

Canara HSBC Life Insurance

Estimate change	↑
TP change	↔
Rating change	↔

Bloomberg	CANHLIFE IN
Equity Shares (m)	950
M.Cap.(INRb)/(USDb)	129.5 / 1.4
52-Week Range (INR)	159 / 106
1, 6, 12 Rel. Per (%)	-8/-/-
12M Avg Val (INR M)	337

Financials & Valuations (INR b)

Y/E March	2026	2027E	2028E
Net Premiums	98.4	115.3	135.4
Sh.PAT	1.3	1.5	1.7
APE	28.0	33.6	40.3
APE growth (%)	19.8	19.9	20.1
VNB	6.3	7.6	9.3
VNB margin (%)	22.4	22.5	23.0
RoE (%)	8.1	9.0	9.8
RoEV (%)	20.7	18.6	19.1
AUM	461.0	532.8	597.6
EV per share	76	90	107
Valuations			
P/EV (x)	1.8	1.5	1.3
P/EVOP (x)	10.2	9.6	7.9

Shareholding pattern (%)

As On	Mar-26	Dec-25
Promoter	62.0	62.0
DII	29.8	30.9
FII	5.9	4.8
Others	2.3	2.3

FII includes depository receipts

CMP: INR136 **TP: INR180 (+32%)** **Buy**

Stellar performance; 35% beat on VNB

- Canara HSBC Life Insurance (CANHLIFE) witnessed 12% YoY growth in APE to INR7b (in line), with 15% YoY growth in individual APE. For FY26, APE grew 20% YoY to ~INR28b.
- Contribution from traditional products at ~80% led to a stellar 49% YoY growth in VNB to INR2.1b (35% beat), resulting in VNB margin of 30.5% (23% in 4QFY25) vs our est. of 22%. For FY26, VNB grew 41% YoY to INR6.3b, with VNB margin expanding 330bp YoY to 22.4%.
- EV at the end of FY26 was at INR72.3b, reflecting an operating RoEV of 20.7%.
- With an improving product mix and a rising share of protection, management expects margins to expand further in the range of 22-23% for FY27, with some negative strain from agency channel ramp-up.
- We have maintained our APE estimates and increased VNB margin estimates by 200bp each for FY27/28, considering the strong performance in 4QFY26. This has led to a 2% increase in our EV estimates for FY27/28. **We reiterate our BUY rating, maintaining a TP of INR180 (based on 1.7x FY28E EV).**

Favorable product mix contributes 3.4% to margin expansion

- For 4QFY26, CANHLIFE's gross premium grew 13% YoY to INR31.1b, driven by a 10% YoY growth in renewal premium and 15% YoY growth in first-year premium.
- APE growth of 12% YoY for 4QFY26 was driven by a 85%/46%/19%/19% growth in the Protection/Non-Par/Par/Annuity segments, while ULIP declined 29% YoY. Par and Non-par products witnessed growth on the back of new launches during the quarter.
- The strong growth of traditional products led to a rise in contribution and 3.4% boost towards VNB margin expansion. Apart from the favorable product mix, volume growth resulted in a 0.5% contribution toward VNB margin expansion.
- The channel mix based on FY26 individual APE was at 72% from Canara Bank, 14% from HSBC Bank, 6% from other banks, and 8% from alternate channels. The recently launched agency channel witnessed an APE of INR140m over the past six months, with the insurer investing in front-end capabilities as well as leveraging its existing branch network to support scale-up.
- CANHLIFE's persistency ratios have improved YoY across all cohorts in FY26, with 13M persistency at 86.3% (84.4% in FY25) and 61M persistency at 55.4% (55.1% in 4QFY25), backed by continued efforts to improve retention. The total expense ratio stood at 18.6% in 4QFY26, compared to 16.1% in 4QFY25. While commission ratios were stable, the ramp-up of the agency channel as well as volume growth led to an increase in the opex ratio.

- EV of INR72.3b at the end of FY26 witnessed positive operating assumption changes as persistency continues to improve. Negative equity market movements resulted in negative economic variance of INR822m.
- AUM at the end of FY26 was at INR461b. Solvency was at 190% in FY26 vs 205.8% in FY25.

