

CIE Automotive India

Estimate change



TP change



Rating change



Bloomberg	CIEINDIA IN
Equity Shares (m)	379
M.Cap.(INRb)/(USDb)	178.1 / 2
52-Week Range (INR)	487 / 357
1, 6, 12 Rel. Per (%)	18/14/-3
12M Avg Val (INR M)	91

Financials & Valuations (INR b)

INR b	CY25	CY26E	CY27E
Sales	94.1	102.5	108.9
EBITDA (%)	14.5	15.0	15.0
Adj. PAT	8.3	9.3	9.8
EPS (INR)	22.0	24.7	26.0
EPS Growth (%)	1.5	12.1	5.4
BV/Share (Rs)	197	214	232

Ratio

RoE (%)	11.9	12.0	11.7
RoCE (%)	10.8	11.4	11.4
Payout (%)	32.3	31.8	31.9

Valuations

P/E (x)	21.3	19.0	18.1
P/BV (x)	2.4	2.2	2.0
Div. Yield (%)	1.5	1.6	1.8
FCF Yield (%)	4.9	3.4	4.6

Shareholding Pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	65.7	65.7	65.7
DII	21.7	21.6	20.8
FII	4.3	4.2	4.5
Others	8.3	8.5	9.1

FII includes depository receipts

CMP: INR469

TP: INR539 (+15%)

Buy

India to remain the key growth driver

India business above our estimate, Europe disappoints

- CIEINDIA's consolidated PAT at INR 2.1bn was in line with our estimates. However, while India's business performance was ahead of our estimates, Europe's performance missed our estimates.
- The India business is expected to be the primary growth driver for the company even in CY26. CIEINDIA remains focused on sustaining profitability through operational efficiencies. The stock trades at 19x/18.1x CY26E/CY27E consolidated EPS and is attractive. **Reiterate BUY with a TP of INR539 (based on 21x CY27E consolidated EPS).**

India margins ahead of our estimates, while Europe remains weak

- CIEINDIA's 4QCY25 consol. revenue grew 13.4% YoY to INR23.9b, coming in slightly below our estimate of INR24.5b. Primary drivers for this growth were good business growth in India and a positive exchange rate translation effect in Europe.
- Adjusted for the new labor code impact (INR 132m), EBITDA stood at ~INR3.5b(in-line), and grew 16% YoY. Adjusted EBITDA margin stood at 14.5% (in line), +30bp YoY/-50bp QoQ.
- Margins contracted due to one-off costs of ~INR200m related to the restructuring at its subsidiary, Legazpi.
- Adj. PAT grew 17% YoY and stood at INR2.1b (in-line).
- **India business performance:** Revenue grew 10% YoY to ~INR15.9b (in line). Adjusted India EBITDA margin was 15.9% (est. 15.3%), up 130bp YoY. The 4Q margins were hit by higher energy tariffs in Maharashtra (30bp impact).
- **EU business performance:** The EU business revenues saw a healthy 20% YoY growth to INR8b, slightly below our estimated INR8.3b. Positive foreign exchange translation aided revenue growth, far ahead of the 4%+ sales growth in EUR terms. EBITDA margin was 11.8% (est. 12.3%), down 140bp YoY. Margins were hit by a one-time CIE Legazpi restructuring-related cost.
- CFO/FCF grew ~36%/76% YoY in CY25.

Highlights from the management commentary

- GST rate reduction in Sep'25 has led to immediate demand improvement across segments, and management expects demand momentum to sustain into CY26.
- Order inflow momentum remains strong, with INR8.7b of new business wins in CY25.
- Management will focus on improving India's margins in the coming years.
- Metalcastello restructuring is complete, with profitability restored to pre-downsizing levels and no further major actions expected.
- Legazpi remains exposed to EV programs, and with the slower-than-expected EV ramp-up in Europe, utilization levels have been impacted. Further actions will depend on market evolution.

Research analyst - Aniket Mhatre (Aniket.Mhatre@MotilalOswal.com)

Research analyst - Jeemit Shah (Jeemit.Shah@MotilalOswal.com) | Uday Nair (Uday.Nair@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.

- European auto demand continues to face structural headwinds from EV transition uncertainty, Euro-7 investments, and competition from Chinese OEMs.
- Strategic focus in Europe remains on protecting profitability, footprint optimization, and selectively targeting incremental opportunities from supply chain consolidation rather than pursuing aggressive growth.

