5 February 2026

3QFY26 Results Update | Sector: Retail

Trent

Estimate change	⟷
TP change	⟷
Rating change	⟷

Bloomberg	TRENT IN
Equity Shares (m)	355
M.Cap.(INRb)/(USDb)	1426.4 / 15.8
52-Week Range (INR)	6261 / 3644
1, 6, 12 Rel. Per (%)	-7/-28/-39
12M Avg Val (INR M)	6153

Financials & Valuations Consol (INR b)

Y/E March	FY26E	FY27E	FY28E
Sales	200.3	235.5	274.0
EBITDA	36.1	43.1	50.8
NP	16.7	19.4	22.6
EBITDA Margin (%)	18.0	18.3	18.5
Adj. EPS (INR)	46.9	54.5	63.5
EPS Gr. (%)	8.6	16.3	16.5
BV/Sh. (INR)	208.0	260.0	321.0
Ratios			
Net D:E	0.0	-0.1	-0.3
RoE (%)	26.9	24.9	23.4
RoCE (%)	18.9	17.4	16.4
Payout (%)	11.9	11.0	10.2
Valuations			
P/E (x)	85.6	73.6	63.2
EV/EBITDA (x)	39.5	32.8	27.5
EV/Sales (x)	7.2	6.1	5.1
Div. Yield (%)	0.1	0.1	0.2

Shareholding Pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	37.0	37.0	37.0
DII	21.5	20.0	15.3
FII	15.6	16.8	21.7
Others	25.9	26.2	26.0

FII includes depository receipts

CMP: INR4,013 TP: INR5,200 (+30%) Buy

Strong cost control continues; revenue growth recovery vital for re-rating

- Trent's revenue growth deceleration continued with **16%** YoY growth in 3Q (vs. 39% YoY area addition), due to **marginally negative LFL**, reflecting the impact of the festive shift, subdued consumer sentiment, and lower initial productivity of newly added stores.
- However, strong cost discipline, especially RFID-led manpower optimization and variable cost structure, drove **~90bp expansion in pre-Ind AS EBITDA margin to 15.6%,** driving ~23% YoY pre-IND AS EBITDA growth.
- Management indicated that consumer sentiment remained muted in 3QFY26, though the trends are gradually improving and the medium-term outlook remains positive.
- However, the bulk of manpower cost efficiencies have now been realized and investments in technology, logistics and warehousing would be key for driving optimal productivity and profitability.
- Star business continued to struggle with modest revenue growth of ~1% YoY as several stores were closed for upgrades. Management acknowledged the pace of store additions has been weaker than initial expectations and it is looking to accelerate the same.
- We marginally cut our FY27-28E pre-IND AS EBITDA by ~2% each. We build in a CAGR of 17%/18%/15% in standalone revenue/pre-IND AS EBITDA/adj. PAT over FY25-28E, driven mainly by retail footprint additions.
- **Reiterate BUY on Trent with an unchanged TP of INR5,200**, premised on 50x FY28E EV/pre-IND AS EBITDA for the standalone (Westside and Zudio) business, 2.5x EV/sales for Star JV, and ~1.5x EV/EBITDA for Zara JV.
- After correction (-30% in last 12 months), the stock currently trades at ~57x FY28E standalone P/E, excluding the contribution from Star and Zara JV.

Strong margin performance continues; 3Q pre-INDAS EBITDA up 23% YoY

- Standalone revenue at INR52.6b grew **16% YoY** (disclosed earlier), driven by ~39% YoY net area additions as revenue per sqft declined ~18% YoY.
- Trent's LFL growth for fashion portfolio was **marginally negative** in 3QFY26, due to a festive shift. For 9MFY26, it was in low single digits.
- Gross profit grew **17% YoY** to INR23.7b (in line) as gross margin expanded ~30bp YoY to 45% (~50bp ahead).
- Despite ~39% YoY net store additions, employee costs grew by a modest ~3% YoY, while SG&A and other costs rose ~11% YoY.
- Trent's occupancy cost (rentals above EBITDA) grew ~4% YoY, while lease rentals (below EBITDA) rose ~48% YoY, resulting in **overall rental growth of ~18% YoY.**
- Standalone pre-INDAS EBITDA **grew 23% YoY** in 3QFY26 to INR8.22b (also 23% YoY in 9M), with pre-INDAS EBITDA margin of 15.6% (**up ~90bp YoY**).
- Reported EBITDA grew 28% YoY to INR10.7b (3% above our est.), with reported EBITDA margins expanding ~195bp YoY to 20.4% (~65bp ahead).

Aditya Bansal - Research Analyst (Aditya.Bansal@MotilalOswal.com)

Research Analyst: Avinash Karumanchi (Avinash.Karumanchi@MotilalOswal.com) | **Siddhesh Chaudhari** (Siddhesh.Chaudhari@MotilalOswal.com)

- Standalone pre-Ind AS EBIT margin stood at 13.8% (up ~60bp YoY).
- Depreciation (+48% YoY) and interest costs (+17% YoY) jumped, while other income surged 2.7x YoY to INR1.53b, likely on proceeds from Zara India share buyback.
- Trent provided ~INR258m toward labor code provisions. Adjusted for the same, PAT grew 42% YoY to INR6.7b (~20% beat), driven by higher EBITDA, other income and lower tax rate.

Relatively muted consolidated performance

- Consolidated revenue grew 15% YoY to INR53.5b.
- Reported EBITDA grew 28% YoY to INR10.8b with ~310bp YoY margin improvement to 20.2%.
- Operating (pre-IND AS) EBITDA **grew ~20% YoY** to INR8.4b, with margin **expanding ~70bp YoY to 15.7%.**
- Adjusted PAT stood at INR5.3b (up ~7% YoY), as higher EBITDA was partly offset by higher D&A (up 50% YoY) and finance costs (+18% YoY).

The pace of store additions continued, especially in Westside

- The pace of store additions remained robust with 63 net store additions, bringing the total fashion format store count to 1,164 (**up 28% YoY**).
- Westside recorded yet another highest quarterly net store addition at 17 (13 in 2Q), taking the total store count to 278 (+17% YoY).
- Zudio witnessed 48 net store openings in 3QFY26 (89 in 9MFY26 vs. 90 in 9MFY25), to reach 854 stores (+34% YoY).
- Trent's other fashion format store count declined by 2 QoQ to 32 (-6% YoY).
- We note that store additions typically pick up pace in 4Q and all eyes would be on further scale-up of Trent's fashion footprint as it remains the biggest growth driver amid weakening SSSG.

Star business: Muted performance with dip in revenue

- Revenue (ex-GST) inched up 1% YoY as several stores underwent upgrades in 3Q and 9MFY26.
- Star added 2 net stores in 3QFY26 to reach 79 stores (3 openings, 1 closure).
- Calc. annualized revenue per sqft **declined ~9% YoY** to INR26.9k (vs. flat YoY for DMart at INR38.9k) and annualized revenue per store declined ~4% YoY to INR459m (vs. -1% YoY for DMart at INR1.6b).
- The share of own brands now stands at ~74% of Star's revenue (stable YoY).
- Management acknowledged that the pace of store additions has been slower (vs. expectations) and is looking to accelerate in coming periods.