Highlights from the management commentary

- The company's long-term focus remains on scaling the agency channel through a Tier-1-led branch strategy, targeting ~5% contribution over the next three years through a phased approach.
- Canara Bank's branch activation stands at ~54%, improving from ~50% last year, with a further upside targeted. The insurer continues to work towards maintaining counter share in the bank, with LIC being the other product sold by Canara Bank.
- HSBC's expansion through eight new branches (over its existing 26) is expected to drive further traction in that channel. GIFT City launch is expected to further support growth.

Valuation and view

- CANHLIFE continues to deliver industry-leading growth in 4QFY26, along with stellar VNB margin expansion, supported by a pickup in traditional segment contribution and improving product-level profitability.
- The company offers a rare multi-year compounding opportunity anchored in a structurally improving banca engine, rising contribution from premiumized HSBC flows, and disciplined agency expansion. With one of the most under-penetrated PSU-bank funnels and clear visibility on branch activation, product mix upgrades, and operating leverage, we expect the company to deliver 18-19% operating RoEV going forward.
- We have maintained our APE estimates and increased VNB margin estimates by 200bp each for FY27/28, considering the strong performance in 4QFY26. This has led to 2% increase in our EV estimates for FY27/28. **We reiterate our BUY rating, maintaining a TP of INR180 (based on 1.7x FY28E EV).**

Quarterly Performance

in INRm

Policy holder's A/c	FY25				FY26				FY25	FY26	FY26E 4QE	V/s est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
First year premium	3,455	5,092	7,323	5,867	3,979	5,751	9,380	6,739	21,737	25,848	6,853.1	(1.7)
Growth (%)	74%	70%	69%	-11%	15%	13%	28%	15%	28%	19%	17%	
Renewal premium	6,757	11,365	11,661	19,276	9,137	14,198	16,684	21,268	49,059	61,287	22,775.8	(6.6)
Growth (%)	13%	15%	17%	17%	35%	25%	43%	10%	16%	25%	18%	
Single premium	3,671	2,033	1,297	2,476	4,356	3,000	2,829	3,136	9,478	13,321	3,066.0	2.3
Growth (%)	-11%	-46%	-33%	9%	19%	48%	118%	27%	-21%	41%	24%	
Gross premium income	13,883	18,491	20,281	27,620	17,472	22,949	28,893	31,142	80,274	1,00,456	32,694.9	(4.7)
Growth (%)	15%	11%	25%	9%	26%	24%	42%	13%	13%	25%	18%	
PAT	187	369	293	321	234	408	277	347	1,170	1,266	303.2	14.5
Growth (%)	-144%	-304%	-79%	-11%	25%	11%	-6%	8%	3%	8%	-6%	
Key metrics												
New Business APE	4,720	5,120	7,309	6,261	4,928	5,995	10,027	7,037	23,394	27,987	7,190.5	(2.1)
Growth (%)					4%	17%	37%	12%	24%	20%	15%	
VNB	-	-	1,242	1,442	960	1,183	1,986	2,144	4,461	6,273	1,583.5	35.4
Growth (%)							60%	49%	18%	41%	10%	
AUM (INRb)	379	396	400	412	436	441	469	461	412	461	475	(3.0)
Growth (%)					15%	11%	17%	12%	-100%	12%	15%	
Key Ratios (%)												
VNB margin (%)			17.0	23.0	19.5	19.7	19.8	30.5	19.1	22.4	22.0	845

Exhibit 1: Our revised estimates (INR b)

Y/E MARCH	New estimates		Old estimates		Change	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Net Premiums	115.3	135.4	116.9	137.2	-1.3	-1.3
Sh.PAT	1.5	1.7	1.4	1.7	4.6	2.8
APE	33.6	40.3	33.8	40.6	-0.6	-0.5
APE growth (%)	19.9	20.1	20.0	20.1		
VNB	7.6	9.3	6.9	8.5	9.1	8.9
VNB margin (%)	22.5	23.0	20.5	21.0		
RoE (%)	9.0	9.8	8.5	9.4		
RoEV (%)	18.6	19.1	17.6	18.1		
AUM	532.8	597.6	533.2	597.9	-0.1	-0.0
EV per share	90	107	88	104	1.8	2.2



Highlights from the management commentary

Company performance

- The company has obtained Board approval for a one-year forbearance period for IFRS implementation.
- Rank improved to 9th largest player in FY26 from 10th in the previous year. Number of policies grew 7% YoY.
- CANHLIFE is actively managing asset-liability profile by increasing duration of assets to reduce interest rate sensitivity, along with improving hedging ratios. Current hedging stands at ~70%, with usage of FRAs and bond forwards.

