

Can Fin Homes

BSE SENSEX	S&P CNX
83,468	25,585



Bloomberg	CANFIN
Equity Shares (m)	133
M.Cap.(INRb)/(USDb)	107 / 1.2
52-Week Range (INR)	898 / 559
1, 6, 12 Rel. Per (%)	2/6/-11
12M Avg Val (INR M)	338

Financials & Valuations (INR b)

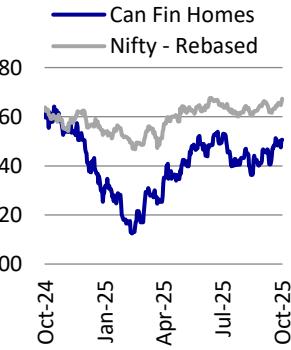
Y/E March	FY25	FY26E	FY27E
NII	13.5	15.3	16.8
PPP	11.5	12.9	14.0
PAT	8.6	9.6	10.5
EPS (INR)	64.4	72.2	79.0
EPS Gr. (%)	14	12	10
BV/Sh. (INR)	381	440	505
Ratios			
NIM (%)	3.75	3.83	3.74
C/I ratio (%)	17.1	17.9	19.0
RoAA (%)	2.2	2.2	2.2
RoE (%)	18.2	17.6	16.7
Payout (%)	18.6	18.0	17.7
Valuation			
P/E (x)	12.2	10.9	9.9
P/BV (x)	2.1	1.8	1.6
Div. Yield (%)	1.5	1.7	1.8

Shareholding pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	30.0	30.0	30.0
DII	24.5	24.7	27.8
FII	12.1	12.1	11.5
Others	33.4	33.2	30.7

FII Includes depository receipts

Stock performance (one year)



CMP: INR803

TP: INR870 (+8%)

Neutral

Early green shoots in core markets; NIM to remain in focus

Gradual revival in key states; digital transformation also a monitorable

- Can Fin Homes (CANF) is showing early signs of revival, with business momentum gradually improving across its key markets of Karnataka and Telangana. Disbursements in these states are witnessing steady growth, supported by stronger housing demand, improved customer sentiment, and stabilizing policy conditions, particularly for e-Khata issuances (in Karnataka) and Project Hydra (in Telangana).
- The company's ongoing digital transformation remains on track, targeting process efficiency, automation, and enhanced customer engagement, albeit with some near-term pressure on operating costs.
- NIM is expected to benefit from declining borrowing costs and a gradual shift toward higher-yielding segments (self-employed and LAP), even as the impact of annual resets continues to play out over the next few quarters.
- Asset quality remains strong, reflecting the company's high-quality, predominantly salaried borrower base and its disciplined underwriting approach.
- While near-term profitability is likely to be impacted by elevated opex arising from technology investments and staff salary revisions, the medium-term outlook remains constructive, supported by expectations of gradual improvement in loan growth and stable credit metrics. We expect CANF to deliver NII/PPOP/PAT CAGR of 13%/12%/13% over FY25-28, with RoA/RoE of 2.2%/17% in FY28. We reiterate our Neutral rating, as loan growth is expected to remain muted in the near term, and business volumes could face disruptions amid the ongoing technology transformation.

Revival momentum building gradually in Karnataka and Telangana

- Business activity in CANF's key states, Karnataka and Telangana, has started to rebound after a period of softness. Disbursements in Karnataka are expected to exceed INR2.5b in Sep'25, aided by improving housing demand and supportive government measures. Telangana, too, is witnessing renewed traction following the formation of a new government and the cessation of demolitions under Project Hydra, which has significantly restored customer confidence.
- CANF anticipates monthly disbursements to cross INR1b in Telangana, recovering from the low base of INR700m earlier. With momentum likely to strengthen in 2HFY26, the company has guided for disbursement growth of ~20% in FY26. This recovery will be underpinned by contributions from newly opened branches, a stronger sales team, and improved housing activity in its core southern markets. **We estimate CANF to deliver an AUM CAGR of 13% and disbursement CAGR of ~18% over FY25-28.**