Highlights from the management commentary

- **Demand:** 3Q was impacted by a partial shift in festive (to 2Q) and relatively muted consumer sentiment. However, the company is witnessing a gradual improvement and expects GST rationalization benefits to flow through for lifestyle categories over the medium term.
- **LFL growth** in 3Q was marginally negative due to calendar effects. Trent is facing certain supply-chain related challenges due to geopolitical disturbances. However, LFL was in low single digits for 9MFY26.

- **Growth strategy:** The company's intent is to expand its reach and grow its revenue share through increased density across key markets. The approach is delivering encouraging initial outcomes, though new markets are likely to become more relevant over a two-to-three-year period.
- **Competitive intensity** remains elevated, but Trent's own-brand, direct-to-consumer model provides tighter control over pricing, inventory and product differentiation, supporting gradual premiumization and a defensible competitive position.

Valuation and view

- Trent's growth rate has decelerated materially over the last few quarters due to weak LFL amid a subdued demand environment and self-cannibalization of existing stores to gather higher revenue in select micro-markets.
- However, the company continues to display strong cost controls (especially tech-led reduction in employee costs) to report healthy EBITDA growth.
- We continue to like Trent for its robust footprint additions, retail formats with robust store economics, long runway for growth in Star (presence in just 11 cities), and potential scale-up of emerging categories (Beauty, Innerwear and Footwear). However, revenue growth acceleration remains a key trigger.
- Our FY26E pre-IND AS EBITDA is unchanged, while we cut FY27-28E pre-IND AS EBITDA by ~2% each, driven primarily by higher lease rental costs.
- We build in a CAGR of 17%/18%/15% in standalone revenue/pre-IND AS EBITDA/adj. PAT over FY25-28E, driven mainly by retail footprint additions (~20% CAGR). Our pre-IND AS EBITDA margin is stable at ~13% over FY26-28E.
- **Reiterate BUY on Trent with an unchanged TP of INR5,200**, premised on 50x FY28E EV/pre-IND AS EBITDA for the standalone (Westside and Zudio) business, 2.5x EV/sales for Star JV, and ~1.5x EV/EBITDA for Zara JV.
- After correction (-30% in last 12 months), the stock currently trades at ~57x FY28E standalone P/E, excluding the contribution from Star and Zara JV.

Standalone - Quarterly earnings summary **(INR m)**

Y/E March	FY25				FY26E				FY25	FY26E	FY26E	Est. Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			3QE	(%)
Revenue	**39,917**	**40,356**	**45,347**	**41,061**	**47,813**	**47,241**	**52,595**	**48,656**	**166,681**	**196,304**	**52,875**	**-0.5**
YoY Change (%)	57.4	39.6	36.9	28.8	19.8	17.1	16.0	18.5	39.8	17.8		
Total Expenditure	33,805	33,922	36,917	34,497	39,435	39,108	41,861	40,025	139,141	160,429	42,432	-1.3
EBITDA	**6,112**	**6,434**	**8,430**	**6,564**	**8,377**	**8,132**	**10,734**	**8,631**	**27,540**	**35,875**	**10,443**	**2.8**
EBITDA Margin (%)	15.3	15.9	18.6	16.0	17.5	17.2	20.4	17.7	16.5	18.3	19.8	3.3
Depreciation	1,759	1,915	2,393	2,631	2,839	3,153	3,545	3,734	8,699	13,271	3,311	7.1
Interest	312	324	363	371	395	413	424	394	1,369	1,626	454	-6.6
Other Income	455	1,360	509	970	409	1,192	1,533	489	3,294	3,623	592	159.1
PBT before EO expense	**4,496**	**5,554**	**6,184**	**4,533**	**5,552**	**5,759**	**8,298**	**4,993**	**20,766**	**24,601**	**7,270**	**14.1**
Extra-Ord expense	-	-	-	-	-	-	(258)	-	-	(258)	-	
PBT	**4,496**	**5,554**	**6,184**	**4,533**	**5,552**	**5,759**	**8,040**	**4,993**	**20,766**	**24,343**	**7,270**	**10.6**
Tax	1,074	1,320	1,490	1,033	1,326	1,251	1,643	1,257	4,918	5,477	1,745	**-5.8**
Reported PAT	**3,422**	**4,234**	**4,693**	**3,499**	**4,226**	**4,508**	**6,397**	**3,735**	**15,848**	**18,866**	**5,525**	**15.8**
YoY Change (%)	130.8	46.2	36.6	41.3	23.5	6.5	40.7	6.8	54.0	20.3		

E: MOFSL Estimates

Exhibit 1: Valuation based on SoTP as of FY28E

Particulars	Financial metric	Multiple	EBITDA/Sales	EV
Westside and Zudio	Pre-IND AS EBITDA	50	35.2	1,777
Star JV (50% stake)	Sales	2.5	23	56
Zara	EBITDA	1.5	1	2
Total Enterprise Value				**1,836**
Net Debt				-13
Equity Value				**1,849**
Shares (m)				356
Target Price				**5,200**
CMP				4,013
Upside				30%

Source: MOFSL, Company

Management commentary

- **Demand:** 3Q was impacted by a partial shift in festive (to 2Q) and relatively muted consumer sentiment. However, the company is witnessing a gradual improvement and expects GST rationalization benefits to flow through for lifestyle categories over the medium term.
- **LFL growth** in 3Q was marginally negative due to calendar effects. Trent is facing certain supply-chain related challenges due to geopolitical disturbances. However, LFL was in low single digits for 9MFY26.
- **Growth strategy:** The company's intent is to expand its reach and grow its revenue share through increased density across key markets. The approach is delivering encouraging initial outcomes, though new markets are likely to become more relevant over a two-to-three-year period.
- **Competitive intensity** remains elevated, but Trent's own-brand, direct-to-consumer model provides tighter control over pricing, inventory and product differentiation, supporting gradual premiumization and a defensible competitive position.
- **Omni channel** strategy remains disciplined, with Westside online growing 38% YoY and contributing over 6% of brand revenue. Pricing parity remains in line with stores. Controlled discounting and return discipline have ensured that online growth remains profitable rather than margin-dilutive.
- **Emerging categories** (beauty and personal care, innerwear and footwear) contributed over 21% of revenue, supporting basket expansion and reducing reliance on core apparel.
- **Store expansion** is balanced between deepening density in existing Tier I/II catchments and accelerating penetration in Tier II/III and new micro-markets. 75%+ of 9MFY26 store additions for Zudio were in Tier II/Tier III and peripheral new growth markets.
- **Cluster-led approach** is starting to deliver early improvements in revenue density and profitability, supporting the rationale for increasing store concentration within select markets rather than relying solely on isolated store productivity.
- **Newer markets** are structurally less productive in the initial years due to lower fashion adoption and consumption density, with management indicating a two-to three-year maturation cycle before these stores become comparable to the existing portfolio.

