14 November 2025

Company Update | Sector: Financials - NBFC

HDB Financial Services

BSE SENSEX	S&P CNX
84,563	25,910

Stock Info

Bloomberg	HDBFS IN
Equity Shares (m)	830
M.Cap.(INRb)/(USDb)	606.5 / 6.8
52-Week Range (INR)	892 / 705
1, 6, 12 Rel. Per (%)	-4/-/-
12M Avg Val (INR M)	2617
Free float (%)	25.8

Financials Snapshot (INR b)

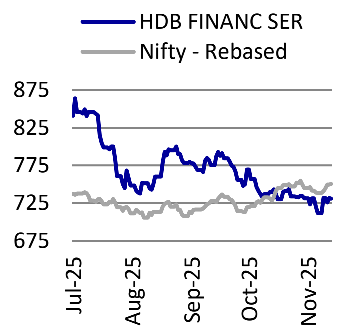
Y/E March	FY25	FY26E	FY27E
NII	74.5	89.3	102.3
PPP	49.7	61.0	70.4
PAT	21.8	26.1	33.9
EPS (INR)	27.3	31.4	40.8
EPS Gr. (%)	-11.9	15	30
BV/Sh. (INR)	199	252	293
Ratios (%)			
NIM	7.8	8.1	8.1
C/I ratio	42.8	41.2	40.9
RoA	2.2	2.3	2.5
RoE	14.7	14.2	15.0
Valuation			
P/E (x)	26.7	23.2	17.9
P/BV (x)	3.7	2.9	2.5
NII	0.4	0.5	0.7

Shareholding pattern (%)

As On	Sep-25	Jun-25
Promoter	74.2	74.2
DII	10.9	5.2
FII	3.4	4.3
Others	11.5	16.3

FII Includes depository receipts

Stock Performance (1-year)



CMP: INR731 TP: INR800 (+9%) Neutral

Poised for an improved 2H with receding asset-quality headwinds

Credit cost pressure to gradually ease; expect NIM expansion to continue in 2HFY26

- Over the past year, HDB Financial (HDB) has navigated a phase of consolidation, reflected in subdued disbursement momentum, modest AUM growth, and emerging asset-quality pressure across a few of its key product segments. The company management has prioritized stability over scale, reinforcing collections, tightening underwriting frameworks, and retaining a conservative stance toward unsecured lending. This approach has positioned HDB to recalibrate its growth engine with greater resilience as the operating environment normalizes.
- The softness in the company's performance was shaped by multiple factors, including rising asset-quality stress in unsecured business loans and CV portfolios, prolonged monsoons that curtailed fleet utilization and increased vehicle idling, and a broader, muted macro environment. However, with early indicators of stabilization now emerging and the momentum seen after the GST rate cut expected to be sustained, we expect a measured recovery in both AUM growth and asset quality through 2HFY26, supported by improving collections and a normalizing operating backdrop.
- Growth momentum is set to improve in 2HFY26, aided by multiple tailwinds such as GST rate cuts, festive-season demand, and a healthy kharif harvest that will bolster rural cash flows. Demand across vehicle and consumer-durable segments began to firm up from the last week of Sep'25, with this positive traction sustaining through Oct'25 as well.
- As the monsoon-related disruptions subside and the macros improve, the asset quality pressure is expected to ease somewhat. Credit costs (which have been relatively elevated for the last few quarters) are expected to moderate as some of its stressed business segments, such as unsecured business loans and CV, stabilize. We model credit costs of 2.4%/2% in FY26E/FY27E.
- HDB has benefited from the declining interest rate environment, with NIM expanding by ~40bp over 1HFY26. While much of the CoF advantage has already been realized, there still remains some potential for a NIM expansion in 2H since the borrowing costs will continue to ease modestly. We estimate NIM of 8.1% each in FY26E/FY27E.
- HDB currently trades at 2.5x FY27E P/BV. We estimate a CAGR of 12%/17%/24% in disbursement/AUM/PAT over FY25-28, with RoA/RoE of ~2.5%/16% in FY28. **We reiterate our Neutral rating with a TP of INR800 (premised on 2.5x Sep'27E BVPS).** With valuations largely factoring in medium-term growth potential, we will look for clearer evidence of stronger execution on loan growth, the ability to better navigate industry/product cycles, and structural (not just cyclical) improvement in return ratios.

