt profitability

### Continues to outperform industry growth

- MSUMI's 1QFY26 PAT at INR1.43b was below our estimate of INR1.6b, largely due to the impact of start-up costs of new greenfields, even as revenue growth was ahead of estimates.
- We believe MSUMI deserves rich valuations, given its strong competitive positioning, top-decile capital efficiency, and benefits of EVs and other megatrends in Autos. The stock trades at 39.5x/29.8x FY26E/FY27E EPS.

**Reiterate our BUY rating with a TP of INR46 (based on 34x Jun'27E EPS).**

### Margins impacted by start-up costs of new plants

- Revenue grew 14% YoY to INR24.9b in 1Q on the back of the commencement of two new greenfields, which contributed INR1.56b to revenues. Excl. these greenfields, revenue was up 7% YoY, ahead of PV industry growth of 3% YoY.
- Copper inflation remained moderate, with prices averaging INR883/kg in 1Q. Currency remained broadly stable, with INR/USD at 85.59.
- Reported EBITDA margin declined 110bp YoY to 9.8% (Vs estimate of 10.9%), primarily due to start-up costs of greenfields. EBITDA margin (excl. greenfields) remained stable YoY at 11.8%.
- Its greenfields reported a combined EBITDA loss of INR3.1b in 1Q.
- Other income was also lower than expected at INR8.6m in 1QFY26 vs. INR49.8m in 1QFY25.
- As a result, PAT declined 4% YoY to INR1.43b (below our estimate of INR1.6b). Adjusted for greenfields, PAT grew 4% YoY to INR1.7b.
- MSUMI remains net debt free.

### Highlights from the management commentary

- Revenue grew 14% YoY to INR24.9b on the back of the commencement of two new greenfields. Excl. these greenfields, revenue was up 7% YoY, ahead of PV industry growth of 3% YoY, reflecting strong content growth and presence in new model launches. Both PV and 2W segments saw weak demand in 1Q. However, management indicated that MUSMI has presence in several new upcoming launches even in the 2W and PV segments.
- Revenue contribution from greenfields stood at INR1.56b in 1Q. Of the three greenfields, the Maharashtra and Gujarat plants have commenced operations, while Haryana is expected to commence from 2Q onwards. The ramp-up of both Gujarat and Maharashtra greenfields has been delayed due to delays at customer end amid the shortage of supplies of rare earth magnets due to a delay in approvals from China.
- All three plants together are likely to have employee strength of ~7k at peak production.
- The jump in staff costs in 1Q was due to the addition of employees at these greenfields.
- The share of EVs in revenue increased to 5.4% in 1QFY26. In PVs, content increase in EVs is 1.5-1.7x higher than in ICE, as per management.
- Capex guidance for FY26 stands at INR2b.

### Valuation and view

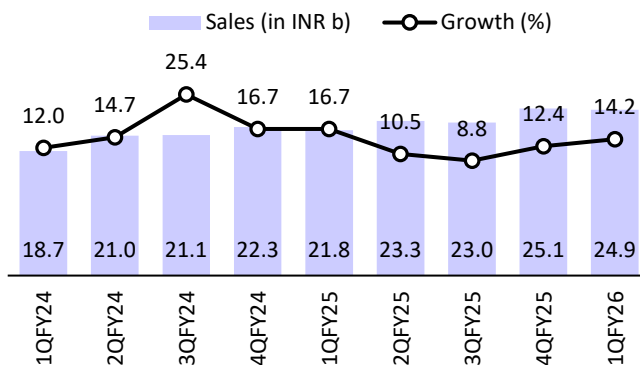
- We believe MSUMI deserves rich valuations, given its strong competitive positioning, top-decile capital efficiency, and benefits of EVs and other mega-trends in autos. The stock trades at 39.5x/29.8x FY26E/FY27E EPS. **Reiterate our BUY rating with a TP of INR46 (based on 34x June-27E EPS).**