- **Automation and RFID deployment** across the network have materially improved supply-chain and in-store productivity, enabling manpower optimization. Management indicates that the current cycle of manpower cost efficiencies is largely realized, limiting further margin upside from this lever.
- **Cost structure** discipline remains intact, with a portion of occupancy costs structured as variable and underlying rentals are broadly tracking revenues. However, higher depreciation from newer stores continues to weigh on operating margins.
- The company continues to prefer a **company-operated store model** with full ownership of inventory, using franchising selectively and primarily for property-led considerations, which allows Trent to retain operating control, protect brand integrity, and maintain consistency in execution and economics across the network.

Exhibit 2: Our key estimates for Trent

Key estimates - standalone	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Westside stores	165	174	200	214	232	248	285	305	330
Net adds	15	9	26	14	18	16	37	20	25
Zudio stores	80	133	233	352	545	765	945	1150	1370
Net adds	40	53	100	119	193	220	180	205	220
Retail area (m sq ft)	3	4	5	6	10	13	17	20	23
Revenue (INR b)	**32**	**20**	**39**	**77**	**119**	**167**	**196**	**231**	**270**
YoY growth (%)		-36	90	99	55	40	18	18	17
Rev/sqft		**5,766**	**8,801**	**13,592**	**14,964**	**14,521**	**12,952**	**12,561**	**12,509**
YoY			53	54	10	-3	-11	-3	0
Gross margin (%)	**49.5**	**49.7**	**51.0**	**45.4**	**45.2**	**44.4**	**44.0**	**43.9**	**43.8**
EBITDA	5	2	6	11	19	27	36	43	51
EBITDA margin (%)	17.1	8.4	14.8	13.9	16.1	16.5	18.4	18.6	18.8
Pre-IND AS EBITDA	**3**	**-1**	**3**	**7**	**14**	**21**	**26**	**30**	**35**
pre-IND AS EBITDA margin (%)	**9.1**	**-4.1**	**7.9**	**8.8**	**11.7**	**12.8**	**13.1**	**13.0**	**13.0**
PAT	1	-2	0	4	10	15	17	19	23
EPS	**4.3**	**-1.3**	**7.3**	**15.6**	**29.0**	**44.6**	**53.6**	**57.9**	**67.5**

Source: MOFSL, Company

Exhibit 3: Standalone quarterly store data

Stores	3QFY25	2QFY26	3QFY26	YoY%	QoQ%
Westside stores	**238**	**261**	**278**	**16.8**	**6.5**
Store adds	14	13	17		
Zudio stores	**635**	**806**	**854**	**34.5**	**6.0**
Store adds	58	40	48		
Total fashion format stores	**907**	**1101**	**1164**	**28.3**	**5.7**
Store adds	76	58	63		

Exhibit 4: Standalone quarterly performance (INR m)

Standalone P&L (INR m)	3QFY25	2QFY26	3QFY26	YoY%	QoQ%	3QFY26E	vs. est (%)
Revenue	**45,347**	**47,241**	**52,595**	**16.0**	**11.3**	**52,875**	**-0.5**
Raw Material cost	25,074	26,781	28,927	15.4	8.0	29,345	-1.4
Gross Profit	**20,273**	**20,459**	**23,668**	**16.7**	**15.7**	**23,529**	**0.6**
Gross margin (%)	**44.7**	**43.3**	**45.0**	**29bp**	**169bp**	**44.5**	**50bp**
Employee Costs	3,010	2,873	3,107	3.2	8.1	3,040	2.2
SGA Expenses	8,887	9,454	9,827	10.6	3.9	10,046	-2.2
Total Opex	**36,971**	**39,108**	**41,861**	**13.2**	**7.0**	**42,432**	**-1.3**
EBITDA	**8,376**	**8,132**	**10,734**	**28.1**	**32.0**	**10,443**	**2.8**
EBITDA margin (%)	**18.5**	**17.2**	**20.4**	**194bp**	**319bp**	**19.8**	**66bp**
Depreciation and amortization	2,393	3,153	3,545	48.1	12.4	3,311	7.1
EBIT	5,983	4,980	7,189	20.2	44.4	7,132	0.8
EBIT margin (%)	13.2	10.5	13.7	48bp	313bp	13.5	18bp
Finance Costs	363	413	424	16.9	2.7	454	-6.6
Other income	564	1,192	1,533	172.1	28.6	592	159.1
Exceptional item	0	0	-258	0.0	0.0	0	NM
Profit before Tax	**6,184**	**5,759**	**8,040**	**30.0**	**39.6**	**7,270**	**10.6**
Tax	1,490	1,251	1,643	10.2	31.3	1,745	-5.8
Tax rate (%)	24.1	21.7	20.4	-367bp	-129bp	24.0	-356bp
Profit after Tax	**4,693**	**4,508**	**6,397**	**36.3**	**41.9**	**5,525**	**15.8**

Source: MOFSL, Company

Exhibit 5: Quarterly per sqft model for Trent standalone

(INR/sqft/month)	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26
Area	9.9	10.3	11.4	13.4	13.6	14.7	15.8
YoY	41.2	33.4	37.1	40.8	37.6	43.1	38.9
SPSF	**1,367**	**1,335**	**1,396**	**1,106**	**1,182**	**1,113**	**1,150**
YoY	13.2	1.8	1.2	(7.3)	(13.6)	(16.6)	(17.7)
Gross margin (%)	**46.2**	**44.2**	**44.7**	**42.6**	**45.1**	**43.3**	**45.0**
GP	**632**	**590**	**624**	**471**	**534**	**482**	**517**
Employee	104	95	93	83	70	68	68
Variable rentals	159	133	118	83	123	95	88
Other expenses	159	149	154	129	133	128	127
Reported EBITDA	**209**	**213**	**260**	**177**	**207**	**192**	**235**
margin (%)	**15.3**	**15.9**	**18.6**	**16.0**	**17.5**	**17.2**	**20.4**
Lease rentals	46	49	54	46	53	56	55
Overall rentals	**205**	**182**	**172**	**129**	**176**	**151**	**143**
Pre-IND AS EBITDA	**164**	**164**	**206**	**130**	**154**	**135**	**180**
margin (%)	**12.0**	**12.3**	**14.7**	**11.8**	**13.0**	**12.2**	**15.6**
YoY change (bp)					104.7	(11.1)	89.2

Source: MOFSL, Company

Exhibit 6: Star revenue declines, while store base remains stable QoQ

Star Bazaar	3QFY25	2QFY26*	3QFY26	YoY	QoQ
Revenue excluding GST (INR b)	**8.87**	**8.79**	**8.96**	**1.0**	**1.9**
Area in mn Sq.ft	1.20	1.31	1.36	13.3	3.8
No of stores	74	77	79		2.6
Revenue (INR/Sq.ft)	**29,567**	**26,943**	**26,846**	**-9.2**	**-0.4**

