

## Where aspiration meets adventure!

### *Focus on the premium portfolio with margin discipline as Jaipur ramp up imminent*

We met with Mr. Sudhir Jatia, Chairman & Managing Director of Safari Industries (SI), to discuss the company's medium-to-long-term growth strategy across its brand portfolio, with a focus on growth aspirations and market share enhancement following the operationalization of the Jaipur plant. The following are the key takeaways from our discussion:

### Strategic direction and growth priorities

- SI is entering its "Safari 3.0" phase, marked by strong back-end readiness and a renewed focus on front-end brand building as well as elevating customer experience.
- The company targets double-digit revenue growth over the long term, with aspirations to consistently outperform industry averages.
- Management noted that achieving industry leadership is less challenging than sustaining it; accordingly, their strategy prioritizes long-term, sustainable leadership over short-term market share gains.
- A robust capital structure and healthy cash flows enable SI to pursue growth independently, unlike many PE-backed competitors operating on shorter investment horizons (typically 3-5 years).
- The company remains open to acquiring D2C brands if the right synergies are present, reflecting a willingness to pursue inorganic expansion where strategically appropriate.

### Jaipur facility and manufacturing ecosystem

- Stabilization of the Jaipur plant remains a top operational priority, with full efficiency gains expected to be realized from 4QFY26 onwards.
- The facility features robotics-enabled processes and operates with support from a 5MW rooftop solar installation, which is anticipated to improve EBITDA margins by 1-2%.
- SI is developing a comprehensive manufacturing ecosystem at Jaipur, thereby minimizing reliance on third-party suppliers—unlike some competitors.
- Additional production capabilities are executed in collaboration with the Jaipur Central Jail facility, enabling reduced dependency on conventional labor resources.
- SI has established itself as the largest wheel manufacturer, further reinforcing its scale advantage in the industry.
- Although SI received offers to set up overseas manufacturing plants with an attractive two-year payback period, the management has strategically chosen to concentrate on domestic consolidation through the Jaipur facility.

### Competition and industry dynamics

- SI and Samsonite are currently the only consistently profitable companies in the Indian luggage sector, demonstrating resilient business models and financial discipline.
- Management is strategically leveraging SI's superior cost structure to ensure that VIP Industries does not achieve EBITDA profitability over the next 18 months, reinforcing SI's competitive advantage.
- Although PE-backed entrants may resort to aggressive capital infusion, SI's established presence and robust cash flows offer significant protection against such competitive pressures.
- Historical evidence suggests that price wars are unlikely to destabilize SI, as the company has successfully maintained operational and financial stability during previous market disruptions.

### Safari Industries



**Mr. Sudhir Jatia, Chairman & Managing Director**

**Mr. Jatia brings over 28 years of extensive experience in the domestic luggage industry. He was appointed Managing Director of SI on 18<sup>th</sup> Apr'12. He holds a commerce degree from Mumbai University and has completed the Owner/President Management Program at Harvard Business School.**

**Our initiating coverage report dated 11<sup>th</sup> Sep'25**

**[Travel, mobility, and aspirations unlock Luggage 2.0!](#)**

- Management identifies the primary threat in the market as highly aggressive new-age entrepreneurs, rather than established incumbents such as VIP or other legacy players.
- Deflation in selling prices, a trend seen in industries like television, is now noticeable in the luggage market; however, SI's strong brand equity allows it to maintain pricing power.

### Brand strategy and premiumization

- Approximately 80% of SI's revenue is generated by the Safari brand, which is positioned as an upper-mass-market offering.
- Magnum is evolving into an online-first brand, while Safari is focused on scaling its presence in the offline mass-premium segment.
- Safari Select and Urban Jungle brands are projected to contribute around 15% of total revenue within the next two years, and Urban Jungle is likely to contribute ~15% of revenue in two years.
- Both Genie and Urban Jungle have already surpassed the INR1b revenue mark, with Urban Jungle currently accounting for 4-5% of overall revenue.
- The Safari brand commands a 10-15% price premium over mass-market competitors such as Aristocrat and Kamiliant, without compromising on growth or margins.
- Premium brands are currently imported with an approximate 90-day inventory cycle; SI plans to gradually transition premium manufacturing in-house, with Urban Jungle identified as a key candidate for this shift.

