

Estimate changes	
TP change	
Rating change	

Bloomberg	GUJGA IN
Equity Shares (m)	688
M.Cap.(INRb)/(USDb)	296.7 / 3.4
52-Week Range (INR)	690 / 360
1, 6, 12 Rel. Per (%)	-8/-12/-36
12M Avg Val (INR M)	548

Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
Sales	164.9	155.1	174.4
EBITDA	18.8	19.6	21.9
PAT	11.5	11.6	13.3
EPS (INR)	16.6	16.8	19.3
EPS Gr. (%)	4.0	1.1	14.9
BV/Sh.(INR)	122.8	133.9	146.7

Ratios

Net D:E	0.0	-0.1	-0.1
RoE (%)	14.2	13.1	13.8
RoCE (%)	19.6	17.9	18.7
Payout (%)	34.0	34.0	34.0

Valuations

P/E (x)	25.8	25.6	22.3
P/BV (x)	3.5	3.2	2.9
EV/EBITDA (x)	15.6	14.8	13.0
Div. Yield (%)	1.3	1.3	1.5
FCF Yield (%)	3.6	1.9	2.5

Shareholding pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	60.9	60.9	60.9
DII	22.0	21.8	21.8
FII	3.9	4.0	4.3
Others	13.3	13.3	13.0

FII Includes depository receipts

CMP: INR431

TP: INR500 (+16%)

Buy

Near-term pressure; volume uptick crucial

- GUJGA's volumes came in ~0.6mmscmd below our estimate at 8.9mmscmd in 1QFY26, as I&C-PNG volumes stood 7% below estimate. Morbi volumes declined by ~0.4mmscmd QoQ to 2.5mmscmd, primarily due to a shift by customers toward cheaper alternate fuel. EBITDA/scm margin improved by ~INR1.1 QoQ to INR6.4 (in line with estimates), largely supported by a reduction in raw material costs.
- Industrial volumes would remain under pressure in the near term, as Propane prices soften and spot LNG prices remain high. Hence, we cut our I&C-PNG volume assumption for FY26/27 by 0.6/0.9mmscmd to 4.9/5.4mmscmd. We maintain our EBITDA/scm margin assumption at INR5.9 for both FY26/27. Overall, we cut our EPS estimates by 8%/9% for FY26/27. While we have not factored in any earnings contribution from the newly announced initiative of selling propane in Morbi and other industrial areas, this remains a key upside risk to our current estimates.
- GUJGA currently trades at 22.8x 1yr fwd. P/E, below its LTA of 25.3x. The stock could be under pressure in the near term due to a clouded volume growth outlook. We value the stock at 26x FY27E EPS of INR19.3 to arrive at a TP of INR500/sh.

Other key takeaways from the conference call

- 2Q volumes will be lower QoQ due to geopolitical tensions and Janmashtami festival (current volumes: 2.3-2.5mmscmd).
- GUJGA is targeting 1.2-1.3mmscmd of propane sales by FY26end, and then plans to scale this up in FY27.
- CNG volumes grew 10%/27% YoY in Gujarat/other areas.
- In 1QFY26, the gas sourcing split for total volumes was 38%/34%/28% of long-term/spot LNG/domestic gas. APM allocation to CNG stood at 41%.
- INR1.2b capex was incurred in 1QFY26. Management maintained its FY26 capex guidance of INR8-10b.
- GSPC clocked volumes of ~12.5mmscmd in FY25.
- The scheme of amalgamation and merger is expected to be completed in 3QFY26. The scheme was filed with MCA for approval in Feb'25.

EBITDA miss attributed to soft volume performance

- Total volumes declined 19% YoY to 8.9mmscmd, below our est. of 9.5mmscmd.
- CNG volumes were in line with our estimate, whereas I&C-PNG volumes came in 7% below estimates.
- EBITDA/scm came in marginally below our est. at INR6.4.
- Realization fell INR1.1/scm QoQ, while gas cost/opex declined by INR1.7/INR0.5 per scm QoQ, leading to ~INR1.1/scm QoQ increase in EBITDA/scm margin.
- Resultant EBITDA stood 8% below our estimate at INR5.2b (flat YoY).
- PAT came in line with our est. at INR3.3b (flat YoY), driven by higher-than-estimated other income.