Abhijit Tibrewal - Research Analyst (Abhijit.Tibrewal@MotilalOswal.com)
Research Analyst: Nitin Aggarwal (Nitin.Aggarwal@MotilalOswal.com) | **Raghav Khemani** (Raghav.Khemani@MotilalOswal.com)

Growth to pick up in 2HFY26 driven by multiple tailwinds

- HDB's loan growth has remained subdued over the past year, driven by muted disbursements as the company tightened credit filters amid elevated delinquencies in the unsecured MSME and CV segments. During this period, management prioritized stemming asset-quality weakness and reinforced its collections infrastructure and tempered loan growth to restore portfolio stability.
- However, the macro environment is now expected to turn more supportive, with early signs of stabilization in unsecured MSME loans, a healthy monsoon supporting rural incomes, and lower GST rates spurring consumption. We expect HDB's loan growth momentum to revive in 2HFY26, led by stronger traction in auto finance, two-wheelers, and the consumer durable segment.
- While volumes and demand were healthy in October, aided by festive tailwinds and GST rate reductions, the key monitorable remains whether this momentum will sustain over the medium term or taper off within the next 4-6 months. We model loan growth of 13% in FY26 and expect it to pick up thereafter, with a loan CAGR of 17% over FY25-FY28E.

NIM could remain range-bound but with an upward bias

- HDB's blended yields are well-supported by a diversified product mix, with higher-yield unsecured loans offsetting the lower-yield secured book. About 77% of HDB's loan book is on a fixed rate, which will support yields in a declining interest rate environment. Also, the company's emphasis on direct origination, efforts to pivot the loan mix towards higher-yield products, and deeper presence in underserved markets should further strengthen its pricing power.
- About 33% of HDB's liabilities are on floating rates, within which ~90-95% of its bank borrowings are linked to EBLR and have been repriced already in line with market/external benchmarks. The company will continue to benefit from HDFC Bank's strong parentage and AAA credit rating.
- HDB has seen a meaningful expansion in NIM, which has risen by ~40bp over the last two quarters, largely supported by a benefit in its cost of borrowings (CoB). Although most of the CoB benefit from its floating-rate borrowings has already been realized, there is still room for incremental NIM improvement as borrowing costs continue to gradually decline. We model NIMs of ~8.1% each in FY26/FY27E (vs. 7.8% in FY25).

Operating efficiencies to drive improvement in cost ratios

- HDB has made substantial investments in building its physical infrastructure, including a wide branch network and employee base, over the past few years. These investments have contributed to elevated operating expense ratios (opex/avg. assets) and a relatively high cost-to-income ratio.
- HDB's expanding scale, increasing digital origination, and centralized processing framework are expected to drive continued operating leverage over the medium term. This will be driven by enhanced productivity, increased process automation, and better cost absorption across the expanding branch network, collectively providing a structural boost to profitability. We model a ~15bp decline in opex-to-average assets to 3.6% by FY28E.

Asset quality pressure to ebb, and credit costs set to moderate in 2H

- Over the past year, HDB's credit costs have remained elevated, primarily due to stress in the unsecured business loans and CV segment. Further, in 1HFY26, the company also reported higher stress in CV segments primarily due to monsoon/

flood-related disruptions, which resulted in higher vehicle idling and led to higher slippages.

- Asset quality trends have now started to exhibit signs of stabilization. The business loans segment, which started improving in 1Q, continued to normalize through 2QFY26. The CV segment will also start recovering now as seasonal disruptions abate. There is a sequential improvement in the portfolio delinquencies, and recent incremental disbursements reflect improved underwriting and risk discipline.
- We expect credit costs to begin moderating from 3QFY26 as stress in the unsecured segment has largely peaked, with early signs of stabilization visible. With monsoon-related disruptions now behind and a favorable outlook on improvement in rural cash flows, asset quality should exhibit improvement in 2H. We estimate credit costs at ~2.4%/2.0% for FY26E/FY27E.

Valuation and view

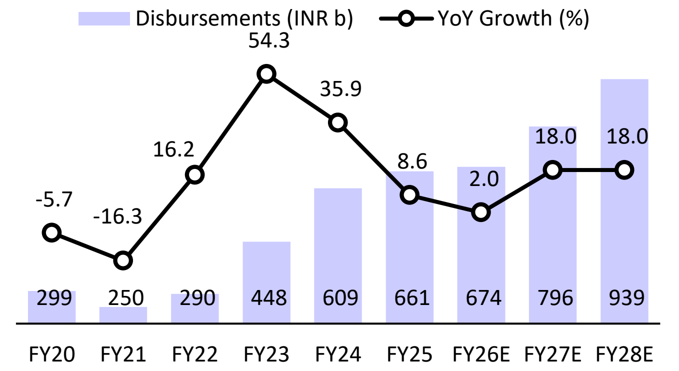
- HDBFIN has spent the past year in consolidation mode – strengthening portfolio quality, tightening underwriting, and stabilizing operations. Focused efforts on improving collections and reinforcing risk controls are now yielding results. Asset quality has stabilized, disbursements are improving, and early signs of revival are visible across key retail segments. With operating efficiencies improving and credit costs normalizing, HDB is positioned to shift from consolidation to steady, profitable growth in the coming quarters.
- HDB currently trades at 2.5x FY27E P/BV. We estimate a CAGR of 12%/17%/24% in disbursement/AUM/PAT over FY25-28, with RoA/RoE of ~2.7%/16% in FY28E. Reiterate Neutral with a TP of INR800 (premised on 2.5x Sep'27E BVPS). With valuations largely factoring in medium-term financial performance, we will look for clearer evidence of stronger execution on loan growth, the ability to better navigate industry/product cycles, and structural (not just cyclical) improvement in return ratios.
- **Key risks:** 1) HDBFIN's focus on low- to middle-income and self-employed segments exposes it to higher credit sensitivity during economic slowdowns, despite its secured portfolio mix; 2) execution risk remains in translating scale into sustained profitability, as operating efficiency metrics currently lag peers; 3) rising competition in semi-urban and rural lending and potential yield compression.