Tech transformation plan on track

- CANF's digital transformation program remains a key strategic focus, aimed at building operational scalability and customer centricity. The transformation is being executed in two phases, with Phase I covering ALM and treasury systems (was planned to be completed by Oct'25) and Phase II covering core LOS, LMS, DOS, and deposit modules (by Nov'25). The initiative seeks to digitize key workflows, automate processes, strengthen risk controls, and enhance user experience through secure and integrated platforms.
- While the rollout may temporarily disrupt operations, management remains confident of minimizing the transitional impact and achieving its guided disbursement growth of 20% for FY26. Over time, these technology upgrades are expected to enhance efficiency, reduce turnaround times, and improve long-term cost productivity.

Impact of annual interest rate reset yet to be realized in yields and spreads

- Around 67% of CANF's borrowers are on an annual interest rate reset cycle, implying that the full impact on portfolio yields will materialize over the next six to nine months.
- CANF has already passed on partial rate benefits (~25bp) to one-third of its customers under the quarterly interest rate reset regime. However, with a large portion of the loan book still on annual reset, downward revision in yields (which, in turn, is linked to the company's PLR) is still a few quarters away. Consequently, the impact on NIM will have to be closely monitored. Near-term profitability will remain sensitive to the pace of reset pass-through and the reduction in CoF.

E-khata progress continues, though operational challenges persist

- The e-khata initiative in Karnataka continues to progress well, providing long-term structural benefits for housing demand and property formalization. The government's push to digitize property records under the "Eswathu to Doorsteps" campaign has resulted in the creation of ~9.7m e-khatas, improving transparency and credit access for property owners.
- In Karnataka, Mysuru, Belagavi, and Vijayapura have led adoption, reflecting growing digitization beyond metro markets. However, operational challenges, such as document mismatches, data discrepancies, and limited digital literacy in rural areas, continue to hinder seamless implementation. Despite these issues, the e-Khata initiative remains a structural tailwind for organized housing credit, particularly for lenders like CANF with a deep presence in the state.
- The Karnataka government has introduced services such as the conversion of B-Khata properties to A-Khata, issuance of e-Khata through Seva Kendra for a nominal fee, and a self-help tool to assist with online e-Khata registration. Additionally, the government plans to make e-Khatas mandatory for property registration from Oct/Nov'25.
- Although there have been positive developments post the rollout of e-Khatas, some challenges have emerged. In Bengaluru, property owners face issues such as document mismatches (mismatch between full names and initials across sale deeds, Aadhar, and passports), errors in jointly-owned properties (issuance of e-Khata only in the name of one co-owner), discrepancies in built-up areas and parking details, and inaccuracies in property size declarations that trigger surprise tax notices. Due to the system's strict data-matching protocols and software limitations, owners often have to visit government offices to resolve these issues.

Declining CoF and higher-yielding segments to support near-term margins

- CANF's NIM is expected to improve in the near term, supported by declining borrowing costs, portfolio mix optimization, and a lag in passing on lower CoB to the customers. The company aims to increase the share of higher-yielding non-housing loans to ~20% by FY28 (from 11% in FY23), alongside a higher proportion of self-employed non-professional (SENP) borrowers.
- Incremental CoF has already declined to <7.3%, driven by cheaper bank borrowings and NCD issuances. Further rate cuts on NHB borrowings could add to the benefit. While smaller affordable housing peers have not yet passed on the rate benefits, CANF's conservative approach to transmission will provide interim support to spreads in the near term.
- With ~67% of the total portfolio being on annual reset as of Jun'25 (down from ~72% in Mar'25) and only 5% of overall customers (including new customers) shifting to quarterly reset in 1QFY26, the full impact on NIM will remain a key monitorable. We expect NIM to expand ~10bp YoY to ~3.8% in FY26, aided by a declining CoF, lagged PLR transmission, and higher-yielding portfolio shift.
- Management has guided for a cost-to-income ratio (CIR) of 18% for FY26 and ~19% by FY27 (vs the earlier guidance of 17-18%). We expect CIR to remain elevated in the 18-19% over FY26-28, due to: a) investments in branch expansion and employee headcount, and b) tech transformation expenses. However, the growing share of direct business (as DSA dependence declines further) and digitization benefits are expected to support cost rationalization in the medium term.

