

Varun Beverages

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	VBL IN
Equity Shares (m)	3382
M.Cap.(INRb)/(USDb)	1675.6 / 19
52-Week Range (INR)	664 / 419
1, 6, 12 Rel. Per (%)	4/-13/-25
12M Avg Val (INR M)	3876

Financials & Valuations (INR b)

Y/E Dec	2025E	2026E	2027E
Sales	215.3	245.6	283.3
EBITDA	50.7	57.7	66.5
Adj. PAT	30.7	36.3	43.2
EBITDA (%)	23.6	23.5	23.5
EPS (INR)	9.1	10.7	12.8
EPS Gr. (%)	18.3	18.4	18.9
BV/Sh. (INR)	55.7	63.9	74.2

Ratios

Net D/E	-0.1	-0.2	-0.4
RoE (%)	17.3	18.0	18.5
RoCE (%)	17.0	18.3	18.8
Payout (%)	27.5	23.3	19.6

Valuations

P/E (x)	54.5	46.0	38.7
EV/EBITDA (x)	32.7	28.2	23.9
Div Yield (%)	0.5	0.5	0.5
FCF Yield (%)	1.4	2.3	2.7

Shareholding pattern (%)

	Sep-25	Jun-25	Sep-24
Promoter	59.4	59.8	62.7
DII	11.8	10.5	5.0
FII	21.9	21.9	24.2
Others	6.8	7.8	8.2

Note: FII includes depository receipts

CMP: INR495 **TP: INR580 (+17%)** **Buy**

Muted performance led by prolonged monsoon season

In-line operating performance

- 3QCY25 was a muted quarter for Varun Beverages (VBL) as its revenue grew only ~2% YoY due to prolonged monsoon across India. Consolidated volumes grew ~2.4% YoY (while Indian volumes remained flat; growth was led by international operations, which grew 9% YoY). EBITDA margins also contracted ~50bp YoY to 23.4%.
- VBL is strategically **entering the alcoholic beverage segment** through a partnership with Carlsberg Breweries A/S to pilot beer sales in the African market. The company aims to leverage its strong distribution network and shared retail channels across the South African regions to efficiently expand its presence in this category.
- We largely maintain our CY25/CY26/CY27 earnings estimates and **reiterate our BUY rating on the stock with a TP of INR580 (54x CY26E EPS)**.

Healthy international performance continues to offset domestic headwinds

- Revenue grew 2% YoY to ~INR49b (in line), driven by a 3% YoY growth in volumes to 274m cases. Realization stood at INR178.1/case vs INR179.7/case in 3QCY24
- EBITDA margins contracted 50bp YoY to 23.4% (est. 23.3%), while EBITDA per case declined 3% YoY to INR41.9. EBITDA remained flat YoY at ~INR11.5b (in line). Lower margins YoY were due to higher employee expenses, power and fuel costs, and other manufacturing overheads associated with increased in-house backward integration initiatives in the international market
- Adj. PAT grew 20% YoY to INR7.4b (est. INR6.9b), driven by lower finance costs (down 62% YoY) and higher other income (INR1.48b in 3QCY25 vs INR243m in 3QCY24), which includes favorable currency movement in international territories (~INR1b)
- Subsidiary (consolidated minus standalone) revenue/EBITDA/adj. PAT grew 7%/3%/29% YoY to INR18.3b/INR3.6b/INR1.6b in 3QCY25.
- CSD/Juice/Water volumes grew 1%/6%/7% YoY to 202m/12m/60m units in 3QCY25.

Highlights from the management commentary

- **Domestic market:** While the extended monsoon season temporarily affected consumption trends in India, management remains confident in the strong long-term growth prospects of the domestic beverage industry.
- **International beverage market gaining momentum:** Zimbabwe and Morocco markets have started recovering, while South Africa continues to grow at a mid-double-digit rate. DRC has faced certain headwinds but is expected to deliver healthy growth in CY26. Nepal and Sri Lanka are growing at a pace similar to that of the Indian market.

Research Analyst: **Sumant Kumar** (Sumant.Kumar@MotilalOswal.com) / **Meet Jain** (Meet.Jain@MotilalOswal.com)

Research Analyst: **Nirvik Saini** (Nirvik.Saini@MotilalOswal.com) / **Yash Darak** (Yash.Darak@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.