*Revenue including GST for 2QFY26

Exhibit 7: Profit & Loss on per Sq.ft basis

(INR/sqft/month)	FY24	FY25	FY26E	FY27E	FY28E
Area	9.6	13.4	16.9	19.9	23.2
YoY		39.5	26.7	17.5	16.6
SPSF	**1,247**	**1,210**	**1,079**	**1,047**	**1,042**
YoY		(3.0)	(10.8)	(3.0)	(0.4)
Gross margin (%)	**45.2**	**44.4**	**44.0**	**43.9**	**43.8**
GP	**563**	**538**	**475**	**459**	**456**
Employee	98	87	67	63	62
Variable rentals	118	113	94	97	100
Other expenses	146	138	117	105	98
Reported EBITDA	**201**	**200**	**197**	**194**	**196**
margin (%)	**16.2**	**16.5**	**18.3**	**18.6**	**18.8**
Lease rentals	56	46	56	58	60
Overall rentals	**174**	**159**	**150**	**155**	**160**
Pre-IND AS EBITDA	**146**	**154**	**141**	**136**	**136**
margin (%)	**11.7**	**12.8**	**13.1**	**13.0**	**13.0**
YoY change (bp)		104.8	31.3	(4.9)	3.3

Source: MOFSL, Company

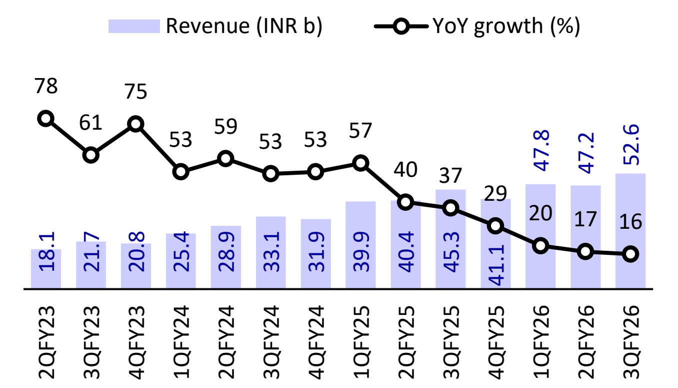
Exhibit 8: Our standalone estimate change summary

	FY26E	FY27E	FY28E
Revenue (INR m)			
Old	195,779	233,790	272,996
Actual/New	196,304	231,369	269,662
Change (%)	0.3	-1.0	-1.2
EBITDA (INR m)			
Old	35,044	41,615	48,320
Actual/New	35,875	42,919	50,697
Change (%)	2.4	3.1	4.9
EBITDA margin (%)			
Old	17.9	17.8	17.7
Actual/New	18.3	18.6	18.8
Change (bp)	38	75	110
Pre-IND AS EBITDA (INR m)			
Old	25,647	30,626	35,762
Actual/New	25,644	30,113	35,184
Change (%)	0.0	-1.7	-1.6
Pre-IND AS EBITDA margin (%)			
Old	13.1	13.1	13.1
Actual/New	13.1	13.0	13.0
Change (bp)	-4	-9	-5
Net Profit (INR m)			
Old	18,073	20,325	22,682
Actual/New	18,866	20,587	24,006
Change (%)	4.4	1.3	5.8
EPS (INR)			
Old	50.8	57.2	63.8
Actual/New	53.1	57.9	67.5
Change (%)	4.4	1.3	5.8

Source: MOFSL, Company

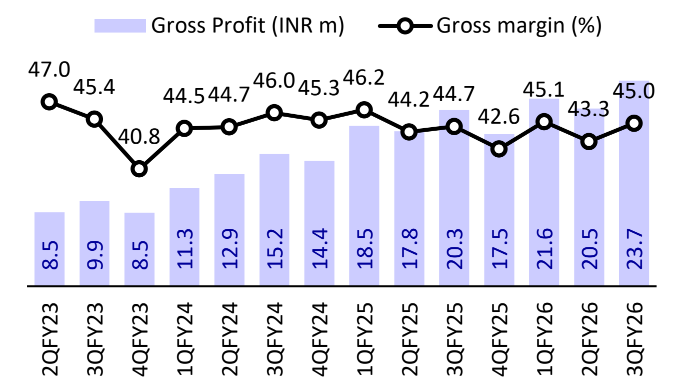
Story in charts

Exhibit 9: Standalone revenue grew 16% YoY, impacted by festive shift and GFST transition



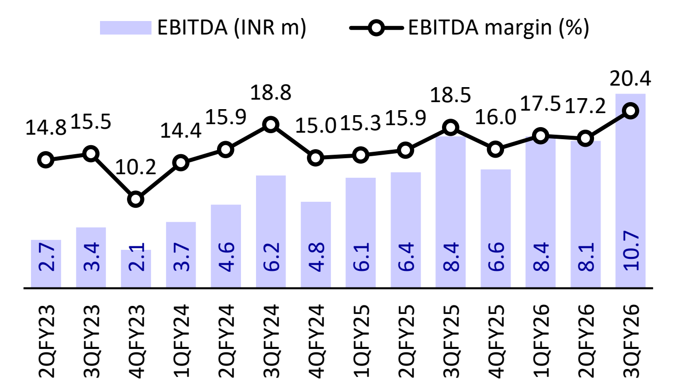
Source: MOFSL, Company

Exhibit 10: Standalone GM expanded by ~30bp YoY



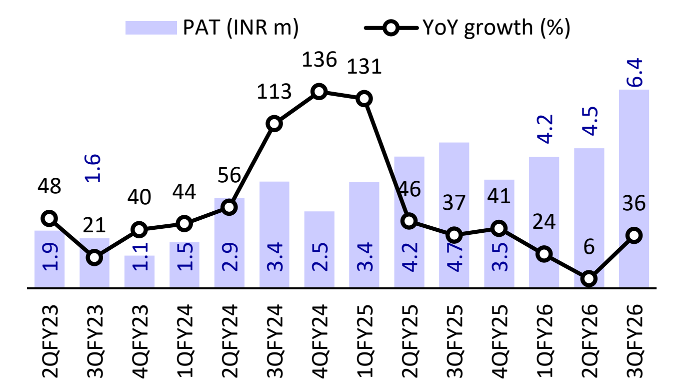
Source: MOFSL, Company

Exhibit 11: Standalone EBITDA margin expanded ~180bp YoY; pre-IND AS EBITDA margin up ~90bp YoY