Stable asset quality; outlook positive

- Asset quality remains healthy, with delinquencies declining to the lowest level in five quarters. The stability in credit performance is driven by CANF's high-quality borrower base, with over 80% of customers having CIBIL scores of over 700 and minimal exposure to high-risk categories.
- Management has guided for credit costs of ~15bp for FY26, in line with our estimate of 14–16bp, reflecting disciplined underwriting and stable collections. With improved disbursement quality and tightening of sourcing norms, we expect asset quality to remain resilient for the company.

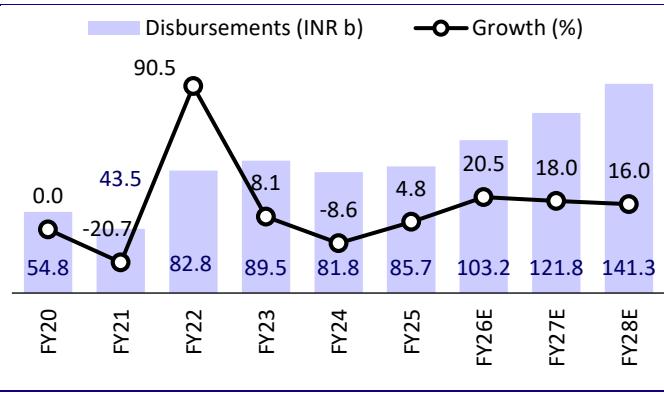
Valuation and view: Recovery taking root, but NIM trajectory warrants monitoring

- We believe the business momentum in Karnataka and Telangana marks the beginning of a broader revival for CANF, supported by branch expansion, strengthening of sales capability, and a well-executed digital transformation strategy. While operating costs are likely to remain elevated in the near term, long-term benefits from efficiency gains and lower CoF are expected to support profitability.
- With stable asset quality and moderate loan growth, CANF remains a steady compounder, though near-term valuation upside appears capped until margin normalization plays out and steady-state normalized loan growth improves to ~14-15%. We expect CANF to deliver a NII/PPOP/PAT CAGR of 13%/12%/13% over FY25-28 and RoA/RoE of 2.2%/17% in FY28. Reiterate a Neutral rating on the stock with a TP of INR870 (based on 1.6x Sep'27E P/BV).

Exhibit 1: Valuation matrix of CANF and its peers

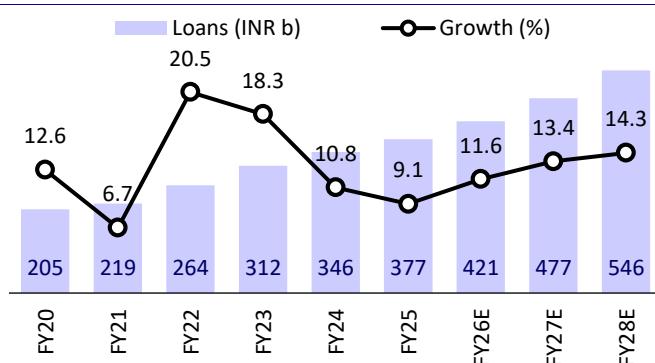
Val summary	Rating	CMP	TP	Mkt. Cap	EPS (INR)		BV (INR)		RoA (%)		RoE (%)		P/E (x)		P/BV (x)	
		(INR)	(INR)	(INRb)	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
CanFin	Neutral	801	870	107	72.2	79.0	440	505	2.2	2.2	17.6	16.7	11.1	10.1	1.8	1.6
LIC HF	Neutral	572	640	315	97.4	105.6	736	820	1.6	1.7	14.0	13.6	5.9	5.4	0.8	0.7
PNB HF	Buy	853	1,050	222	87.5	98.3	731	820	2.5	2.4	12.7	12.7	9.8	8.7	1.2	1.0
Bajaj Housing	Neutral	109	120	906	3.1	3.8	27	31	2.2	2.2	12.1	13.1	35.2	28.6	4.0	3.5
Aavas	Neutral	1,619	1,800	128	80.3	97.6	631	729	3.2	3.3	13.6	14.4	20.2	16.6	2.6	2.2
HomeFirst	Buy	1,219	1,530	126	51.7	64.2	414	473	3.9	4.0	15.7	14.5	23.6	19.0	2.9	2.6
Repco	Neutral	394	400	25	69.9	73.6	595	664	2.9	2.7	12.4	11.7	5.6	5.4	0.7	0.6