Abhishek Nigam – Research Analyst (Abhishek.Nigam@MotilalOswal.com)

Research Analyst: Rishabh Daga (Rishabh.Daga@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, Bloomberg, Thomson Reuters, Factset and S&P Capital.

GUJGA press release KTA:

- **GUJGA expands into propane/LPG sales:**
 - With a vision to become a comprehensive energy solutions provider and a strong focus on empowering communities, businesses, and industries, the board of GUJGA has approved the sourcing and sale of propane/LPG to industrial customers. This move reinforces the company's customer-centric approach and commitment to meeting diverse energy needs.
- **Quarterly operational performance:**
 - CNG segment maintained strong growth momentum, with volumes rising 12% YoY to a record 3.33mmscmd in 1QFY26, supported by a network of 830 CNG stations.
 - GUJGA is actively expanding through the FDODO model, having signed 69 agreements with various dealers to date, which is expected to further accelerate growth.
 - In 1Q, the company added over 35,000 new D-PNG connections, taking the total number of households served to more than 2.3m.

Valuation and view

- The company's long-term volume growth prospects remain robust, with the addition of new industrial units and expansion of existing units. It is aggressively investing in infrastructure to push industrial gas adoption in Thane rural, Ahmedabad rural, and newly acquired areas in Rajasthan.
- The stock is trading at a P/E of 22.3x FY27E and EV/EBITDA of 13x for FY27E. **We reiterate our BUY rating on the stock with a TP of INR500, valuing it at 26x FY27E EPS.**

