

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	SAIL IN
Equity Shares (m)	4130
M.Cap.(INRb)/(USD\$)	566 / 6.4
52-Week Range (INR)	143 / 99
1, 6, 12 Rel. Per (%)	-3/14/12
12M Avg Val (INR M)	2124
Free float (%)	35.0

Financials & Valuations (INR b)

Y/E MARCH	2026E	2027E	2028E
Sales	1,083	1,193	1,282
EBITDA	112	141	151
APAT	35	54	59
EBITDA Margin (%)	10	12	12
Cons. Adj. EPS (INR)	8	13	14
EPS Gr. (%)	158	57	8
BV/Sh. (INR)	149	160	171

Ratios

Net D:E	0.5	0.5	0.5
RoE (%)	5.7	8.5	8.6
RoCE (%)	6.0	8.4	8.7
Payout (%)	15.0	20.0	20.0

Valuations

P/E (x)	16.4	10.4	9.7
P/BV (x)	0.9	0.9	0.8
EV/EBITDA(x)	7.6	6.2	5.9
Div. Yield (%)	0.9	1.9	2.1
FCF Yield (%)	16.0	-0.2	2.1

Shareholding pattern (%)

As On	Sep-25	Jun-25	Sep-24
Promoter	65.0	65.0	65.0
DII	18.1	17.3	16.0
FII	3.8	3.7	2.8
Others	13.2	14.0	16.2

FII Includes depository receipts

CMP: INR137 TP: INR150 (+9%) Neutral

Beat on estimates driven by better-than-expected volume and NSR; outlook strong

- SAIL reported revenue of INR267b (+16% YoY and +4% QoQ) in 2QFY26 against our estimate of INR244b. The beat was driven by healthy volume growth and a lower-than-expected decline in NSR.
- During the quarter, crude steel production stood at 4.9mt (+6% YoY and +3% QoQ), while sales volume was also 4.9mt (+20% YoY and +8% QoQ vs our est. 4.6mt). Strong offtake during 2QFY26 led to an inventory reduction to 1.9mt (vs opening stock of 2.7mt).
- ASP stood at INR54,387/t (-3% YoY and -4% QoQ) vs. our est. of INR52,590/t in 2QFY26. The decline in steel prices during 2Q was largely offset by higher sales of scrap (incl. defects) and by-product inventories (contributed INR11.4b in 2QFY26 vs INR8.69b in 1QFY26), leading to a better-than-expected NSR.
- EBITDA stood at INR25.3b (+98% YoY and -3% QoQ) against our est. of INR16.5b. EBITDA/t stood at INR5,149/t (vs. our est. of INR3,553/t), rising 66% YoY but declining 10% QoQ, driven by a decent NSR and lower operating cost. Adj. PAT came in at INR6.7b (vs. our est. INR1b), up 18% QoQ, compared to a net loss of INR3.8b in 2QFY25.
- In 1HFY26, sales volume stood at 9.5mt (+17% YoY) and revenue at INR525b (+12% YoY). EBITDA stood at INR51b (+47% YoY; INR5,416/t), driven by strong revenue and muted cost during 1HFY26. Adj. PAT stood at INR12.4b in 1HFY26, compared to the net loss of INR548m in 1HFY25.

Highlights from the management commentary

- Steel prices are expected to recover from late Nov'25 onwards, driven by a seasonal pickup in domestic demand, infra spending, and restocking activity.
- The company expects coking coal costs to rise USD6-8/t in 3QFY26.
- It has guided for 2HFY26 margins to expand over higher volumes, improved realizations, and lower input costs.
- The company has maintained its full-year capex guidance of over INR75b for FY26. For FY27, it has guided for higher capex of INR100b, mainly directed toward major expansion projects.
- The deleveraging measure will be supported by inventory liquidation, higher by-product monetization, and disciplined capex execution.

Valuation and view

- Despite muted NSR over weak seasonal prices, SAIL reported a strong 2QFY26 earnings, driven by healthy volumes and muted costs. The earnings outperformance during the quarter was primarily attributed to better-than-expected NSR.