Exhibit 2: Disbursements to improve going forward...



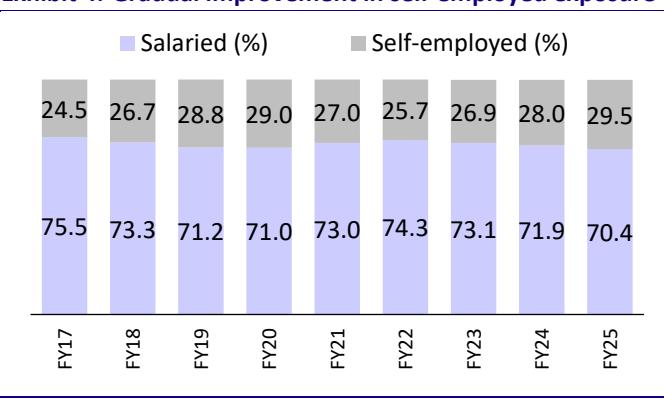
Source: MOFSL, Company

Exhibit 3: ...eventually leading to growth in loan book



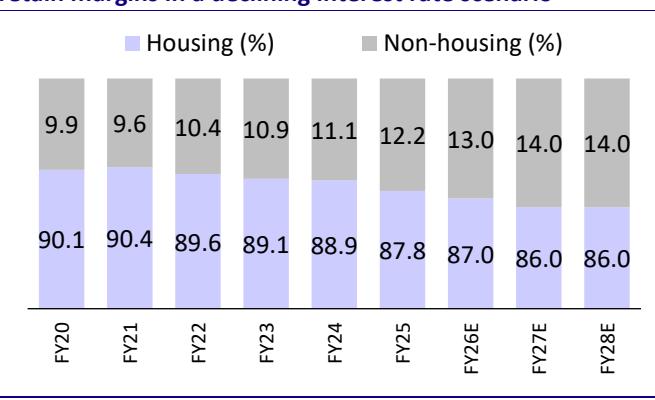
Source: MOFSL, Company

Exhibit 4: Gradual improvement in self-employed exposure



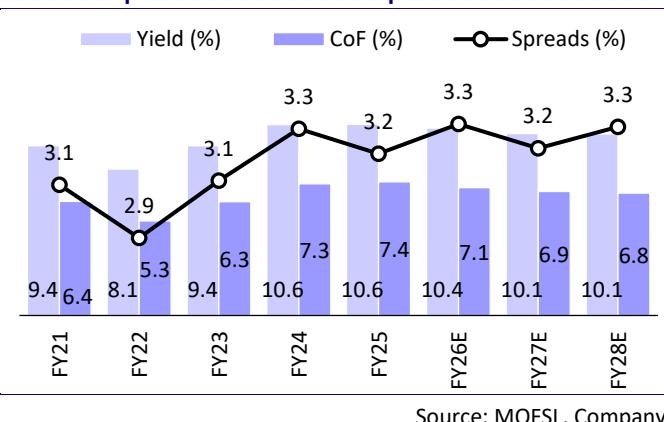
Source: MOFSL, Company

Exhibit 5: Rising share of non-housing portfolio to help retain margins in a declining interest rate scenario