Valuation and view

- Domestic demand in India is picking up across segments post the GST rate cut. However, Europe's outlook remains subdued, although it seems to be stabilizing at lower levels. Thus, Indian business is expected to be the primary growth driver for the company even in CY26.
- Some of the financial attributes unique to CIE India include being net debt-free, having strict capex/inorganic expansion guidelines, generating positive FCF, and tracking an improving return trajectory.
- CIEINDIA remains focused on sustaining profitability through operational efficiencies. The stock trades at 19x/18.1x CY26E/CY27E consolidated EPS.
Reiterate BUY with a TP of INR539 (based on ~21x CY27E consolidated EPS).

Quarterly performance (Consol.)

(INR m)	CY24				CY25				CY24	CY25	CY25	Var.
Y/E December	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	(%)
Net Sales	24,268	22,927	21,346	21,100	22,726	23,690	23,718	23,930	89,641	94,065	24,461	-2.2
YoY Change (%)	-0.5	-1.2	-6.4	-5.8	-6.4	3.3	11.1	13.4	-3.4	4.9	15.9	
EBITDA	3,606	3,600	3,306	2,993	3,355	3,368	3,557	3,469	13,506	13,625	3,497	-0.8
Margins (%)	14.9	15.7	15.5	14.2	14.8	14.2	15.0	14.5	15.1	14.5	14.3	20bp
Depreciation	863	836	798	809	864	871	890	955	3,306	3,581	916	4.3
Interest	220	211	169	175	126	16	36	87	776	265	78	11.1
Other Income	513	306	243	336	361	221	192	239	1,396	1,013	207	15.2
Share of profit from associates	4	6	19	-2	5	7	2	9	27	23	2	
PBT	3,035	2,859	2,581	2,344	2,725	2,701	2,822	2,543	10,820	10,668	2,710	-0.3
Tax Rate (%)	24.3	24.5	25.3	23.6	24.6	25.1	24.5	21.4	24.4	24.2	24.8	
Adj. PAT	2,302	2,164	1,947	1,790	2,060	2,030	2,132	2,101	8,203	8,323	2,041	2.9
YoY Change (%)	4.5	1.3	4.3	1.1	-10.5	-6.2	9.5	17.4	2.8	1.5	14.0	
Revenues												
India	14,275	14,293	15,270	14,430	14,658	15,154	15,677	15,935	57,558	61,423	16,136	-1.2
Growth (%)	-1	0	-1	-3	3	6	8	10	-2	7	11.8	
EU	9,994	8,660	6,077	6,670	8,069	8,536	8,043	7,995	29,098	32,642	8,325	-4.0
Growth (%)	0	-2	-18	-12	-19	-1	18	20	-14	12	24.8	
EBITDA Margins												
India	15.1	15.2	15.6	14.6	15.7	15.7	15.9	15.9	15.9	15.6	15.3	50bp
EU	14.6	15.7	15.2	13.2	13.1	11.7	13.2	11.8	15.0	12.4	12.3	-50bp

E: MOFSL Estimates



Key takeaways from the management commentary

India performance update

- India now contributes ~65% of consolidated sales post reclassification of the Mexican forging plant (now reported under Europe as part of CIE Galfor).
- Q4 CY25 India revenue was up 10% YoY, marking the highest quarterly sales achieved in India to date, with growth accelerating meaningfully in 2HCY25 and expected to sustain.
- India sales growth for CY25 stood at 7%, slightly below weighted industry growth, primarily due to restructuring in aluminum and magnetics and a change in aluminum revenue recognition (based on value-added from Q4 onwards as per an OEM).
- Q4CY25 India EBITDA margin stood at 15.9% (vs. 14.6% YoY), impacted by Maharashtra power tariff hikes (~30 bps) and a one-time gratuity provision under the new labor code (~80 bps).
- For CY25, India's EBITDA margin was 15.6% (vs. 16% in CY24), with the prior year benefiting from an aluminum subsidy (~40 bps impact). On a like-for-like basis, margins were broadly stable.
- GST rate reduction in September 2025 has led to immediate demand improvement across segments, and management expects demand momentum to sustain into CY26. Management described the current phase as highly favorable for the Indian auto industry, supported by strong domestic demand, improving exports, and policy tailwinds.
- Order inflow momentum remains strong, with INR8.7 billion of new business wins in CY25. Of this, approximately 10% relates to EV applications and 90% to ICE platforms.
- The Hosur plant is ramping up toward full capacity in the coming quarters. A large iron casting program for export to the US is scheduled to commence SOP around mid-CY26.
- Aluminum vertical is being repositioned for higher growth, with customer diversification underway and entry into higher-tonnage, higher-value castings. Several new programs are targeted for SOP in Q3/Q4 CY26.
- Forgings (including low-pressure fabricated fuel rails and precision driveline components), gears, composites, and stampings are witnessing healthy traction, with debottlenecking and new press line investments planned.
- Management will focus on improving India's margins in the coming years.