Alok Deora - Research analyst (Alok.Deora@MotilalOswal.com)

Sonu Upadhyay - Research analyst (Sonu.Upadhyay@MotilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

- The company expects improved operational performance in 2HFY26, supported by higher volumes, efficiency gains, inventory liquidation, and stable raw material costs. We have increased our FY26 Revenue/EBITDA and APAT estimates by 3%/18% and 13% to incorporate the 2Q performance beat, while we largely maintain our FY27 estimates.
- SAIL plans to increase its capacity to 35mtpa. It is currently in the initial tendering phase, with any notable development likely to be visible only after FY27. Considering the limited room for production, we estimate a modest volume CAGR of 6% over FY26-28E. Therefore, any incremental earnings will be driven by healthy pricing and lower costs. **We reiterate our Neutral rating on the stock with a TP of INR150 (premised on 6.5x EV/EBITDA on Sep'27 estimate).**

Quarterly performance (INR b)

Y/E March	FY25				FY26				FY25	FY26	FY26	Vs Est
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	(%)
Sales (m tons)	4.0	4.1	4.4	5.3	4.6	4.9	4.9	5.1	17.9	19.4	4.6	6.0
Change (YoY %)	3.4	(14.6)	16.6	16.9	13.5	19.8	9.5	(4.1)	4.9	8.7		
Realization (INR per ton)	59,845	56,191	55,282	55,002	56,590	54,387	55,387	56,666	56,431	55,753	52,590	3.4
Change (YoY %)	(4.7)	(3.5)	(10.0)	(4.4)	(5.4)	(3.2)	0.2	3.0	(5.6)	(1.2)		
Net Sales	240.0	230.4	244.9	293.2	257.5	267.0	268.7	289.5	1,008.4	1,082.7	243.6	9.6
Change (YoY %)	(1.5)	(17.6)	4.9	11.7	7.3	15.9	9.7	(1.2)	(1.1)	7.4		
Change (QoQ %)	(8.6)	(4.0)	6.3	19.7	(12.2)	3.7	0.6	7.7				
Total Expenditure	217.8	217.6	224.6	258.3	231.5	241.8	240.4	256.6	918.3	970.3		
EBITDA	22.2	12.8	20.3	34.8	26.0	25.3	28.3	32.9	90.1	112.4	16.5	53.6
Change (YoY %)	34.6	(40.0)	(5.3)	97.0	16.9	98.2	39.4	(5.5)	17.2	24.8		
Change (QoQ %)	25.5	(42.5)	59.1	71.6	(25.5)	(2.6)	11.9	16.4				
EBITDA per ton (INR)	5,536	3,111	4,582	6,536	5,704	5,149	5,831	6,444	5,042	5,790	3,553	44.9
Interest	6.9	7.6	6.8	6.6	5.9	4.8	5.5	5.8	27.9	22.2		
Depreciation	14.0	13.0	14.2	15.2	14.4	14.5	14.9	15.6	56.5	59.4		
Other Income	1.8	1.7	2.3	3.0	1.6	2.1	2.4	2.6	8.8	8.8		
Share of Asso/JVs	1.1	1.6	1.3	0.9	0.7	1.0	1.8	2.5	4.9	6.0		
PBT (before EO Inc.)	4.1	(4.6)	2.9	16.9	7.9	8.9	12.1	16.6	19.3	45.6		
EO Income(exp)	(3.1)	16.4	0.3	(0.3)	1.7	(3.4)	-	-	13.2	(1.6)		
PBT (after EO Inc.)	1.0	11.7	3.2	16.6	9.7	5.6	12.1	16.6	32.5	43.9		
Total Tax	0.2	2.8	1.8	4.1	2.2	1.4	3.0	4.4	8.8	11.0		
% Tax	16.6	23.5	56.1	24.5	23.1	24.7	25.0	26.2	27.1	25.0		
Reported PAT	0.8	9.0	1.4	12.5	7.4	4.2	9.1	12.2	23.7	32.9		
Adjusted PAT	3.2	(3.8)	1.1	12.8	5.7	6.7	9.1	12.2	13.4	34.6	1.0	NA
Change (YoY %)	52.9	(219.3)	(69.1)	609.1	75.7	(277.1)	698.7	(4.3)	24.3	158.3		
Change (QoQ %)	80.0	(216.9)	(129.9)	1,029.5	(55.4)	17.8	34.6	35.3				