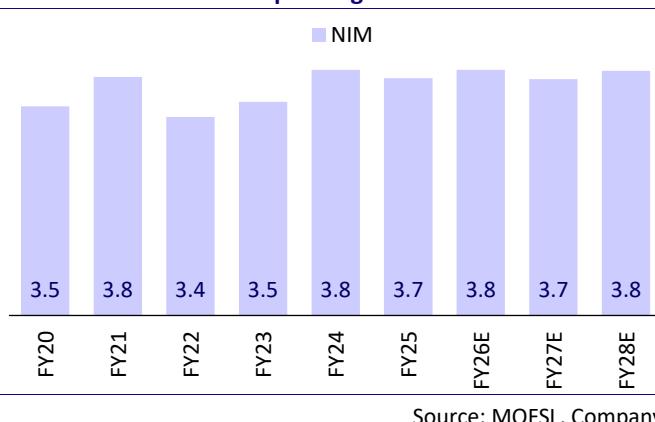
Source: MOFSL, Company

Exhibit 6: Spreads to witness an improvement...



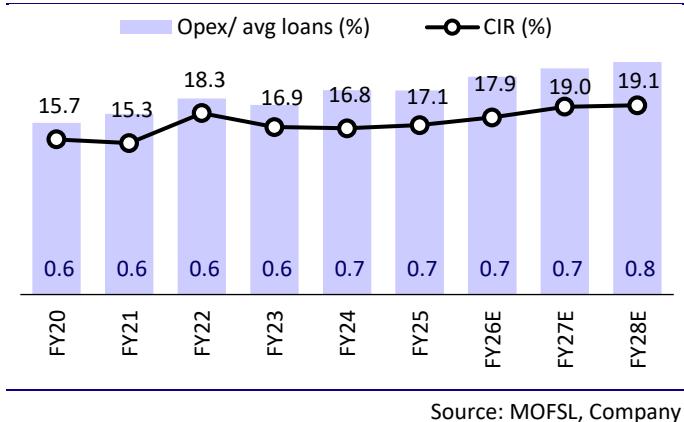
Source: MOFSL, Company

Exhibit 7: ...with NIMs expanding



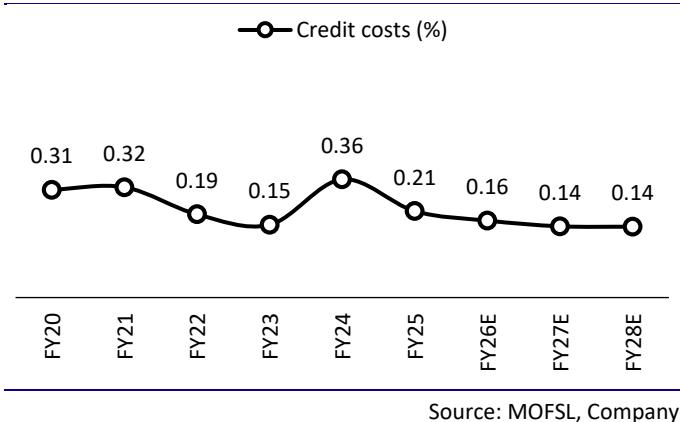
Source: MOFSL, Company

Exhibit 8: Opex to inch up...