- **Key changes in the memorandum of association:** VBL has announced key changes in its memorandum to include the business of manufacturing, producing, processing, brewing, distilling, refining, blending, bottling, storing, packaging, selling, distributing, trading, dealing, marketing, moving, preserving, stocking, importing, and exporting Ready To Drink (RTD) and other alcoholic beverages of any type or description—including beer, wine, liquor, spirit, brandy, whisky, gin, rum, and vodka—in India and abroad. VBL has also entered into a strategic agreement with Carlsberg Breweries to pilot beer sales in the African market and is exploring opportunities in the growing RTD and alcoholic beverages segment across India as well as other existing international markets.

Valuation and view

- 9MCY25 has been a subdued period for VBL, despite capacity additions, due to an early and prolonged monsoon. However, going forward, we expect VBL to improve its earnings momentum, aided by: 1) a scale-up in the international market, driven by South Africa and recovery in the Zimbabwe market, 2) strengthening of on-ground execution in the Indian market, 3) scale up of the snacking business from CY26 onwards, backed by the operationalization of the Morocco and Zimbabwe markets in 2HCY25, 4) an expanding product portfolio (recently launched an energy drink called 'Adrenaline Rush', and 5) ongoing investments in capacity expansion, distribution, and cold chain infrastructure.
- We largely maintain our CY25/CY26/CY27 earnings estimates. We expect a CAGR of 15%/15%/19% in revenue/EBITDA/PAT over CY25E-27. **We value the stock at 54x CY26E EPS to arrive at a TP of INR580. We reiterate our BUY rating on the stock.**

Consolidated - Quarterly Earning Model

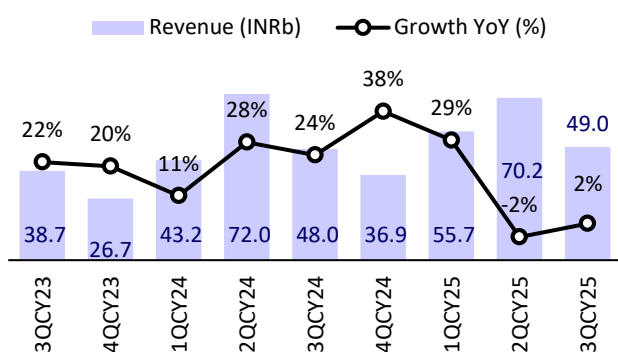
Y/E December	CY24				CY25				(INRM)			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE	CY24	CY25E	CY25E	Var %
Net Sales	43,173	71,969	48,047	36,888	55,669	70,174	48,967	40,458	2,00,077	2,15,268	49,248	-1
YoY Change (%)	10.9	28.3	24.1	38.3	28.9	-2.5	1.9	9.7	24.7	7.6	2.5	
Total Expenditure	33,286	52,056	36,536	31,088	43,030	50,186	37,493	33,828	1,52,966	1,64,536	37,757	
EBITDA	9,888	19,912	11,511	5,800	12,640	19,988	11,474	6,631	47,111	50,732	11,490	0
Margins (%)	22.9	27.7	24.0	15.7	22.7	28.5	23.4	16.4	23.5	23.6	23.3	
Depreciation	1,875	2,425	2,566	2,608	2,725	3,062	3,076	3,164	9,474	12,027	3,090	
Interest	937	1,292	1,185	1,090	411	365	452	400	4,504	1,629	300	
Other Income	84	440	243	446	281	772	1,480	700	1,213	3,232	600	
PBT before EO expense	7,159	16,636	8,002	2,548	9,784	17,332	9,426	3,767	34,346	40,309	8,700	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	7,159	16,636	8,002	2,548	9,784	17,332	9,426	3,767	34,346	40,309	8,700	
Tax	1,678	4,012	1,713	585	2,465	4,066	1,957	804	7,988	9,292	1,914	
Rate (%)	23.4	24.1	21.4	23.0	25.2	23.5	20.8	21.4	23.3	23.1	22	
Minority Interest & P/L of Asso. Cos.	109	98	93	112	54	97	57	115	411	323	101	
Reported PAT	5,373	12,526	6,196	1,851	7,265	13,170	7,412	2,847	25,946	30,694	6,685	
Adj PAT	5,373	12,526	6,196	1,851	7,265	13,170	7,412	2,847	25,946	30,694	6,685	11
YoY Change (%)	25.2	26.0	23.6	40.5	35.2	5.1	19.6	53.8	26.2	18.3	7.9	
Margins (%)	12.4	17.4	12.9	5.0	13.1	18.8	15.1	7.0	13.0	14.3	13.6	