Exhibit 1: Valuation metrics of vehicle financiers and diversified financiers within our coverage

Val summary	Rating	CMP (INR)	TP (INR)	Mkt. Cap (INRb)	EPS (INR)		BV (INR)		RoA (%)		RoE (%)		P/E (x)		P/BV (x)	
					FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
HDB Financial	**Neutral**	**731**	**800**	**607**	**31.4**	**40.8**	**252**	**293**	**2.3**	**2.5**	**14.2**	**15.0**	**23.2**	**17.9**	**2.9**	**2.5**
Cholamandalam	Buy	1,714	1,935	1,439	59.8	78.2	356	432	2.4	2.6	18.9	19.8	28.7	21.9	4.8	4.0
MMFS	Buy	308	350	430	20.2	24.7	179	196	2.0	2.1	12.6	13.2	15.2	12.5	1.7	1.6
Shriram Finance	Buy	809	860	1,530	51.7	61.8	343	392	3.2	3.3	16.1	16.8	15.7	13.1	2.4	2.1
BAF	Neutral	1,018	1,160	6,240	32.7	41.4	183	218	3.9	4.0	19.3	20.6	31.2	24.6	5.6	4.7
Poonawalla	Buy	469	605	371	8.7	21.8	128	148	1.5	2.5	7.6	15.8	53.9	21.5	3.7	3.2
ABCL	Buy	331	380	866	15.2	19.5	129	145	0.0	0.0	12.3	14.2	21.8	17.0	2.6	2.3
LTFH	Buy	294	330	729	11.9	16.1	112	125	2.3	2.6	11.1	13.6	24.6	18.3	2.6	2.4
Piramal Finance	Buy	1,489	1,460	320	63.7	106.8	1,255	1,346	1.4	1.9	5.2	8.2	23.4	14.0	1.2	1.1
MAS Financial	Buy	310	380	55	20.0	24.8	158	181	2.7	2.8	13.4	14.6	15.5	12.5	2.0	1.7
IIFL Finance	Buy	548	635	228	34.7	47.0	323	365	2.1	2.3	11.3	13.6	15.8	11.7	1.7	1.5

