

Estimate change	↔
TP change	↓
Rating change	↔

Bloomberg	UDS IN
Equity Shares (m)	67
M.Cap.(INRb)/(USDb)	18.1 / 0.2
52-Week Range (INR)	439 / 252
1, 6, 12 Rel. Per (%)	-3/-28/-16
12M Avg Val (INR M)	145

Financials & Valuations (INR b)			
Y/E Mar	FY25	FY26E	FY27E
Sales	27.4	31.1	36.0
EBIT	1.2	1.3	1.7
PAT	1.2	1.3	1.6
Adj PAT	1.2	1.3	1.6
EPS (INR)	17.7	20.4	23.8
EPS growth (%)	20%	15%	17%
BV/Sh (INR)	144.1	164.2	187.6
Ratios			
RoE (%)	13.1	13.0	13.3
RoCE (%)	11.9	11.3	11.1
Valuations			
P/E (x)	15.2	13.3	11.4
P/BV (x)	1.9	1.6	1.4

Shareholding pattern (%)			
As On	Jun-25	Mar-25	Jun-24
Promoter	58.9	58.9	58.9
DII	12.8	15.4	13.5
FII	3.7	2.7	3.9
Others	24.7	23.0	23.8

CMP: INR270 **TP: INR330 (+22%)** **Buy**

Subdued quarter

Athena challenges drags on BSS segment

- Updater Services (UDS) reported 1QFY26 revenue growth of 7% YoY (down 1% QoQ) to INR7.0b, below our estimate of ~INR7.5b. Core EBITDA margin came in at 5.6% (est. 6.9%), down 70bp YoY. Consolidated adj. PAT stood at INR290m (up 13% YoY), below our estimate of INR343m.
- 1Q revenue/PAT grew 7%/13.1% YoY, whereas EBITDA declined 3.9% YoY. For 2QFY26, we expect its revenue/EBITDA/adj. PAT to grow by 13.2%/4.9%/14.6% YoY. We reiterate our BUY rating and a TP of INR330 (premised on 14x Mar'27E EPS).

Our view: BSS segment to remain soft in 2Q and 3Q

- The IFM segment delivered double-digit growth (~10% YoY) during the quarter. While management indicated this was in line with the business plan, sequential growth was softer due to seasonality in the catering business and subdued spending by non-industrial clients. Additionally, higher year-end billings in the previous quarter had elevated the base. Nevertheless, management remains focused on scaling up profitability through high-value, technical contracts.
- The BSS segment was a major miss, reporting a modest 1% YoY growth. The muted performance was attributed to cautious hiring and spending by the IT sector, along with client-specific challenges in Athena. We expect these headwinds to persist over the next couple of quarters. Additionally, rising client expectations around ROI have begun to impact delivery models, particularly in sales and enablement services. We expect 2Q and 3Q to remain soft for the BSS segment. Accordingly, we build in a modest recovery in this business, expecting single-digit YoY growth in 2Q/3Q.
- Athena continued to witness some clients transitioning previously outsourced operations back in-house. The company is actively working to expand its client base beyond BFSI. Matrix reported a mixed performance. A broader slowdown in the IT sector weighed on volumes in the Employee Background Verification segment, while in Audit and Assurance services, client interest remains encouraging despite pricing pressures.
- Margins:** EBITDA was impacted by lower revenue growth, revenue decline in Athena (a high-margin business) and merger-related costs. IFM margins were further weighed down by a one-off provision for trade receivables. The company expects to deliver 12-15% PAT growth in FY26.

Valuation and changes to our estimates

- We broadly retain our estimates, given the solid foothold of UDS in the IFM business and the high-margin BSS business. However, we expect the next couple of quarters to be soft for BSS segment. We expect a CAGR of 15%/21% in revenue/EBITDA over FY25-27. Reiterate BUY with a TP of INR330 (based on 14x Mar'27E EPS). Our TP implies a 22% upside potential.