Exhibit 1: Key performance indicators

Y/E December	2QCY23	3QCY23	4QCY23	1QCY24	2QCY24	3QCY24	4QCY24	1QCY25	2QCY25	3QCY25
Segment Volume Gr.										
CSD	6	19	25	6	32	23	42	36	3	17
NCB	-13	0	14	13	39	3	0	22	-13	6
Water	7	8	5	10	7	12	17	6	13	7
Cost Break-up										
RM Cost (% of sales)	48	45	43	44	45	44	44	45	45	43
Employee Cost (% of sales)	6	10	14	9	7	11	13	9	8	11
Other Cost (% of sales)	19	23	27	24	20	21	27	23	18	22
Gross Margins (%)	52	55	57	56	55	56	56	55	55	57
EBITDA Margins (%)	27	23	16	23	28	24	16	23	28	23
EBIT Margins (%)	24	18	9	19	24	19	9	18	24	17

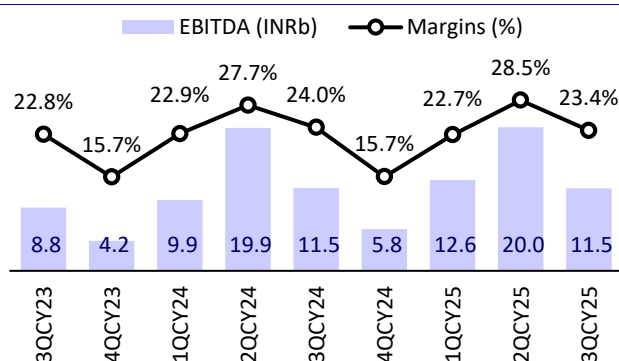
Key exhibits

Exhibit 2: Trend in consolidated revenue



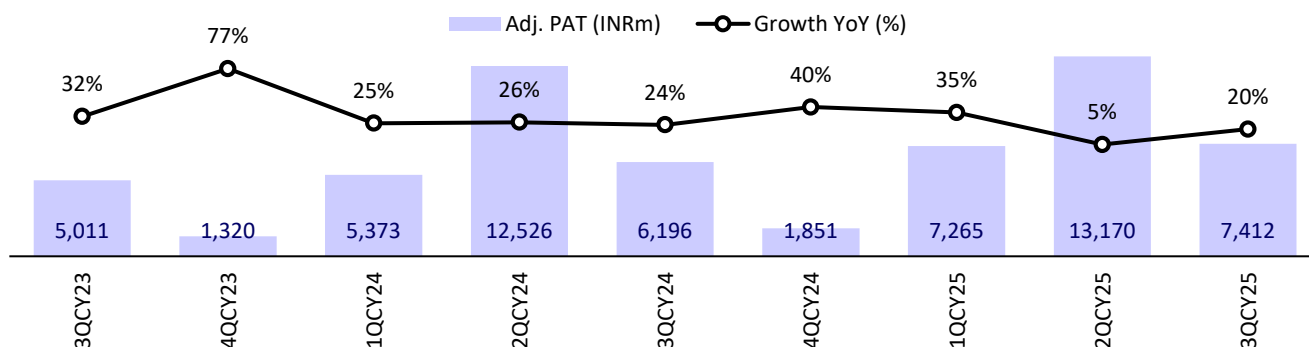
Source: Company, MOFSL

Exhibit 3: Trend in consolidated EBITDA



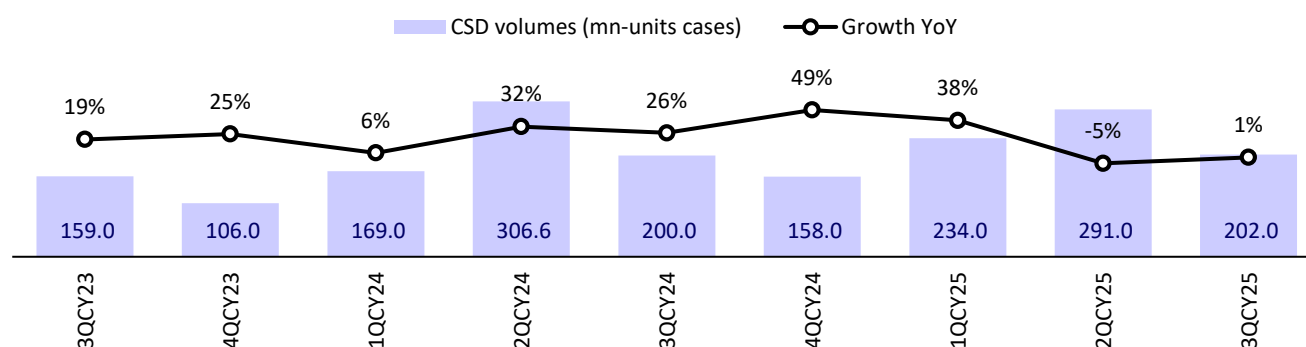
Source: Company, MOFSL

Exhibit 4: Trend in consolidated adjusted PAT



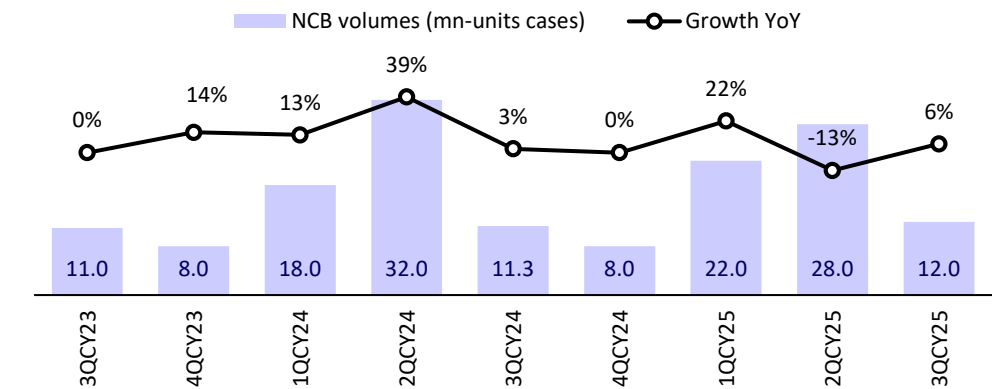
Source: Company, MOFSL

Exhibit 5: CSD sales volumes trend



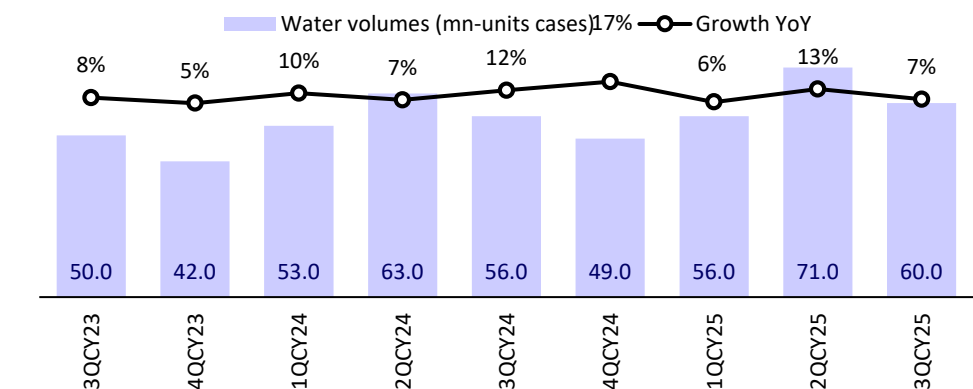
Source: Company, MOFSL

Exhibit 6: NCB sales volume trend



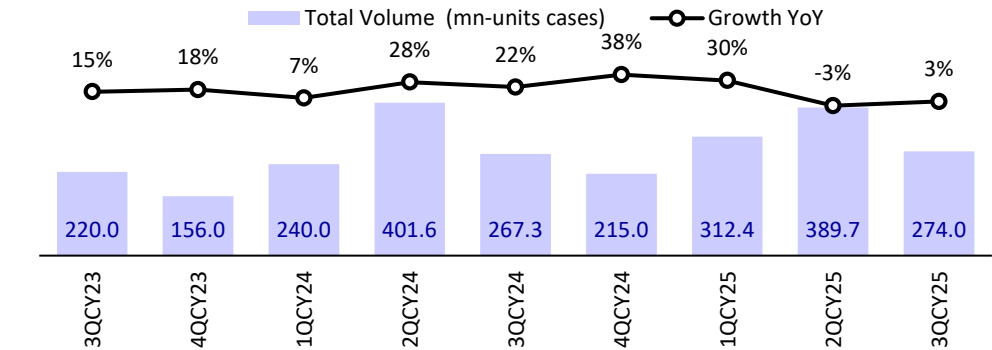
Source: Company, MOFSL

Exhibit 7: Water sales volumes trend



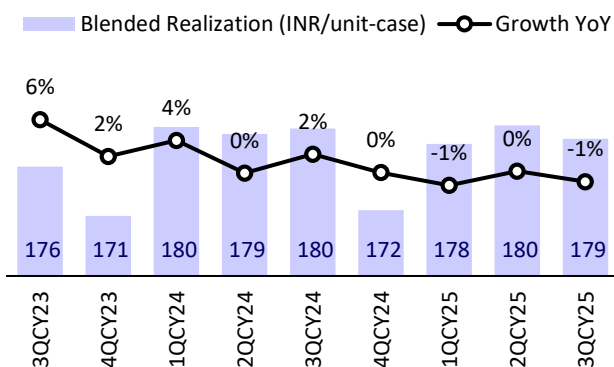
Source: Company, MOFSL

Exhibit 8: Total volume growth trend



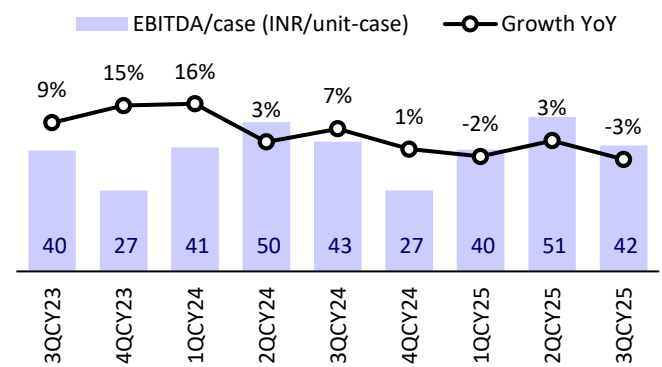
Source: Company, MOFSL

Exhibit 9: Trend in blended realization



Source: Company, MOFSL

Exhibit 10: Trend in EBITDA/case



Source: Company, MOFSL



Highlights from the management interaction

Operating performance

