

Eris Lifesciences

Estimate change

TP change

Rating change



Bloomberg	ERIS IN
Equity Shares (m)	136
M.Cap.(INRb)/(USDb)	192.7 / 2.1
52-Week Range (INR)	1910 / 1097
1, 6, 12 Rel. Per (%)	-3/-19/1
12M Avg Val (INR M)	274

Financials & valuations (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Sales	32.1	37.0	41.5
EBITDA	11.4	13.3	15.0
Adj. PAT	4.7	6.5	7.9
EBIT Margin (%)	26.6	27.3	27.6
Cons. Adj. EPS (INR)	34.0	47.4	57.5
EPS Gr. (%)	32.8	39.2	21.3
BV/Sh. (INR)	235.2	277.1	329.1

Ratios

Net D:E	0.6	0.4	0.1
RoE (%)	15.4	18.5	19.0
RoCE (%)	12.4	14.8	16.3
Payout (%)	16.6	11.6	9.6

Valuations

P/E (x)	41.6	29.9	24.6
EV/EBITDA (x)	18.9	15.8	13.4
Div. Yield (%)	0.4	0.4	0.4
FCF Yield (%)	2.6	4.3	5.4
EV/Sales (x)	6.7	5.6	4.8

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	54.9	54.9	54.9
DII	20.3	19.4	18.1
FII	6.9	7.2	8.4
Others	18.0	18.6	18.7

FII includes depository receipts

CMP: INR1,414

TP: INR1,520 (+7%)

Neutral

Segment-specific measures lead to a miss on earnings

Work-in-progress to build growth in domestic/international markets

- Eris Lifesciences (ERIS) reported lower-than-expected performance with a 4%/8%/11% miss on revenue/EBITDA/PAT for the quarter. ERIS witnessed strong growth in the international business. Domestic formulation (DF) business grew at a slower pace in 3QFY26.
- ERIS has re-evaluated its DF portfolio and decided to curtail products that are either not growing and/or not aligning with its core therapies. This kept growth under check in the DF segment in 3QFY26.
- While margins in the international business were lower during the quarter, this is largely due to the front-loading of opex to cater to future needs.
- ERIS' order book has expanded 10x between 1QFY26 and 3QFY26. In addition to existing sites, ERIS' third injectable site is expected to be commissioned in FY28, adding capacity for its CDMO business.
- We lower our earnings estimate by 5%/7%/6% for FY26/FY27/FY28, factoring in: a) the rationalization of portfolio in the DF segment, and b) increased operational costs in the international business. We value ERIS at 28x 12M forward earnings to arrive at TP of INR1,520.
- We expect a 14%/15%/31% CAGR in sales/EBITDA/PAT over FY26-28, backed by comprehensive offerings in the insulin segment, GLP product launch in India, and a healthy order book in the CDMO segment. That said, the current valuation captures this upside. Reiterate Neutral rating on the stock.

Stronger operating efficiency cushions the product mix effect

- ERIS' 3QFY26 revenue grew 11% YoY to INR8.1b (vs our est: INR8.4b).
- The DF segment grew 10% YoY to INR7b (86% of the sales). The international market sales grew 45% YoY to INR1.1b (14% of sales).
- Gross margin contracted 330bp YoY to 72.3%.
- However, EBITDA margin expanded 50bp YoY to ~34.9% (our est. 36.4%), despite decreased gross margins. Employee costs/other expenses declined 10bp/declined 370bp YoY as a % of sales) for the quarter.
- DF EBITDA margin was stable at 36.5%. International market EBITDA margin was 29.7% vs 28.9% YoY.
- EBITDA increased 12.5% YoY to INR2.8b (vs our estimate: INR3b).
- Adj. PAT increased 34.7% YoY to INR1.1b (vs our estimate: INR1.3b).
- Exceptional item (INR172m) relates to one-time employee expense on account of changes in the labor code.
- For 9MFY26, Revenue/EBITDA/PAT grew 8.4%/10.7%/35.4% YoY.

Tushar Manudhane - Research Analyst (Tushar.Manudhane@MotilalOswal.com)

Eshita Jain - Research Analyst (Eshita Jain @MotilalOswal.com) | **Vipul Mehta** (vipul.mehta@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.