Miss on revenues and margins; 14 new logos added

- Revenue was up 7% YoY and down 1% QoQ at INR7.0b, below our est. of ~INR7.5b.
- Revenue growth was aided by 10% YoY growth in IFM, whereas BSS reported 1% YoY growth.
- EBITDA margin came in at 5.6% (est. 6.9%), down 70bp YoY. IFM's PBT margin was up 30bp YoY at 4.5%. BSS' PBT margin was down 180bp QoQ at 4.8%.
- Consolidated adj. PAT stood at INR290m (up 13% YoY), below our estimate of INR343m.
- RoCE stood at 17.9% on an annualized basis in Jun'25 vs. 22.1% in Mar'25. The company added 14 logos in 1QFY26. Head count stood at 73,129, up 9% YoY.
- UDS has long-standing relationships with customers having 95% retention over a five-year window in the both businesses.

Key highlights from the management commentary

- Global uncertainties, including rising tariffs, have led to cautious hiring and spending by large MNCs and IT companies, resulting in muted performance in the BSS segment during the quarter.
- Consolidated growth is expected to stabilize in the 13-15% range for FY26.
- IFM reported 10% YoY growth, in line with the business plan. However, seasonality in the catering business and modest spending by non-industrial clients contributed to lower QoQ growth.
- IFM growth is expected to outpace BSS growth going forward.
- **In IFM**, UDS completed contract rationalization and is now focusing on streamlining operations. The aspiration is to grow at 3x the GDP growth rate, supported by the expansion of co-working spaces and growth in automotive factories.
- **In BSS**, delivery models saw moderation, and clients have raised expectations on RoI. As a result, the next couple of quarters are expected to be flat in terms of sales and enablement services.
- **Denave**: 85% of revenue comes from clients with 7+ years of relationship.
- **Athena**: Revenue and profitability were impacted by some clients continuing to transition previously outsourced operations back in-house. These are the same clients that began this transition in the previous quarter; no new clients were lost in 1Q.
- The company expects 12-15% growth in profitability in FY26.

Valuation and view

- We believe UDS will benefit from the long-term trend of outsourcing non-core business operations for greater efficiency and service quality. With continued momentum in the IFM space and an inorganic growth engine in the high-margin BSS vertical, we expect UDS to deliver sustainable and profitable growth.
- However, we expect the next couple of quarters to be soft for BSS segment. We expect a CAGR of 15%/21% in revenue/EBITDA over FY25-27. **Reiterate BUY with a TP of INR330 (premised on 14x Mar'27E EPS)**. Our TP implies a 22% upside potential.

Consolidated - Quarterly Earning Model

Y/E March	(INR m)											
	FY25				FY26E				FY25	FY26E	Est.	Var
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE		1QFY26	(%/bp)	
Gross Sales	6,522	6,800	6,949	7,090	7,002	7,695	8,005	8,399	27,361	31,101	7,535	-7.1
YoY Change (%)	13.1	13.3	9.3	12.2	7.4	13.2	15.2	18.5	11.9	13.7	15.5	-820bp
Total Expenditure	6,112	6,363	6,487	6,733	6,609	7,241	7,509	7,861	25,695	29,220	7,015	-5.8
Core EBITDA	409	437	462	357	393	454	496	538	1,665	1,881	520	-24.4
Margins (%)	6.3	6.4	6.7	5.0	5.6	5.9	6.2	6.4	6.1	6.0	6.9	-130bp
ESOP cost	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	NA
Fair value changes	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITDA	409	437	462	357	393	454	496	538	1,665	1,881	520	-24.4
Margins (%)	6.3	6.4	6.7	5.0	5.6	5.9	6.2	6.4	6.1	6.0	6.9	-130bp
Depreciation	115	123	121	113	112	139	144	151	471.3	545.6	151	-25.8
Interest	34	29	20	20	21	19	20	21	103.5	81.4	19	12.5
Other Income, net	65	69	57	166	51	77	80	76	357	283	68	-25.5
PBT	326	354	378	390	311	373	412	441	1,447	1,537	418	-25.7
Tax	69	74	67	48	21	52	58	62	257.5	192.3	75	-72.6
Rate (%)	21.3	20.8	17.7	12.3	6.6	14.0	14.0	14.0	17.8	12.5	18.0	-1,140bp
Minority Interest & Profit/Loss of Asso. Cos.	3	-1	3	-3	4	0	0	0	2	4	0	0
Adjusted PAT	256	280	312	342	290	321	355	379	1,190	1,345	343	-15.5
YoY Change (%)	27.2	41.8	13.5	76.1	13.1	14.6	13.8	10.9	34.5	13.0	33.8	0
Margins (%)	3.9	4.1	4.5	4.8	4.1	4.2	4.4	4.5	4.3	4.3	4.6	-40bp