### Quarterly performance

Y/E March	(INR M)											
	FY25				FY26E				FY25	FY26E	1QE	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
<b>Net Sales</b>	<b>21,848</b>	<b>23,256</b>	<b>23,003</b>	<b>25,095</b>	<b>24,940</b>	<b>26,047</b>	<b>26,453</b>	<b>27,878</b>	<b>93,203</b>	<b>105,319</b>	<b>24,033</b>	<b>4</b>
YoY Change (%)	16.7	10.5	8.8	12.4	14.2	12.0	15.0	11.1	11.9	13.0	10.0	
RM Cost (% of sales)	65.1	64.9	64.9	65.7	64.7	64.7	64.6	64.1	65.2	64.5	65.2	
Staff Cost (% of sales)	17.2	17.3	17.9	16.5	19.1	18.5	18.4	17.7	17.2	18.4	17.5	
Other Expenses (% of sales)	6.7	7.1	6.8	7.0	6.4	6.3	6.3	6.7	6.9	6.5	6.4	
<b>EBITDA</b>	<b>2,388</b>	<b>2,496</b>	<b>2,376</b>	<b>2,712</b>	<b>2,443</b>	<b>2,734</b>	<b>2,818</b>	<b>3,200</b>	<b>9,971</b>	<b>11,194</b>	<b>2,625</b>	<b>-7</b>
Margins (%)	10.9	10.7	10.3	10.8	9.8	10.5	10.7	11.5	10.7	10.6	10.9	
Depreciation	399	444	470	476	492	520	550	585	1,789	2,147	490	0
Interest	55	72	66	55	63	58	55	54	248	230	60	5
Other Income	50	48	6	16	9	20	25	24	119	77	40	-79
<b>PBT before EO expense</b>	<b>1,984</b>	<b>2,027</b>	<b>1,846</b>	<b>2,197</b>	<b>1,896</b>	<b>2,176</b>	<b>2,238</b>	<b>2,585</b>	<b>8,054</b>	<b>8,894</b>	<b>2,115</b>	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
<b>PBT after EO Expense</b>	<b>1,984</b>	<b>2,027</b>	<b>1,846</b>	<b>2,197</b>	<b>1,896</b>	<b>2,176</b>	<b>2,238</b>	<b>2,585</b>	<b>8,054</b>	<b>8,894</b>	<b>2,115</b>	<b>-10</b>
Tax Rate (%)	25	25	24	25	25	25	25	24	25	25	25	
<b>Reported PAT</b>	<b>1,489</b>	<b>1,521</b>	<b>1,400</b>	<b>1,649</b>	<b>1,431</b>	<b>1,643</b>	<b>1,690</b>	<b>1,952</b>	<b>6,059</b>	<b>6,715</b>	<b>1,597</b>	
<b>Adj PAT</b>	<b>1,489</b>	<b>1,521</b>	<b>1,400</b>	<b>1,649</b>	<b>1,431</b>	<b>1,643</b>	<b>1,690</b>	<b>1,952</b>	<b>6,059</b>	<b>6,715</b>	<b>1,597</b>	<b>-10</b>
YoY Change (%)	20.9	-2.4	-16.6	-13.8	-3.9	8.0	20.7	18.4	-5.1	10.8	7.3	

