

Estimate change



TP change



Rating change



Bloomberg	IOCL IN
Equity Shares (m)	14121
M.Cap.(INRb)/(USDb)	1981.4 / 22.7
52-Week Range (INR)	184 / 111
1, 6, 12 Rel. Per (%)	-6/9/-17
12M Avg Val (INR M)	2303

Financials & Valuations (INR b)

Y/E March	FY25	FY26E	FY27E
Sales	7,581	7,326	7,334
EBITDA	360	456	442
Adj. PAT	107	165	148
Adj. EPS (INR)	7.8	11.9	10.7
EPS Gr. (%)	-73.6	53.9	-10.2
BV/Sh.(INR)	135.4	151.0	158.3

Ratios

Net D:E	0.7	0.6	0.6
RoE (%)	5.8	8.3	6.9
RoCE (%)	5.8	7.1	6.3
Payout (%)	30.4	22.1	31.2

Valuations

P/E (x)	18.0	11.7	13.0
P/BV (x)	1.0	0.9	0.9
EV/EBITDA (x)	9.2	7.2	7.4
Div. Yield (%)	2.1	3.1	2.4
FCF Yield (%)	(0.1)	11.4	6.7

Shareholding Pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	51.5	51.5	51.5
DII	29.9	29.6	29.6
FII	7.5	7.4	7.8
Others	11.2	11.6	11.1

FII includes depository receipts

CMP: INR140

TP: INR150 (+7%)

Downgrade to Neutral

Earnings volatility and low ROE cap upside

- IOCL's EBITDA/PAT came in 16%/20% below our estimates in 1QFY26, impacted by higher-than-anticipated refining inventory loss (USD4.8/bbl). However, blended marketing margin stood 24% above estimate at INR7.8/litre. Refining throughput and marketing volumes came in line with estimates.
- The Union Cabinet has approved INR300b in LPG compensation to OMCs, which will be paid in 12 tranches. While the disbursement timeline remains undisclosed, we estimate IOCL to receive ~INR72b in both FY26/FY27 (48% of total compensation). This will result in a ~4% increase in IOCL's FY27E BVPS.
- **Petchem drag, weak refining, and low ROE drive downgrade:** In our [previous note](#), we highlighted that OMCs are entering the last phase of a rally. Since then, IOCL has corrected 2% (peak return of +8%). We now downgrade IOCL to Neutral as earnings remain highly volatile due to large refining inventory swings and limiting visibility. The petrochemical segment continues to post losses, and spreads are likely to remain muted given the significant upcoming capacity additions in China. Further, we maintain a bearish view on refining, expecting spreads to stay range-bound amid substantial global net capacity additions (IEA est. of ~2.6mb/d) and weak demand growth for refined products over CY24-30. With a modest ROE of ~7%-8.5% over FY26/27, returns remain unattractive compared to peers. Accordingly, we cut our P/B valuation multiple to 1x, as we see limited upside at the current levels.
- We continue to prefer HPCL over IOCL because of the following factors: 1) HPCL's leverage toward marketing segment, 2) higher dividend yield, as HPCL's capex cycle is tapering off, while IOCL's capex intensity remains high, and 3) start-up of HPCL's multiple mega-projects in the next 12 months providing a push to earnings.
- IOCL currently trades at 1x 1yr. fwd. P/B, at par with its 10-year average. We now value IOCL at 1x FY27E consol. P/B and arrive at a TP of INR150/sh.

Other key takeaways from the conference call

- Total inventory losses stood at INR65b in 1Q (marketing + refining).
- IOCL plans to add 4,000+ retail outlets in FY26 (40k+ outlets operating currently; 48000+ outlets by FY27'end).
- Russian crude %: 24% (discounts of USD1-1.5/bbl vs. Dubai crude).
- 1Q capex stood at INR64.7b. FY26 planned capex is ~INR335b.
- Ennore terminal capacity utilization: 25% in FY25 and 31% expected in FY26.