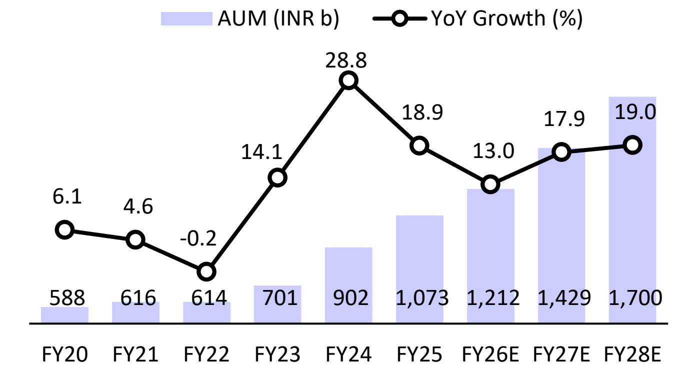
Story in charts

Exhibit 2: Disbursements CAGR of ~12% over FY25-28E



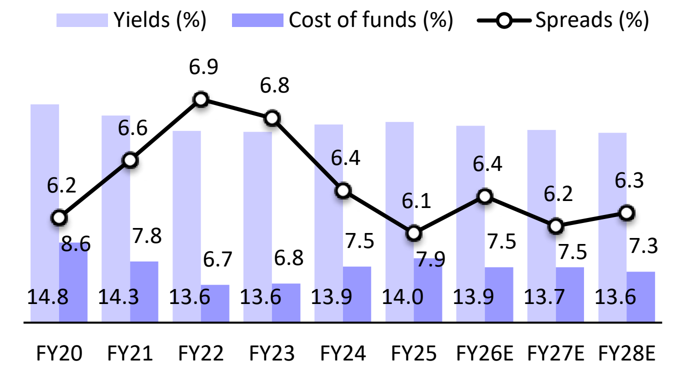
Source: MOFSL, Company

Exhibit 3: AUM CAGR of ~17% over FY25-28E



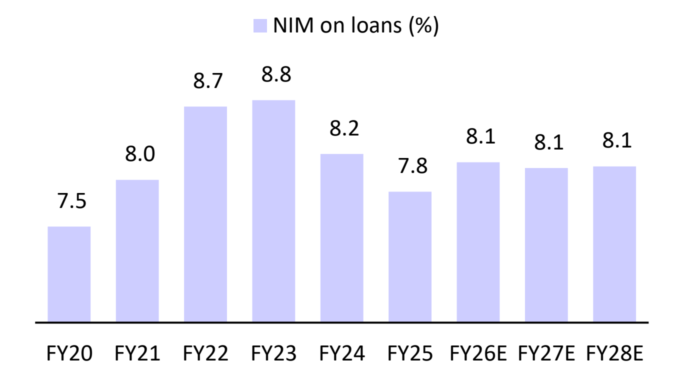
Source: MOFSL, Company

Exhibit 4: Spreads to improve in FY26E



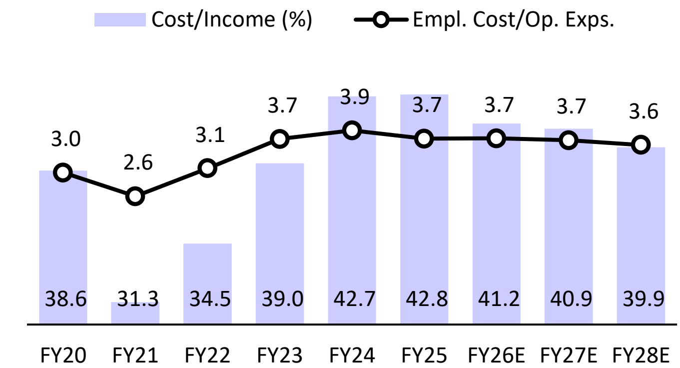
Source: MOFSL, Company

Exhibit 5: NIM to improve in FY26E



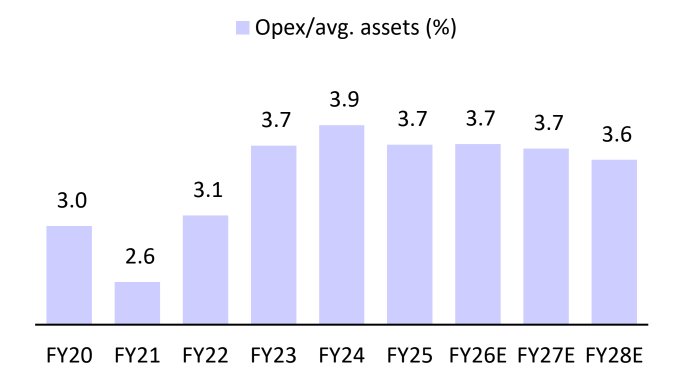
Source: MOFSL, Company

Exhibit 6: Cost-to-income ratio to improve in FY26/FY27E



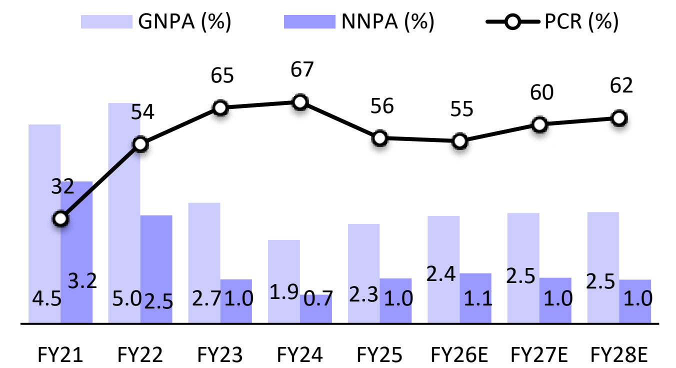
Source: MOFSL, Company