Source: MOFSL, Company



Highlights from the management commentary

Guidance:

- The company has guided for volume growth to continue in 2HFY26, supported by production and inventory liquidation. Management expects volumes to grow 5-7% YoY in FY27E, mainly through debottlenecking projects rather than adding major new capacities.
- The share of value-added steel rose to 57% of total sales in 2QFY26 (vs 55% in 1Q), and is expected to reach 60% by 4QFY26, supported by a better product mix.
- On account of weaker steel prices, the average blended NSR declined by about INR2,700/t QoQ to INR49,000/t in 2QFY26. Within product categories, long prices declined from INR54,500/t to INR49,000/t during the quarter, while flat prices declined from INR50,400/t to INR48,700/t.
- Despite lower steel prices, overall NSR was supported by higher by-product and scrap sales, which contributed INR11.4b in 2QFY26 vs INR8.69b in 1QFY26.
- Management indicated that the long steel prices remained flat at INR49,900/t, while flat prices reduced by INR1,200-1,300/t to INR46,600/t in Oct'25 vs the 2QFY26 average.
- Steel prices are expected to recover from late Nov'25 onwards, driven by a seasonal pickup in domestic demand, infra spending, and restocking activity.
- Oct'25 imported coking coal cost stood at ~INR17,400/t, broadly stable compared to 2QFY26 average, but increased from INR16,600/t in Aug'25 mainly due to rupee depreciation.
- Coking coal prices increased from USD185/t to USD195/t and remained range-bound at the current level. Management expects the company's coking coal costs to rise USD6-8/t in 3QFY26.
- The company is actively liquidating old iron ore dump inventories, particularly in Jharkhand, to enhance cash flow and free up working capital. Current iron ore dump dispatches are running at ~0.7-0.8mtpa.

Capex:

- The company has maintained its full-year capex guidance of over INR75b for FY26. For FY27, it has guided for a higher capex of INR100b, mainly toward major expansion projects.
- The company's capex remains focused on modernization, debottlenecking, and value-added product facilities across Bhilai, Rourkela, and Durgapur steel plants.
- Management stated that post-FY27, capex intensity will increase as large-scale capacity expansion projects move into full swing.
- The IISCO Steel Plant expansion will add 4.5mtpa of crude steel capacity at an estimated total cost of INR360b. Most of the orders for IISCO expansion have been finalized, and major spends are expected to begin in FY27.
- Alongside IISCO, debottlenecking projects at existing integrated plants are expected to deliver 5-7% annual growth in volumes for FY27.

Debt and other highlights:

- Interest costs have started to decline as a result of ongoing deleveraging and improved cash generation.

- The company continues to focus on debt reduction to create financial headroom for the upcoming expansion phase beginning FY27.
- The deleveraging measure will be supported by inventory liquidation, higher by-product monetization, and disciplined capex execution.