Higher-than-expected inventory losses drag down 1Q performance

- EBITDA came in 16% below our estimate at INR126.1b (up 46% YoY).
- Reported GRM came in significantly below our estimate at USD2.2/bbl; refining inventory loss stood at USD4.8/bbl during the quarter.
- Marketing margin stood at INR7.8/lit, 24% above estimates.
- LPG under-recovery of INR37.1b was booked in 1Q (INR55b in 4Q)
- Marketing and refining throughput came in line with our estimate.
- Petchem segment posted EBIT loss of INR10m (vs. INR2.1b loss in 4QFY25).
- Reported PAT came in 20% below our estimate at INR56.9b.

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.

➤ Other income came in above our estimates.

- **As of Jun'25**, IOCL had a cumulative negative net buffer of INR236.4b due to the under-recovery on LPG cylinders (INR199.3b as of Mar'25).
- As per the PIB release dated 8th Aug'25, the Union Cabinet approved INR300b in compensation for PSU OMCs. However, the company has not recognized this, as the exact split among OMCs is yet to be announced by MoPNG.

Valuation and view

- IOCL is set to commission multiple projects over the next two years, driving growth acceleration. Refinery projects that are currently underway, including the Panipat refinery (25mmtpa), Gujarat refinery (18mmtpa), and Barauni refinery (9mmtpa), are expected to be completed in 4QFY26-FY27.
- The stock trades at 13x consolidated FY27E EPS of INR10.7 and 0.9x FY27E P/B. **We downgrade the stock to Neutral with a TP of INR150, valuing at 1x FY27E P/B.**

Standalone - Quarterly Earning Model

												(INR b)
Y/E March	FY25				FY26E				FY25	FY26	FY26	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Net Sales	1932.4	1738.5	1939.0	1949.7	1929.7	1710.4	1851.6	1839.7	7559.5	7331.3	1879.9	3%
YoY Change (%)	-2.2	-3.3	-2.6	-1.5	-0.1	-1.6	-4.5	-5.6	-2.4	-3.0	-2.7	
EBITDA	86.3	41.9	91.7	135.7	126.1	86.6	88.8	88.0	355.7	389.5	150.1	-16%
Margin (%)	4.5	2.4	4.7	7.0	6.5	5.1	4.8	4.8	4.7	5.3	8.0	
Depreciation	37.6	37.2	39.0	39.1	38.4	38.8	40.7	41.7	152.8	159.6	39.2	
Forex loss	0.0	4.2	20.5	0.0	0.0	0.0	0.0	0.0	24.7	0.0	0.0	
Interest	19.6	24.1	23.1	20.5	19.7	25.7	24.6	22.9	87.3	92.9	20.9	
Other Income	5.3	13.7	18.8	11.7	6.1	9.3	12.7	13.6	49.6	41.6	3.6	
PBT before EO expense	34.5	-9.8	27.9	87.9	74.0	31.4	36.2	37.0	140.4	178.6	93.7	-21%
Extra-Ord expense	0.0	-11.6	-6.8	0.0	0.0	-144.0	0.0	0.0	-18.4	-144.0	0.0	
PBT	34.5	1.7	34.7	87.9	74.0	175.4	36.2	37.0	158.8	322.6	93.7	-21%
Tax	8.1	-0.1	6.0	15.2	17.2	44.1	9.1	9.3	29.2	79.7	22.9	-25%
Rate (%)	23.4	-4.2	17.2	17.3	23.2	25.2	25.2	25.2	18.4	24.7	24.5	
Reported PAT	26.4	1.8	28.7	72.6	56.9	131.2	27.1	27.7	129.6	242.9	70.7	-20%
Adj PAT	26.4	-10.3	23.1	72.6	56.9	23.5	27.1	27.7	111.2	98.9	70.7	-20%
YoY Change (%)	-80.8	-107.9	-71.3	50.2	115.2	-328.9	17.1	-61.9	-71.9	-11.1	167.5	
Margin (%)	1.4	-0.6	1.2	3.7	2.9	1.4	1.5	1.5	1.5	1.3	3.8	
Key Assumptions												
Refining throughput (mmt)	18.2	16.7	18.1	18.5	18.7	18.7	18.7	18.7	71.6	74.7	18.7	0%
Reported GRM	6.4	1.6	2.9	8.0	2.2	6.5	6.5	6.5	4.7	5.4	7.0	-69%
Domestic sale of refined products (mmt)	24.1	21.9	24.8	24.6	25.0	24.1	25.8	25.6	95.4	100.5	25.0	0%
Marketing GM incld. inv. per litre (INR/litre)	4.9	5.9	6.4	5.9	7.8	4.4	4.3	4.4	5.8	5.2	6.3	24%



Highlights from the management commentary

Inventory losses:

- Total inventory losses stood at INR65b in 1Q (marketing + refining).