Exhibit 7: Opex/avg. assets to decline to 3.6% by FY28E



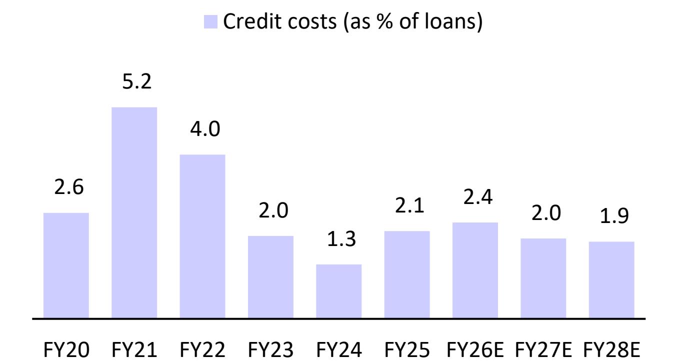
Source: MOFSL, Company

Exhibit 8: Expect asset quality to remain stable



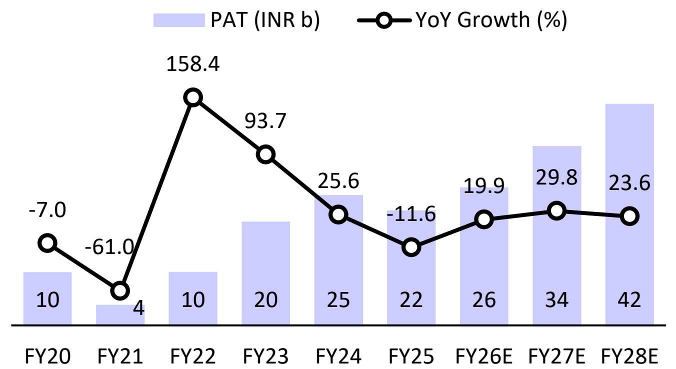
Source: MOFSL, Company

Exhibit 9: Credit costs to gradually decline from FY26E



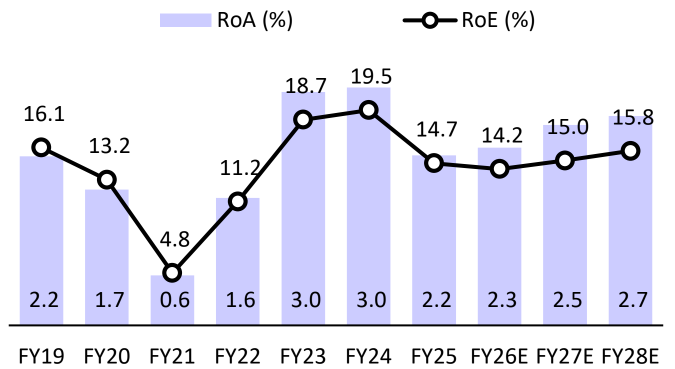
Source: MOFSL, Company

Exhibit 10: PAT CAGR of ~24% over FY25-28E



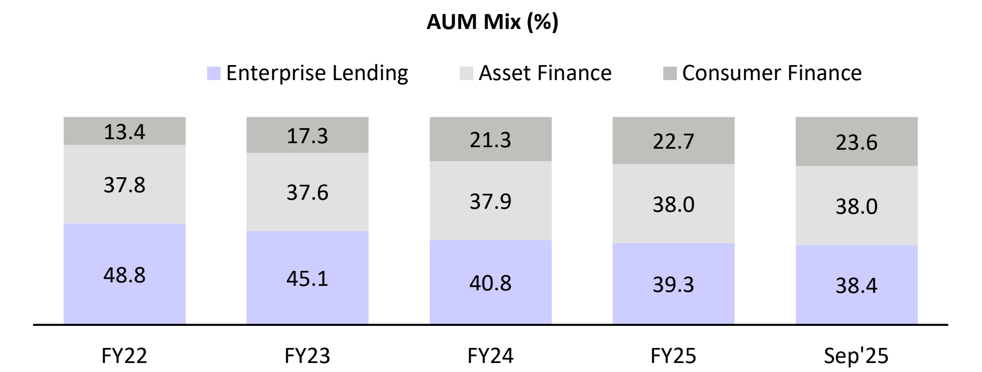
Source: MOFSL, Company

Exhibit 11: RoA/RoE of 2.7%/16% by FY28E



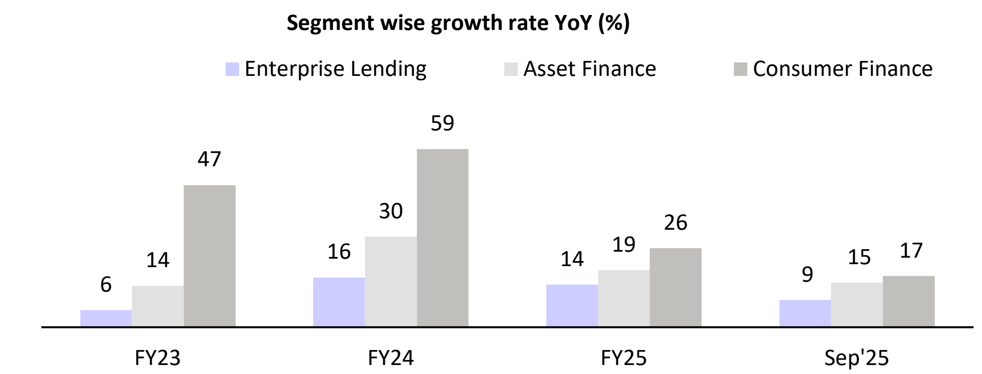
Source: MOFSL, Company

Exhibit 12: HDB has a strong presence across each of its business segments