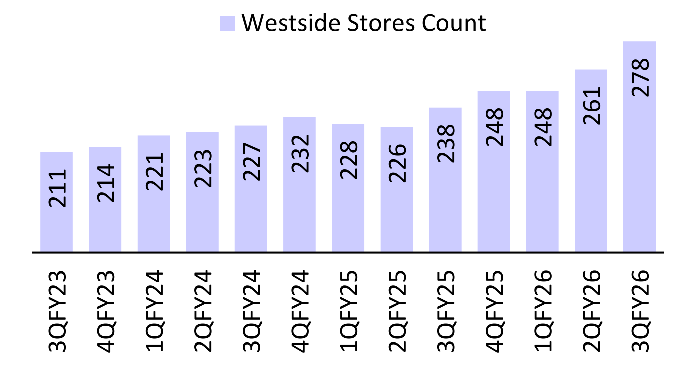
Source: MOFSL, Company

Exhibit 12: PAT growth driven by other Income; Pre-IND AS EBITDA grew by 23% YoY



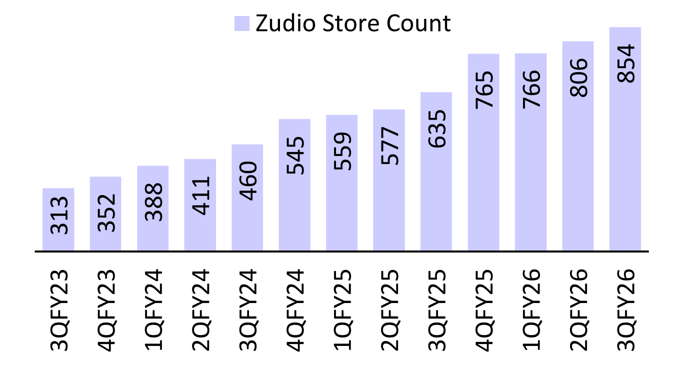
Source: MOFSL, Company

Exhibit 13: Westside added 17/30 net store in 3Q/9M



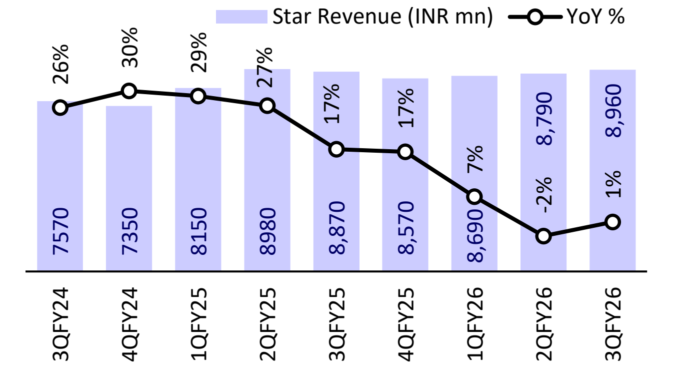
Source: MOFSL, Company

Exhibit 14: Zudio added 48/89 net store in 3Q/9M



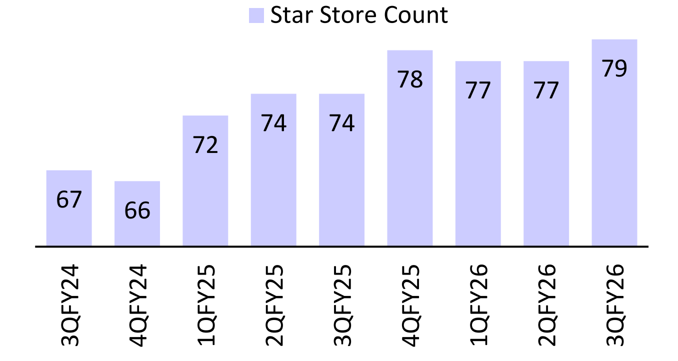
Source: MOFSL, Company

Exhibit 15: Star's revenue grew 1% YoY owing to store renovations



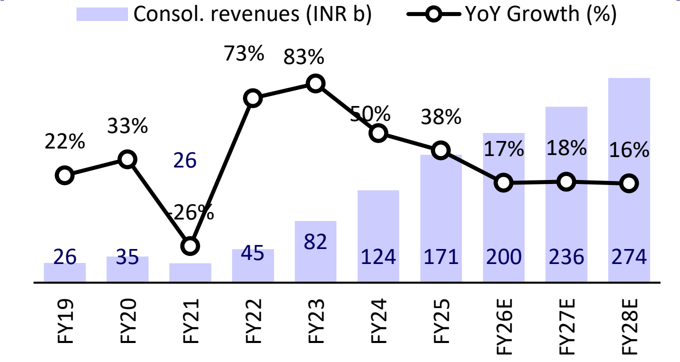
Source: MOFSL, Company

Exhibit 16: Star added 2 net stores during the quarter



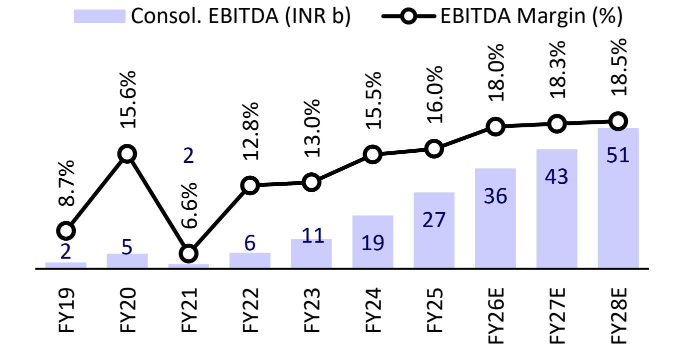
Source: MOFSL, Company

Exhibit 17: Expect 17% consol. revenue CAGR over FY25-28



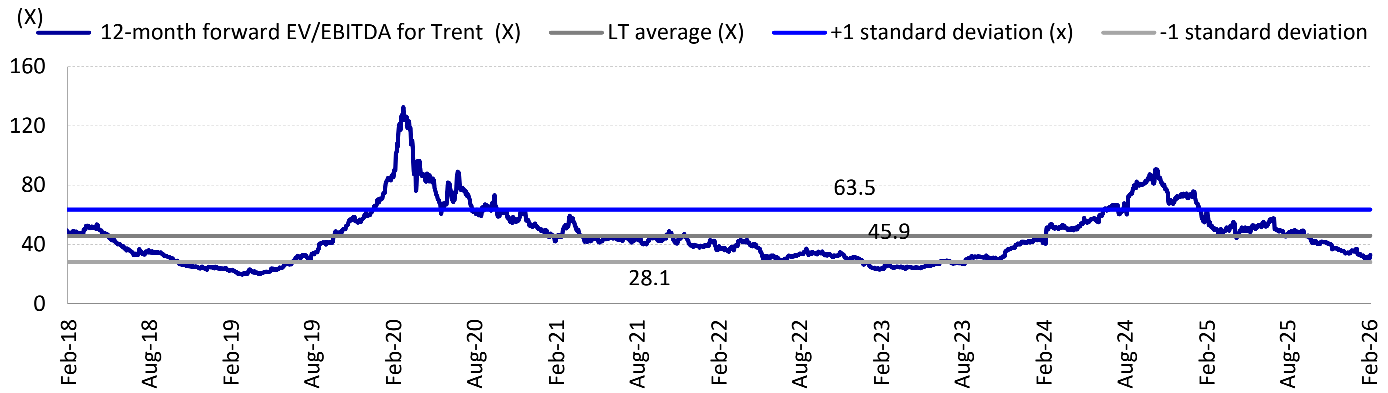
Source: MOFSL, Company

Exhibit 18: Expect 23% consol. EBITDA CAGR over FY25-28



Source: MOFSL, Company

Exhibit 19: Trent trades at ~33x one-year forward EV/EBITDA



Financials and valuations – standalone

Standalone - Income Statement								**(INR m)**
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25E**	**FY26E**	**FY27E**	**FY28E**
Total Income from Operations	**20,475**	**38,807**	**77,152**	**1,19,266**	**166,681**	**196,304**	**231,369**	**269,662**
Change (%)	-35.6	89.5	98.8	54.6	39.8	17.8	17.9	16.6
Raw Materials	10,296	19,009	42,156	65,407	92,616	109,930	129,914	151,685
Employees Cost	2,550	3,379	5,801	9,379	12,009	12,220	13,882	16,045
Other Expenses	5,591	10,084	18,003	25,210	34,517	38,279	44,654	51,236
Total Expenditure	**18,437**	**32,472**	**65,959**	**99,996**	**139,141**	**160,429**	**188,450**	**218,966**
% of Sales	90.0	83.7	85.5	83.8	83.5	81.7	81.5	81.2
EBITDA	**2,038**	**6,335**	**11,193**	**19,269**	**27,540**	**35,875**	**42,919**	**50,697**
Margin (%)	10.0	16.3	14.5	16.2	16.5	18.3	18.6	18.8
Depreciation	2,359	2,831	4,632	6,385	8,699	13,271	16,085	18,915
EBIT	**-321**	**3,505**	**6,560**	**12,884**	**18,841**	**22,604**	**26,834**	**31,781**
Int. and Finance Charges	2,380	2,933	3,572	3,094	1,369	1,626	2,102	2,562
Other Income	2,042	2,790	4,117	3,509	3,294	3,623	2,536	2,790
PBT bef. EO Exp.	**-658**	**3,362**	**7,105**	**13,300**	**20,766**	**24,601**	**27,268**	**32,009**
EO Items	-63	-132	0	5,434	0	-258	0	0
PBT after EO Exp.	**-721**	**3,230**	**7,105**	**18,733**	**20,766**	**24,343**	**27,268**	**32,009**
Total Tax	-211	734	1,559	4,375	4,918	5,477	6,681	8,002
Tax Rate (%)	29.3	22.7	21.9	23.4	23.7	22.5	24.5	25.0
Minority Interest	0	0	0	0	0	0	0	0
Reported PAT	**-510**	**2,496**	**5,546**	**14,358**	**15,848**	**18,866**	**20,587**	**24,006**
Adjusted PAT	**-465**	**2,598**	**5,546**	**10,292**	**15,848**	**19,066**	**20,587**	**24,006**
Change (%)	-130.1	-658.4	113.5	85.6	54.0	20.3	8.0	16.6
Margin (%)	-2.3	6.7	7.2	8.6	9.5	9.7	8.9	8.9

Standalone - Balance Sheet								**(INR m)**
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25E**	**FY26E**	**FY27E**	**FY28E**
Equity Share Capital	355	356	356	356	356	356	356	356
Total Reserves	24,803	26,845	30,444	44,116	58,789	77,655	98,242	122,248