### Sales channels and market presence

- The revenue distribution across regions follows the order: North > West > South > East.
- SI is expanding its airport presence, having established partnerships with 15 airports—including Jaipur, Mumbai, and Guwahati—with exclusive brand outlets (EBOs) expected to open by December 2025.
- Urban Jungle outlets are already operational in most major airports, strengthening the brand's premium positioning in travel retail.
- E-commerce partnerships remain robust; notably, SI has secured more favorable terms with Flipkart compared to its competitors.
- The CSD channel currently contributes 6-7% of revenue and is anticipated to maintain this steady level.
- The backpack segment faces a significant challenge due to a high prevalence (60-65%) of duplicate products in the market, limiting the ability to fully leverage brand strength.

### Exports and global outlook

- Exports are not currently a focus for SI, as management believes establishing domestic leadership is a necessary prerequisite before pursuing global expansion.
- Previously, limited manufacturing capacity constrained SI's ability to meet overseas demand; with the Jaipur facility now operational, the company may consider export opportunities in the future.
- The strategic priority remains achieving market dominance within India, rather than prematurely diverting resources to international markets.

### Leadership and organization

- Mr. Sudhir Jatia recently marked 14 years of leadership at SI, underscoring his long-term commitment to the company.
- While the overall employee headcount is expected to remain stable, there will be a continuous focus on enhancing the quality of manpower.
- Moving forward, Mr. Jatia plans to concentrate more on front-end operations, leveraging the now well-established back-end ecosystem.
- An active succession plan is underway, with a leadership transition anticipated within the next 3-4 years.
- The company's philosophy emphasizes enduring continuity, aiming to position SI as a 50-year-plus institution, distinct from PE-backed peers with shorter-term investment horizons.

## Valuation and view: Robust outlook maintained; reiterate BUY

- SI, a leading player in the mass-luggage industry with ~30% share between the top 3 players, has outpaced industry growth and reported a revenue CAGR of 36% over FY22-25.
- During FY22-25, SI recorded a CAGR of 36%/60%/65% in revenue/EBITDA/PAT, with a 12.7% EBITDA margin. We model a revenue/ EBITDA/APAT CAGR of 16%/25%/27% over FY25-FY28, led by volume growth and an improving margin profile.
- Management aims to double revenue (Rs40b) over the next 4-5 years while maintaining gross margins of ~45-47% and EBITDA margins of ~14-16%, based on the current outlook.
- We expect SI to deliver industry-beating growth and expand its market share by focusing on 1) building the Urban Jungle brand along with SI-Select (premium positioning), 2) ramping up capacity utilization at Jaipur, 3) developing in-house manufacturing of ancillary components, and 4) adding 50 EBOs every year.
- **With strong operating performance, improving FCF to INR2.7b in FY28E, and an expansion in RoE to 19.4% in FY28E from 16.1% in FY25, we reiterate our BUY rating with a DCF-based TP of INR2,700 (based on an implied P/E of 50x on Sep'27).**

## Story in charts

Exhibit 1: Scenario analysis – Bull case

	FY26E	FY27E	FY28E
Net Revenue	20,639	24,148	28,253
EBITDA	3,220	3,813	4,506
APAT	2,132	2,525	3,013
Change YoY (%)	49.3	18.4	19.3
Revenue Growth (%)	16.5	17	17
EBITDA Margin (%)	15.6	15.8	16.0
RoE (%)	20.3	20.1	20.1
EPS	43.6	51.7	61.6
Target price (INR)	2,900		
Upside (%)	32%		