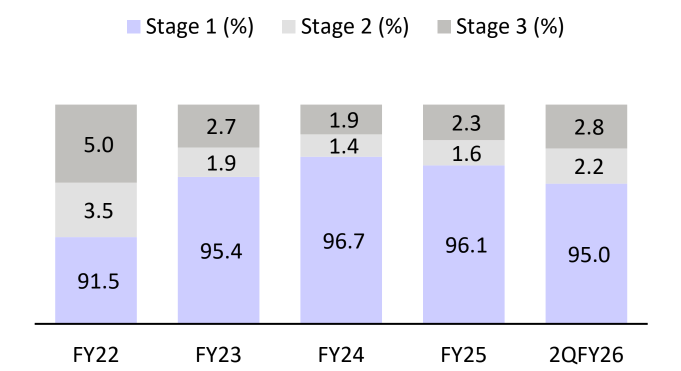
Source: Company, MOFSL

Exhibit 13: Consumer finance continues to grow faster than other segments



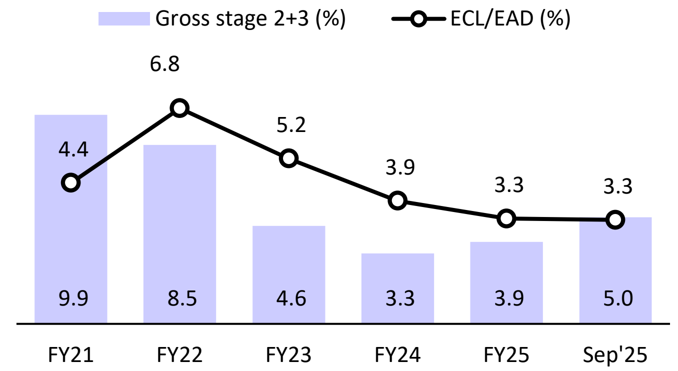
Source: Company, MOFSL

Exhibit 14: Stage wise assets mix (%)



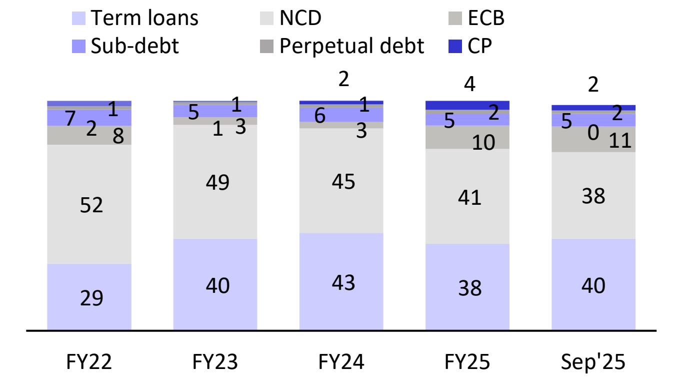
Source: MOFSL, Company

Exhibit 15: GS2+3 elevated as of Sep'25



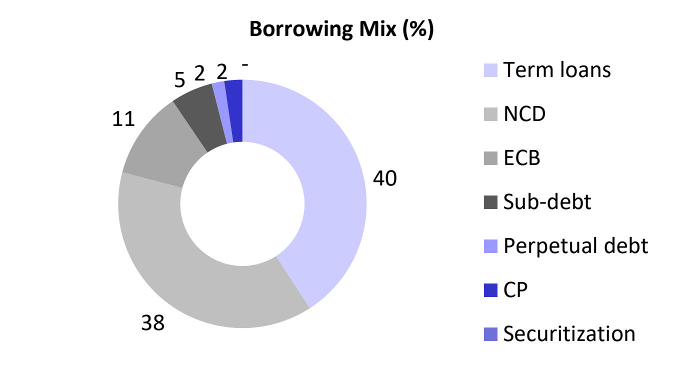
Source: MOFSL, Company

Exhibit 16: Share of term loans inching up



Source: MOFSL, Company

Exhibit 17: Borrowing mix as of Sep'25



Source: MOFSL, Company

Exhibit 18: HDB – Dupont tree (%)