Story in charts

Exhibit 1: Sales volume (mt) and VAP quarterly trend

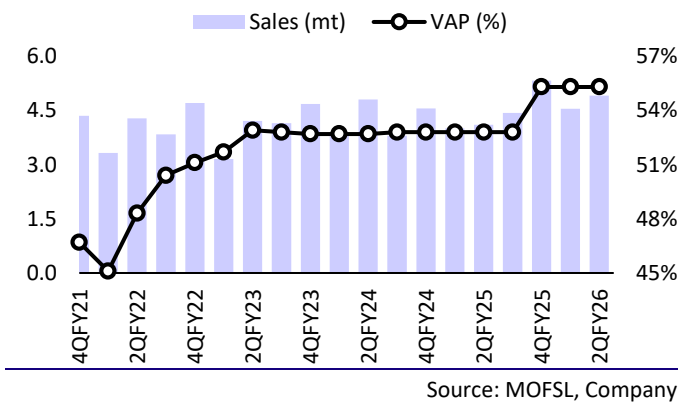


Exhibit 2: Breakup of longs-semis-flats

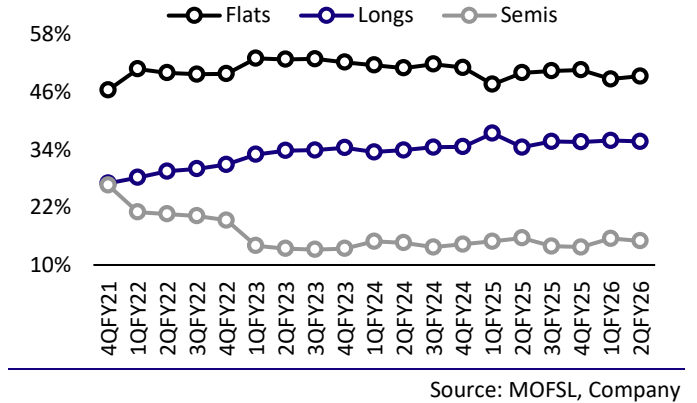


Exhibit 3: EBITDA/t decline over weak NSR

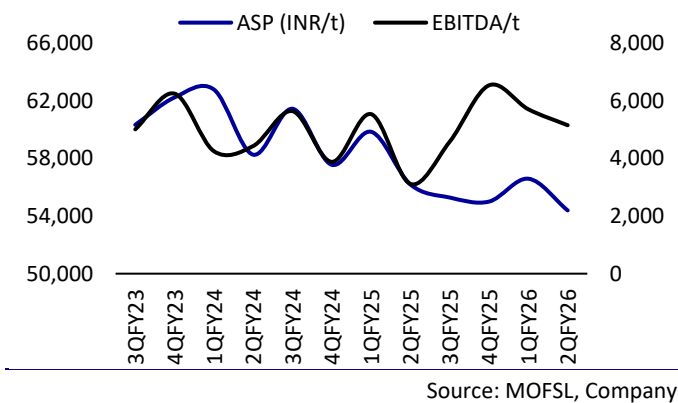


Exhibit 4: HRC prices (INR/t) muted

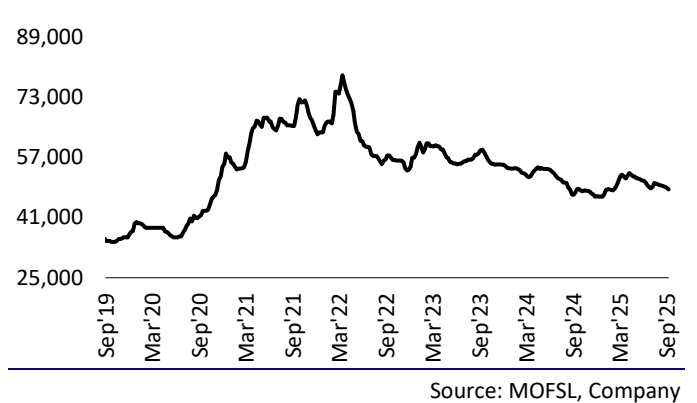


Exhibit 5: Sales (mt) growth to remain modest

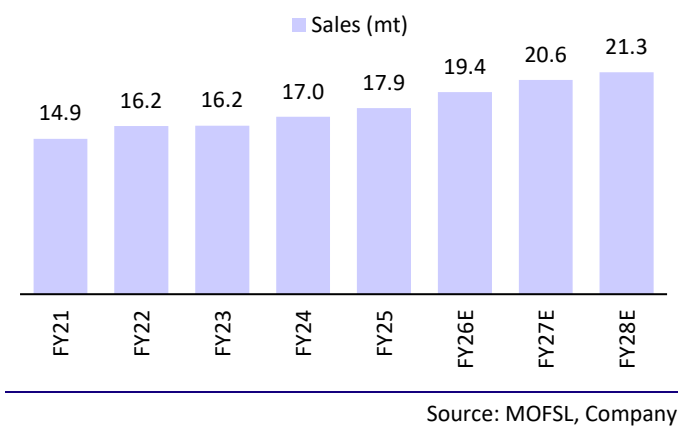


Exhibit 6: EBITDA/t to improve in the long run

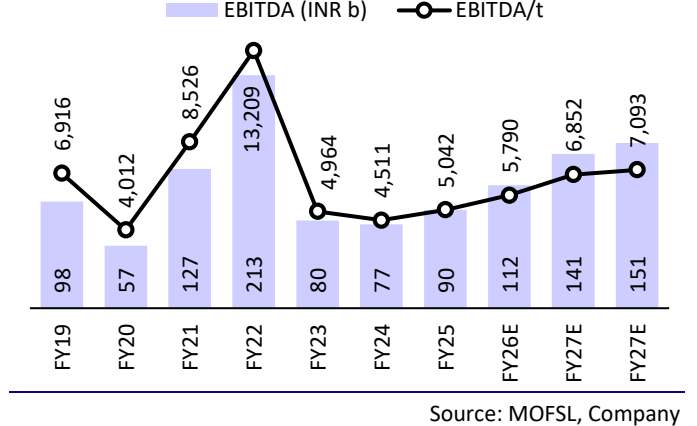
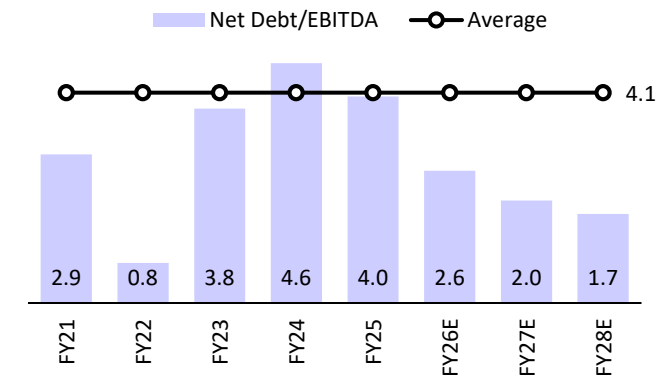
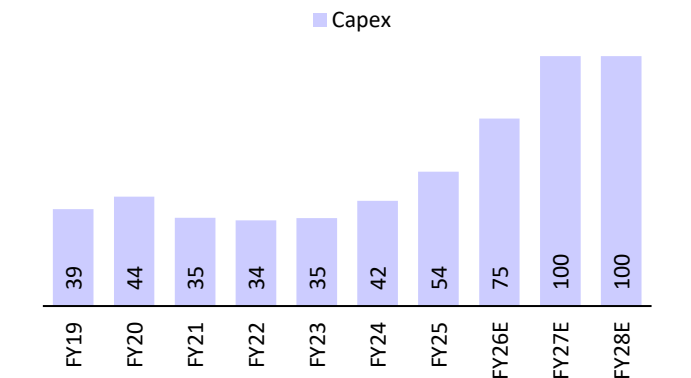


Exhibit 7: Net debt/EBITDA to decline due to expanded margins



Source: MOFSL, Company