Key Performance Indicators

Y/E March	FY25					FY26		FY25
	1Q	2Q	3Q	4Q	1Q			
Segment Revenue (INR m)								
Integrated Facility Management Services	4,363	4,594	4,669	4,958	4,768			18,585
Business Support Services	2,343	2,387	2,441	2,365	2,376			9,535
PBT Margin (%)								
Integrated Facility Management Services	4.2	5.2	5.3	10.3	4.5			6.3
Business Support Services	6.6	5.8	6.2	5.6	4.8			6.0



Key highlights from the management commentary

Quarterly performance and outlook

- Revenue stood at INR7.0b, up 7% YoY and down 3% QoQ. The QoQ decline was attributed to year-end incentive billings in 4QFY25, which led to a revenue spike. A similar spike is expected in 4QFY26.
- Global uncertainties, including rising tariffs, have led to cautious hiring and spending by large MNCs and IT companies, resulting in muted performance in the BSS segment during the quarter.
- Consolidated growth is expected to stabilize in the 13–15% range for FY26.
- The revenue split stands at 66:34 between IFM and BSS.
- IFM:** The company added five large marquee clients during the quarter.
- Continued investments are being made in training and upskilling employees.
- IFM reported 10% YoY growth, in line with the business plan. However, seasonality in the catering business and modest spending by non-industrial clients contributed to lower QoQ growth.
- The business is focused on scaling up profitability by targeting high-value, technically complex contracts.
- IFM growth is expected to outpace BSS growth going forward.
- BSS:** Delivery models saw moderation, and clients have raised expectations on RoI. As a result, the next couple of quarters are expected to be flat in terms of sales and enablement services.

- UDS faced an impact of around INR1,000m (about 15% of overall business) due to global macroeconomic factors, particularly affecting Athena and Denave. The company remains confident in the rest of the BSS business.
- Denave: Secured new client wins, including Palo Alto and Lenovo, for post-sales services, and SAP for digital services. All group companies are working to optimize operations through AI, although the implementation is still ongoing.
- Due to a cautious macro environment, client spending has reduced, causing a marginal drop in margins.
- Margins are expected to remain under pressure over the next couple of quarters due to ongoing investments.
- **Athena:** Revenue and profitability were impacted by some clients continuing to transition previously outsourced operations back in-house. These are the same clients that began this transition in the previous quarter; no new clients were lost in 1Q.
- Athena is actively expanding its client base beyond BFSI, with marquee additions like Lodha and Bajaj Electricals during the quarter. Its revenue run rate is expected to normalize over the coming quarters.
- Margins are currently around 20%, down from the earlier 25-27% range. These are expected to remain stable but are unlikely to return to previous highs. The business appears to have bottomed out on the revenue headwind.
- **Matrix:** In audit and assurance services, despite pricing competition, client interest remains strong. The focus is on building domain expertise in retail and apparel sectors—where inventory management is complex—to improve margins. In the Employee Background Verification segment, a broader slowdown in IT and related hiring sectors is affecting volumes.
- Avon continues to deliver margin improvement, supported by a favorable sales mix with a higher proportion of high-margin contracts. The launch of PTL Logistics in 2Q is expected to further enhance margins.
- Global business reported double-digit revenue growth, driven by a gradual increase in travel volumes. Rising demand for outsourced aviation training is expected to be a key growth driver.
- Global business reported a positive PAT in 1QFY26 from a loss in 1QFY25.
- EBITDA margin stood at 5.6%, down 70bp YoY.
- IFM margins were flat YoY, impacted by a one-off provision for receivables amounting to INR60m.
- Athena, being a high-margin business, contributes significantly to EBITDA; hence, its revenue decline had a material impact on overall BSS profitability.
- Merger-related cost absorption slightly impacted EBITDA margins but contributed meaningfully to tax optimization.
- The company expects 12-15% growth in profitability in FY26.