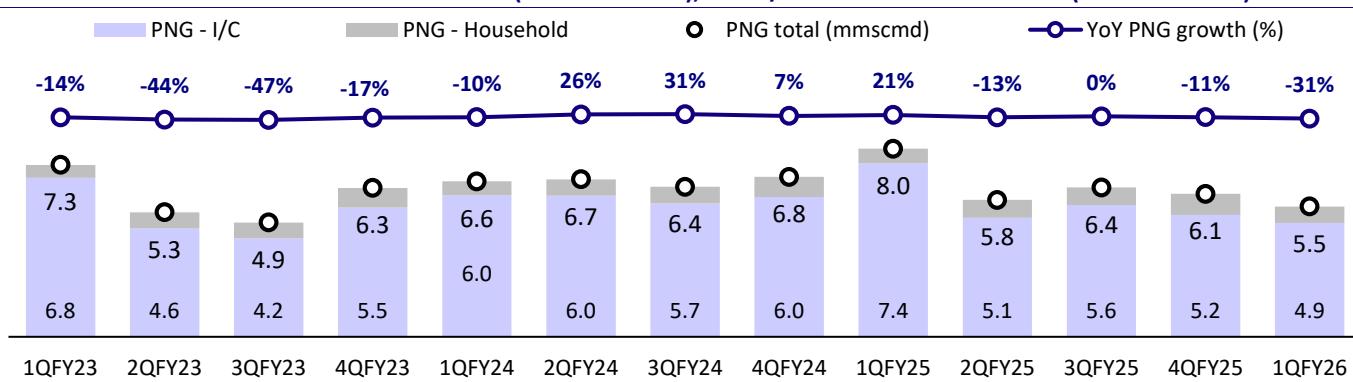
Standalone - Quarterly Earning Model

Y/E March	FY25				FY26E				FY25	FY26E	FY26	Var
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
Net Sales	44,503	37,818	41,529	41,020	38,709	37,636	38,700	40,044	164,870	155,089	41,963	-8%
YoY Change (%)	17.7	-1.7	5.7	-0.8	-13.0	-0.5	-6.8	-2.4	5.1	-5.9	-5.7	
EBITDA	5,356	5,142	3,805	4,495	5,199	4,641	4,808	4,912	18,798	19,560	5,628	-8%
Margin (%)	12.0	13.6	9.2	11.0	13.4	12.3	12.4	12.3	11.4	12.6	13.4	
Depreciation	1,231	1,295	1,294	1,286	1,314	1,357	1,355	1,321	5,106	5,348	1,289	
Interest	78	80	93	74	79	75	87	64	325	305	73	
Other Income	386	386	585	744	594	288	438	251	2,100	1,571	254	
PBT	4,433	4,152	3,002	3,878	4,399	3,498	3,803	3,778	15,466	15,478	4,520	-3%
Rate (%)	25.6	26.1	26.2	26.0	25.7	25.2	25.2	24.5	25.9	25.2	25.2	
Adj. PAT	3,298	3,069	2,216	2,872	3,268	2,617	2,845	2,853	11,455	11,582	3,381	-3%
YoY Change (%)	53.3	3.1	0.6	-22.0	-0.9	-14.7	28.4	-0.6	4.0	1.1	2.5	
Total volume (mmscmd)	11.0	8.8	9.5	9.3	8.9	8.8	9.1	9.6	9.6	9.1	9.5	-7%
CNG	3.0	2.9	3.1	3.2	3.3	3.4	3.5	3.6	3.1	3.2	3.4	-3%
PNG – Industrial/Commercial	7.4	5.1	5.6	5.2	4.9	4.7	4.9	5.2	5.8	5.2	5.2	-7%
PNG – Households	0.6	0.8	0.7	0.9	0.7	0.7	0.7	0.8	0.8	0.8	0.9	-25%
EBITDA (INR/scm)	5.4	6.4	4.4	5.4	6.4	5.7	5.7	5.7	5.4	5.6	6.6	-2%

Operational Highlights

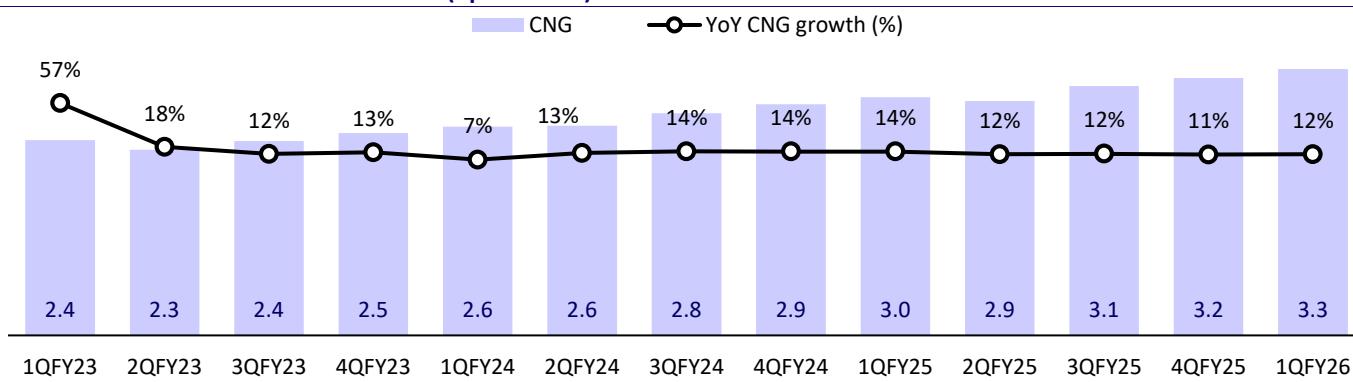
Particulars	FY23					FY24				FY25				FY26	1QFY26	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	YoY (%)	QoQ (%)	
Net sales (INR m)	51,701	39,765	36,843	39,286	37,815	38,454	39,291	41,342	44,503	37,818	41,529	41,020	38,709	-13%	-6%	
Realization (INR/scm)	58.3	56.7	54.9	49.3	45.1	44.8	46.6	46.9	44.5	47.0	47.7	49.0	48.3	9%	-1%	
Total raw material (INR m)	43,015	30,654	28,313	30,781	30,931	30,546	32,248	31,829	35,902	29,473	34,295	32,529	30,022	-16%	-8%	
Gas cost (INR/scm)	48.5	43.7	42.2	38.6	36.9	35.6	38.3	36.1	35.9	36.6	39.4	38.9	37.5	4%	-4%	
Gross margin (INR m)	8,686	9,111	8,530	8,505	6,884	7,908	7,043	9,513	8,601	8,344	7,234	8,491	8,687	1%	2%	
Gross margin (INR/scm)	9.8	13.0	12.7	10.7	8.2	9.2	8.4	10.8	8.6	10.4	8.3	10.1	10.8	26%	7%	
EBITDA (INR m)	6,066	6,427	5,823	5,603	3,880	4,966	4,007	5,911	5,356	5,142	3,805	4,495	5,199	-3%	16%	
EBITDA (INR/scm)	6.8	9.2	8.7	7.0	4.6	5.8	4.8	6.7	5.4	6.4	4.4	5.4	6.4	20%	20%	
PAT	3,811	4,039	3,713	3,692	2,151	2,978	2,203	4,095	3,298	3,069	2,216	2,872	3,268	-1%	14%	
PAT (INR/scm)	4.3	5.8	5.5	4.6	2.6	3.5	2.6	4.6	3.3	3.8	2.5	3.4	4.0	23%	18%	
Volumes (mmscmd)																
CNG	2.4	2.3	2.4	2.5	2.6	2.6	2.8	2.9	3.0	2.9	3.1	3.2	3.3	12%	3%	
PNG - Household	0.6	0.7	0.7	0.8	0.6	0.7	0.7	0.9	0.6	0.8	0.7	0.9	0.7	11%	-22%	
PNG - I/C	6.8	4.6	4.2	5.5	6.0	6.0	5.7	6.0	7.4	5.1	5.6	5.2	4.9	-34%	-7%	
Total	9.8	7.6	7.3	8.9	9.2	9.3	9.2	9.7	11.0	8.8	9.5	9.3	8.9	-19%	-5%	