Source: MOFSL

Exhibit 2: Scenario analysis – Bear case

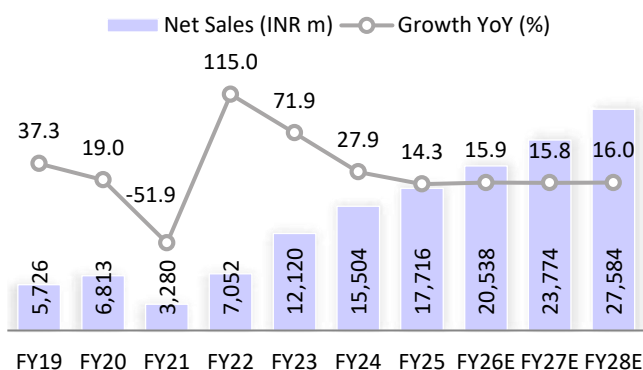
	FY26E	FY27E	FY28E
Net Revenue	20,373	23,429	26,944
EBITDA	3,117	3,629	4,217
APAT	2,055	2,387	2,796
Change YoY (%)	43.9	16.2	17.1
Revenue Growth (%)	15.0	15.0	15.0
EBITDA Margin (%)	15.3	15.5	15.7
RoE (%)	19.7	19.2	18.9
EPS	42.0	48.8	57.2
Target price (INR)	2,500		
Upside (%)	13%		

Source: MOFSL

Exhibit 3: Brand-wise portfolio positioning

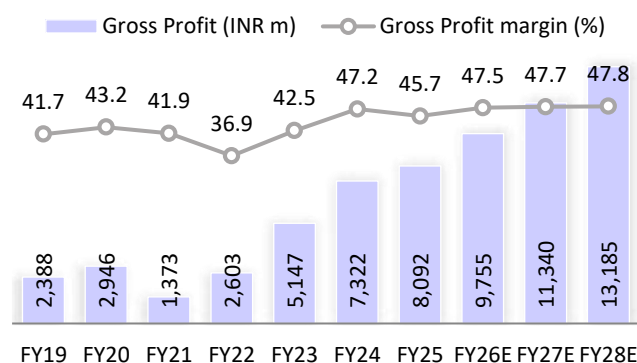
Brand	Category Focus	Target Audience	Price Segment
Safari	❖ Hard & soft luggage, backpacks, school bags, laptop bags, duffle bags	❖ Value-conscious families, students, and young professionals	❖ Value and Premium
Urban Jungle	❖ Hard & soft luggage, duffle bags, backpacks	❖ Young Affluent	❖ Premium
Genie	❖ Hard & soft luggage, backpacks	❖ Young Girls and Women	❖ Value and Premium
Magnum	❖ Hard & soft luggage, backpacks	❖ Mass aspirational consumer segment	❖ Value
Genius	❖ Soft luggage, duffle bags, backpacks	❖ Kids	❖ Value and Premium