Net Worth	**25,159**	**27,200**	**30,799**	**44,472**	**59,144**	**78,010**	**98,597**	**122,604**
Total Loans	28,612	45,893	43,186	17,383	22,059	32,132	40,362	49,546
Lease Liability	25,612	40,835	38,206	12,398	17,067	27,140	35,370	44,554
Deferred Tax Liabilities	-1,080	-1,225	-1,540	-553	-458	-458	-458	-458
Capital Employed	**52,690**	**71,868**	**72,445**	**61,302**	**80,746**	**109,684**	**138,502**	**171,691**
Net Fixed Assets	**29,232**	**45,083**	**43,659**	**24,002**	**36,610**	**41,326**	**39,968**	**37,441**
Right to use assets	22,265	37,336	34,346	11,891	16,964	15,528	9,852	2,697
Capital WIP	340	448	415	1,614	1,179	1,179	1,179	1,179
Total Investments	**17,292**	**17,239**	**16,483**	**19,022**	**21,353**	**21,356**	**21,356**	**21,356**
Curr. Assets, Loans&Adv.	**9,126**	**14,126**	**21,114**	**29,390**	**37,389**	**67,058**	**100,595**	**139,984**
Inventory	3,946	8,225	13,369	15,648	20,284	26,891	31,694	36,940
Account Receivables	206	163	314	786	596	1,076	1,268	1,478
Cash and Bank Balance	669	744	789	2,862	3,229	22,957	49,961	82,216
Loans and Advances	4,306	4,994	6,642	10,094	13,280	16,135	17,672	19,351
Curr. Liability & Prov.	**3,301**	**5,028**	**9,226**	**12,726**	**15,785**	**21,235**	**24,597**	**28,269**
Account Payables	2,196	3,142	6,437	7,523	9,299	13,445	15,847	18,470
Other Current Liabilities	938	1,572	2,121	3,480	4,635	5,938	6,899	7,948
Provisions	167	314	669	1,723	1,851	1,851	1,851	1,851
Net Current Assets	**5,826**	**9,098**	**11,888**	**16,664**	**21,603**	**45,824**	**75,999**	**111,715**
Appl. of Funds	**52,690**	**71,868**	**72,445**	**61,302**	**80,745**	**109,685**	**138,502**	**171,692**

Financials and valuations – standalone

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E	FY28E
Basic (INR)								
EPS	**-1.3**	**7.3**	**15.6**	**29.0**	**44.6**	**53.6**	**57.9**	**67.5**
Cash EPS	5.7	16.3	30.6	50.2	73.9	97.3	110.4	129.2
BV/Share	75.7	81.9	92.7	133.8	178.0	234.7	296.7	368.9
DPS	0.0	1.7	2.2	3.2	5.0	5.5	6.0	6.5
Payout (%)	0.0	24.2	14.1	7.9	11.2	10.4	10.4	9.6
Valuation (x)								
P/E	-3,535.2	633.1	296.6	159.8	90.0	74.8	69.3	59.4
Cash P/E	812.2	283.3	151.1	92.2	54.3	41.2	36.4	31.1
P/BV	61.1	56.5	49.9	34.6	22.5	17.1	13.5	10.9
EV/Sales	81.7	43.6	21.9	13.9	8.7	7.3	6.1	5.2
EV/EBITDA	820.8	266.8	150.8	86.1	52.5	40.0	33.0	27.5
Dividend Yield (%)	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.2
FCF per share	8.7	-1.4	12.6	27.2	23.9	49.9	74.7	90.1
Return Ratios (%)								
RoE	-1.9	9.9	19.1	27.3	30.6	27.8	23.3	21.7
RoCE	-0.4	4.3	7.0	14.5	20.1	18.3	16.3	15.3
RoIC	-0.7	6.2	9.5	21.1	30.7	29.5	31.1	35.9
Working Capital Ratios								
Fixed Asset Turnover (x)	2.1	3.5	5.7	NA	NA	NA	NA	NA
Asset Turnover (x)	0.4	0.5	1.1	1.9	2.1	1.8	1.7	1.6
Inventory (Days)	70	77	63	48	44	50	50	50
Debtor (Days)	4	2	1	2	1	2	2	2
Creditor (Days)	39	30	30	23	20	25	25	25
Leverage Ratio (x)								
Current Ratio	2.8	2.8	2.3	2.3	2.4	3.2	4.1	5.0
Interest Cover Ratio	-0.1	1.2	1.8	4.2	13.8	13.9	12.8	12.4
Net Debt/Equity	0.4	1.0	0.8	-0.1	0.0	-0.2	-0.3	-0.4