Y/E MARCH	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Interest Income	14.1	13.8	13.4	13.5	13.7	13.8	13.7	13.5	13.4
Interest Expended	7.0	6.3	5.3	5.3	6.0	6.4	5.9	5.8	5.7
Net Interest Income	**7.1**	**7.5**	**8.1**	**8.2**	**7.7**	**7.4**	**7.7**	**7.7**	**7.7**
Other Operating Income	0.7	0.7	0.9	1.3	1.3	1.2	1.3	1.3	1.2
Net Income	**7.8**	**8.2**	**9.0**	**9.5**	**9.0**	**8.6**	**9.0**	**9.0**	**9.0**
Operating Expenses	3.0	2.6	3.1	3.7	3.9	3.7	3.7	3.7	3.6
Operating Income	**4.8**	**5.6**	**5.9**	**5.8**	**5.2**	**4.9**	**5.3**	**5.3**	**5.4**
Provisions/write offs	2.5	5.0	4.0	2.0	1.3	2.1	2.3	1.9	1.9
PBT (Lending)	**2.3**	**0.6**	**1.9**	**3.8**	**3.9**	**2.8**	**3.0**	**3.4**	**3.5**
PBT (BPO Segment)	0.2	0.2	0.2	0.2	0.2	0.1	0.1	0.0	0.0
PBT (Total)	**2.5**	**0.8**	**2.2**	**4.0**	**4.1**	**2.9**	**3.0**	**3.4**	**3.6**
Tax	0.8	0.2	0.5	1.0	1.0	0.7	0.8	0.8	0.9
Reported PAT	**1.7**	**0.6**	**1.6**	**3.0**	**3.0**	**2.2**	**2.3**	**2.5**	**2.7**
Avg. Leverage	7.7	7.5	6.9	6.3	6.5	6.8	6.3	5.9	6.0
RoE	**13.2**	**4.8**	**11.2**	**18.7**	**19.5**	**14.7**	**14.2**	**15.0**	**15.8**

Financials and valuation

Income Statement

INR m

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Interest Income	82,335	84,879	83,630	89,278	1,11,567	1,38,358	1,57,754	1,79,978	2,11,181
Interest Expenses	40,814	38,829	33,255	35,119	48,643	63,902	68,405	77,646	89,663
Net Interest Income	**41,521**	**46,050**	**50,375**	**54,159**	**62,924**	**74,456**	**89,349**	**1,02,332**	**1,21,518**
Change (%)	22.9	10.9	9.4	7.5	16.2	18.3	20.0	14.5	18.7
Other Income	4,098	4,365	5,799	8,412	10,649	12,478	14,466	16,881	19,364
Total Income	**45,618**	**50,414**	**56,174**	**62,570**	**73,573**	**86,934**	**1,03,815**	**1,19,213**	**1,40,882**
Change (%)	21.9	10.5	11.4	11.4	17.6	18.2	19.4	14.8	18.2
Total Operating Expenses	**17,601**	**15,757**	**19,388**	**24,399**	**31,428**	**37,239**	**42,782**	**48,775**	**56,197**
Change (%)	20.9	-10.5	23.0	25.8	28.8	18.5	14.9	14.0	15.2
Employee Expenses	11,866	10,389	12,717	15,643	20,588	24,742	27,711	31,590	36,329
Depreciation	1,097	1,078	989	1,118	1,451	1,944	2,197	2,636	3,137
Other Operating Expenses	4,638	4,290	5,682	7,638	9,389	10,553	12,875	14,548	16,731
Operating Profit	**28,018**	**34,658**	**36,786**	**38,171**	**42,144**	**49,695**	**61,033**	**70,438**	**84,685**
Change (%)	22.5	23.7	6.1	3.8	10.4	17.9	22.8	15.4	20.2
Total Provisions	**14,416**	**30,688**	**24,657**	**13,304**	**10,674**	**21,130**	**26,849**	**25,871**	**29,428**
% Loan loss provisions to Avg loans ratio	2.6	5.3	4.3	2.2	1.4	2.2	2.4	2.0	2.0
PBT (Lending)	**13,602**	**3,970**	**12,129**	**24,867**	**31,471**	**28,565**	**34,183**	**44,567**	**55,257**
PBT (BPO)	1,043	1,037	1,347	1,407	1,576	713	600	580	550
PBT (Total)	**14,645**	**5,007**	**13,476**	**26,274**	**33,047**	**29,278**	**34,783**	**45,147**	**55,807**
Tax Provisions	4,596	1,092	3,362	6,681	8,438	7,519	8,696	11,287	13,952
Tax Rate (%)	31.4	21.8	24.9	25.4	25.5	25.7	25.0	25.0	25.0
PAT	**10,049**	**3,915**	**10,114**	**19,594**	**24,608**	**21,759**	**26,088**	**33,861**	**41,855**
Change (%)	-7.0	-61.0	158.4	93.7	25.6	-11.6	19.9	29.8	23.6