Exhibit 1: Total PNG volumes were 5.5mmscmd (down 31% YoY), with I/C volumes at 4.9mmscmd (down 34% YoY)



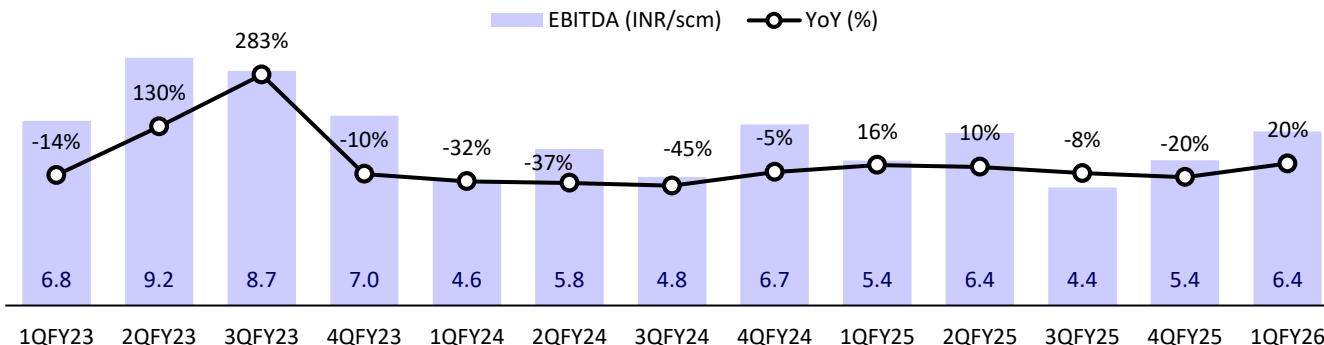
Source: Company, MOFSL

Exhibit 2: CNG volumes were 3.3mmscmd (up 12% YoY)



Source: Company, MOFSL

Exhibit 3: EBITDA/scm stood at INR6.4 (up 20% YoY)



Source: Company, MOFSL



Highlights from the management commentary

Update on merger scheme:

- No objection certificate was received from BSE/NSE earlier, and the scheme was filed with MCA in Feb'25.
- The company is in touch with MCA and scheme is under their active consideration. **Approval is expected in 3QFY26.** Approval from other regulatory authorities is also underway.