Highlights from the management commentary

- The discontinuation of certain low-margin products has led to lower YoY growth in the DF segment in 3QFY26.
- ERIS has guided for FY27 revenue/EBITDA of INR5.5b-INR6b/INR1.8b-INR2b from the international business.
- ERIS is currently lagging market growth in oral anti-diabetes therapy but expects to stabilize over the next 2-3 quarters.
- The company has identified three key growth drivers for the next 3-4 quarters: its diabetes franchise, integration of biotech manufacturing, and ramp-up of the international business.
- ERIS has developed Esaxerenone in-house. The clinical data is favorable for reduction in hypertension as well as some benefits on the kidney side.

Consolidated - Quarterly Earning Model

Y/E March	FY25				FY26E				FY25	FY26E	Estimate	Var %
INRm	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	
Gross Sales	7,197	7,412	7,275	7,053	7,730	7,924	8,075	8,323	28,936	32,051	8,366	-3.5
YoY Change (%)	54.2	46.7	49.6	28.0	7.4	6.9	11.0	18.0	44.0	10.8	15.0	
Total Expenditure	4,697	4,767	4,771	4,529	4,963	5,042	5,258	5,418	18,764	20,681	5,321	
EBITDA	2,500	2,645	2,503	2,524	2,767	2,882	2,816	2,905	10,172	11,370	3,045	-7.5
Margins (%)	34.7	35.7	34.4	35.8	35.8	36.4	34.9	34.9	35.2	35.5	36.4	
Depreciation	759	805	812	773	705	691	703	735	3,149	2,834	772	
Interest	604	595	572	543	487	496	488	508	2,313	1,978	521	
Other Income	16	46	42	80	27	28	0	33	184	89	33	
PBT before EO expense	1,153	1,291	1,162	1,288	1,602	1,724	1,625	1,695	4,894	6,646	1,785	
Extra-Ord expense	0	0	0	-1	-9	-3	172	0	-1	161	0	
PBT	1,153	1,291	1,162	1,289	1,611	1,727	1,452	1,695	4,895	6,485	1,785	
Tax	259	328	292	265	360	382	365	392	1,144	1,499	407	
Rate (%)	22.5	25.4	25.2	20.6	22.3	22.1	25.1	23.1	23.4	23.1	22.8	
MI & Profit/Loss of Asso. Cos.	62	48	33	85	71	143	90	129	228	432	110	
Reported PAT	832	916	836	938	1,180	1,202	997	1,175	3,522	4,554	1,268	
Adj PAT	832	916	836	938	1,173	1,200	1,126	1,175	3,522	4,678	1,268	-11.2
YoY Change (%)	-12.3	-25.8	-18.6	15.0	41.0	31.0	34.7	25.3	-12.4	32.8	51.6	
Margins (%)	11.6	12.4	11.5	13.3	15.2	15.1	13.9	14.1	12.2	14.6	15.2	

Exhibit 1: Top 10 drugs

Secondary sales grew 16.3% YoY in Dec'25 vs 7.6% YoY in Nov'25. Exceptional growth in Hertraz and strong double-digit growth in Insugen/Eritel Ln/Cyblex Mv/Basalog led to an uptick despite a decline in Zomelis-Met/Glimisave-M in Dec'25.

Exceptional performance in Antineoplast and strong growth in Anti-Diabetic/Cardiac/Derma drove expansion in therapies in Dec'25.

Growth was driven by price hikes and new launches on a MAT basis in Dec'25.

Drug	Therapy	MAT Dec'25			Growth (%)	
		Value (INR m)	Growth (%)	Market share (%)	Last 3M	Dec'25
Total		32076	6.1	100.0	10.9	16.3
Renerve Plus	Vitamins/Minerals/Nutrients	1469	3.6	10.5	3.0	3.7
Glimisave Mv	Anti Diabetic	1425	3.1	10.6	4.3	2.9
Insugen	Anti Diabetic	1232	28.2	4.9	21.9	39.3
Basalog	Anti Diabetic	1109	11.4	8.8	8.9	18.4
Glimisave-M	Anti Diabetic	988	-2.1	2.7	-1.7	-0.1
Cyblex Mv	Anti Diabetic	544	21.0	51.8	20.3	21.1
Eritel Ln	Cardiac	525	11.8	7.2	20.4	24.5
Hertraz	Antineoplast/Immunomodulator	480	98.1	8.3	137.8	304.3
Remylin D	Vitamins/Minerals/Nutrients	446	-4.0	9.8	-0.3	0.9
Zomelis-Met	Anti Diabetic	417	-10.5	4.5	-3.3	-2.4