Europe performance update

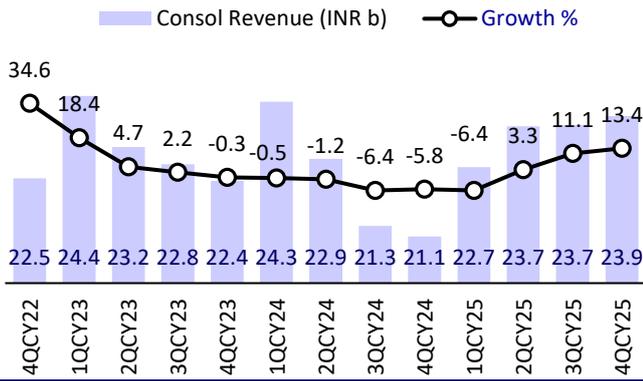
- Europe (including Mexico) accounts for ~35% of consolidated sales, with the region heavily skewed toward forgings (~80% of sales) and light vehicles (>50% mix).
- Q4CY25 Europe revenue was up 20% YoY in INR terms due to favorable forex translation despite only 4% growth in sales in Euro terms.
- Q4CY25 EBITDA margin declined to 11.8% due to a one-time restructuring cost of ~EUR2m at Legazpi (~2.5% of sales).
- For CY25, Europe sales grew 2% YoY in INR terms but declined 6% in Euro terms amid weak regional production.

- Reported CY25 EBITDA margin was 12.4% (vs. 15% in CY24), with ~150 bps impact from restructuring at Metalcastello and Legazpi.
- Metalcastello restructuring is complete, with profitability restored to pre-downsizing levels and no further major actions expected.
- Legazpi remains exposed to EV programs, and with the slower-than-expected EV ramp-up in Europe, utilization levels have been impacted. Further actions will depend on market evolution.
- European auto demand continues to face structural headwinds from EV transition uncertainty, Euro-7 investments, and competition from Chinese OEMs.
- EV penetration increased from ~13% to 16% YoY but remains below industry expectations.
- Strategic focus in Europe remains on protecting profitability, footprint optimization, and selectively targeting incremental opportunities from supply chain consolidation rather than pursuing aggressive growth.

Other highlights

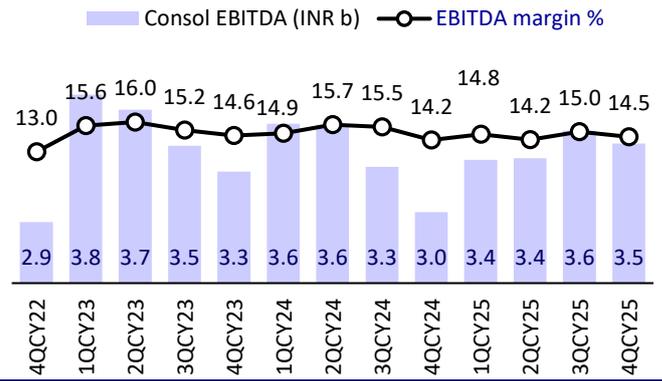
- Return on net assets moderated to 18.4%, partly due to FX translation inflating Euro-denominated assets and goodwill. ROE stands at 11.1%, impacted by high cash balances.
- The Board has declared INR7 per share as a dividend for CY25, flat YoY.
- CY26 capex will be higher than CY25, with a clear bias toward India expansions across aluminum, stampings, composites, forgings, and machining.
- The company plans a selective transfer of capacities (including forging presses and gear parts) from Europe to India to leverage cost competitiveness and export opportunities.
- Trade tailwinds include the resolution of US tariff uncertainties and the India-EU FTA, both expected to structurally benefit Indian forging and casting exports.
- Customer concentration remains balanced: four anchor customers (Mahindra & Mahindra – auto and tractors, Bajaj Auto, Maruti Suzuki) account for ~50% of India sales, with increasing focus on scaling mid-tier OEM relationships, including Hyundai, Kia, Tata Motors, Royal Enfield, Caterpillar, and JCB.
- Management reiterated high confidence in India as the long-term growth engine while maintaining disciplined capital allocation, supported by a strong net cash balance sheet and steady order inflows in the INR8-10b annual range.