GUJGA expands into propane/LPG sales:

- The current Morbi gas market size is 7-7.5mmscmd (2/3rd is Propane).
- It is targeting 25% of this market by FY26 end (1.2-1.3mmscmd), and then scale this up.
- GUJGA can reduce working capital requirement of customers.
- The company will source Propane from international market on a spot basis, and believes that it will have pricing advantage over competitors.
- No capex is involved apart from booking capacity at terminals. No margin guidance was stated by GUJGA.

Industrial segment:

- Total volumes of I&C-PNG stood at 4.71mmscmd in 1Q.
- Morbi volumes: 2.51mmscmd (2.87mmscmd in previous quarter)
- **2Q volumes will be lower QoQ due to geopolitical tensions and Janmashtami festival (current volumes: 2.3-2.5mmscmd).**
- ~1-1.5mmscmd customers can use only PNG.
- Non-Morbi 1Q volumes: 2.20mmscmd (2.16mmscmd in previous quarter, up 8% YoY)
- GUJGA is targeting long-term contracts and is also getting in touch with bulk customers.
- Current Propane vs. I-PNG price difference is INR3.5-4/scm (Current I-PNG price: INR43.3/scm).
- Due to a decline in R-LNG costs, GUJGA cut industrial gas prices in 1Q.
- The company can reach 6/2.5mmscmd volumes in Morbi/Non-Morbi if R-LNG pricing turns favorable over Propane.

CNG segment:

- Robust 12% YoY CNG volume growth in the quarter.
- Volumes grew 10%/27% YoY in Gujarat/other areas.
- GUJGA added three new CNG stations in 1Q. ~70 CNG stations are under construction (F-DODO scheme), and CNG station additions by Sep'25 will be in double digits.
- CNG vehicles grew 15% in relevant GAs. With rapid CNG infrastructure expansion, management expects CNG vehicle addition to increase at a higher pace YoY.
- CNG remains 45%/23% cheaper than MS/HSD.

Domestic segment:

- GUJGA signed an agreement with Bhatinda Military Centre (11,300 residential quarters).
- 35k new D-PNG connections were made in 1Q.

Capex:

- INR1.2b capex was incurred in 1Q. FY26 capex is expected to be INR8-10b.

Gas sourcing mix during the quarter:

- APM allocation: 41%/100% for CNG/D-PNG (51% in total for priority segment sale).
- HP-HT gas volume stood at 0.7mmscmd.
- Out of total volumes (8.9mmscmd):
 - 38%: LT contracts.
 - 34%: ST contracts.
 - Rest is domestic gas.

Dealer commission paid by GUJGA:

- OMC and existing franchisee stations: INR3-4/kg
- F-DODO scheme stations: INR8-10/kg (as the capex is entirely incurred by station owner).
- The dealer commission forms part of operational cost in financials.

Impact of change in zonal tariff regulation:

- As per management, GUJGA will benefit from the development.

Others:

- Hydrogen blending pilot project was completed with 8% blending.
- GSPC FY25 volumes: ~12.5mmscmd.
- ~50% was sold to GUJGA. Sourcing: ~65%/35% gas was R-LNG/domestic gas.