VNB

- Despite GST headwinds, VNB margin stood at 22.4% in FY26, supported by a shift towards protection and improved product-level profitability. Excluding GST impact, VNB margin was ~24.6%, closer to industry averages.
- Actions taken on renewal commissions have helped align VNB and reduce GST impact on margins. With an improving product mix and rising share of protection, margins are expected to expand further. FY27 VNB margin is guided in the 22–23% range.
- Margin expansion may be partly offset by negative strain from ongoing agency ramp-up investments.

Product mix

- Traditional products accounted for ~80% of mix in 4QFY26 (vs 39% in 9MFY26), with full-year mix aligned to guidance of a balanced split between linked and traditional products.
- Focus remains consistent on deferred annuity products, given their long-term customer value and earnings visibility.
- Rider attachment has supported ULIP margins, though overall ticket sizes remain relatively modest.
- Launch of new par and non-par traditional products in Feb–Mar'26 led to an increase in the traditional mix during the quarter.

Channel mix

- ~500 distributors were onboarded under the new agency channel. Continued investments are being made in front-end capabilities, while leveraging existing branch networks to support agency scale-up.
- Agency leadership is now in place, with expectations of steady QoQ scaling. Agency contributed ~INR140m of APE over the last six months, with the product mix aligned to the overall company mix.
- Its long-term focus remains on scaling the agency channel through a Tier-1-led branch strategy, targeting ~5% contribution over the next three years through a phased approach.
- Alternate channels grew 29% YoY, with a target to increase contribution to ~15% over the next three years.
- Despite LIC's presence as a partner for Canara Bank, the company aims to sustain and grow its market share within the bank.
- ULIP mix stands at ~60% in HSBC channel and ~50% in Canara Bank channel.
- Canara Bank offers significant growth potential, with ~85m active customers and <2% penetration. Branch activation (defined as ≥10 policies per branch with

~INR 50,000 ticket size) stands at ~54%, improving from ~50% last year, with further upside targeted.

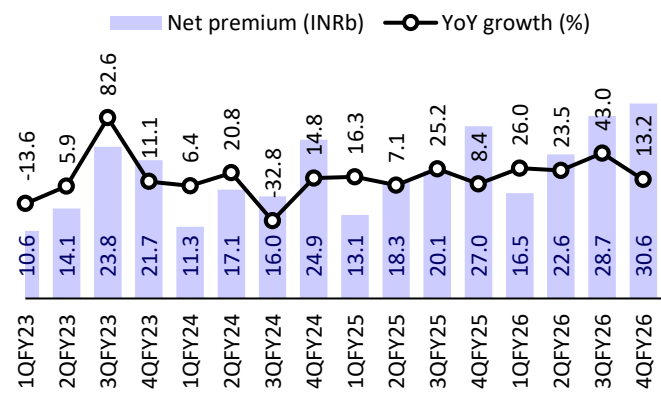
- Analytics-driven customer segmentation is being leveraged to identify high-potential opportunities.
- Canara Bank productivity and activation levels are among the best within PSU banks, second only to SBI.
- HSBC channel delivered strong growth of 29%, with momentum expected to continue. Expansion through 8 new branches (over existing 26) is driving traction. GIFT City launch is expected to further support growth. HSBC penetration stands at ~14%, with credit life expected to increase as mortgage lending scales.
- The company is trying to harness the opportunity in personal banking and credit card segments as well.

Embedded Value

- Renewal premium momentum remains steady, with improving persistency across cohorts.
- Economic variance was negative, primarily due to equity market declines.