Exhibit 1: Trend in consolidated revenue



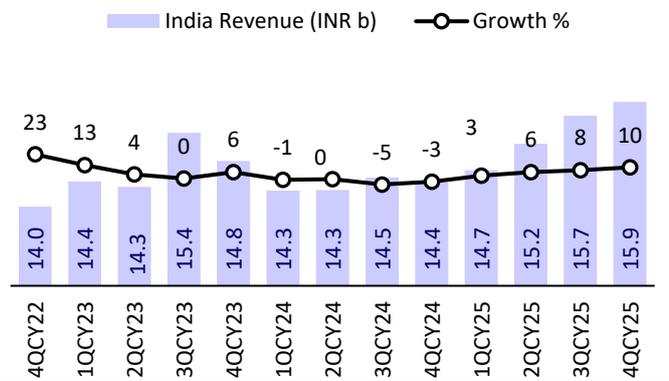
*Excludes MFE Source: Company, MOFSL

Exhibit 2: Trend in consolidated EBITDA



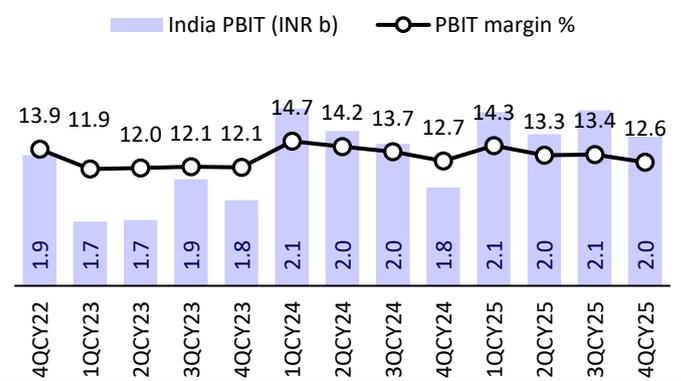
*Excludes MFE Source: Company, MOFSL

Exhibit 3: Trend in India revenue



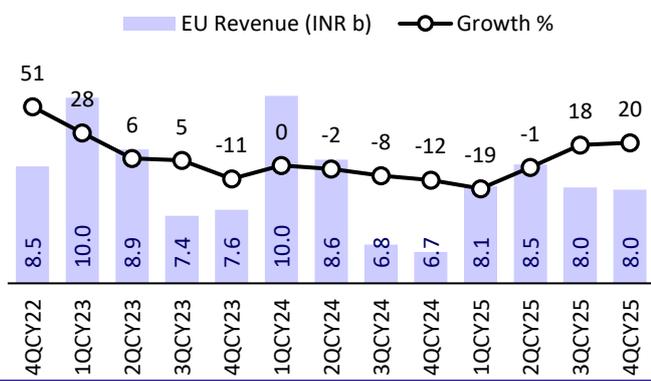
Source: Company, MOFSL

Exhibit 4: Trend in India PBIT margin



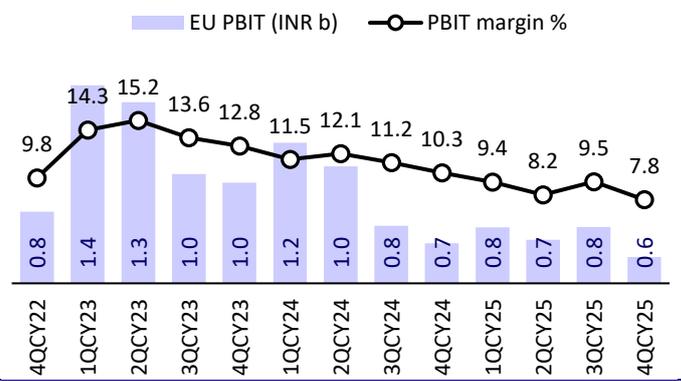
Source: Company, MOFSL

Exhibit 5: Trend in the EU revenue



*Excludes MFE Source: Company, MOFSL

Exhibit 6: Trend in the EU PBIT margin



*Excludes MFE Source: Company, MOFSL

Valuation and view

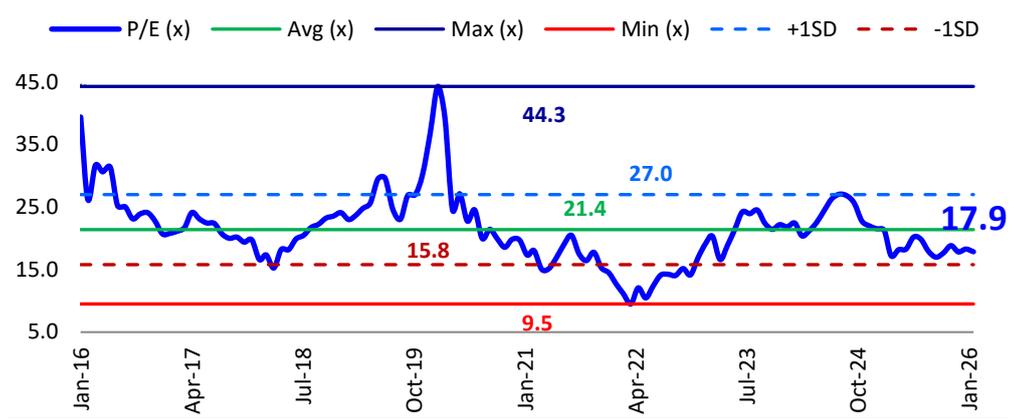
- **Unique business model with multiple technologies under one roof:** CIEINDIA is a unique ancillary company that houses seven key technologies under one roof, each with a strong competitive position. Some of its strong attributes include: 1) the largest supplier of PV crankshafts in India; 2) a dominant player in forged steering parts; 3) one of the two strategic suppliers of aluminum castings to a leading domestic 2W OEM; 4) the second-largest supplier of crankshafts in Europe; 5) a strategic supplier of gears to a leading global supplier of construction and mining equipment; 6) the largest supplier of stampings and gears to one of the leading SUV/tractor OEMs in India; and 7) a supplier with the unique ability to supply crankshafts through both castings and forgings.
- **India business to remain a key growth driver:** CIEINDIA’s top three domestic customers are MM, BJAUT, and MSIL. The outlook for all three anchor customers is positive, with each of them expected to outperform their respective industry growth on account of new launches. Apart from this, the company is boosting its presence with several key