Story in charts

Exhibit 4: Volume snapshot for GUJGA

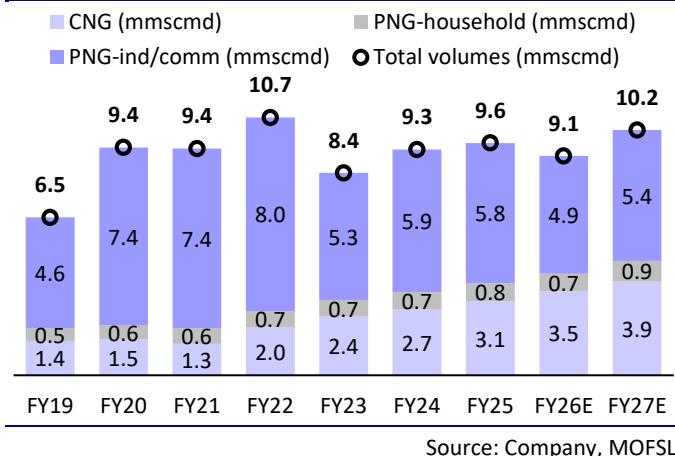


Exhibit 5: EBITDA/scm to be ~INR5.9 in FY26/27

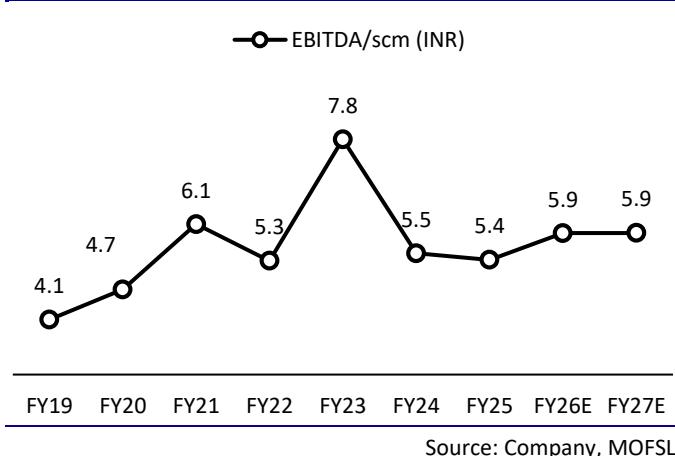


Exhibit 6: Return ratios

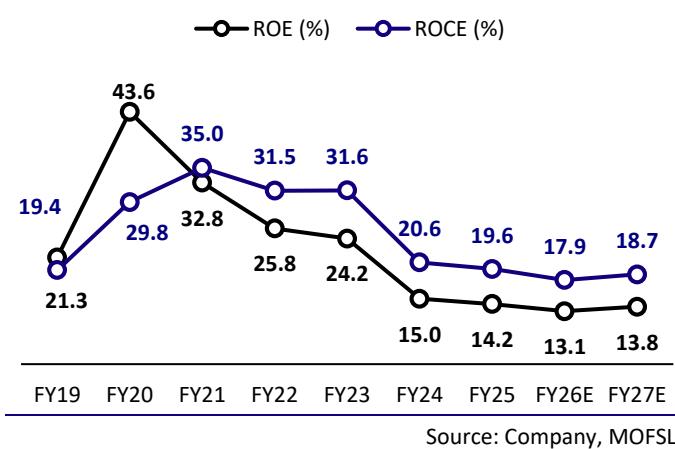


Exhibit 7: Free cash flow

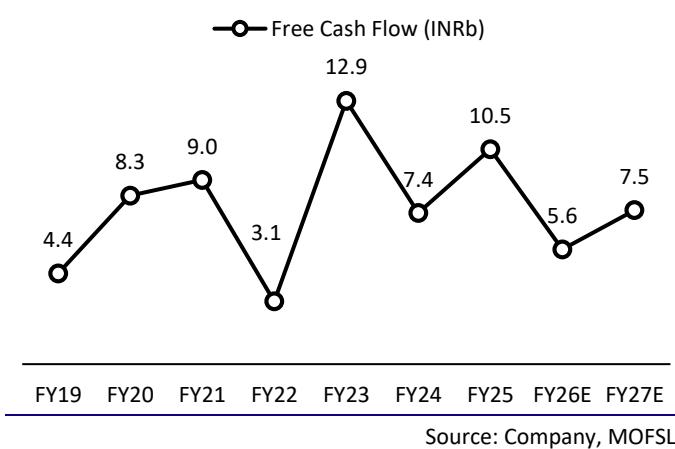
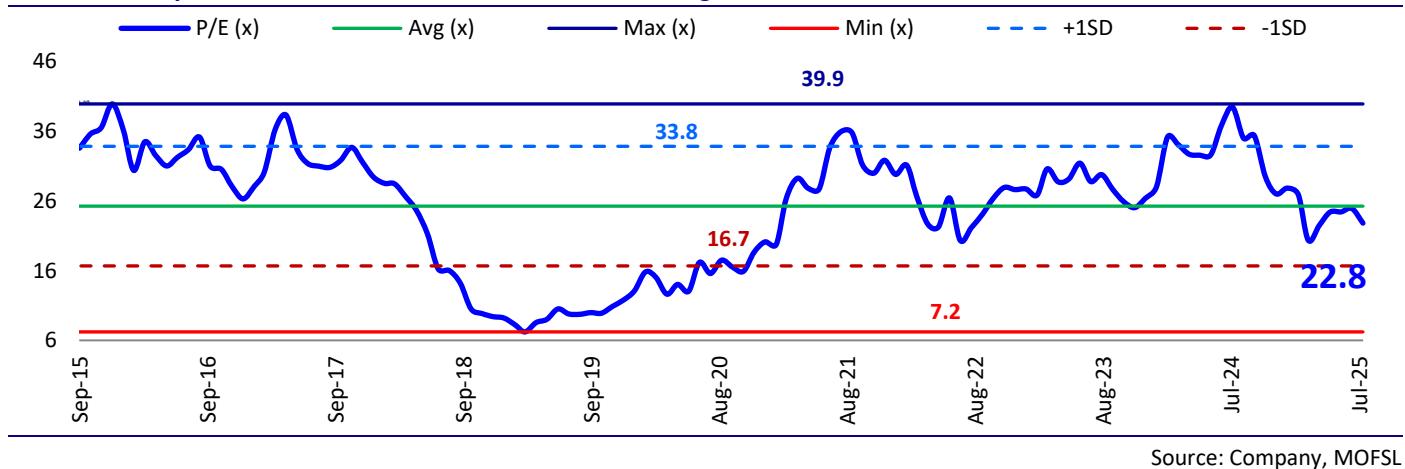


Exhibit 8: One-year forward P/E trades at 22.8x vs. its LT average of 25.3x



Financials and valuations

Standalone - Income Statement		(INR m)				
Y/E March		FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations		167,594	156,902	164,870	155,089	174,403
Change (%)		1.8	-6.4	5.1	-5.9	12.5
EBITDA		23,920	18,764	18,798	19,560	21,881
Margin (%)		14.3	12.0	11.4	12.6	12.5
Depreciation		4,283	4,743	5,106	5,348	5,533
EBIT		19,637	14,021	13,691	14,212	16,348
Int. and Finance Charges		404	293	325	305	312
Other Income		1,013	1,078	2,100	1,571	1,742
PBT bef. EO Exp.		20,247	14,805	15,466	15,478	17,777
EO Items		0	557	0	0	0
PBT after EO Exp.		20,247	15,362	15,466	15,478	17,777
Current Tax		4,992	3,934	4,011	3,896	4,475
Tax Rate (%)		24.7	25.6	25.9	25.2	25.2
Reported PAT		15,255	11,428	11,455	11,582	13,303
Adjusted PAT		15,255	11,013	11,455	11,582	13,303
Change (%)		17.8	-27.8	4.0	1.1	14.9
Margin (%)		9.1	7.0	6.9	7.5	7.6