- VBL delivered a steady performance during the quarter, with consolidated sales volumes rising by 2.4%, supported by healthy traction in international markets.
- While domestic volumes remained subdued due to prolonged rainfall across India, international operations grew by 9%.
- The ongoing backward integration initiatives across key locations are driving higher efficiency and operational resilience.
- In 9MCY25, the mix of low sugar/no added sugar product was ~56% of the consolidated sales volume and ~45% in India.
- The company remains debt-free on a consolidated basis.
- The GST rate cuts benefited 1/4th of the portfolio in India.
- The GST rate reduction had a minor impact, as some customers initially misunderstood the change and reduced their inventory levels; however, the overall effect on business was limited.

Guidance and outlook

- While the extended monsoon season impacted consumption trends in India, management remains confident in the significant long-term potential of the domestic beverage industry, with the low per capita consumption and rising penetration in semi-urban and rural markets the growth opportunities continue to be immense

India business

- India remains a long-term growth driver with low capita consumption and rising penetration in the semi-urban and rural market.
- The Hydration category witnessed significant growth of ~50% in Nimbooz and strong growth in value-added Dairy (over 100%).
- VBL has launched a new energy drink, 'Adrenaline Rush', positioned in the mid-premium segment at INR60, significantly below Red Bull but above Sting. The product has been introduced across four cities, with plans for gradual expansion.
- All CSD brands, including Sting, had experienced muted performance due to unfavorable weather conditions; however, they are now showing signs of recovery.

Strategic developments

- In line with the growth strategy, VBL is incorporating a wholly-owned subsidiary in Kenya under Varun Beverages Limited to carry on the businesses of manufacturing, distribution, and sale of beverages.
- VBL is also diversifying its product offerings with certain African subsidiaries to test market beer in their territories through an exclusive distribution agreement with Carlsberg Breweries A/S for its Carlsberg brand. The company is planning to expand its presence by launching operations in the southern regions of Africa.
- In Africa, the company can distribute alcoholic and non-alcoholic beverages through the same vehicles and channel partners, unlike in India.

- At the consumer's end, a large number of retail outlets are licensed to sell beers, with many serving as common points of sale for both alcoholic and non-alcoholic beverages.
- In several African regions, the beer market is comparable to or even larger than the soft drinks market, given the high consumption levels.
- VBL plans to begin operations in select regions by importing and distributing the product initially, with the possibility of setting up local bottling operations at a later stage based on performance.
- VBL has formed a joint venture, White Peak Refrigeration Private Limited, in partnership with Everest International Holdings Limited, to carry on the business of manufacturing visi-coolers and other refrigeration equipment in India.