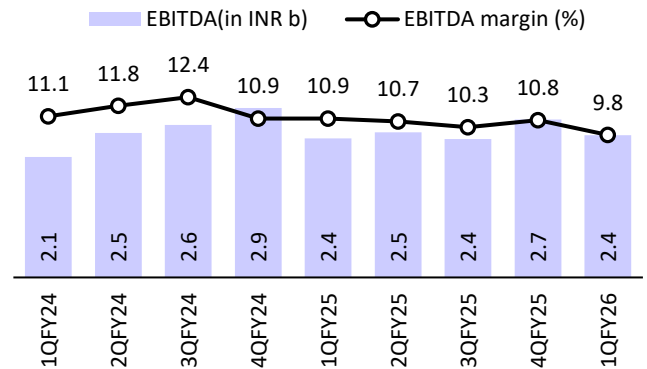
E: MOFSL Estimates

#### Exhibit 1: Revenue and revenue growth profile



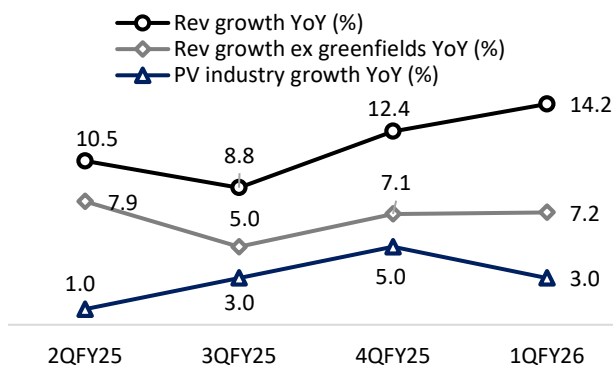
Source: Company, MOFSL

#### Exhibit 2: EBITDA and EBITDA margin (%)



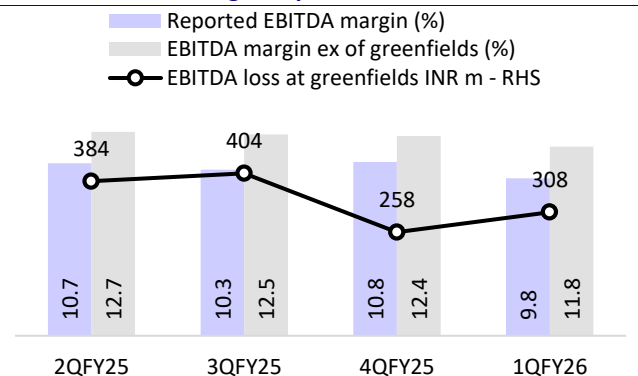
Source: Company, MOFSL

#### Exhibit 3: Revenue growth driven by new Greenfields

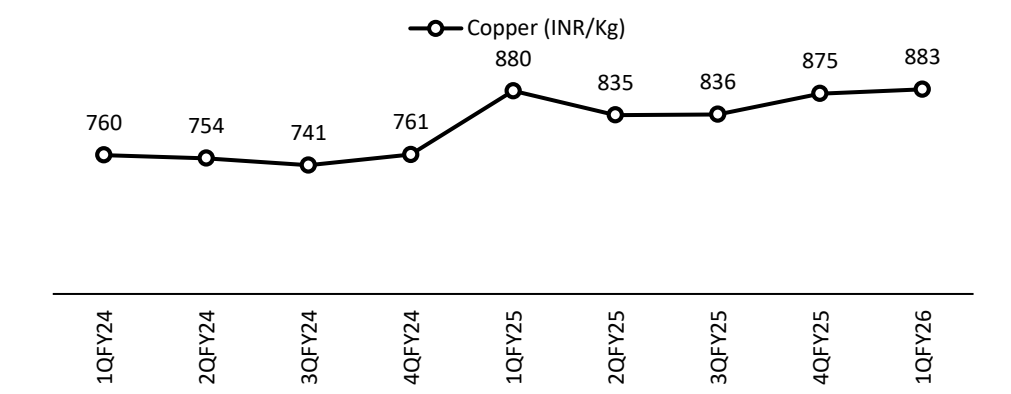


Source: Company, MOFSL

#### Exhibit 4: EBITDA margin impact of Greenfields



Source: Company, MOFSL

**Exhibit 5: Copper prices largely remain stable**


Source: Company, MOFSL

**Valuation and view**

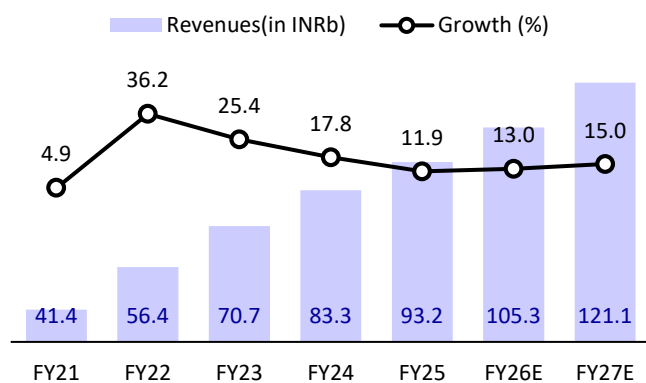
- Owing to the start-up cost impact of its greenfields, we have lowered our EPS estimates for FY26 by 8%. However, given the temporary nature of these costs, we have maintained our FY27 estimates.
- MSUMI offers a pure play on the India automotive market (>95% of revenues from India). With over 40% market share, the company enjoys a market leadership position in the Indian wiring harness industry, with strong headroom for a sustained increase in content, benefiting from megatrends witnessed in the automotive industry (premiumization, electrification, connected vehicles, etc.).
- The company enjoys healthy returns, led by superior efficiencies and economies of scale, good margins, higher asset turn, and lower capex requirements. This provides for high capital efficiencies and superior cash-flow generation.
- We estimate a CAGR of 14%/20%/21% in revenue/EBITDA/PAT over FY25-27E on the back of the ramp-up of its three new greenfield plants. Accordingly, RoCE is expected to improve to 47% in FY27E from 41.4% in FY25.
- We believe MSUMI deserves rich valuations, given its strong competitive positioning, top-decile capital efficiency, and benefits of EVs and other mega-trends in autos. The stock trades at 39.5x/29.8x FY26E/FY27E EPS. **Reiterate our BUY rating with a TP of INR46 (premised on ~34x Jun'27E EPS).**