Exhibit 8: Major capex (INR b) to start post-FY27E



Source: MOFSL, Company

Exhibit 9: Key financials and revisions to our estimates

	FY26E			FY26E		
	New	Old	Change (%)	New	Old	Change (%)
Sales (mt)	19.4	19.1	1.6	20.6	20.2	1.9
Realization/t	55,753	55,228	1.0	57,911	62,975	-8.0
EBITDA/t	5,790	4,997	15.9	6,852	7,062	-3.0
Revenue (INR b)	1,083	1,056	2.5	1,193	1,273	-6.3
EBITDA (INR b)	112	96	17.7	141	143	-1.1
PAT (INR b)	35	22	59.3	54	55	-1.5

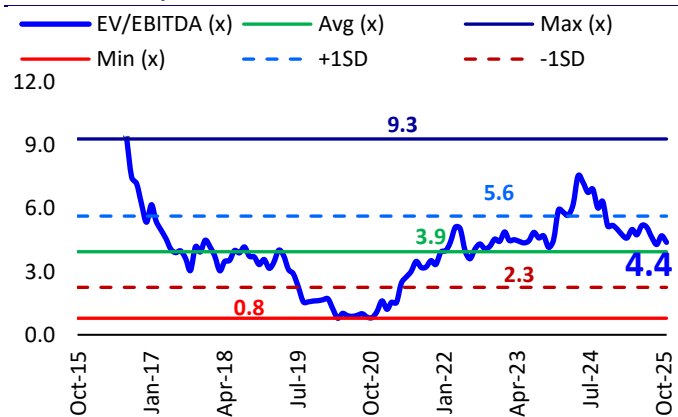
Source: MOFSL

Exhibit 10: Valuation

YEAR	UoM	FY27E
Volumes	mt	21.0
EBITDA	INR/t	6,975
EBITDA	INR b	146
Target EV/EBITDA(x)	x	6.5
Target EV	INR b	951
less: Net Debt (INR m)	INR b	322
Equity value	INR b	629
No. of shares o/s	b	4
Target price (INR/sh.)	INR	150