Marketing segment:

- IOCL plans to add 4,000+ retail outlets in FY26 (40k+ outlets operating currently; 48000+ outlets by FY27'end). The expansion run rate will come down in the coming years.
- Current under-recovery per cyl estimate: INR100/cyl (INR165-170/cyl in 1Q).

Refining & Petrochemical segment:

- QoQ improvement in core GRM was attributable to higher product cracks.
- Russian crude %: 24% (discounts were in the range of USD1-1.5/bbl vs Dubai crude).

CGD segment:

- 1Q performance: NG/CGD sale: 1644tmt/41tmt
- CGD capex will be INR10b p.a. for the next few years. The company will also focus on LNG sales.
- Ennore terminal capacity utilization: 25% in FY25 and 31% expected in FY26. FY27 utilization should be quite high given strong CGD ramp-up in the area.
- IOCL has entered into a long-term sale and purchase agreement with ADNOC for the supply of 1mmtpa of LNG over a 15-year period commencing in FY29. In addition, a confirmation memorandum has been signed for the supply of ~0.4mmtpa of LNG between Jul'25 and Dec'29 under IOCL's first Henry Hub-linked mid-term contract. The first LNG cargo under this arrangement is scheduled for delivery at Dahej in Aug'25.

Capex and debt:

- 1Q capex: INR64.7b; FY26 planned capex: Over INR335b.
- Borrowings decreased by INR13b QoQ, primarily due to excise duty payment in 4Q. Current debt: equity capex is 0.66x.

Update on ongoing projects: Commissioning timelines maintained

- Panipat Refinery: Capacity expansion from 15mmtpa to 25mmtpa; Completion by 4QFY26.
- Gujarat Refinery: Addition of 4.3mmtpa; Completion by 4QFY26.
- Barauni Refinery: Capacity expansion from 6mmtpa to 9mmtpa; Capex of INR148b; Completion by 1HFY27.
- Refineries are expected to take 24 months to reach 100% utilization.
- Paradip petchem complex capex will be INR600b. The project is under stage-1 consideration and will take 54 months post approval.

Others:

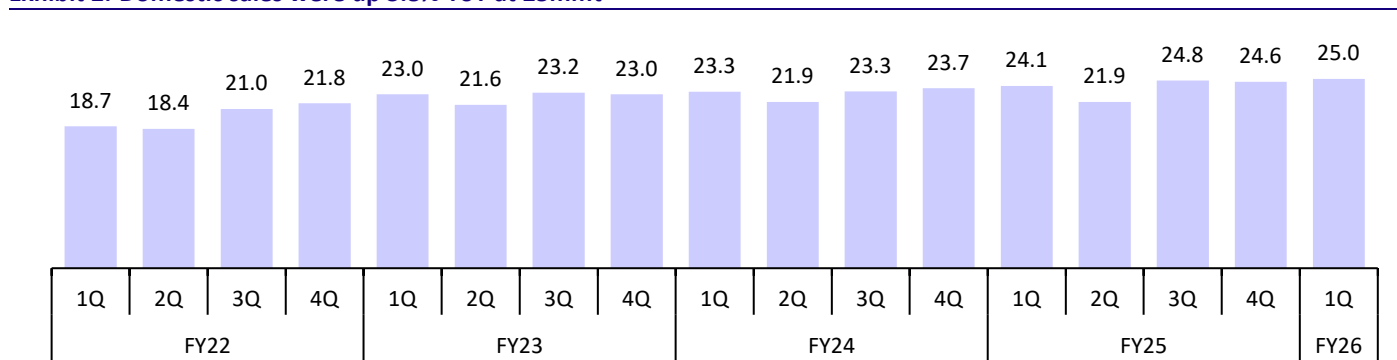
- Ethanol blending is at ~20% for IOCL.
- Clean energy: Scaling up on EV and Hydrogen mobility segments.