**Exhibit 6: Revisions to our estimates**

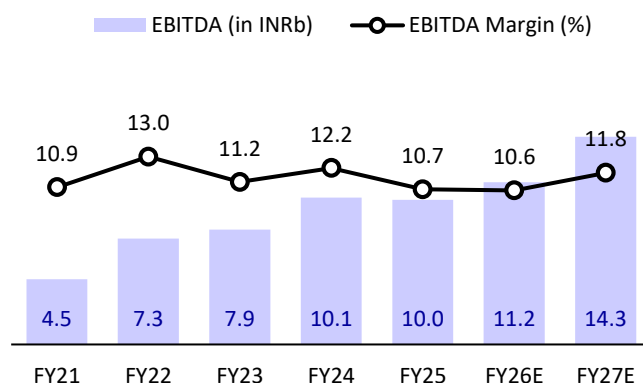
(INR M)	FY26E			FY27E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	1,05,319	1,05,319	0.0	1,21,117	1,21,117	0.0
EBITDA	11,194	11,845	-5.5	14,340	14,275	0.5
EBITDA (%)	10.6	11.2	-60bp	11.8	11.8	10bp
Adj. PAT	6,715	7,266	-7.6	8,889	8,894	0.0
EPS (INR)	1.0	1.1	-7.6	1.3	1.3	0.0

## Key operating indicators

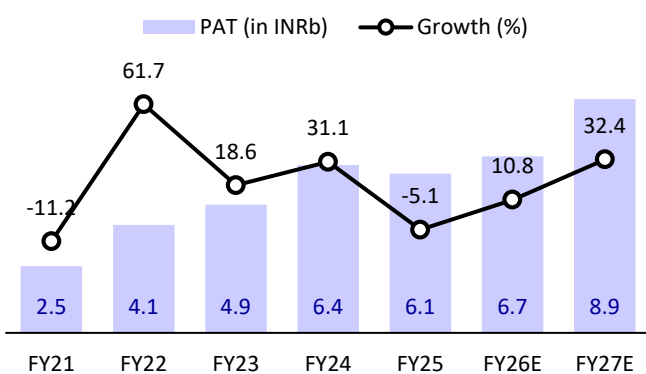
**Exhibit 7: Trend in sales**



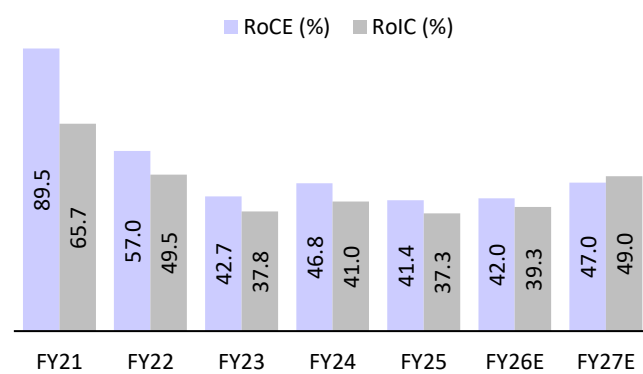
**Exhibit 8: EBITDA and EBITDA margin (%) trends**