Standalone - Balance Sheet		(INR m)				
Y/E March		FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital		1,377	1,377	1,377	1,377	1,377
Total Reserves		68,579	75,516	83,160	90,802	99,580
Net Worth		69,956	76,893	84,537	92,179	100,957
Deferred Tax Liabilities		8,461	9,108	9,589	9,589	9,589
Total Loans		0	0	0	0	0
Capital Employed		78,417	86,000	94,125	101,768	110,546
Gross Block		104,085	113,079	122,526	126,203	131,146
Less: Accum. Deprn.		30,721	35,464	40,571	45,918	51,451
Net Fixed Assets		73,364	77,615	81,955	80,285	79,694
Capital WIP		9,831	9,180	8,389	14,711	19,769
Total Investments		317	1,364	1,477	1,477	1,477
Curr. Assets, Loans, and Adv.		25,439	28,425	34,330	35,448	43,499
Inventory		612	587	619	574	646
Account Receivables		10,212	10,298	10,240	9,632	10,832
Cash and Bank Balance		6,810	9,261	3,594	6,542	10,994
Cash balance		6,747	9,160	3,269	6,217	10,668
Bank balance		63	101	325	325	325
Loans and Advances		7,806	8,279	19,878	18,699	21,028
Curr. Liability and Prov.		30,534	30,583	32,026	30,153	33,894
Account Payables		7,156	7,002	7,199	6,680	7,517
Other Current Liabilities		22,554	22,787	24,076	22,648	25,468
Provisions		824	794	750	825	908
Net Current Assets		-5,095	-2,158	2,305	5,294	9,605
Appl. of Funds		78,417	86,000	94,125	101,768	110,546