Exhibit 1: Key assumptions

Y End: March 31	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Exchange Rate (INR/USD)	70.0	70.9	74.3	74.5	80.4	82.8	84.6	86.0	86.2
Brent Crude (USD/bbl)	70.1	61.2	44.4	80.5	96.1	83.0	78.6	65.4	65.0
Domestic direct sales refined pdts (MMT)	85	84	76	80	91	92	95	100	104
YoY (%)	10%	0%	-10%	6%	13%	2%	3%	5%	4%
Reported GRM (USD/bbl)	5.4	0.1	5.6	11.3	19.5	12.1	4.8	5.4	6.5
Singapore GRM (USD/bbl)	4.9	3.2	0.5	5.0	10.7	6.6	3.8	5.2	5.0
Prem./(disc) (USD/bbl)	0.5	(3.1)	5.1	6.3	8.8	5.5	1.0	0.2	1.5
Refining capacity utilization (%)	104%	100%	90%	98%	105%	106%	103%	105%	103%
Total Refinery throughput (MMT)	71.8	69.4	62.4	67.7	72.3	73.3	71.6	74.7	81.9
YoY (%)	4%	-3%	-10%	9%	7%	1%	-2%	4%	10%
Marketing Margin (INR/lit)									
Blended gross marketing margin incld inventory	5.0	5.8	6.2	4.4	-1.1	6.0	5.8	5.2	4.4
Consolidated EPS	12.5	1.8	15.8	18.7	6.6	29.5	7.8	11.9	10.7