**Exhibit 4: Revenue to exhibit a 16% CAGR over FY25-28E**



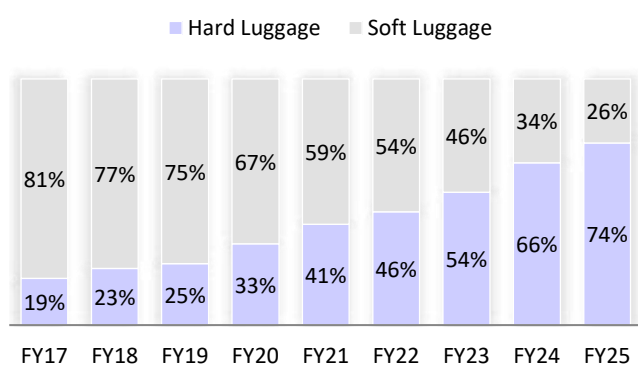
Source: Company, MOFSL

**Exhibit 5: Gross margin set to reach 47.8% by FY28E**



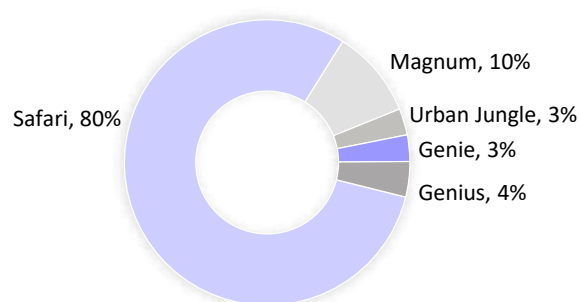
Source: Company, MOFSL

**Exhibit 6: Category-wise revenue share trend**



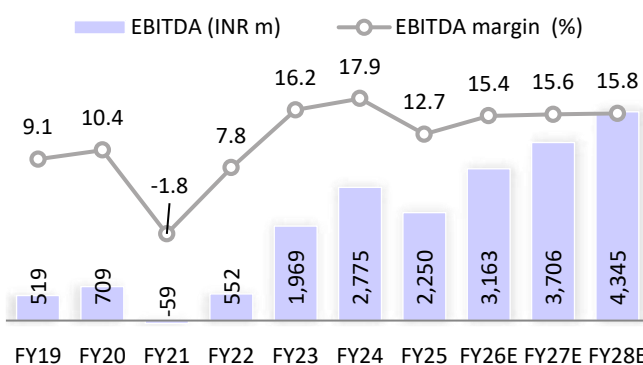
Source: Company, MOFSL

**Exhibit 7: Brand-wise revenue share (FY25)**



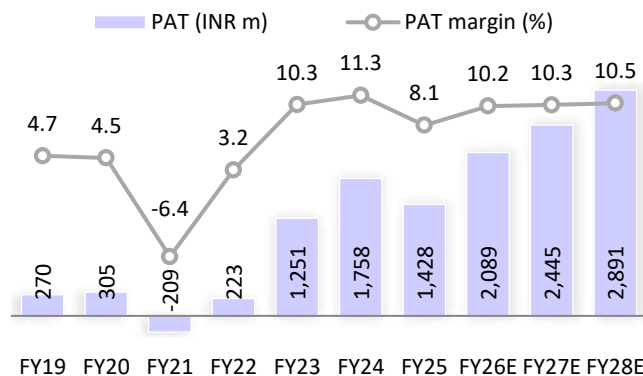
Source: Company, MOFSL

**Exhibit 8: EBITDA margin would expand ~321bp to 15.9% over FY25-28E**



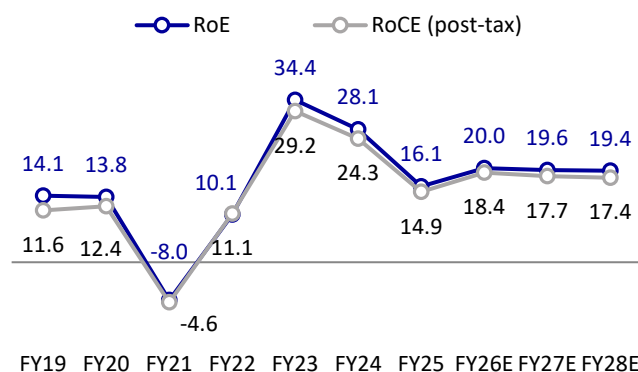
Source: Company, MOFSL

**Exhibit 9: PAT margin to reach 10.6% by FY28E**



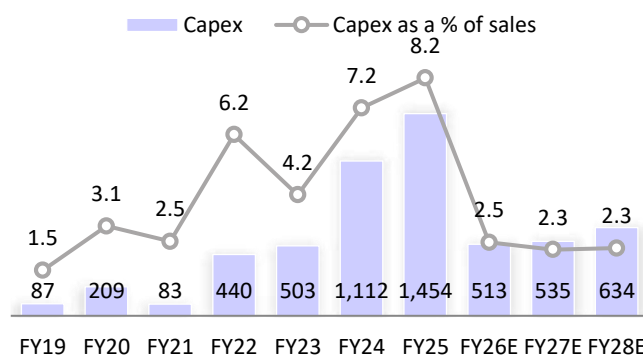
Source: Company, MOFSL

**Exhibit 10: RoE to reach 19.4% in FY28E**



Source: Company, MOFSL

**Exhibit 11: Capex as a % of sales likely to stabilize at ~2%**



Source: Company, MOFSL

## Financials and valuations

### Consolidated - Income Statement

	(INRm)							
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Net Sales</b>	<b>3,280</b>	<b>7,052</b>	<b>12,120</b>	<b>15,504</b>	<b>17,716</b>	<b>20,538</b>	<b>23,774</b>	<b>27,584</b>
<i>Change (%)</i>	<i>-51.9</i>	<i>115.0</i>	<i>71.9</i>	<i>27.9</i>	<i>14.3</i>	<i>15.9</i>	<i>15.8</i>	<i>16.0</i>
Raw Materials	1,907	4,448	6,973	8,182	9,624	10,782	12,434	14,399
<b>Gross Profit</b>	<b>1,373</b>	<b>2,603</b>	<b>5,147</b>	<b>7,322</b>	<b>8,092</b>	<b>9,755</b>	<b>11,340</b>	<b>13,185</b>
Employee Cost	599	664	858	976	1190	1368	1573	1786