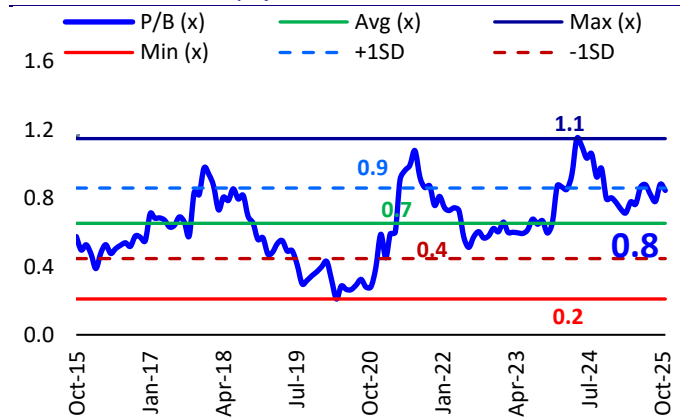
Source: MOFSL

Exhibit 11: EV/EBITDA valuation close to LTA



Source: Company, MOFSL

Exhibit 12: However, P/B valuation above LTA



Source: Company, MOFSL

Financials and valuation

Income Statement (Consolidated)

(INR b)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Sales	691	1,035	1,044	1,019	1,008	1,083	1,193	1,282
Change (%)	12.1	49.7	0.9	-2.4	-1.1	7.4	10.2	7.5
EBITDA	127	213	80	77	90	112	141	151
Change (%)	123.1	67.5	-62.3	-4.4	17.2	24.8	25.5	7.2
EBITDA per ton (INR)	8,526	13,209	4,964	4,511	5,042	5,790	6,852	7,093
Depreciation	41	43	50	53	57	59	61	65
EBIT	86	171	31	24	34	53	80	87
Interest	28	17	20	25	28	22	24	26
Other income	9	9	10	11	9	9	10	11
Share of Asso/JV/investments	5	4	6	4	5	6	7	7
PBT before EO	71	166	26	14	19	46	73	78
Extraordinary Item	1	-4	3	26	13	-2	0	0
PBT after EO	72	163	29	41	33	44	73	78
Total Tax	31	40	7	10	9	11	18	20
Effective Rate (%)	42.4	24.8	24.8	24.5	27.1	25.0	25.0	25.0
Reported PAT	41	122	22	31	24	33	54	59
Change (%)	95.6	195.2	-82.2	40.9	-22.7	38.9	65.2	8.0
Adjusted PAT	41	126	19	11	13	35	54	59
Change (%)	-353.5	208.0	-84.8	-43.8	24.3	158.3	57.3	8.0

Balance Sheet (Consolidated)

(INR b)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Sources of Funds								
Share Capital	41	41	41	41	41	41	41	41
Reserves and Surplus	413	501	506	530	548	575	619	666
Shareholders' funds	454	542	547	571	589	617	660	707
Loans	374	173	308	363	369	369	369	369
Deferred Tax Liability	13	54	58	63	65	65	65	65
Minority Interest	0	0	0	0	0	0	0	0
Capital Employed	842	769	913	997	1,024	1,052	1,095	1,142
Application of Funds								
Gross Fixed Assets	1,158	1,248	1,288	1,330	1,395	1,470	1,570	1,670
Less: Depreciation	482	511	553	605	662	721	782	847
Net Fixed Assets	676	737	735	724	733	749	788	823
Capital WIP	89	40	49	61	72	72	72	72
Investments	34	38	42	46	50	50	50	50
Curr. Assets								
Inventory	196	242	278	327	292	267	294	316
Sundry Debtors	72	48	54	84	76	89	98	105
Cash and Bank Balances	8	8	6	7	10	82	55	40
Other assets	110	83	135	149	122	117	127	136
Loans and Advances	8	6	7	9	10	10	10	10
Current Liabilities								
Sundry Creditors	70	169	143	153	105	148	163	176
Other Current Liabilities	215	198	178	186	160	160	160	160
Provisions	66	65	70	70	75	75	75	75
Net Current Assets	42	-46	87	166	169	181	185	197
Application of Funds	842	769	913	997	1,024	1,052	1,095	1,142