* Three months: Oct-Dec'25

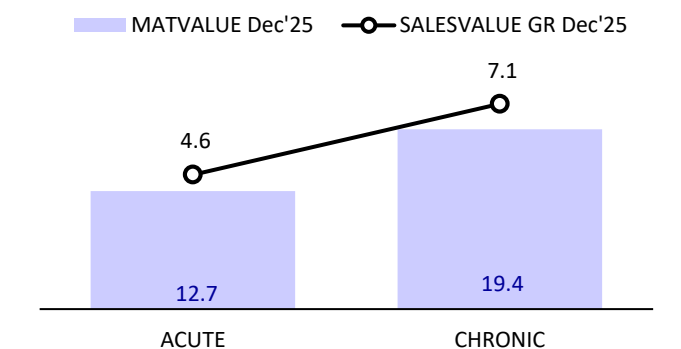
Source: IQVIA, MOFSL

Exhibit 2: Therapy mix (%)

	Share	MAT growth (%)	3M*	Dec'25
Total	100.0	6.1	10.9	16.3
Anti Diabetic	32.9	10.1	12.1	18.1
Cardiac	15.1	6.0	13.8	18.0
Derma	13.4	13.5	14.7	16.5
Vitamins/Minerals/Nutrients	11.9	-0.4	6.8	9.0
Antineoplast/Immunomodulator	6.6	6.0	37.7	64.8
Gynaec.	4.9	5.6	18.2	22.8

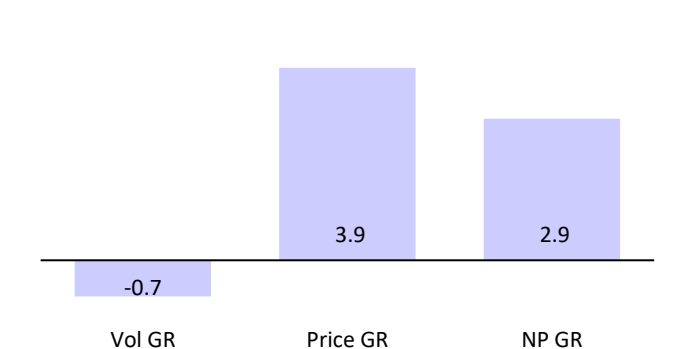
Source: IQVIA, MOFSL

Exhibit 3: Acute vs. Chronic (MAT growth)



Source: IQVIA, MOFSL

Exhibit 4: Growth distribution (%) (MAT Dec'25)