Other Expenses	834	1388	2321	3571	4652	5225	6061	7055
<b>Total Expenses</b>	<b>3,339</b>	<b>6,500</b>	<b>10,151</b>	<b>12,729</b>	<b>15,466</b>	<b>17,375</b>	<b>20,068</b>	<b>23,239</b>
<i>% of Net Sales</i>	<i>101.8</i>	<i>92.2</i>	<i>83.8</i>	<i>82.1</i>	<i>87.3</i>	<i>84.6</i>	<i>84.4</i>	<i>84.2</i>
<b>EBITDA</b>	<b>-59</b>	<b>552</b>	<b>1969</b>	<b>2775</b>	<b>2250</b>	<b>3163</b>	<b>3706</b>	<b>4345</b>
<i>EBITDAM (%)</i>	<i>-1.8</i>	<i>7.8</i>	<i>16.2</i>	<i>17.9</i>	<i>12.7</i>	<i>15.4</i>	<i>15.6</i>	<i>15.8</i>
Depn. & Amortization	204	199	333	518	591	610	710	793
<b>EBIT</b>	<b>-264</b>	<b>353</b>	<b>1636</b>	<b>2257</b>	<b>1659</b>	<b>2552</b>	<b>2997</b>	<b>3551</b>
Net Interest	58	49	80	95	88	80	72	64
Other income	33	80	95	139	285	313	335	369
<b>PBT</b>	<b>-288</b>	<b>384</b>	<b>1650</b>	<b>2301</b>	<b>1856</b>	<b>2786</b>	<b>3260</b>	<b>3855</b>
EO expense	0	93	0	0	0	0	0	0
<b>PBT after EO</b>	<b>-288</b>	<b>291</b>	<b>1650</b>	<b>2301</b>	<b>1856</b>	<b>2786</b>	<b>3260</b>	<b>3855</b>
Tax	-80	67	400	543	428	696	815	964
Rate (%)	27.6	23.2	24.2	23.6	23.0	25.0	25.0	25.0
<b>Reported PAT</b>	<b>-209</b>	<b>223</b>	<b>1251</b>	<b>1758</b>	<b>1428</b>	<b>2089</b>	<b>2445</b>	<b>2891</b>
Minority and Associates								
<b>Adjusted PAT</b>	<b>-209</b>	<b>295</b>	<b>1251</b>	<b>1758</b>	<b>1428</b>	<b>2089</b>	<b>2445</b>	<b>2891</b>
<i>Change (%)</i>	<i>-168.4</i>	<i>-241.2</i>	<i>324.7</i>	<i>40.5</i>	<i>-18.8</i>	<i>46.3</i>	<i>17.0</i>	<i>18.3</i>