**Exhibit 9: PAT and PAT growth (%)**



**Exhibit 10: Trend in MSUMI's return profile**



## Financials and valuations

Income Statement							(INR M)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>Net Revenues</b>	<b>41,380</b>	<b>56,350</b>	<b>70,680</b>	<b>83,283</b>	<b>93,203</b>	<b>105,319</b>	<b>121,117</b>
Change (%)	4.9	36.2	25.4	17.8	11.9	13.0	15.0
<b>EBITDA</b>	<b>4,490</b>	<b>7,303</b>	<b>7,920</b>	<b>10,132</b>	<b>9,971</b>	<b>11,194</b>	<b>14,340</b>
EBITDA Margin (%)	10.9	13.0	11.2	12.2	10.7	10.6	11.8
Depreciation	930	1,055	1,237	1,473	1,789	2,147	2,468
<b>EBIT</b>	<b>3,560</b>	<b>6,248</b>	<b>6,683</b>	<b>8,659</b>	<b>8,182</b>	<b>9,047</b>	<b>11,872</b>
EBIT Margin (%)	8.6	11.1	9.5	10.4	8.8	8.6	9.8
Interest Charges		285	278	273	248	230	190
Other Income		300	117	69	119	77	92
<b>PBT bef. EO Exp.</b>	<b>3,472</b>	<b>6,263</b>	<b>6,522</b>	<b>8,455</b>	<b>8,054</b>	<b>8,894</b>	<b>11,774</b>
EO Exp/(Inc)	0	654	0	0	0	0	0
<b>PBT after EO Exp.</b>	<b>3,472</b>	<b>5,609</b>	<b>6,522</b>	<b>8,455</b>	<b>8,054</b>	<b>8,894</b>	<b>11,774</b>
Total Tax	932	1,502	1,652	2,072	1,996	2,179	2,885
Tax Rate (%)	26.8	26.8	25.3	24.5	24.8	24.5	24.5
<b>Reported PAT</b>	<b>2,540</b>	<b>4,107</b>	<b>4,870</b>	<b>6,383</b>	<b>6,059</b>	<b>6,715</b>	<b>8,889</b>
<b>Adjusted PAT</b>	<b>2,540</b>	<b>4,670</b>	<b>4,870</b>	<b>6,383</b>	<b>6,059</b>	<b>6,715</b>	<b>8,889</b>
Change (%)	-11.2	83.9	4.3	31.1	-5.1	10.8	32.4
Margin (%)	6.1	8.3	6.9	7.7	6.5	6.4	7.3

Balance Sheet							(INR M)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	3,158	3,158	4,421	4,421	4,421	6,632	6,632
Total Reserves	3,942	7,988	8,884	12,347	12,562	13,309	17,777
<b>Net Worth</b>	<b>7,100</b>	<b>11,146</b>	<b>13,305</b>	<b>16,768</b>	<b>16,983</b>	<b>19,940</b>	<b>24,409</b>
Total Loans	820	193	818	86	95	95	95
Other non-current liabilities	640	3,059	3,348	2,998	3,162	3,162	3,162
<b>Capital Employed</b>	<b>8,560</b>	<b>14,397</b>	<b>17,471</b>	<b>19,852</b>	<b>20,240</b>	<b>23,197</b>	<b>27,665</b>
<b>Net Fixed Assets</b>	<b>1,699</b>	<b>4,321</b>	<b>5,792</b>	<b>5,997</b>	<b>6,906</b>	<b>6,759</b>	<b>6,291</b>
Capital WIP	1	323	270	238	367	367	367
Other non-current assets	260	928	1,266	2,129	3,143	5,179	8,226
<b>Current Assets</b>	<b>15,670</b>	<b>19,642</b>	<b>21,237</b>	<b>22,527</b>	<b>26,298</b>	<b>29,247</b>	<b>33,975</b>
Inventory	7,990	9,600	12,096	11,399	12,824	15,870	18,251
Account Receivables	6,750	6,593	8,004	8,959	12,437	12,119	13,937
Cash and Bank Balance	370	2,933	361	1,670	143	247	626
Other current & fin.assets	560	516	776	499	894	1,010	1,162
<b>Current Liabilities</b>	<b>9,330</b>	<b>11,220</b>	<b>11,506</b>	<b>11,537</b>	<b>17,048</b>	<b>18,929</b>	<b>21,768</b>
Creditors	7,520	9,129	9,257	9,245	11,788	12,985	14,932
Other current & fin.liabilities	1,810	2,091	2,249	2,293	5,261	5,944	6,836
<b>Net Current Assets</b>	<b>6,340</b>	<b>8,422</b>	<b>9,731</b>	<b>10,990</b>	<b>9,250</b>	<b>10,318</b>	<b>12,207</b>
Deferred Tax assets	260	403	411	499	574	574	574
<b>Appl. of Funds</b>	<b>8,560</b>	<b>14,397</b>	<b>17,471</b>	<b>19,852</b>	<b>20,240</b>	<b>23,197</b>	<b>27,665</b>