OEMs, including Hyundai, Toyota, and VW. Further, domestic demand in India is picking up across segments post the GST rate cut. Thus, India is likely to be the key growth driver for CIE Automotive. Further, it continues capacity expansion with efficiency enhancements in line with CIE global benchmarks.
- **Europe's demand remains subdued, and deceleration has stopped:** While demand in Europe remains weak, the good part is that deceleration in demand has now stopped, and the same is stabilizing at lower levels. Despite the subdued industry growth outlook in Europe, management is optimistic about outperforming the industry, backed by new order wins. Further, the ongoing global tariff wars are likely to drive uncertainty in demand in the near term. Moreover, the management has made it clear that in Europe, the focus will remain on margin protection, capacity adjustments, and securing new business.
- **Valuation and view:** India business is expected to be the primary growth driver for the company even in CY26. Some of the financial attributes unique to CIE Automotive include being net debt-free, having strict capex/inorganic expansion guidelines, generating positive FCF, and tracking an improving return trajectory. CIEINDIA remains focused on sustaining profitability through operational efficiencies. The stock trades at 19x/18.1x CY26E/CY27E consolidated EPS and is attractive. **We reiterate our BUY rating with a TP of INR539 (based on ~21x CY27E consolidated EPS).**

Exhibit 7: Our revised estimates

(INR M)	CY26E			CY27E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net sales	102,471	100,468	2.0	108,881	105,410	3.3
EBITDA	15,399	15,056	2.3	16,374	15,861	3.2
EBITDA margin %	15.0	15.0	0bp	15.0	15.0	0bp
Adj. PAT	9,328	8,963	4.1	9,828	9,432	4.2
EPS	24.7	23.7	4.1	26.0	24.9	4.2