Addition of the alcoholic beverages business to the main objects clause of the MOA

- In response to the growing popularity of RTD and a variety of alcoholic beverages, VBL sees an opportunity for expansion into the business of RTD and Alcoholic Beverages of any type or description, including beer, wine, liquor, brandy, whisky, gin, rum, and vodka, in India and abroad.
- The company is strategically positioning its portfolio to be market-ready and plans to expand it further once the business environment becomes conducive.
- The global market for RTD and low-alcohol beverages is expanding rapidly. PepsiCo, the parent company, is also entering this segment, and VBL is in discussions with it to explore opportunities for launching select RTD products.

International business

- Performance in International territories continued to be healthy, with South Africa delivering another quarter of strong growth.
- VBL continues to see significant potential to further strengthen its market position in South Africa and continues to put in place the building blocks to support sustained growth in the region.
- The snack facility in Morocco has ramped up to full-scale operations, while the upcoming Zimbabwe plant is progressing towards commissioning, marking continued progress in diversifying VBL's portfolio beyond beverages.
- Africa initially faced challenges in growth, particularly in Zimbabwe, due to the sugar tax; however, conditions are improving, with the region recording approximately 10% growth in September.
- South Africa continues to register strong double-digit growth, with VBL currently holding an estimated market share of around 17% in the region.
- In the DRC, the company is recovering from past operational challenges and expects significant growth in the coming year, while performance for the current year is likely to remain subdued.
- In Nepal and Sri Lanka, the company is performing well and is expected to maintain its growth momentum in line with its Indian business.

Others

- Competition remains healthy and supportive, driving overall market expansion for all players. Although it has caused a minor short-term impact, it is expected

to be favorable in the long term, promoting industry growth and allowing the company to respond with well-calibrated strategic actions.

- INR10 price point introduced by competitors represents a highly competitive and aggressive segment; however, the company is well-positioned to compete effectively and remains prepared to respond strategically to evolving market dynamics.
- The company plans to continue launching new products in the coming year and is currently focusing on expanding its hydration portfolio, with plans to introduce 1-2 new products next year.
- Food segment's revenue will be ~INR3b in CY25, driven primarily by Morocco, which began operations four quarters ago, along with Zimbabwe, which has only recently commenced operations.

Valuation and view

- 9MCY25 has been a subdued period for VBL despite capacity additions, due to an early and prolonged monsoon. However, going ahead, we expect VBL to improve its earnings momentum, aided by: 1) a scale-up in the international market, driven by South Africa and recovery in the Zimbabwe market, 2) strengthening of on-ground execution in Indian market, 3) scale up of the snacking business from CY26 onwards, backed by the operationalization of the Morocco and Zimbabwe markets in 2HCY25, 4) an expanding product portfolio (recently launched energy drink called 'Adrenaline Rush', and 5) ongoing investments in the capacity expansion, distribution, and cold chain infrastructure.
- We largely maintain our CY25/CY26/CY27 earnings estimates. We expect a CAGR of 15%/15%/19% in revenue/EBITDA/PAT over CY25E-27. **We value the stock at 54x CY26E EPS to arrive at a TP of INR580. We reiterate our BUY rating on the stock.**

Exhibit 11: Summary of our revised estimates

Earnings change (INRm)	Old			New			Change		
	CY25E	CY26E	CY27E	CY25E	CY26E	CY27E	CY25E	CY26E	CY27E
Revenue	2,15,549	2,46,098	2,83,959	2,15,268	2,45,613	2,83,284	0%	0%	0%
EBITDA	50,748	57,833	66,690	50,732	57,719	66,531	0%	0%	0%
Adj. PAT	30,096	36,374	43,257	30,694	36,348	43,202	2%	0%	0%

Financials and valuations

Consolidated - Income Statement

(INRm)