Financials and valuations

Ratios

Y/E March (INR)	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)					
EPS	22.2	16.0	16.6	16.8	19.3
Cash EPS	28.4	22.9	24.1	24.6	27.4
BV/Share	101.6	111.7	122.8	133.9	146.7
DPS	6.7	5.7	5.7	5.7	6.6
Payout (%)	30.0	34.1	34.0	34.0	34.0
Valuation (x)					
P/E	19.4	26.9	25.8	25.6	22.3
Cash P/E	15.2	18.8	17.9	17.5	15.7
P/BV	4.2	3.8	3.5	3.2	2.9
EV/Sales	1.7	1.8	1.8	1.9	1.6
EV/EBITDA	12.1	15.3	15.6	14.8	13.0
Dividend Yield (%)	1.5	1.3	1.3	1.3	1.5
FCF per share	18.8	10.8	15.3	8.2	11.0
Return Ratios (%)					
RoE	24.2	15.0	14.2	13.1	13.8
RoCE	31.6	20.6	19.6	17.9	18.7
Working Capital Ratios					
Asset Turnover (x)	2.1	1.8	1.8	1.5	1.6
Inventory (Days)	1	1	1	1	1
Debtor (Days)	22	24	23	23	23
Creditor (Days)	16	16	16	16	16
Working Cap. Turnover (Days)	-26	-27	-3	-3	-3
Leverage Ratio (x)					
Current Ratio	0.8	0.9	1.1	1.2	1.3
Debt/Equity ratio	-0.1	-0.1	0.0	-0.1	-0.1

Standalone - Cash Flow Statement

(INR m)

Y/E March	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	20,247	15,362	15,466	15,478	17,777
Depreciation	4,283	4,743	5,106	5,348	5,533
Interest and Finance Charges	404	293	325	305	312
Direct Taxes Paid	-4,608	-3,227	-3,115	-3,896	-4,475
(Inc.)/Dec. in WC	4,052	-201	1,544	-42	140
Others	-597	-630	-1,267	-1,571	-1,742
CF from Operations	23,780	16,340	18,059	15,622	17,547
(Inc.)/Dec. in FA	-10,867	-8,371	-7,517	-10,000	-10,000
Free Cash Flow	12,912	7,412	10,541	5,622	7,547
Others	454	584	-11,695	1,571	1,742
CF from Investments	-10,413	-8,787	-19,213	-8,429	-8,258
Inc./(Dec.) in Debt	-4,779	0	0	0	0
Interest Paid	-381	-273	-299	-305	-312
Dividend Paid	-1,379	-4,575	-3,891	-3,940	-4,525
CF from Fin. Activity	-6,784	-5,141	-4,737	-4,244	-4,837
Inc./Dec. in Cash	6,583	2,413	-5,891	2,949	4,451
Opening Balance	164	6,747	9,159	3,268	6,217
Closing Balance	6,747	9,159	3,268	6,217	10,668

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

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

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

Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents>List%20of%20Associate%20companies.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may: (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal Capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal Capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

1. Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies).
MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
Nature of Financial interest is holding equity shares or derivatives of the subject company
2. Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No
3. Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
4. Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).
6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

financial interest in the subject company

actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.

received compensation/other benefits from the subject company in the past 12 months

any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

acted as a manager or co-manager of public offering of securities of the subject company in past 12 months

be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)

received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.

Served subject company as its clients during twelve months preceding the date of distribution of the research report.

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

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

Analyst Certification

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

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no 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.

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, 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 profit 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, Rahimtulla 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.