Balance Sheet

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	7,876	7,892	7,904	7,914	7,931	7,958	8,296	8,296	8,296
Reserves & Surplus	72,302	76,571	87,493	1,06,456	1,29,496	1,50,239	2,00,989	2,34,849	2,76,704
Net Worth	**80,178**	**84,462**	**95,397**	**1,14,370**	**1,37,427**	**1,58,197**	**2,09,285**	**2,43,145**	**2,85,000**
Borrowings	**4,98,041**	**5,03,588**	**4,89,731**	**5,48,653**	**7,43,307**	**8,73,977**	**9,50,156**	**11,20,404**	**13,39,500**
Change (%)	10.4	1.1	-2.8	12.0	35.5	17.6	8.7	17.9	19.6
Total Liabilities	**6,07,145**	**6,26,411**	**6,20,259**	**7,00,504**	**9,25,565**	**10,86,633**	**12,22,541**	**14,36,045**	**17,07,799**
Investments	17,458	15,929	22,335	12,433	33,803	20,601	22,661	24,927	27,420
Loans	5,71,459	5,86,014	5,71,625	6,63,827	8,67,213	10,33,430	11,62,906	13,71,054	16,31,412
Change (%)	6.1	2.5	-2.5	16.1	30.6	19.2	12.5	17.9	19.0
Fixed Assets	1,336	995	902	1,428	1,847	2,754	3,305	3,966	4,759
Total Assets	**6,07,145**	**6,26,411**	**6,20,259**	**7,00,504**	**9,25,565**	**10,86,633**	**12,22,541**	**14,36,045**	**17,07,799**

E: MOFSL Estimates

Financials and valuation

AUM Mix (%)									INR m
Y/E March	**FY20**	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
AUM	**5,88,328**	**6,15,610**	**6,14,440**	**7,00,840**	**9,02,350**	**10,72,620**	**12,12,471**	**14,29,356**	**17,00,227**
Change (%)	6.1	4.6	-0.2	14.1	28.8	18.9	13.0	17.9	19.0
Disbursements	**2,98,530**	**2,49,900**	**2,90,330**	**4,48,018**	**6,08,993**	**6,61,080**	**6,74,302**	**7,95,676**	**9,38,898**
Change (%)	-5.7	-16.3	16.2	54.3	35.9	8.6	2.0	18.0	18.0

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Spreads Analysis (%)									
Avg. Yield on Loans	14.8	14.3	13.6	13.6	13.9	14.0	13.9	13.7	13.6
Avg Cost of Funds	8.6	7.8	6.7	6.8	7.5	7.9	7.5	7.5	7.3
Spread of loans	6.2	6.6	6.9	6.8	6.4	6.1	6.4	6.2	6.3
NIM (on loans)	7.5	8.0	8.7	8.8	8.2	7.83	8.14	8.08	8.1
Profitability Ratios (%)									
RoA	1.7	0.6	1.6	3.0	3.0	2.2	2.3	2.5	2.7
RoE	13.2	4.8	11.2	18.7	19.5	14.7	14.2	15.0	15.8
Cost/Income	38.6	31.3	34.5	39.0	42.7	42.8	41.2	40.9	39.9
Opex to avg. assets	3.0	2.6	3.1	3.7	3.9	3.7	3.7	3.7	3.6

Asset quality

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
GNPA (INR m)	22,591	27,609	30,588	19,149	17,118	24,137	29,460	35,590	42,782
GNPA (%)	3.9	4.5	5.0	2.7	1.9	2.3	2.4	2.5	2.5
NNPA (INR m)	18,206	18,862	14,030	6,683	5,680	10,632	13,257	14,236	16,257
NNPA (%)	3.2	3.2	2.5	1.0	0.7	1.0	1.1	1.0	1.0
PCR (%)	19.41	31.68	54.13	65.10	66.82	55.95	55	60	62
Credit costs (%)	2.6	5.2	4.0	2.0	1.3	2.1	2.4	2.0	1.9

Valuation	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
No. of Shares (m)	**788**	**789**	**790**	**791**	**793**	**796**	**830**	**830**	**830**
EPS	13	5	13	25	31	27	31	41	50
EPS Growth (%)	(7)	(61)	158	93	25	(12)	15	30	24
P/E (x)	**57.2**	**147.2**	**57.1**	**29.5**	**23.5**	**26.7**	**23.2**	**17.9**	**14.5**
BV (INR)	102	107	121	145	173	199	252	293	344
BV Growth (%)	11	5	13	20	20	15	27	16	17
Price-BV (x)	**7.2**	**6.8**	**6.0**	**5.1**	**4.2**	**3.7**	**2.9**	**2.5**	**2.1**
DPS (INR)	0.0	0.0	1.0	2.0	3.0	3.0	4.0	5.0	6.0
Dividend yield (%)	**-**	**-**	**0.1**	**0.3**	**0.4**	**0.4**	**0.5**	**0.7**	**0.8**

E: MOFSL Estimates

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 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: 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 dpgrievances@motilaloswal.com.