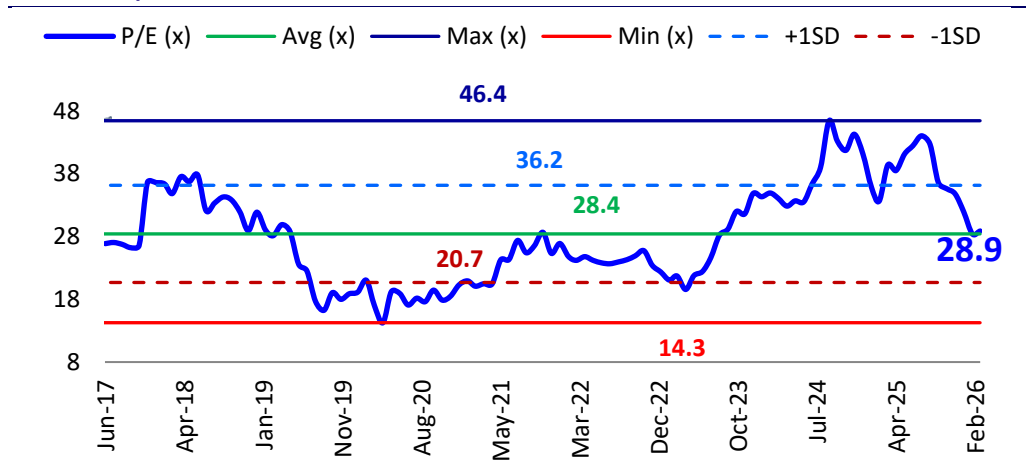
Source: IQVIA, MOFSL



Highlights from the management interaction

- For GLP products, endocrinologists and diabetologists make 70% of the total prescription. Eris will enter the semaglutide market in India via exclusive partnership with NATCO and is ready for Day 1 launch.
- Eris' partner (Natco) has received approval for Semaglutide for the Indian market. Eris is geared up for launch in India.
- The company would be among the few insulin players having fully interchangeable products and domestic backward integration.
- The drag due to operational costs related to new facilities is about INR600m-INR700m on an annualized basis.
- Eris had an order book of INR10b in the EU-CDMO segment at the end of 3QFY26. The order book is expected to be delivered over the next three years.

Exhibit 5: P/E Chart



Strong DF traction and CDMO scale up to fuel growth

DF – advancing diabetes franchise; set to launch semaglutide

- ERIS reported revenue/EBITDA margin of INR2.1b (+10% YoY) /37.1% for 9MFY26.
- The company initiated portfolio rationalization, discontinuing a set of non-core/tail-end brands (in general injectables and select other categories) that exhibit low growth, limited profitability, and misalignment with core therapies.
- This move is expected to reduce DF revenue by ~2% in FY27 but is likely to enhance absolute operating profits and EBITDA margins.
- Excluding these non-core brands, the core DBF portfolio delivered 12% YoY growth in 9MFY26.
- In the insulin franchise, ERIS achieved its stated objective of 25% market share in the RHI Cartridge segment. However, ERIS nearly doubled overall market share from 9% to 16% since its acquisition, with a clear path to 25% in the overall insulin market (incl RHI Cartridge segment).
- Key launches in FY27 include Aspart & Aspart Mix, while validation batches for Degludec (plain) and Degludec + Liraglutide combination are scheduled for 4QFY26/1QFY27.
- ERIS, in an exclusive partnership with NATCO, is set to launch semaglutide in India, leveraging existing diabetes teams to limit margin impact.
- Notably, ERIS grew 16.3% YoY, according to Dec'25 IMS. Exceptional performance in Antineoplast and strong growth in Anti-Diabetic/Cardiac/Derma drove expansion in therapies in Dec'25.

International business – Focus on CDMO for upside with a steady base business

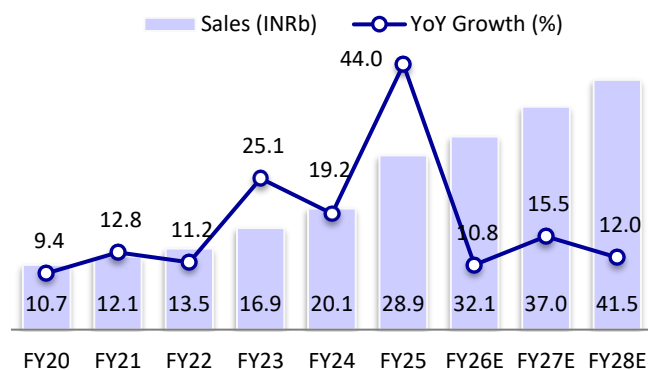
- ERIS reported revenue/EBITDA margin of INR2.6b (+11% YoY)/31% for 9MFY26.
- CDMO order book stands at INR10b, and the timing of the commercial success will be subject to regulatory approvals.
- The base business outlook is supported by momentum in the corticosteroids segment, aided by ongoing capacity expansion, while recent product approvals in Latin America are expected to drive incremental growth in international markets.
- In addition, new business opportunities are emerging via potential semaglutide contract manufacturing engagement, alongside increasing export traction from the Eris AMD site, both of which could provide meaningful medium-term growth optionality.
- ERIS reiterated guidance for international revenue/EBITDA of INR3.5b-INR3.7b/INR1.1b in FY26.
- We expect overall sales CAGR of 12.7% YoY at INR41.4b over FY25-28.