Financials and valuation

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)								
EPS	9.9	30.5	4.6	2.6	3.2	8.4	13.2	14.2
Cash EPS	20.0	40.0	17.3	20.2	19.4	22.4	27.9	29.9
Book Value per Share	109.9	131.2	132.5	138.2	142.6	149.3	159.9	171.2
Dividend Per Share	2.8	8.8	1.5	2.0	1.6	1.3	2.6	2.8
Valuation (x)								
P/E	13.9	4.5	29.5	52.6	42.3	16.4	10.4	9.7
Cash PE	6.9	3.4	7.9	6.8	7.1	6.1	4.9	4.6
EV/EBITDA	7.3	3.4	10.8	12.0	10.3	7.6	6.2	5.9
EV/Sales	1.3	0.7	0.8	0.9	0.9	0.8	0.7	0.7
Price-to-Book Value	1.2	1.0	1.0	1.0	1.0	0.9	0.9	0.8
Profitability Ratios (%)								
EBITDA Margin	18.4	20.6	7.7	7.5	8.9	10.4	11.8	11.8
APAT Margin	5.9	12.2	1.8	1.1	1.3	3.2	4.6	4.6
RoE	9.4	25.3	3.5	1.9	2.3	5.7	8.5	8.6
RoCE (pre-tax)	10.7	22.3	4.8	3.6	4.2	6.0	8.4	8.7
RoIC (pre-tax)	11.4	24.5	4.1	2.8	3.8	6.1	9.1	9.1
Turnover Ratios								
Debtors (Days)	37.8	16.8	18.8	29.9	29.9	29.9	29.9	29.9
Inventory (Days)	103.4	85.2	97.0	117.2	95.0	90.0	90.0	90.0
Creditors (Days)	45.4	75.2	54.3	59.4	52.0	50.0	50.0	50.0
Asset Turnover (x)	0.8	1.3	1.1	1.0	1.0	1.0	1.1	1.1
Leverage Ratio								
Debt/Equity (x)	0.8	0.3	0.6	0.6	0.6	0.5	0.5	0.5

Cash Flow Statement

(INR b)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
EBITDA	127	213	80	77	90	112	141	151
(Inc.)/Dec. in WC	101	95	(137)	(76)	(4)	60	(31)	(27)
Direct Taxes Paid	(0)	(1)	(4)	(1)	(6)	(11)	(18)	(20)
Other Items	7	3	8	30	20	4	7	7
CF from Oper. Activity	234	310	(53)	29	99	165	99	112
(Inc.)/Dec. in FA & CWIP	(35)	(34)	(35)	(42)	(54)	(75)	(100)	(100)
Free Cash Flows to Firm	199	276	(88)	(13)	45	90	(1)	12
Interest and Dividend	1	2	2	2	2	9	10	11
(Pur.)/Sale of Invest.	(0)	(7)	(1)	(3)	(1)	-	-	-
CF from Inv. Activity	(34)	(40)	(34)	(43)	(53)	(66)	(90)	(89)
Issue of Shares								
Inc./(Dec.) in Debt	(163)	(224)	120	41	(16)	-	-	-
Interest Paid	(29)	(19)	(21)	(22)	(24)	(22)	(24)	(26)
Dividends Paid	(4)	(31)	(13)	(6)	(4)	(5)	(11)	(12)
CF from Finan. Activity	(197)	(274)	86	14	(44)	(27)	(35)	(38)
Inc./(Dec.) in Cash	3	(4)	(1)	0	2	72	(27)	(15)
Add: Opening cash Balance	2	5	1	1	1	3	75	48
Closing cash balance	5	1	1	1	3	75	48	33
Bank Balance	3	7	5	6	7	7	7	7
Closing Balance (incl. Bank Balance)	8	8	6	7	10	82	55	40

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 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://online.reports.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>. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

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.raiani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

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

The associates of MOFSL may have:

- financial interest in the subject company

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

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

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

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

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

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

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

Registration granted by SEBI, 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 registered Mutual Fund Distributor and SIF Distributor: 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 dp@grievances@motilaloswal.com.