Valuation and view

- We believe the company will benefit from the long-term trend of outsourcing non-core business operations for greater efficiency and service quality. With continued momentum in the IFM space and an inorganic growth engine in the high-margin BSS vertical, we expect UDS to deliver sustainable and profitable growth.
- However, we expect the next couple of quarters to be soft for BSS segment. We expect a CAGR of 15%/21% in revenue/EBITDA over FY25-27. **Reiterate BUY with a TP of INR330 (premised on 14x Mar'27E EPS). Our TP implies a 22% upside potential.**

Exhibit 1: Summary of our revised estimates

	Revised		Earlier		Change	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Revenue (INR m)	31,101	35,993	32,234	37,354	-3.5%	-3.6%
Growth (%)	13.7	15.7	17.8	15.9	-410bps	-20bps
EBITDA (INR m)	1,881	2,450	2,148	2,588	-12.5%	-5.3%
EBITDA Margin (%)	6.0	6.8	6.7	6.9	-60bps	-10bps
PAT (INR m)	1,345	1,568	1,405	1,657	-4.3%	-5.4%
EPS (INR)	20.4	23.8	21.3	25.1	-4.4%	-5.4%

Source: Company, MOFSL

Financials and valuation

Consolidated - Income Statement							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations	12,100	14,836	21,061	24,444	27,361	31,101	35,993
Change (%)	-8.0	22.6	42.0	16.1	11.9	13.7	15.7
Cost of services	306	1,348	3,469	1,020	911	1,111	1,296
Employees Cost	9,817	10,682	13,802	18,084	20,403	23,569	27,011
Other Expenses	1,309	2,032	2,792	3,998	4,381	4,541	5,235
Total Expenditure	11,432	14,062	20,063	23,101	25,695	29,220	33,542
% of Sales	94.5	94.8	95.3	94.5	93.9	94.0	93.2
EBITDA	668	774	998	1,342	1,665	1,881	2,450
Margin (%)	5.5	5.2	4.7	5.5	6.1	6.0	6.8
Depreciation	150	165	370	540	471	546	730
EBIT	518	609	627	803	1,194	1,335	1,720
Int. and Finance Charges	30	51	146	193	103	81	72
Other Income	63	144	60	236	357	283	288
PBT bef. EO Exp.	552	702	542	846	1,447	1,537	1,936
EO Items	0	0	0	0	0	0	0
PBT after EO Exp.	552	702	542	846	1,447	1,537	1,936
Total Tax	69	136	196	183	258	192	368
Tax Rate (%)	12.5	19.4	36.1	21.7	17.8	12.5	19.0
Minority Interest	25	21	-12	-17	2	4	0
Net Income - post NCI	458	545	358	679	1,188	1,341	1,568
Net Income (ESOP adj)	523	786	851	885	1,190	1,345	1,568
Change (%)	38.2	19.0	-34.3	89.8	74.8	12.8	17.0
Margin (%)	3.8	3.7	1.7	2.8	4.3	4.3	4.4

Consolidated - Balance Sheet							(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	528	528	530	669	670	670	670
Total Reserves	2,393	2,929	3,349	7,791	8,977	10,321	11,889
Net Worth	2,921	3,457	3,878	8,461	9,646	10,991	12,559
Minority Interest	0	0	0	0	0	0	0
Total Loans	563	1,958	3,727	1,663	1,703	2,738	3,129
Deferred Tax Liabilities	26	108	158	117	96	96	96
Capital Employed	3,510	5,523	7,763	10,241	11,445	13,825	15,784
Net Fixed Assets	283	678	1,232	933	959	1,671	1,818
Goodwill on Consolidation	577	1,591	2,384	2,503	2,437	2,387	2,337
Other Assets	1,019	1,423	1,536	2,049	2,324	1,309	1,431
Total Investments	40	0	38	16	351	351	351
Curr. Assets, Loans&Adv.	3,875	5,053	6,980	9,846	9,804	13,646	16,148
Inventory	50	63	70	70	79	87	95
Account Receivables	2,689	3,475	4,277	5,039	6,082	6,731	7,790
Cash and Bank Balance	446	573	1,147	836	1,185	4,263	5,474
Bank Balance	192	137	504	671	1,146	1,146	1,146
Loans and Advances	498	805	982	3,230	1,313	1,419	1,643
Curr. Liability & Prov.	2,284	3,222	4,406	5,107	4,431	5,540	6,301
Account Payables	319	457	793	793	895	1,108	1,183
Other Current Liabilities	1,965	2,765	3,613	4,315	3,536	4,433	5,117
Provisions	0	0	0	0	0	0	0
Net Current Assets	1,591	1,831	2,574	4,739	5,374	8,106	9,847
Appl. of Funds	3,510	5,523	7,764	10,241	11,445	13,825	15,784