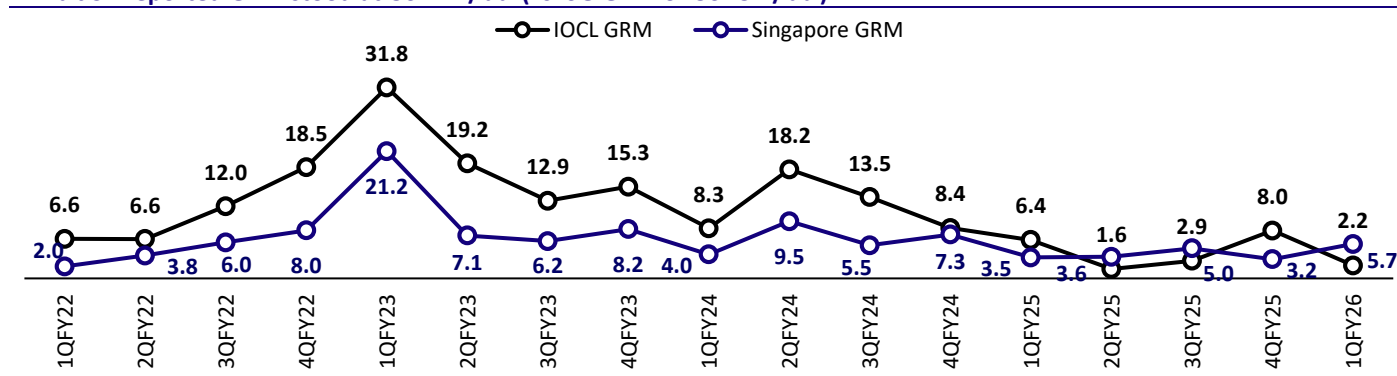
Source: Company, MOFSL

Exhibit 2: Domestic sales were up 3.8% YoY at 25mmt



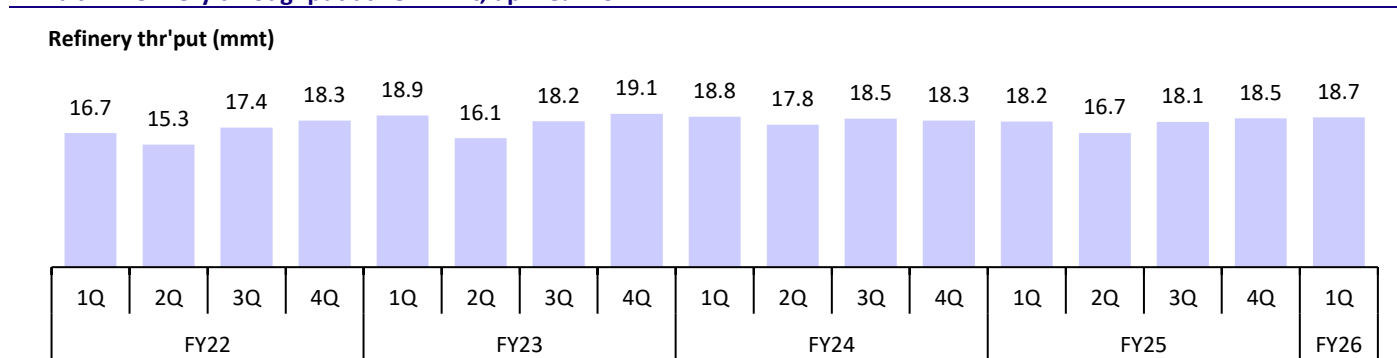
Source: Company, MOFSL

Exhibit 3: Reported GRM stood at USD2.2/bbl (vs. SG GRM of USD5.7/bbl)



Source: Company, MOFSL

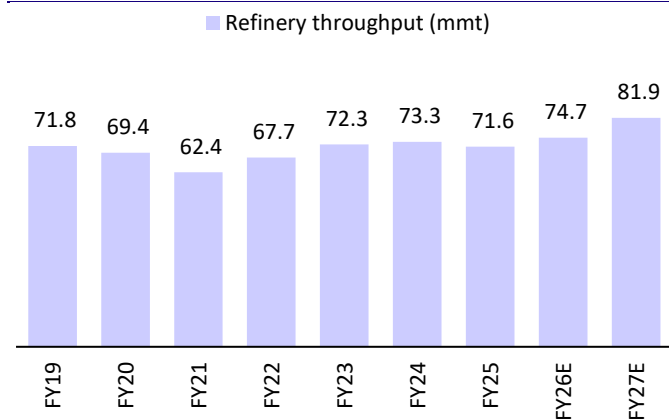
Exhibit 4: Refinery throughput at 18.7mmt, up 2.8% YoY