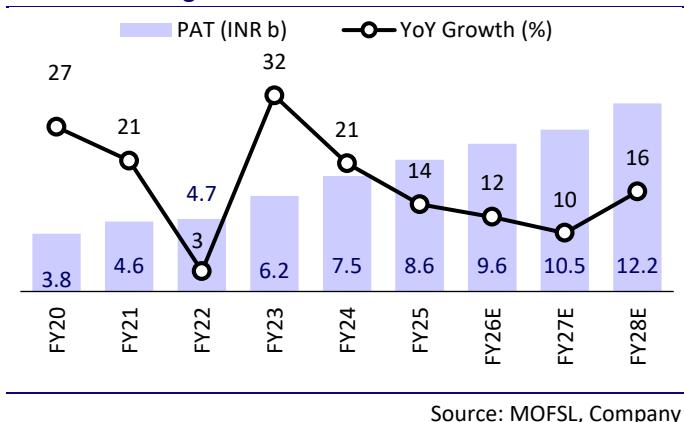
Source: MOFSL, Company

Exhibit 9: ...but impact to be offset by benign credit costs



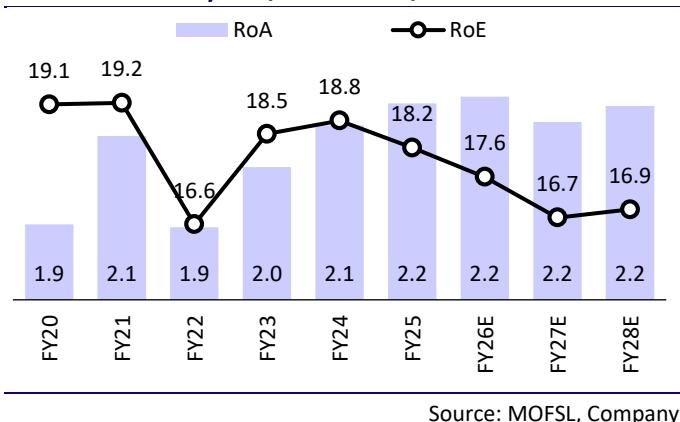
Source: MOFSL, Company

Exhibit 10: PAT growth to remain modest



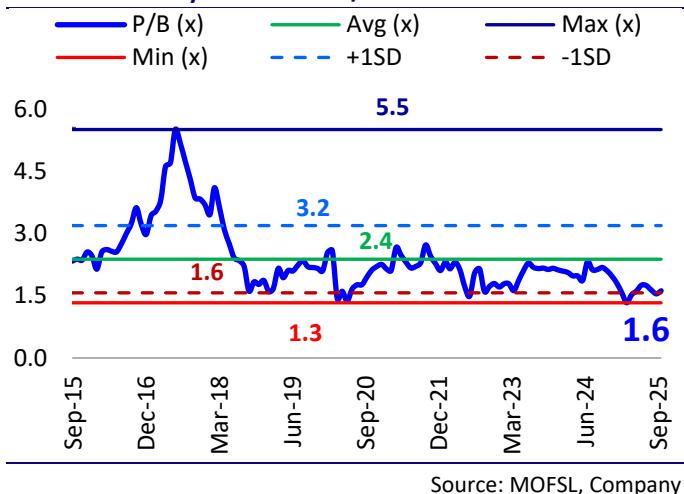
Source: MOFSL, Company

Exhibit 11: Healthy RoA/RoE of 2.2%/17% in FY28E



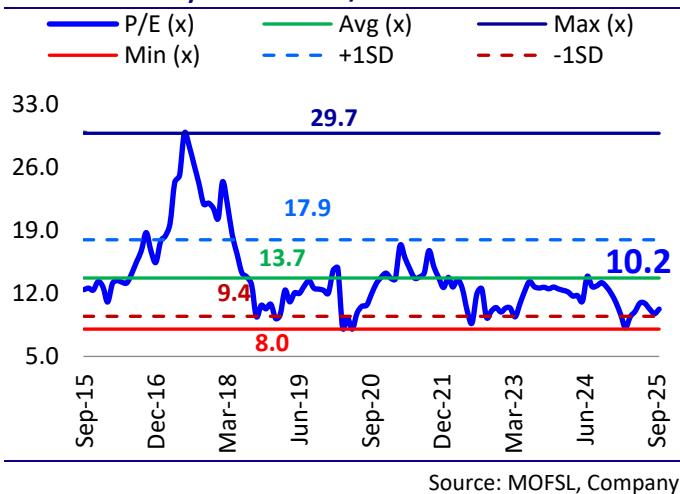
Source: MOFSL, Company

Exhibit 12: One-year forward P/B



Source: MOFSL, Company

Exhibit 13: One-year forward P/E



Source: MOFSL, Company

Exhibit 14: DuPont Analysis

RoA Tree (as % of assets)	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Interest Income	10.2	9.3	7.9	8.9	10.0	9.9	9.6	9.3	9.3
Interest Expended	6.8	5.6	4.6	5.6	6.4	6.4	6.1	5.9	5.8
Net Interest Income	3.4	3.7	3.3	3.3	3.6	3.5	3.5	3.4	3.5
Other Income	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total Income	3.5	3.8	3.3	3.4	3.7	3.6	3.6	3.5	3.6
Operating Expenses	0.5	0.6	0.6	0.6	0.6	0.6	0.6	0.7	0.7
Cost to Income Ratio (%)	15.7	15.3	18.3	16.9	16.8	17.1	17.9	19.0	19.1
Employee Expenses	0.3	0.3	0.3	0.3	0.3	0.3	0.4	0.4	0.4
Other Expenses	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Operating Profit	2.9	3.2	2.7	2.8	3.1	3.0	3.0	2.9	2.9
Provisions/write offs	0.3	0.3	0.2	0.1	0.3	0.2	0.2	0.1	0.1
PBT	2.6	2.9	2.5	2.7	2.7	2.8	2.8	2.7	2.8
Tax	0.7	0.7	0.7	0.7	0.6	0.6	0.6	0.6	0.6