## Financials and valuations

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
<b>Basic (INR)</b>							
<b>EPS</b>	<b>0.4</b>	<b>0.7</b>	<b>0.7</b>	<b>1.0</b>	<b>0.9</b>	<b>1.0</b>	<b>1.3</b>
Cash EPS	0.5	0.9	0.9	1.2	1.2	1.3	1.7
BV/Share	1.1	1.7	2.0	2.5	2.6	3.0	3.7
DPS		0.29	0.43	0.53	0.57	0.67	0.83
Payout (%)		65.4	59.0	55.4	62.0	65.8	62.2
<b>Valuation (x)</b>							
P/E	104.4	56.8	54.5	41.6	43.8	39.5	29.8
Cash P/E	76.4	46.3	43.4	33.8	33.8	29.9	23.4
P/BV	37.4	23.8	19.9	15.8	15.6	13.3	10.9
EV/Sales	6.4	4.7	3.8	3.2	2.8	2.5	2.2
EV/EBITDA	59.2	35.9	33.6	26.0	26.6	23.7	18.5
Dividend Yield (%)		0.7	1.1	1.3	1.4	1.7	2.1
FCF Yield (%)		1.5	0.1	2.6	0.7	2.3	3.0
<b>Return Ratios (%)</b>							
RoE	35.8	51.2	39.8	42.5	35.9	36.4	40.1
RoCE (pre-tax)	89.5	57.0	42.7	46.8	41.4	42.0	47.0
RoIC	65.7	49.5	37.8	41.0	37.3	39.3	49.0
<b>Working Capital Ratios</b>							
Asset Turnover (x)	4.8	3.9	4.0	4.2	4.6	4.5	4.4
Inventory (Days)	70	62	62	50	50	55	55
Debtor (Days)	60	43	41	39	49	42	42
Creditor (Days)	66	59	48	41	46	45	45
<b>Leverage Ratio (x)</b>							
Current Ratio	1.7	1.8	1.8	2.0	1.5	1.5	1.6
Net Debt/Equity	0.1	-0.2	0.0	-0.1	0.0	0.0	0.0

### Cash Flow Statement

(INR M)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	5,320	6,263	6,522	8,455	8,054	8,894	11,774
Depreciation	374	1,055	1,237	1,473	1,789	2,147	2,468
Interest & Finance Charges	73	285	278	273	248	230	190
Direct Taxes Paid	-1,142	-1,962	-1,775	-2,171	-1,939	-2,179	-2,885
(Inc)/Dec in WC	-4,454	44	-3,925	-29	-4,344	-964	-1,511
Others	-57	-23	-102	-89	-159		
<b>CF from Operations</b>	<b>114</b>	<b>5,662</b>	<b>2,236</b>	<b>7,911</b>	<b>3,648</b>	<b>8,128</b>	<b>10,037</b>
EO item	0	-654	0	0	0		
<b>CF from Operating incl EO</b>	<b>114</b>	<b>5,008</b>	<b>2,236</b>	<b>7,911</b>	<b>3,648</b>	<b>8,128</b>	<b>10,037</b>
(Inc)/Dec in FA	-281	-1,008	-1,977	-1,111	-1,718	-2,000	-2,000
<b>Free Cash Flow</b>	<b>-168</b>	<b>3,999</b>	<b>259</b>	<b>6,801</b>	<b>1,930</b>	<b>6,128</b>	<b>8,037</b>
Others	0	0	40	-968	1,118	-2,036	-3,047
<b>CF from Investments</b>	<b>-281</b>	<b>-1,008</b>	<b>-1,937</b>	<b>-2,079</b>	<b>-601</b>	<b>-4,036</b>	<b>-5,047</b>
Inc/(Dec) in Debt	292	-1,129	78	-1,387	-807	0	0
Interest Paid	-43	-310	-272	-268	-239	-230	-190
Dividend Paid	0	0	-2,677	-2,868	-3,528	-3,758	-4,421
Others	1	0	0	0	0		
<b>CF from Fin. Activity</b>	<b>250</b>	<b>-1,439</b>	<b>-2,871</b>	<b>-4,523</b>	<b>-4,574</b>	<b>-3,988</b>	<b>-4,611</b>
<b>Inc/Dec of Cash</b>	<b>82</b>	<b>2,561</b>	<b>-2,572</b>	<b>1,309</b>	<b>-1,527</b>	<b>104</b>	<b>379</b>
Opening Balance	290	373	2,933	361	1,670	143	248
<b>Closing Balance</b>	<b>373</b>	<b>2,933</b>	<b>361</b>	<b>1,670</b>	<b>143</b>	<b>248</b>	<b>626</b>

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



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

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

#### Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on [www.motilaloswal.com](http://www.motilaloswal.com). MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://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.

7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

#### Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

#### Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

#### Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and 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 dpgrievances@motilaloswal.com.