### Consolidated - Balance Sheet

	(INRm)							
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Share Capital	95	95	95	98	98	98	98	98
Reserves	2,738	2,918	4,162	8,137	9,437	11,312	13,506	16,101
<b>Net Worth</b>	<b>2,833</b>	<b>3,013</b>	<b>4,257</b>	<b>8,235</b>	<b>9,535</b>	<b>11,410</b>	<b>13,604</b>	<b>16,199</b>
Minority Interest								
Total Loans	367	556	1,394	1,463	1,248	1,598	1,948	2,298
Deferred Tax Liability	-109	-70	-37	-63	-77	-77	-77	-77
<b>Capital Employed</b>	<b>3,091</b>	<b>3,499</b>	<b>5,614</b>	<b>9,634</b>	<b>10,707</b>	<b>12,931</b>	<b>15,476</b>	<b>18,421</b>
Gross Block	538	834	1,487	1,981	3,411	3,925	4,460	5,094
Less: Accum. Depn.	166	300	417	591	802	1,182	1,616	2,089
<b>Net Fixed Assets</b>	<b>372</b>	<b>534</b>	<b>1,070</b>	<b>1,390</b>	<b>2,609</b>	<b>2,743</b>	<b>2,844</b>	<b>3,005</b>
Capital WIP	1	197	-	10	124	124	124	124
Other Non-Current Assets	684	533	927	1,744	1,700	1,920	2,094	2,224
<b>Current Assets</b>	<b>2,847</b>	<b>3,355</b>	<b>5,447</b>	<b>8,235</b>	<b>8,682</b>	<b>10,483</b>	<b>13,106</b>	<b>16,181</b>
Inventory	1,140	1,461	2,664	2,694	3,504	3,545	3,748	3,945
Account Receivables	906	1,146	1,693	1,654	2,429	2,330	2,567	2,827
<b>Cash and Cash Equivalent</b>	<b>655</b>	<b>592</b>	<b>865</b>	<b>2,184</b>	<b>2,250</b>	<b>4,110</b>	<b>6,294</b>	<b>8,911</b>
Cash	44	22	29	390	116	1,975	4,159	6,776
Bank Balances	611	571	836	1,794	2,135	2,135	2,135	2,135
Others	146	156	225	1,703	498	498	498	498
<b>Current Liability &amp; Provisions</b>	<b>812</b>	<b>1,119</b>	<b>1,829</b>	<b>1,745</b>	<b>2,409</b>	<b>2,338</b>	<b>2,692</b>	<b>3,113</b>
Account Payables	700	1,001	1,665	1,522	2,000	1,973	2,275	2,635
Provisions & Others	113	118	164	223	409	365	417	478
<b>Net Current Assets</b>	<b>2,034</b>	<b>2,236</b>	<b>3,618</b>	<b>6,490</b>	<b>6,273</b>	<b>8,145</b>	<b>10,414</b>	<b>13,068</b>
<b>Application of Funds</b>	<b>3,091</b>	<b>3,499</b>	<b>5,615</b>	<b>9,634</b>	<b>10,707</b>	<b>12,932</b>	<b>15,476</b>	<b>18,421</b>

E: MOFSL Estimates

## Financials and valuations

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>Adjusted EPS</b>	-4.4	6.2	26.4	36.1	29.2	42.7	50.0	59.1
Growth (%)	-168.4	-241.2	326.0	36.7	-19.0	46.3	17.0	18.3
Cash EPS	-0.1	10.4	33.4	46.7	41.3	55.2	64.5	75.4
Book Value Per Share	59.6	63.3	89.8	168.9	195.0	233.4	278.3	331.4
DPS	0.0	0.8	3.5	5.5	1.5	4.4	5.1	6.1
Payout (incl. Div. Tax.)	0.0	12.9	13.3	15.3	5.1	10.3	10.3	10.3
<b>Valuation (x)</b>								
P/E	-502.7	355.9	83.6	61.1	75.5	51.6	44.1	37.3
Cash P/E	-24245.6	212.5	66.0	47.2	53.4	39.9	34.2	29.2
P/BV	37.0	34.8	24.6	13.1	11.3	9.4	7.9	6.7
EV/EBITDA	-1763.2	189.9	53.4	38.5	47.4	33.3	27.9	23.3
EV/Sales	31.9	14.9	8.7	6.9	6.0	5.1	4.3	3.7
Dividend Yield (%)	0.0	0.0	0.2	0.2	0.1	0.2	0.2	0.3
<b>Profitability Ratios (%)</b>								
RoE	-8.0	10.1	34.4	28.1	16.1	20.0	19.6	19.4
RoCE (post-tax)	-4.6	11.1	29.2	24.3	14.9	18.4	17.7	17.4
RoIC (post-tax)	-8.1	13.8	41.3	36.2	20.7	28.6	32.7	37.7
<b>Turnover Ratios</b>								
Asset Turnover (x)	1.1	2.0	2.2	1.6	1.7	1.6	1.5	1.5
Inventory (Days)	127	76	80	63	72	63	58	52
Debtor (Days)	101	59	51	39	50	41	39	37
Payable (Days)	78	52	50	36	41	35	35	35
<b>Leverage Ratio</b>								
Net Debt/Equity (x)	-0.1	0.0	0.1	-0.1	-0.1	-0.2	-0.3	-0.4