Tax Rate (%)	27.4	26.2	25.8	24.6	21.6	20.4	21.4	21.4	21.4
PAT	1.9	2.1	1.9	2.0	2.1	2.2	2.2	2.2	2.2
Leverage	10.1	9.1	8.8	9.1	8.8	8.3	7.9	7.8	7.7
RoE	19.1	19.2	16.6	18.5	18.8	18.2	17.6	16.7	16.9

Financials and Valuation

Income statement									INR m
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Interest Income	20,189	20,064	19,697	27,154	34,899	38,426	41,562	45,442	51,651
Interest Expended	13,442	12,083	11,535	17,009	22,314	24,882	26,297	28,643	32,114
Net Interest Income	6,747	7,980	8,162	10,146	12,585	13,544	15,265	16,799	19,538
Change (%)	24.0	18.3	2.3	24.3	24.0	7.6	12.7	10.1	16.3
Other Income	115	121	188	277	348	370	429	492	565
Net Income	6,862	8,101	8,350	10,423	12,933	13,915	15,693	17,291	20,103
Change (%)	22.1	18.0	3.1	24.8	24.1	7.6	12.8	10.2	16.3
Operating Expenses	1,076	1,240	1,530	1,765	2,173	2,382	2,809	3,282	3,845
Operating Income	5,786	6,861	6,820	8,658	10,760	11,532	12,885	14,009	16,257
Change (%)	23.0	18.6	-0.6	26.9	24.3	7.2	11.7	8.7	16.1
Provisions/write offs	603	685	469	418	1,185	758	657	619	695
PBT	5,183	6,176	6,351	8,240	9,575	10,775	12,228	13,391	15,562
Tax	1,422	1,615	1,640	2,028	2,068	2,203	2,617	2,866	3,330
Tax Rate (%)	27.4	26.2	25.8	24.6	21.6	20.4	21.4	21.4	21.4
Reported PAT	3,761	4,561	4,711	6,212	7,507	8,572	9,611	10,525	12,232
Change (%)	27	21	3	32	21	14	12	10	16
Proposed Dividend (incl. tax)	321	266	399	466	799	1,598	1,731	1,864	1,997