Source: Company, MOFSL

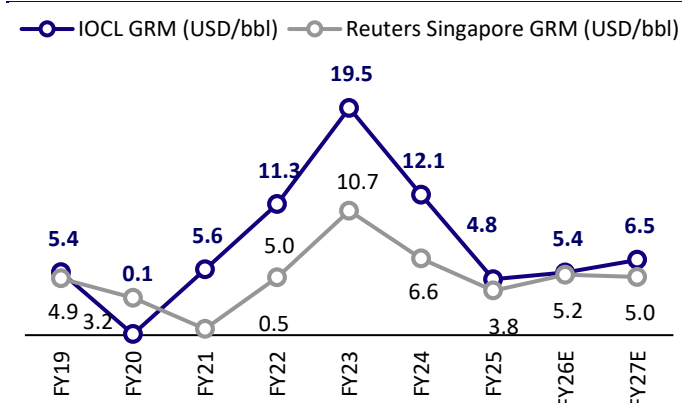
Story in charts

Exhibit 5: Refining throughput



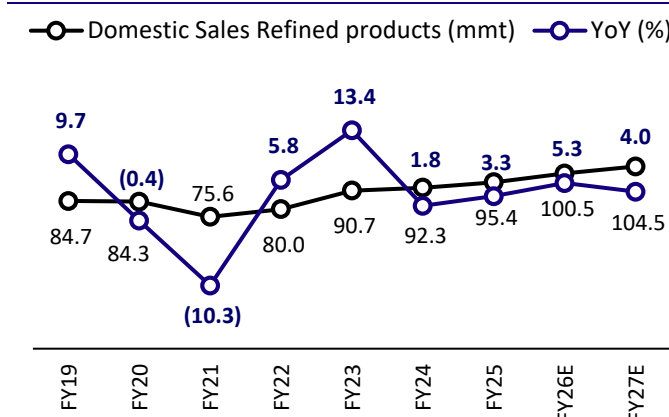
Source: Company, MOFSL

Exhibit 6: GRM trend



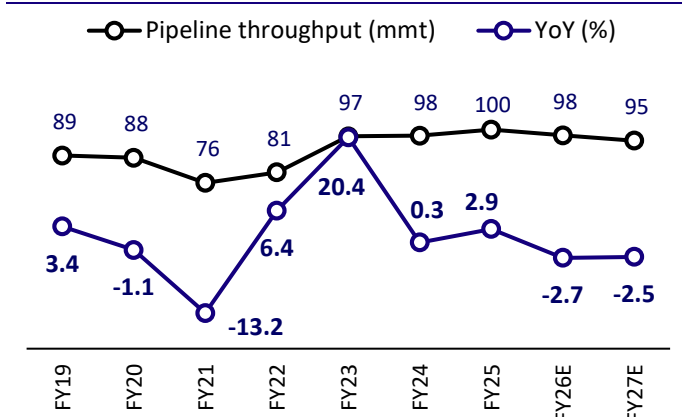
Source: Company, MOFSL

Exhibit 7: Marketing sales volume



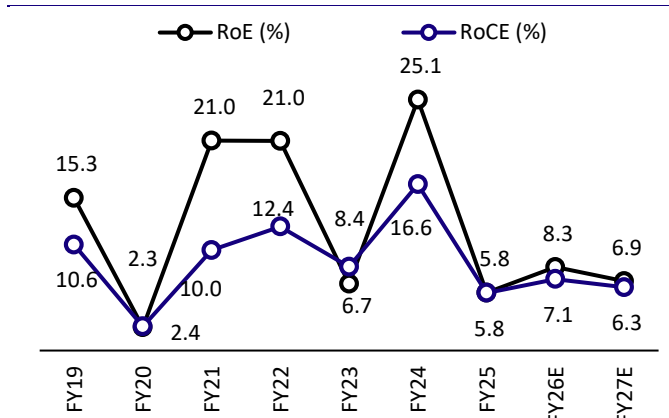
Source: Company, MOFSL

Exhibit 8: Pipeline throughput



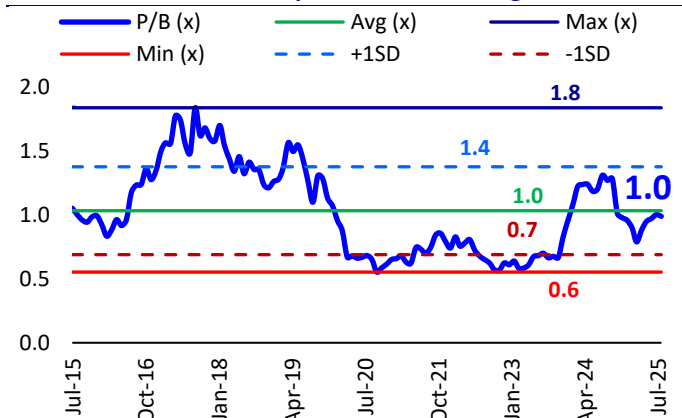
Source: Company, MOFSL

Exhibit 9: Return ratios



Source: Company, MOFSL

Exhibit 10: IOCL trades at par its LT P/B average at 1x



Source: Company, MOFSL

Financials and Valuations

Consolidated - Income Statement					(INR b)
Y/E March	FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations	8,418	7,764	7,581	7,326	7,334
Change (%)	43%	-8%	-2%	-3%	0%
EBITDA	306	768	360	456	442
Margin (%)	4%	10%	5%	6%	6%
Depreciation	132	159	168	174	180
EBIT	175	609	192	282	261
Int. and Finance Charges	75	78	93	97	102
Net Forex Loss	72	12	0	0	0
Other Income	114	38	35	39	39
PBT bef. EO Exp.	142	557	135	223	198
EO Items	9	15	36	144	0
PBT after EO Exp.	150	573	171	367	198
Total Tax	33	141	33	86	45
Tax Rate (%)	22.2	24.7	19.2	23.5	22.8
Share of JVs/associates	19	14	2	6	5
Reported PAT	98	417	136	275	148
Adjusted PAT	91	406	107	165	148
Change (%)	-65%	345%	-74%	54%	-10%
Margin (%)	1.1	5.2	1.4	2.2	2.0