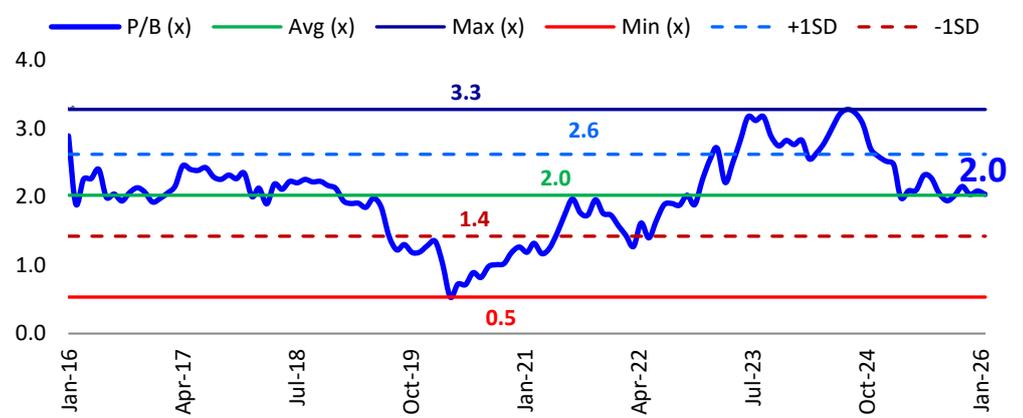
Source: MOFSL

Exhibit 8: P/E ratio charts



Source: Company, MOFSL

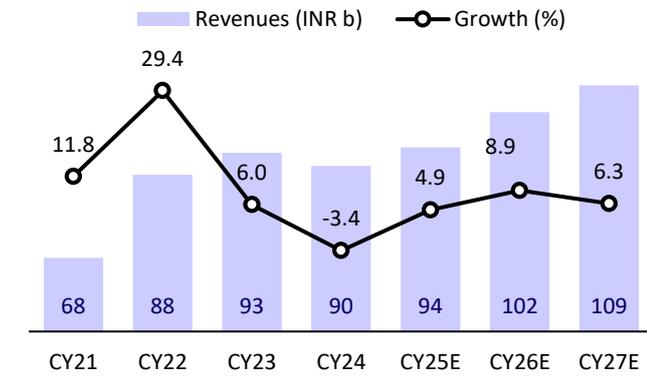
Exhibit 9: P/B ratio charts



Source: Company, MOFSL

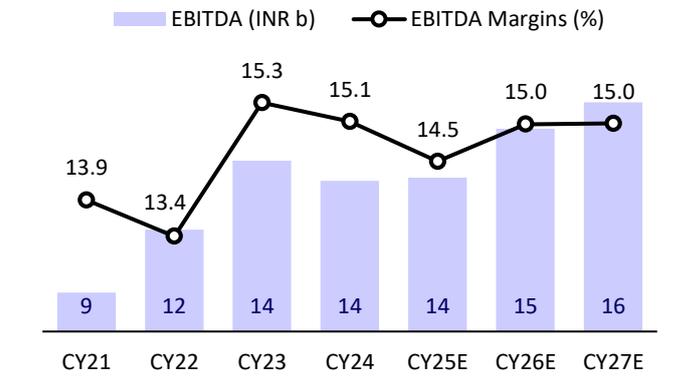
Key operating indicators

Exhibit 10: Expect consolidated revenue to recover



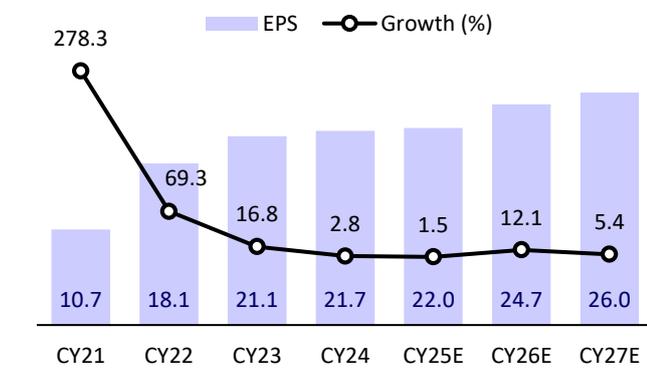
Source: Company, MOFSL

Exhibit 11: Expect EBITDA margin to remain stable



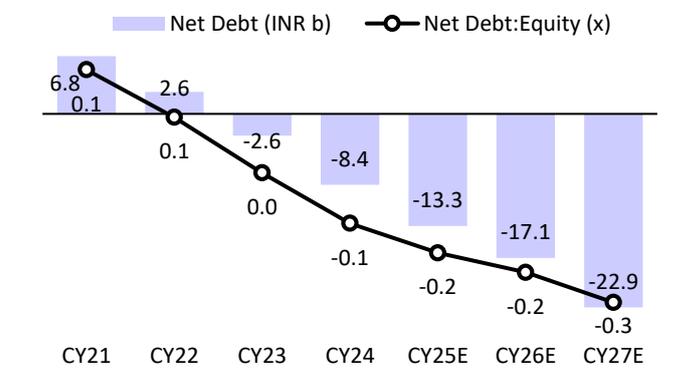
Source: Company, MOFSL

Exhibit 12: EPS and EPS growth trends



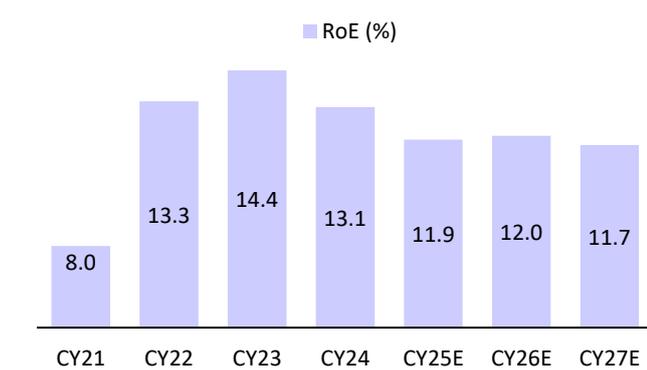
Source: Company, MOFSL

Exhibit 13: Turned net cash positive from CY23



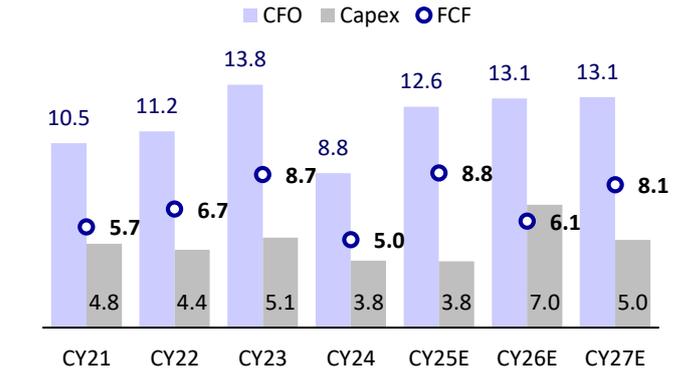
Source: Company, MOFSL

Exhibit 14: Expect RoE to remain under pressure



Source: Company, MOFSL

Exhibit 15: FCF to remain at healthy levels



Source: Company, MOFSL

Financials and valuations

Consolidated - Income Statement

(INR M)

Y/E December	CY21	CY22	CY23	CY24	CY25	CY26E	CY27E
Total Income from Operations	67,652	87,530	92,803	89,641	94,065	102,471	108,881
Change (%)	11.8	29.4	6.0	-3.4	4.9	8.9	6.3
Total Expenditure	58,234	75,810	78,565	76,135	80,440	87,073	92,507
% of Sales	86.1	86.6	84.7	84.9	85.5	85.0	85.0
EBITDA	9,417	11,720	14,239	13,506	13,625	15,399	16,374
Margin (%)	13.9	13.4	15.3	15.1	14.5	15.0	15.0
Depreciation	2,733	2,962	3,222	3,306	3,581	3,815	4,209
EBIT	6,684	8,758	11,017	10,199	10,044	11,584	12,165
Int. and Finance Charges	348	227	1,074	776	265	411	404
Other Income	468	583	820	1,396	1,013	1,076	1,281
PBT bef. EO Exp.	6,805	9,114	10,763	10,820	10,791	12,249	13,042
EO Items	-128	379	0	0	0	0	0
PBT after EO Exp.	6,677	9,492	10,763	10,820	10,791	12,249	13,042
Total Tax	2,731	2,401	2,782	2,644	2,585	3,037	3,238
Tax Rate (%)	40.9	25.3	25.8	24.4	24.0	24.8	24.8