Balance sheet

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Capital	266	266	266	266	266	266	266	266	266
Reserves & Surplus	21,234	25,832	30,400	36,206	43,172	50,409	58,288	66,949	77,184
Net Worth	21,501	26,098	30,666	36,473	43,439	50,675	58,555	67,215	77,450
Borrowings	1,87,484	1,92,929	2,46,477	2,90,681	3,18,629	3,50,512	3,89,213	4,41,017	5,03,498
Change (%)	11.6	2.9	27.8	17.9	9.6	10.0	11.0	13.3	14.2
Other liabilities	1,451	1,710	2,300	3,551	8,069	8,486	10,183	12,220	14,664
Total Liabilities	2,10,436	2,20,737	2,79,443	3,30,705	3,70,137	4,09,673	4,57,951	5,20,452	5,95,612
Loans	2,05,257	2,18,915	2,63,781	3,11,933	3,45,531	3,76,964	4,20,771	4,77,291	5,45,502
Change (%)	12.6	6.7	20.5	18.3	10.8	9.1	11.6	13.4	14.3
Investments	243	496	11,260	14,590	14,590	23,740	27,301	31,396	36,105
Change (%)	49.1	104.1	2,169.9	29.6	0.0	62.7	15.0	15.0	15.0
Net Fixed Assets	379	378	346	454	526	503	482	461	441
Other assets	4,557	948	4,057	3,727	9,489	8,466	9,398	11,304	13,564
Total Assets	2,10,436	2,20,737	2,79,443	3,30,705	3,70,137	4,09,673	4,57,951	5,20,452	5,95,612

Financials and Valuation

Ratios										(%)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E	
Yield on loans	10.4	9.44	8.14	9.4	10.6	10.6	10.4	10.1	10.1	
Cost of funds	7.6	6.35	5.25	6.3	7.3	7.4	7.1	6.9	6.8	
Spread	2.8	3.1	2.9	3.1	3.3	3.2	3.3	3.2	3.3	
Net Interest Margin	3.5	3.8	3.4	3.5	3.8	3.7	3.8	3.7	3.8	
Profitability Ratios (%)										
RoE	19.1	19.2	16.6	18.5	18.8	18.2	17.6	16.7	16.9	
RoA	1.9	2.1	1.9	2.0	2.1	2.2	2.2	2.2	2.2	
C/I ratio	15.7	15.3	18.3	16.9	16.8	17.1	17.9	19.0	19.1	
Asset Quality (%)										
Gross NPAs	1,571	2,019	1,706	1,738	2,860	3,333	3,821	4,241	4,738	
Gross NPAs to Adv.	0.8	0.9	0.6	0.6	0.8	0.9	0.9	0.9	0.9	
Net NPAs	1,118	1,343	807	829	1,468	1,743	1,987	2,163	2,416	
Net NPAs to Adv.	0.5	0.6	0.3	0.3	0.4	0.5	0.5	0.5	0.4	
PCR	28.8	33.5	52.7	52.3	48.7	47.7	48.0	49.0	49.0	
VALUATION										
Book Value (INR)	161	196	230	274	326	381	440	505	582	
Price-BV (x)	4.9	4.0	3.4	2.9	2.4	2.1	1.8	1.6	1.3	
EPS (INR)	28.2	34.2	35.4	46.7	56.4	64.4	72.2	79.0	91.9	
EPS Growth YoY	26.8	21.3	3.3	31.9	20.8	14.2	12.1	9.5	16.2	
Price-Earnings (x)	27.8	22.9	22.2	16.8	13.9	12.2	10.9	9.9	8.5	
Dividend per share (INR)	2.0	2.0	3.0	3.5	6.0	12.0	13.0	14.0	15.0	
Dividend yield (%)	0.3	0.3	0.4	0.4	0.8	1.5	1.7	1.8	1.9	

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

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

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

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations). Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412 and BSE enlistment no. 5028. 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 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 and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.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: No.
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 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 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 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, enlistment as RA with Exchange 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
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@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, BSE enlistment no. 5028 . AMFI: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. 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 dpgrivances@motilaloswal.com.