Y/E December	CY20	CY21	CY22	CY23	CY24	CY25E	CY26E	CY27E
Total Income from Operations	64,501	88,232	1,31,731	1,60,426	2,00,077	2,15,268	2,45,613	2,83,284
Change (%)	-9.5	36.8	49.3	21.8	24.7	7.6	14.1	15.3
RM Cost	27,639	40,347	62,612	74,049	89,047	97,005	1,12,245	1,29,461
Employees Cost	8,897	10,077	12,166	14,466	18,850	21,045	21,368	24,646
Other Expenses	15,946	21,262	29,072	35,816	45,068	46,487	54,280	62,646
Total Expenditure	52,483	71,686	1,03,850	1,24,331	1,52,966	1,64,536	1,87,894	2,16,753
% of Sales	81.4	81.2	78.8	77.5	76.5	76.4	76.5	76.5
EBITDA	12,019	16,546	27,881	36,095	47,111	50,732	57,719	66,531
Margin (%)	18.6	18.8	21.2	22.5	23.5	23.6	23.5	23.5
Depreciation	5,287	5,313	6,172	6,809	9,474	12,027	12,790	13,312
EBIT	6,732	11,234	21,709	29,286	37,637	38,705	44,929	53,219
Int. and Finance Charges	2,811	1,847	1,861	2,681	4,504	1,629	500	500
Other Income	370	679	388	794	1,213	3,232	2,579	3,116
PBT bef. EO Exp.	4,290	10,066	20,236	27,398	34,346	40,309	47,008	55,835
EO Items	-665	0	0	0	0	0	0	0
PBT after EO Exp.	3,625	10,066	20,236	27,398	34,346	40,309	47,008	55,835
Total Tax	52	2,606	4,735	6,375	7,988	9,292	10,342	12,284
Tax Rate (%)	1.4	25.9	23.4	23.3	23.3	23.1	22.0	22.0
Share of profit from associates	0	0	0	-5	-15	-34	0	0
Minority Interest	283	520	527	459	397	289	318	349
Reported PAT	3,290	6,941	14,974	20,559	25,946	30,694	36,348	43,202
Adjusted PAT	3,251	6,941	14,974	20,559	25,946	30,694	36,348	43,202
Change (%)	-30.7	113.5	115.8	37.3	26.2	18.3	18.4	18.9
Margin (%)	5.0	7.9	11.4	12.8	13.0	14.3	14.8	15.3

Consolidated - Balance Sheet

(INRm)

Y/E December	CY20	CY21	CY22	CY23	CY24	CY25E	CY26E	CY27E
Equity Share Capital	2,887	4,330	6,496	6,496	6,763	6,763	6,763	6,763
Total Reserves	32,353	36,469	44,528	62,869	1,59,335	1,81,575	2,09,470	2,44,218
Net Worth	35,240	40,799	51,024	69,365	1,66,098	1,88,338	2,16,233	2,50,981
Minority Interest	648	1,168	1,131	1,482	1,298	1,587	1,905	2,254
Total Loans	32,059	33,418	36,948	51,944	23,643	643	643	643
Deferred Tax Liabilities	2,149	3,087	3,368	3,430	4,879	4,879	4,879	4,879
Capital Employed	70,096	78,473	92,471	1,26,221	1,95,918	1,95,447	2,23,659	2,58,757
Gross Block	90,086	94,420	1,06,807	1,28,385	1,85,018	2,16,018	2,25,018	2,34,018
Less: Accum. Deprn.	26,242	31,555	37,727	44,536	54,010	66,036	78,826	92,138
Net Fixed Assets	63,844	62,865	69,080	83,849	1,31,008	1,49,981	1,46,191	1,41,879
Goodwill on Consolidation	242	242	242	242	3,009	3,009	3,009	3,009
Capital WIP	668	4,966	6,066	19,222	11,667	667	667	667
Total Investments	0	0	0	211	595	595	595	595
Current Investments	0	0	0	211	0	0	0	0
Curr. Assets, Loans&Adv.	19,719	27,721	40,794	48,347	85,160	75,956	1,12,778	1,58,260
Inventory	9,288	14,481	19,939	21,505	27,912	28,856	32,722	37,744
Account Receivables	2,418	2,212	2,993	3,594	8,458	4,822	5,502	6,346
Cash and Bank Balance	1,901	3,366	2,853	4,599	24,501	18,598	49,993	88,675
Loans and Advances	6,113	7,661	15,009	18,649	24,288	23,679	24,561	25,496
Curr. Liability & Prov.	14,378	17,322	23,711	25,651	35,521	34,762	39,582	45,654
Account Payables	5,114	7,118	8,243	7,582	15,604	11,427	12,958	14,946
Other Current Liabilities	6,893	7,622	13,135	15,117	17,283	19,374	22,105	25,496
Provisions	2,371	2,583	2,333	2,952	2,633	3,961	4,519	5,212
Net Current Assets	5,342	10,399	17,083	22,696	49,639	41,194	73,196	1,12,606
Appl. of Funds	70,096	78,473	92,471	1,26,221	1,95,918	1,95,447	2,23,659	2,58,757