### Consolidated - Cash Flow Statement

(INRm)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
<b>EBITDA</b>	<b>-59</b>	<b>552</b>	<b>1,969</b>	<b>2,775</b>	<b>2,250</b>	<b>3,163</b>	<b>3,706</b>	<b>4,345</b>
WC	1,078	-452	-1,171	-128	-1,332	-13	-85	-37
Others	87	83	70	74	50	-	-	-
Direct taxes (net)	12	-26	-361	-552	-395	-696	-815	-964
<b>CF from Op. Activity</b>	<b>1,118</b>	<b>156</b>	<b>506</b>	<b>2,169</b>	<b>573</b>	<b>2,454</b>	<b>2,806</b>	<b>3,344</b>
Capex	-83	-440	-503	-1,112	-1,454	-513	-535	-634
<b>FCFF</b>	<b>1,035</b>	<b>-284</b>	<b>3</b>	<b>1,057</b>	<b>-881</b>	<b>1,940</b>	<b>2,271</b>	<b>2,709</b>
Interest income	1	63	47	75	197	313	335	369
Others	-894	341	-239	-2,416	1,160	-450	-450	-450
<b>CF from Inv. Activity</b>	<b>-976</b>	<b>-37</b>	<b>-695</b>	<b>-3,453</b>	<b>-97</b>	<b>-650</b>	<b>-650</b>	<b>-716</b>
Share capital	749	-1	3	8	6	-	-	-
Borrowings	-719	13	494	2,104	-216	-	-	-
Finance cost	-58	-50	-79	-95	-89	-80	-72	-64
Dividend	-	-	-53	-106	-146	-214	-251	-297
Others	-76	-103	-168	-266	-306	350	350	350
<b>CF from Fin. Activity</b>	<b>-104</b>	<b>-141</b>	<b>196</b>	<b>1,645</b>	<b>-751</b>	<b>56</b>	<b>28</b>	<b>-11</b>
<b>(Inc)/Dec in Cash</b>	<b>38</b>	<b>-21</b>	<b>7</b>	<b>361</b>	<b>-274</b>	<b>1,860</b>	<b>2,184</b>	<b>2,617</b>
Opening balance	4	43	22	29	390	116	1,975	4,159
<b>Closing balance</b>	<b>43</b>	<b>22</b>	<b>29</b>	<b>390</b>	<b>116</b>	<b>1,975</b>	<b>4,159</b>	<b>6,776</b>

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



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

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

#### Disclosures

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

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

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

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

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

#### Regional Disclosures (outside India)

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

#### For Hong Kong:

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

#### For U.S.

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

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

#### For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA.

Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

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

Nainesh Rajani

Email: [nainesh.rajani@motilaloswal.com](mailto:nainesh.rajani@motilaloswal.com)

Contact: (+65) 8328 0276

#### Specific Disclosures

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

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

The associates of MOFSL may have:

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

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

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

#### Analyst Certification

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

#### Terms & Conditions:

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

#### Disclaimer:

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

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

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

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

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

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

Grievance Redressal Cell:

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

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

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