Valuation and view

- We lower our earnings estimate by 5%/7%/6% for FY26/FY27/FY28, factoring in: a) the rationalization of portfolio in the DF segment, and b) increased operational costs in the international business. We value ERIS at 28x 12M forward earnings to arrive at a TP of INR1,520.
- We expect a 14%/15%/31% CAGR in sales/EBITDA/PAT over FY26-28, backed by comprehensive offerings in the insulin segment, GLP product launch in India, and a healthy order book in the CDMO segment. That said, the current valuation captures this upside. Reiterate Neutral rating on the stock.

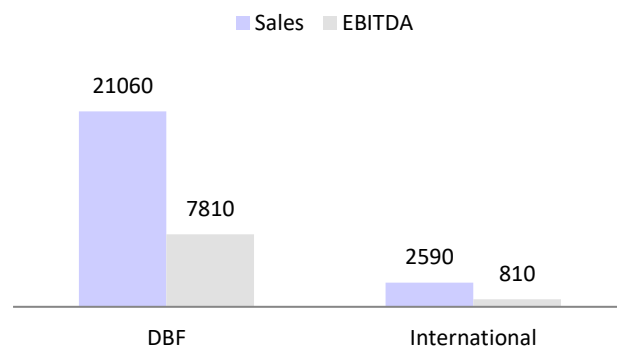
Story in charts

Exhibit 6: Expect 12.7% revenue CAGR over FY25-28



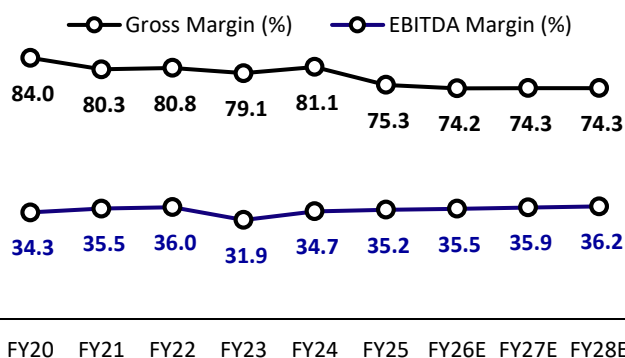
Source: MOFSL, Company

Exhibit 7: Segmental sales/EBITDA snapshot (9MFY26)