Financials and valuations

Ratios

Y/E December	CY20	CY21	CY22	CY23	CY24	CY25E	CY26E	CY27E
Basic (INR)								
EPS	1.0	2.1	4.4	6.1	7.7	9.1	10.7	12.8
Cash EPS	2.5	3.6	6.3	8.1	10.5	12.6	14.5	16.7
BV/Share	10.4	12.1	15.1	20.5	49.1	55.7	63.9	74.2
DPS	0.2	0.3	0.7	1.0	2.5	2.5	2.5	2.5
Payout (%)	21.9	15.6	15.2	16.4	32.6	27.5	23.3	19.6
Valuation (x)								
P/E	514.9	241.2	111.8	81.4	64.5	54.5	46.0	38.7
Cash P/E	196.1	136.6	79.2	61.2	47.3	39.2	34.1	29.6
P/BV	47.5	41.0	32.8	24.1	10.1	8.9	7.7	6.7
EV/Sales	26.4	19.3	13.0	10.7	8.4	7.7	6.6	5.6
EV/EBITDA	141.8	103.0	61.3	47.7	35.5	32.7	28.2	23.9
Dividend Yield (%)	0.0	0.1	0.1	0.2	0.5	0.5	0.5	0.5
FCF per share	1.7	0.9	0.1	-2.4	-1.1	7.1	11.2	13.2
Return Ratios (%)								
RoE	9.5	18.3	32.6	34.2	22.0	17.3	18.0	18.5
RoCE	10.4	12.5	20.9	22.1	19.2	17.0	18.3	18.8
RoIC	9.8	12.1	21.6	24.2	22.1	17.8	20.1	24.3
Working Capital Ratios								
Fixed Asset Turnover (x)	0.7	0.9	1.2	1.2	1.1	1.0	1.1	1.2
Asset Turnover (x)	0.9	1.1	1.4	1.3	1.0	1.1	1.1	1.1
Inventory (Days)	53	60	55	49	51	49	49	49
Debtor (Days)	14	9	8	8	15	8	8	8
Creditor (Days)	29	29	23	17	28	19	19	19
Leverage Ratio (x)								
Current Ratio	1.4	1.6	1.7	1.9	2.4	2.2	2.8	3.5
Interest Cover Ratio	2.4	6.1	11.7	10.9	8.4	24	90	106.4
Net Debt/Equity	0.9	0.7	0.7	0.7	0.0	-0.1	-0.2	-0.4

Consolidated - Cash Flow Statement

Y/E December	CY20	CY21	CY22	CY23	CY24	CY25E	CY26E	CY27E
(INRm)								
OP/(Loss) before Tax	3,625	10,066	20,236	27,398	34,346	40,309	47,008	55,835
Depreciation	5,287	5,313	6,172	6,809	9,474	12,027	12,790	13,312
Interest & Finance Charges	2,730	1,850	1,854	2,681	4,504	-1,604	-2,079	-2,616
Direct Taxes Paid	-775	-1,242	-3,733	-6,679	-7,276	-9,292	-10,342	-12,284
(Inc)/Dec in WC	-1,109	-2,688	-5,851	-6,735	-6,694	2,542	-607	-728
CF from Operations	9,758	13,299	18,678	23,474	34,354	43,982	46,770	53,520
Others	362	-985	-778	434	-543	-34	0	0
CF from Operating incl EO	10,120	12,314	17,900	23,908	33,811	43,947	46,770	53,520
(Inc)/Dec in FA	-4,282	-9,229	-17,499	-31,939	-37,404	-20,000	-9,000	-9,000
Free Cash Flow	5,838	3,085	401	-8,031	-3,593	23,947	37,770	44,520
(Pur)/Sale of Investments	0	0	0	-216	-6,418	0	0	0
Others	-429	-877	453	-743	654	3,232	2,579	3,116
CF from Investments	-4,711	-10,106	-17,046	-32,898	-43,168	-16,768	-6,421	-5,884
Issue of Shares	0	0	0	44	267	0	0	0
Inc/(Dec) in Debt	-2,130	1,286	3,396	15,064	-35,516	-23,000	0	0
Interest Paid	-2,774	-1,791	-1,717	-2,694	-4,650	-1,629	-500	-500
Dividend Paid	-722	-1,083	-1,624	-2,273	-3,248	-8,454	-8,454	-8,454
Others	407	845	-1,423	596	72,405	0	0	0
CF from Fin. Activity	-5,219	-743	-1,368	10,737	29,259	-33,083	-8,954	-8,954
Inc/Dec of Cash	190	1,465	-513	1,747	19,902	-5,903	31,395	38,682
Opening Balance	1,711	1,901	3,366	2,852	4,599	24,501	18,598	49,993
Closing Balance	1,901	3,366	2,852	4,599	24,501	18,598	49,993	88,675

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://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>. 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.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

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

The associates of MOFSL may have:

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

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

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

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

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