Financials and valuation

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)							
EPS	8.5	10.5	6.8	11.4	17.7	20.3	23.8
Cash EPS	11.3	13.7	13.8	20.4	24.8	28.6	34.8
BV/Share	55.3	65.5	73.2	126.4	144.1	164.2	187.6
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)							
P/E	31.8	25.7	39.9	23.8	15.2	13.3	11.4
Cash P/E	23.9	19.7	19.6	13.2	10.9	9.5	7.8
P/BV	4.9	4.1	3.7	2.1	1.9	1.6	1.4
EV/Sales	1.2	1.0	0.8	0.7	0.7	0.5	0.4
EV/EBITDA	21.9	19.9	16.9	12.6	11.2	8.7	6.3
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	22.6	-5.2	-3.2	-2.5	-13.4	50.2	18.3
Return Ratios (%)							
RoE	17.1	17.1	9.8	11.0	13.1	13.0	13.3
RoCE	13.9	13.6	6.7	9.2	11.9	11.3	11.1
RoIC	19.0	17.8	9.4	10.2	13.2	15.1	17.0
Working Capital Ratios							
Asset Turnover (x)	3.4	2.7	2.7	2.4	2.4	2.2	2.3
Debtor (Days)	81	85	74	75	81	79	79
Creditor (Days)	10	11	14	12	12	13	12
Leverage Ratio (x)							
Net Debt/Equity	0.0	0.4	0.7	0.1	0.0	-0.2	-0.2

Consolidated - Cash Flow Statement

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
(INR m)							
OP/(Loss) before Tax	544	709	542	846	1,447	1,537	1,936
Depreciation	150	165	370	540	540	546	730
Interest & Finance Charges	86	220	538	274	-131	0	0
Direct Taxes Paid	-125	-214	-204	-415	-468	-192	-368
(Inc)/Dec in WC	630	-571	-98	-218	-879	2,621	-310
CF from Operations	1,285	309	1,148	1,026	508	4,511	1,989
Others	0	0	0	0	0	0	0
CF from Operating incl EO	1,285	309	1,148	1,026	508	4,511	1,989
(Inc)/Dec in FA	-68	-578	-1,315	-1,175	-1,404	-1,199	-778
Free Cash Flow	1,217	-269	-168	-149	-895	3,313	1,211
(Pur)/Sale of Investments	-115	59	-251	-2,315	1,446	0	0
Others	18	47	37	-74	144	0	0
CF from Investments	-165	-472	-1,530	-3,564	186	-1,199	-778
Issue of Shares	0	0	0	3,851	2	0	0
Inc/(Dec) in Debt	-783	429	428	-1,228	-45	-234	0
Interest Paid	-38	-95	652	-246	-257	0	0
Dividend Paid	0	0	0	0	0	0	0
Others	-25	-45	-125	-150	-46	0	0
CF from Fin. Activity	-846	289	956	2,227	-345	-234	0
Inc/Dec of Cash	274	126	574	-311	349	3,078	1,211
Opening Balance	173	446	572	1,146	836	1,185	4,263
Closing Balance	447	572	1,146	835	1,185	4,263	5,474

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://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, nor its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost 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, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com.

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

Grievance Redressal Cell:

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

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

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