Share of profit from associate	12	22	-5	27	23	24	25
Reported PAT	3,958	7,113	7,976	8,203	8,230	9,235	9,828
Adj. PAT	4,034	6,829	7,976	8,203	8,323	9,328	9,828
Change (%)	278.3	69.3	16.8	2.8	1.5	12.1	5.4
Margin (%)	6.0	7.8	8.6	9.2	8.8	9.1	9.0

Consolidated - Balance Sheet

(INR M)

Y/E December	CY21	CY22	CY23	CY24	CY25	CY26E	CY27E
Equity Share Capital	3,791	3,793	3,794	3,794	3,794	3,794	3,794
Total Reserves	48,175	47,192	56,086	61,974	70,798	77,094	83,793
Net Worth	51,966	50,985	59,880	65,768	74,591	80,888	87,586
Total Loans	12,816	9,234	8,033	5,210	3,860	1,860	1,360
Deferred Tax Liabilities	2,459	3,199	3,238	3,247	3,178	3,178	3,178
Capital Employed	67,241	63,418	71,151	74,225	81,630	85,927	92,125
Gross Block	50,226	48,348	53,792	56,663	61,441	68,416	73,389
Less: Accum. Deprn.	20,624	20,921	24,228	26,234	29,815	33,630	37,839
Net Fixed Assets	29,602	27,427	29,564	30,428	31,626	34,785	35,550
Goodwill on Consolidation	36,265	28,040	28,540	28,142	30,375	30,375	30,375
Capital WIP	1,247	1,195	537	663	1,296	1,322	1,348
Total Investments	4,380	5,756	8,206	10,383	14,590	16,590	21,590
Curr. Assets, Loans&Adv.	26,712	36,780	30,679	27,872	29,469	30,223	32,339
Inventory	13,486	12,108	11,626	10,911	11,296	12,405	13,179
Account Receivables	6,687	8,608	6,331	6,271	6,090	7,299	7,756
Cash and Bank Balance	1,595	859	2,387	3,242	2,541	2,321	2,694
Loans and Advances	4,943	15,205	10,334	7,447	9,542	8,198	8,711
Curr. Liability & Prov.	30,965	35,780	26,374	23,262	25,725	27,367	29,077
Account Payables	19,385	21,350	19,341	15,809	18,632	18,607	19,769
Other Current Liabilities	7,605	12,876	5,505	5,976	5,636	7,173	7,622
Provisions	3,976	1,553	1,528	1,477	1,457	1,587	1,686
Net Current Assets	-4,253	1,000	4,305	4,610	3,744	2,856	3,263
Misc Expenditure	1	0	-1	-1	-1	-1	-1
Appl. of Funds	67,241	63,418	71,151	74,226	81,630	85,927	92,125