Consolidated - Balance Sheet					(INR b)
Y/E March	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	138	138	138	138	138
Total Reserves	1,259	1,696	1,727	1,941	2,043
Net Worth	1,397	1,834	1,865	2,079	2,181
Minority Interest	35	47	45	45	45
Total Loans	1,401	1,235	1,426	1,497	1,572
Deferred Tax Liabilities	168	190	207	207	207
Capital Employed	3,001	3,306	3,542	3,828	4,004
Gross Block	2,542	2,860	3,079	3,857	4,261
Less: Accum. Deprn.	741	900	1,068	1,241	1,422
Net Fixed Assets	1,800	1,960	2,011	2,616	2,840
Capital WIP	511	610	779	311	217
Total Investments	522	655	662	662	662
Curr. Assets, Loans&Adv.	1,583	1,598	1,616	1,689	1,740
Inventory	1,211	1,214	1,139	1,119	1,123
Account Receivables	164	138	186	156	157
Cash and Bank Balance	21	32	33	167	222
Loans and Advances	187	214	259	247	239
Curr. Liability & Prov.	1,416	1,518	1,526	1,451	1,455
Account Payables	1,300	1,397	1,412	1,336	1,341
Provisions	116	120	114	114	114
Net Current Assets	168	80	90	239	285
Appl. of Funds	3,001	3,306	3,542	3,828	4,004

Financials and Valuations

Ratios

Y/E March	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)					
EPS	6.6	29.5	7.8	11.9	10.7
Cash EPS	16.2	41.0	19.9	24.6	23.8
BV/Share	101.5	133.2	135.4	151.0	158.3
DPS	3.0	12.0	3.0	4.4	3.3
Payout (%)	42	40	30	22	31
Valuation (x)					
P/E	21.1	4.8	18.0	11.7	13.0
Cash P/E	8.6	3.4	7.0	5.7	5.9
P/BV	1.4	1.1	1.0	0.9	0.9
EV/Sales	0.4	0.4	0.4	0.4	0.4
EV/EBITDA	10.8	4.1	9.2	7.2	7.4
Dividend Yield (%)	2.1	8.6	2.1	3.1	2.4
FCF per share	-2.3	24.7	-0.1	16.0	9.4
Return Ratios (%)					
RoE	6.7	25.1	5.8	8.3	6.9
RoCE	8.4	16.6	5.8	7.1	6.3
RoIC	7.4	23.2	7.6	9.1	7.2
Working Capital Ratios					
Fixed Asset Turnover (x)	3.3	2.7	2.5	1.9	1.7
Asset Turnover (x)	2.8	2.3	2.1	1.9	1.8
Inventory (Days)	53	57	55	56	56
Debtor (Days)	7	7	9	8	8
Creditor (Days)	56	66	68	67	67
Leverage Ratio (x)					
Current Ratio	1.1	1.1	1.1	1.2	1.2
Interest Cover Ratio	2.3	7.8	2.1	2.9	2.6
Net Debt/Equity	1.0	0.7	0.7	0.6	0.6

Consolidated - Cash Flow Statement

(InR b)

Y/E March	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	150	573	171	367	198
Depreciation	132	159	168	174	180
Direct Taxes Paid	-15	-119	-31	-86	-45
(Inc)/Dec in WC	-57	63	-7	-15	9
CF from Operations	296	711	347	531	439
(Inc)/Dec in FA	-328	-372	-348	-310	-310
Free Cash Flow	-32	340	-2	221	129
(Pur)/Sale of Investments	-20	-39	-76	0	0
CF from Investments	-280	-315	-318	-310	-310
Dividend Paid	-33	-110	-95	-61	-46
CF from Fin. Activity	-13	-394	-34	-87	-73
Inc/Dec of Cash	3	3	-6	134	55
Opening Balance	18	10	12	33	167
Closing Balance	21	12	7	167	222

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

NOTES

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

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

Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://online.reports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf>. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

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

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

Regional Disclosures (outside India)

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

For Hong Kong:

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

For U.S.

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

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

For Singapore

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

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

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

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

The associates of MOFSL may have:
financial interest in the subject company

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

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

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

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

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

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

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

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

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

Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

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

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

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