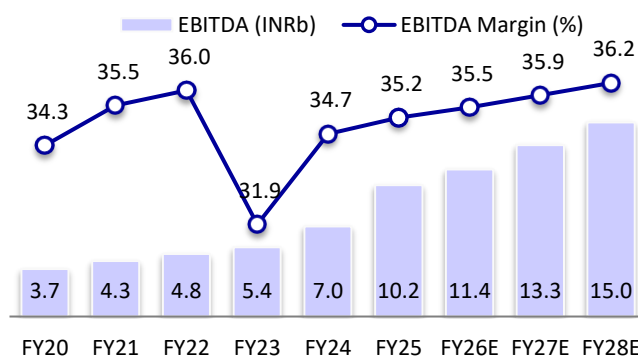
Source: MOFSL, Company

Exhibit 8: Gross margin to reach 74.3% by FY28E



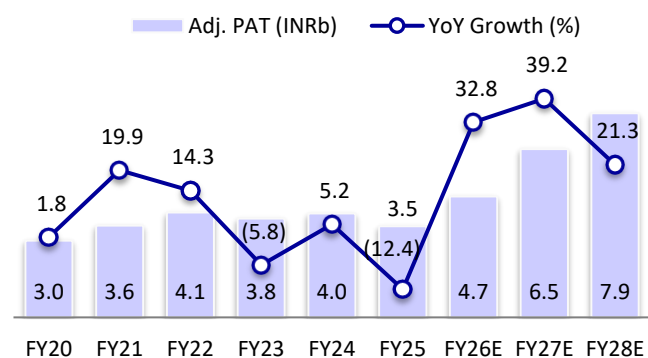
Source: MOFSL, Company

Exhibit 9: EBITDA margin to expand 100bp over FY25-28E



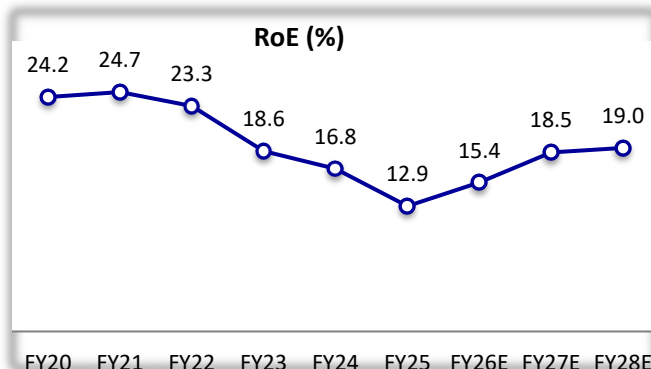
Source: MOFSL, Company

Exhibit 10: PAT to exhibit 31% CAGR over FY25-28E



Source: MOFSL, Company

Exhibit 11: RoE to expand to 19% by FY28E



Source: MOFSL, Company

Financial and valuations

Consolidated - Income Statement							(INRm)
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	13,470	16,851	20,091	28,936	32,055	37,012	41,454
Change (%)	11.2	25.1	19.2	44.0	10.8	15.5	12.0
Total Expenditure	8,621	11,484	13,129	18,764	20,684	23,742	26,435
EBITDA	4,850	5,368	6,962	10,172	11,371	13,270	15,018
Margin (%)	36.0	31.9	34.7	35.2	35.5	35.9	36.2
Depreciation	647	1,171	1,830	3,149	2,835	3,181	3,563
EBIT	4,203	4,197	5,132	7,023	8,536	10,089	11,456
Int. and Finance Charges	41	262	848	2,313	1,978	1,674	1,234
Other Income	261	112	238	184	89	148	166
PBT bef. EO Exp.	4,422	4,046	4,522	4,894	6,647	8,563	10,388
EO Items	0	0	-214	-1	-161	0	0
PBT after EO Exp.	4,422	4,046	4,308	4,893	6,486	8,563	10,388
Total Tax	364	305	342	1,144	1,499	1,798	2,233
Tax Rate (%)	8.2	7.5	7.9	23.4	23.1	21.0	21.5
Minority Interest	0	80	-51	228	432	251	251
Reported PAT	4,058	3,822	3,916	3,521	4,555	6,513	7,903
Adjusted PAT	4,058	3,822	4,021	3,522	4,678	6,513	7,903
Change (%)	14.3	-5.8	5.2	-12.4	32.8	39.2	21.3
Margin (%)	30.1	22.7	20.0	12.2	14.6	17.6	19.1

Consolidated - Balance Sheet							(INRm)
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	136	136	136	136	136	136	136
Total Reserves	18,947	21,824	25,725	28,407	32,206	37,963	45,110
Net Worth	19,083	21,960	25,861	28,543	32,342	38,099	45,246
Minority Interest	-1	247	6,359	4,174	4,174	4,174	4,174
Total Loans	450	8,300	27,353	24,217	21,717	17,217	11,217
Deferred Tax Liabilities	-1,970	-163	2,359	2,294	2,294	2,294	2,294
Capital Employed	17,562	30,344	61,931	59,228	60,527	61,784	62,931
Gross Block	2,506	4,634	6,726	9,454	11,530	14,336	16,497
Less: Accum. Deprn.	1,294	1,594	2,164	3,054	4,150	5,370	6,590
Net Fixed Assets	1,212	3,040	4,562	6,401	7,380	8,966	9,907
Gross intangible asset	7,439	20,546	32,621	42,589	42,589	42,589	42,589
Accumulated amortization	873	1,744	3,004	5,262	7,000	8,961	11,304
Net intangible asset	6,566	18,803	29,617	37,327	35,589	33,628	31,285
Goodwill on Consolidation	935	3,318	8,612	9,120	9,120	9,120	9,120
Capital WIP	270	217	197	220	1,944	1,639	1,178
Total Investments	5,204	367	155	670	670	670	670
Curr. Assets, Loans&Adv.	6,103	8,189	24,276	13,703	14,957	18,283	22,527
Inventory	1,179	1,314	1,890	3,348	4,250	4,878	5,432
Account Receivables	1,610	2,927	4,220	4,586	5,094	5,881	6,587
Cash and Bank Balance	523	560	942	1,997	1,446	2,711	5,119
Loans and Advances	2,791	3,387	17,224	3,771	4,167	4,812	5,389
Curr. Liability & Prov.	2,728	3,590	5,487	8,214	9,134	10,522	11,757
Account Payables	1,178	1,248	2,683	3,324	3,683	4,228	4,708
Other Current Liabilities	839	1,207	1,656	3,420	3,848	4,443	4,976
Provisions	712	1,136	1,148	1,471	1,603	1,851	2,073
Net Current Assets	3,375	4,599	18,789	5,489	5,824	7,760	10,770
Appl. of Funds	17,562	30,344	61,931	59,228	60,527	61,784	62,930