Standalone - Cash Flow Statement **(INR m)**

Y/E March	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E	FY28E
OP/(Loss) before Tax	-658	3,362	7,105	13,300	20,766	24,601	27,268	32,009
Depreciation	2,359	2,831	4,639	6,392	8,706	13,271	16,085	18,915
Interest & Finance Charges	2,084	2,725	3,411	2,913	1,063	1,626	2,102	2,562
Direct Taxes Paid	-1	-782	-1,869	-2,942	-4,915	-5,477	-6,681	-8,002
(Inc)/Dec in WC	1,131	-4,020	-2,707	-2,725	-5,579	-4,493	-3,170	-3,462
CF from Operations	**4,915**	**4,116**	**10,579**	**16,938**	**20,041**	**29,528**	**35,604**	**42,022**
Others	-782	-2,624	-3,951	-3,455	-3,359	-3,881	-2,536	-2,790
CF from Operating incl EO	**4,133**	**1,492**	**6,628**	**13,484**	**16,683**	**25,647**	**33,068**	**39,232**
(Inc)/Dec in FA	-1,031	-1,979	-2,144	-3,819	-8,177	-7,917	-6,498	-7,205
Free Cash Flow	**3,102**	**-487**	**4,485**	**9,665**	**8,506**	**17,730**	**26,571**	**32,027**
(Pur)/Sale of Investments	1,195	2,317	57	-926	0	0	0	0
Others	-557	-397	657	-241	25	3,623	2,536	2,790
CF from Investments	**-393**	**-59**	**-1,430**	**-4,985**	**-8,152**	**-4,293**	**-3,961**	**-4,415**
Issue of Shares	0	0	0	0	0	0	0	0
Inc/(Dec) in Debt	0	1,969	-1,202	-2,566	-5,259	0	0	0
Interest Paid	-2,376	-2,350	-3,557	-3,076	-1,335	-1,626	-2,102	-2,562
Dividend Paid	-355	-426	-394	-783	-1,136	0	0	0
Others	-780	-552	0	0	0	0	0	0
CF from Fin. Activity	**-3,512**	**-1,359**	**-5,153**	**-6,425**	**-7,730**	**-1,626**	**-2,102**	**-2,562**
Inc/Dec of Cash	**229**	**74**	**45**	**2,074**	**801**	**19,727**	**27,004**	**32,255**
Opening Balance	441	669	744	789	2,849	3,229	22,957	49,961
Closing Balance	**669**	**744**	**789**	**2,862**	**3,651**	**22,957**	**49,961**	**82,216**

Financials and valuations – consolidated

Consolidated - Income Statement (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E	FY28E
Total Income from Operations	**25,930**	**44,980**	**82,420**	**1,23,751**	**1,71,346**	**2,00,269**	**2,35,532**	**2,74,034**
Change (%)	-25.6	73.5	83.2	50.1	38.5	16.9	17.6	16.3
Raw Materials	15,340	24,815	47,197	69,589	96,891	1,13,459	1,33,640	1,55,620
Employees Cost	3,019	3,990	6,552	10,366	13,084	13,536	15,330	17,638
Other Expenses	5,852	10,437	17,934	24,575	33,874	37,129	43,447	49,968
Total Expenditure	**24,211**	**39,241**	**71,684**	**1,04,530**	**1,43,849**	**1,64,125**	**1,92,417**	**2,23,225**
% of Sales	93.4	87.2	87.0	84.5	84.0	82.0	81.7	81.5
EBITDA	**1,719**	**5,739**	**10,737**	**19,221**	**27,498**	**36,144**	**43,116**	**50,809**
Margin (%)	6.6	12.8	13.0	15.5	16.0	18.0	18.3	18.5
Depreciation	2,573	3,108	4,937	6,711	8,952	13,896	16,877	19,805
EBIT	**-854**	**2,631**	**5,800**	**12,510**	**18,546**	**22,248**	**26,239**	**31,004**
Int. and Finance Charges	2,487	3,047	3,692	3,191	1,386	1,648	2,125	2,598
Other Income	2,016	1,752	2,609	2,893	2,274	1,137	1,250	1,376
PBT bef. EO Exp.	**-1,325**	**1,335**	**4,717**	**12,212**	**19,433**	**21,737**	**25,365**	**29,782**
EO Items	-10	-274	-30	5,761	0	-261	0	0
PBT after EO Exp.	**-1,335**	**1,061**	**4,687**	**17,973**	**19,433**	**21,476**	**25,365**	**29,782**
Total Tax	-237	766	1,584	4,434	4,953	5,219	6,214	7,445
Tax Rate (%)	17.8	72.2	33.8	24.7	25.5	24.3	24.5	25.0
MI/(Profit)/Loss from Assoc.	714	-51	-835	-1,236	-865	-216	-234	-252
Reported PAT	**-1,811**	**346**	**3,937**	**14,775**	**15,345**	**16,474**	**19,384**	**22,589**
Adjusted PAT	**-1,803**	**422**	**3,957**	**10,387**	**15,345**	**16,671**	**19,384**	**22,589**
Change (%)	-270.1	-123.4	837.0	162.5	47.7	8.6	16.3	16.5
Margin (%)	-7.0	0.9	4.8	8.4	9.0	8.3	8.2	8.2