Financials and valuations

Ratios

Y/E December	CY21	CY22	CY23	CY24	CY25	CY26E	CY27E
Basic (INR)							
EPS	10.7	18.1	21.1	21.7	22.0	24.7	26.0
Cash EPS	17.9	25.9	29.6	30.4	31.5	34.8	37.1
BV/Share	137.4	134.8	158.4	173.9	197.3	213.9	231.7
DPS	2.5	2.5	5.0	7.0	7.0	7.7	8.3
Payout (%)	23.9	13.3	23.8	32.4	32.3	31.8	31.9
Valuation (x)							
P/E	44.0	26.0	22.3	21.6	21.3	19.0	18.1
Cash P/E	26.2	18.1	15.9	15.4	14.9	13.5	12.6
P/BV	3.4	3.5	3.0	2.7	2.4	2.2	2.0
EV/Sales	2.8	2.1	2.0	2.0	1.9	1.7	1.6
EV/EBITDA	20.1	15.9	12.9	13.3	13.2	11.5	10.8
Dividend Yield (%)	0.5	0.5	1.1	1.5	1.5	1.6	1.8
FCF per share	15.1	17.8	23.0	13.2	23.2	16.0	21.4
Return Ratios (%)							
RoE	8.0	13.3	14.4	13.1	11.9	12.0	11.7
RoCE (Post-tax)	6.3	10.7	13.0	12.1	10.8	11.4	11.4
RoIC	6.5	11.3	14.1	12.8	12.4	13.5	13.8
Working Capital Ratios							
Fixed Asset Turnover (x)	1.3	1.8	1.7	1.6	1.5	1.5	1.5
Asset Turnover (x)	1.0	1.4	1.3	1.2	1.2	1.2	1.2
Inventory (Days)	73	50	46	44	44	44	44
Debtor (Days)	36	36	25	26	24	26	26
Creditor (Days)	105	89	76	64	72	66	66
Leverage Ratio (x)							
Net Debt/Equity	0.1	0.1	0.0	-0.1	-0.2	-0.2	-0.3

Consolidated - Cash Flow Statement

Y/E December	CY21	CY22	CY23	CY24	CY25	CY26E	CY27E
(INR M)							
OP/(Loss) before Tax	6,689	9,514	10,759	10,847	10,814	12,273	13,066
Depreciation	3,431	3,537	3,222	3,306	3,581	3,815	4,209
Interest & Finance Charges	533	454	1,074	776	265	-665	-877
Direct Taxes Paid	-1,053	-1,981	-3,579	-2,622	-2,625	-3,037	-3,238
(Inc)/Dec in WC	1,364	-97	-309	-2,357	1,499	669	-34
CF from Operations	10,963	11,427	11,166	9,950	13,535	13,054	13,126
Others	-452	-245	2,667	-1,142	-955	0	0
CF from Operating incl EO	10,511	11,182	13,833	8,808	12,580	13,054	13,126
(Inc)/Dec in FA	-4,778	-4,434	-5,122	-3,807	-3,774	-7,000	-5,000
Free Cash Flow	5,733	6,749	8,711	5,002	8,806	6,054	8,126
(Pur)/Sale of Investments	-1,880	-1,273	-2,213	-1,679	-3,668	-2,000	-5,000
Others	-967	-661	-1,714	3,118	-582	1,076	1,281
CF from Investments	-7,625	-6,368	-9,049	-2,368	-8,024	-7,924	-8,719
Issue of Shares	10	36	7	0	0	0	0
Inc/(Dec) in Debt	-2,787	-3,936	396	3,265	-2,744	-2,000	-500
Interest Paid	-465	-378	-1,035	-739	-255	-411	-404
Dividend Paid	0	-948	-948	-1,889	-2,644	-2,939	-3,130
Others	-385	349	-2,691	-6,164	383	0	0
CF from Fin. Activity	-3,627	-4,877	-4,272	-5,527	-5,260	-5,349	-4,034
Inc/Dec of Cash	-740	-63	512	914	-704	-220	373
Opening Balance	2,506	1,766	1,703	2,095	3,009	2,305	2,085
Closing Balance	1,766	1,703	2,215	3,009	2,305	2,085	2,458

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

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

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

Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH00000412 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 any 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. INH00000412) 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, 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 dpgrievances@motilaloswal.com.