Financial and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
EPS	29.5	27.8	29.2	25.6	34.0	47.4	57.5
Cash EPS	34.2	36.3	42.6	48.5	54.6	70.5	83.4
BV/Share	138.8	159.7	188.1	207.6	235.2	277.1	329.1
DPS	5.5	5.5	5.5	5.5	5.5	5.5	5.5
Payout (%)	18.6	19.8	19.3	21.5	16.6	11.6	9.6
Valuation (x)							
P/E	47.9	50.9	48.4	55.2	41.6	29.9	24.6
Cash P/E	41.4	39.0	33.3	29.2	25.9	20.1	17.0
P/BV	10.2	8.9	7.5	6.8	6.0	5.1	4.3
EV/Sales	14.4	12.0	11.0	7.5	6.7	5.6	4.8
EV/EBITDA	40.1	37.7	31.7	21.3	18.9	15.8	13.4
Dividend Yield (%)	0.4	0.4	0.4	0.4	0.4	0.4	0.4
FCF per share	18.8	-40.0	-15.3	66.2	36.6	60.4	76.2
Return Ratios (%)							
RoE	23.3	18.6	16.8	12.9	15.4	18.5	19.0
RoCE	23.2	16.0	11.8	10.4	12.4	14.8	16.3
RoIC	34.3	19.0	10.5	9.2	11.6	14.1	16.0
Working Capital Ratios							
Inventory (Days)	32	28	34	42	48	48	48
Debtor (Days)	44	63	77	58	58	58	58
Creditor (Days)	32	27	49	42	42	42	41
Leverage Ratio (x)							
Net Debt/Equity	-0.3	0.3	1.0	0.8	0.6	0.4	0.1

Consolidated - Cash Flow Statement

(INRm)

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	4,422	4,046	4,312	4,889	6,647	8,563	10,388
Depreciation	647	1,171	1,826	3,155	2,835	3,181	3,563
Interest & Finance Charges	41	262	848	2,313	1,890	1,526	1,068
Direct Taxes Paid	-833	-772	-1,008	-979	-1,499	-1,798	-2,233
(Inc)/Dec in WC	-299	-1,755	-987	1,260	-885	-673	-602
CF from Operations	3,979	2,952	4,992	10,637	8,987	10,799	12,183
Others	-196	-34	-131	13	-161	0	0
CF from Operating incl EO	3,783	2,917	4,860	10,650	8,826	10,799	12,183
(Inc)/Dec in FA	-1,203	-8,413	-6,960	-1,546	-3,800	-2,500	-1,700
Free Cash Flow	2,580	-5,495	-2,100	9,104	5,026	8,299	10,483
(Pur)/Sale of Investments	-1,881	4,904	-11,656	12,840	0	0	0
Others	-112	-6,313	70	-12,094	89	148	166
CF from Investments	-3,196	-9,821	-18,545	-800	-3,711	-2,352	-1,534
Issue of Shares	0	0	45	72	0	0	0
Inc/(Dec) in Debt	450	7,850	14,628	-3,972	-2,500	-4,500	-6,000
Interest Paid	-39	-234	-773	-1,451	-1,978	-1,674	-1,234
Dividend Paid	-816	-999	0	-10,005	-756	-756	-756
Others	-42	264	167	6,541	-432	-251	-251
CF from Fin. Activity	-447	6,880	14,068	-8,814	-5,667	-7,182	-8,242
Inc/Dec of Cash	140	-23	383	1,036	-552	1,265	2,407
Opening Balance	369	508	560	944	1,998	1,446	2,711
Others	15	75	0	18			
Closing Balance	523	560	943	1,997	1,446	2,711	5,119

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

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

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

Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL), National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://online.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh

Rajani

Email: nainesh.raiani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

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

The associates of MOFSL may have:

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

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

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

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

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

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

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

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/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@motilaloswal.com.