Consolidated - Balance Sheet (INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E	FY28E
Equity Share Capital	355	355	356	356	356	356	356	356
Total Reserves	22,775	23,285	25,599	40,322	54,262	68,780	86,031	1,06,309
Net Worth	**23,130**	**23,640**	**25,955**	**40,677**	**54,617**	**69,136**	**86,387**	**1,06,665**
Minority Interest	445	459	675	349	1,216	1,216	1,216	1,216
Total Loans	26,686	47,338	44,722	17,583	22,837	31,635	40,391	49,975
Lease Liabilities	26,637	42,280	39,662	12,544	17,380	26,178	34,934	44,519
Deferred Tax Liabilities	-746	-1,264	-1,561	-544	-435	-435	-435	-435
Capital Employed	**49,515**	**70,174**	**69,791**	**58,065**	**78,235**	**1,01,552**	**1,27,559**	**1,57,421**
Gross Block	37,078	55,887	57,819	34,256	56,704	73,568	88,972	1,05,911
Less: Accum. Deprn.	6,749	9,397	13,093	10,298	18,293	32,189	49,066	68,870
Net Fixed Assets	**30,329**	**46,491**	**44,726**	**23,958**	**38,411**	**41,380**	**39,906**	**37,041**
Right to use assets	**23,185**	**38,642**	**35,502**	12,021	17,268	18,717	18,261	16,771
Goodwill on Consolidation	272	272	272	272	272	272	272	272
Capital WIP	340	448	1,017	2,238	1,795	1,795	1,795	1,795
Total Investments	**15,550**	**13,541**	**11,370**	**14,429**	**15,071**	**15,287**	**15,521**	**15,773**
Curr. Assets, Loans&Adv.	**10,000**	**15,245**	**21,869**	**30,176**	**38,213**	**66,709**	**97,814**	**1,34,503**
Inventory	4,284	8,678	13,612	15,827	20,451	32,807	38,667	45,067
Account Receivables	208	179	344	817	630	1,097	1,291	1,502
Cash and Bank Balance	815	864	863	2,976	3,398	14,598	37,816	65,893
Loans and Advances	4,694	5,525	7,051	10,556	13,735	18,207	20,040	22,042
Curr. Liability & Prov.	**6,976**	**5,823**	**9,464**	**13,009**	**15,526**	**23,891**	**27,750**	**31,963**
Account Payables	2,746	3,780	6,652	7,739	9,282	16,460	19,359	22,523
Other Current Liabilities	4,026	1,734	2,098	3,482	4,316	5,502	6,462	7,511
Provisions	204	309	713	1,788	1,929	1,929	1,929	1,929
Net Current Assets	**3,024**	**9,422**	**12,406**	**17,167**	**22,687**	**42,818**	**70,065**	**1,02,540**
Misc Expenditure	0	0	0	0	0	0	0	0
Appl. of Funds	**49,515**	**70,174**	**69,791**	**58,064**	**78,236**	**1,01,552**	**1,27,559**	**1,57,421**

Financials and valuations – consolidated

Ratios								
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25E**	**FY26E**	**FY27E**	**FY28E**
Basic (INR)								
EPS	**-5.1**	**1.2**	**11.1**	**29.2**	**43.2**	**46.9**	**54.5**	**63.5**
Cash EPS	2.3	10.6	26.8	51.5	73.1	92.0	109.1	127.6
BV/Share	69.6	71.1	78.1	122.4	164.4	208.0	260.0	321.0
DPS	0.0	1.7	2.2	3.2	5.0	5.5	6.0	6.5
Payout (%)	0.0	174.6	19.9	7.7	11.6	11.9	11.0	10.2
Valuation (x)								
P/E	-912.3	3,890.0	415.7	158.4	107.2	85.6	73.6	63.2
Cash P/E	1,996.9	435.6	172.9	89.9	63.3	43.6	36.8	31.5
P/BV	66.5	65.0	59.2	37.8	28.2	19.3	15.4	12.5
EV/Sales	64.4	37.6	20.5	13.4	9.7	7.2	6.1	5.1
EV/EBITDA	962.9	292.0	156.2	85.6	60.0	39.5	32.8	27.5
Dividend Yield (%)	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.2
FCF per share	8.0	-4.3	10.4	26.9	22.5	38.4	73.8	88.9
Return Ratios (%)								
RoE	-7.7	1.8	16.0	31.2	32.2	26.9	24.9	23.4
RoCE	-1.4	1.2	5.4	14.6	20.4	18.9	17.4	16.4
RoIC	-2.1	1.7	6.9	19.8	28.7	26.3	27.8	31.8
Working Capital Ratios								
Fixed Asset Turnover (x)	0.7	0.8	1.4	3.6	3.0	2.7	2.6	2.6
Asset Turnover (x)	0.5	0.6	1.2	2.1	2.2	2.0	1.8	1.7
Inventory (Days)	60	70	60	47	44	60	60	60
Debtor (Days)	3	1	2	2	1	2	2	2
Creditor (Days)	39	31	29	23	20	30	30	30
Leverage Ratio (x)								
Current Ratio	1.4	2.6	2.3	2.3	2.5	2.8	3.5	4.2
Interest Cover Ratio	-0.3	0.9	1.6	3.9	13.4	13.5	12.3	11.9
Net Debt/Equity	0.9	1.7	1.3	0.0	0.1	0.0	-0.1	-0.3

Consolidated - Cash Flow Statement								(INR m)
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
OP/(Loss) before Tax	-2,038	1,387	5,551	13,448	20,297	21,476	25,365	29,782
Depreciation	2,573	3,108	4,937	6,711	8,952	13,896	16,877	19,805
Interest & Finance Charges	2,197	2,814	3,524	2,988	1,072	1,648	2,125	2,598
Direct Taxes Paid	-11	-816	-1,910	-2,989	-4,941	-5,219	-6,214	-7,445
(Inc)/Dec in WC	1,063	-4,293	-2,932	-2,715	-5,677	-8,932	-4,028	-4,399
CF from Operations	**3,783**	**2,199**	**9,170**	**17,443**	**19,703**	**22,869**	**34,124**	**40,340**
Others	-45	-1,615	-3,222	-3,953	-3,094	-1,137	-1,250	-1,376
CF from Operating incl EO	**3,738**	**585**	**5,949**	**13,490**	**16,609**	**21,732**	**32,874**	**38,964**
(Inc)/Dec in FA	-910	-2,101	-2,235	-3,937	-8,617	-8,067	-6,648	-7,355
Free Cash Flow	**2,828**	**-1,516**	**3,714**	**9,552**	**7,992**	**13,666**	**26,226**	**31,609**
(Pur)/Sale of Investments	1,400	2,084	65	-1,299	-1,586	0	0	0
Others	-308	562	1,135	154	969	1,137	1,250	1,376
CF from Investments	**181**	**544**	**-1,036**	**-5,082**	**-9,234**	**-6,930**	**-5,397**	**-5,979**
Issue of Shares	-3	2,504	463	357	935	0	0	0
Inc/(Dec) in Debt	0	0	0	0	0	0	0	0
Interest Paid	-2,489	-2,463	-3,587	-3,094	-1,339	-1,648	-2,125	-2,598
Dividend Paid	-355	-427	-393	-783	-1,136	-1,955	-2,133	-2,311
Others	-872	-694	-1,397	-2,775	-5,397	0	0	0
CF from Fin. Activity	**-3,719**	**-1,080**	**-4,914**	**-6,295**	**-6,937**	**-3,603**	**-4,258**	**-4,909**
Inc/Dec of Cash	**201**	**49**	**-1**	**2,113**	**438**	**11,200**	**23,219**	**28,076**
Opening Balance	614	815	864	863	2,960	3,398	14,598	37,816
Closing Balance	**815**	**864**	**863**	**2,976**	**3,398**	**14,598**	**37,816**	**65,893**

NOTES

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

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

Disclosures

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

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

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

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

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

Regional Disclosures (outside India)

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

For Hong Kong:

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

For U.S.

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

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

For Singapore

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

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

Nainesh Rajani
Email: nainesh.rajani@motilaloswal.com
Contact: (+65) 8328 0276

Specific Disclosures

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: Yes.
   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 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.