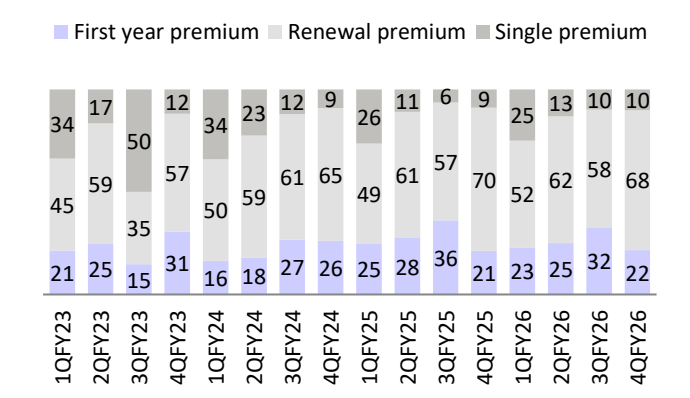
Key exhibits

Exhibit 2: Net premium grew 13% YoY



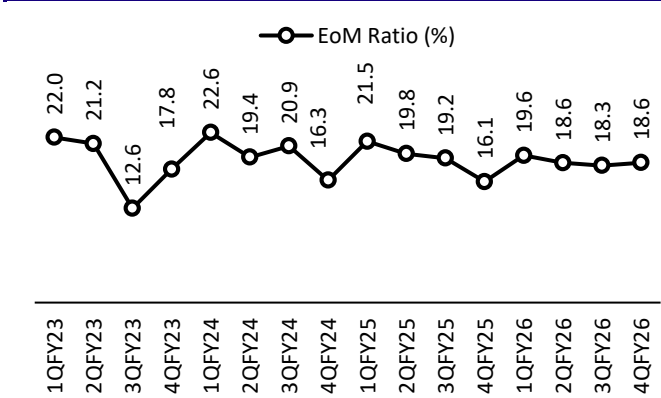
Source: MOFSL, Company

Exhibit 3: Proportion of premium trends



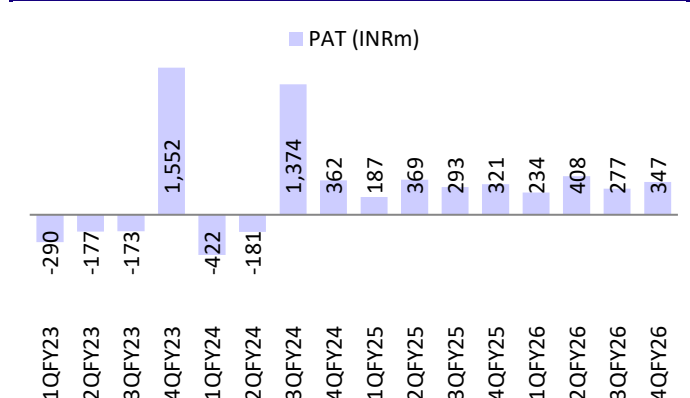
Source: MOFSL, Company

Exhibit 4: Expense ratio improving gradually



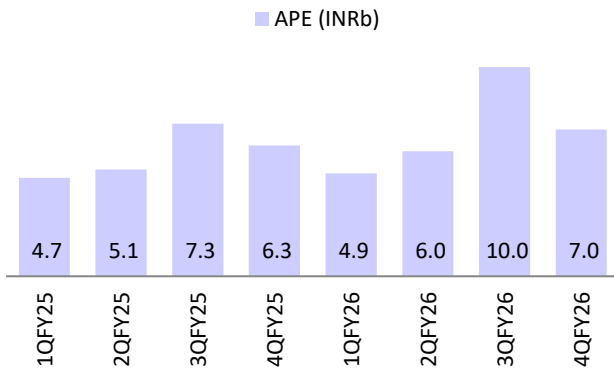
Source: MOFSL, Company

Exhibit 5: PAT trends



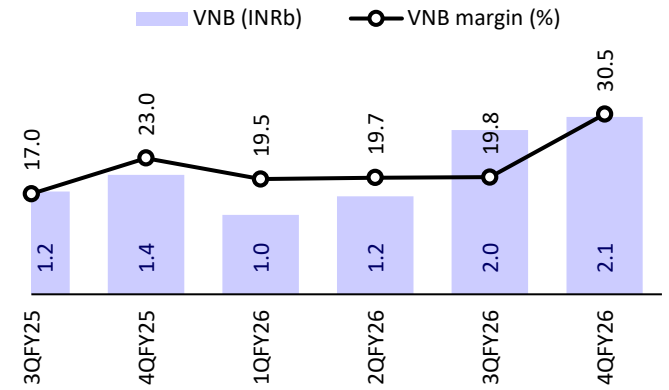
Source: MOFSL, Company

Exhibit 6: APE grew 12% YoY in 4QFY26



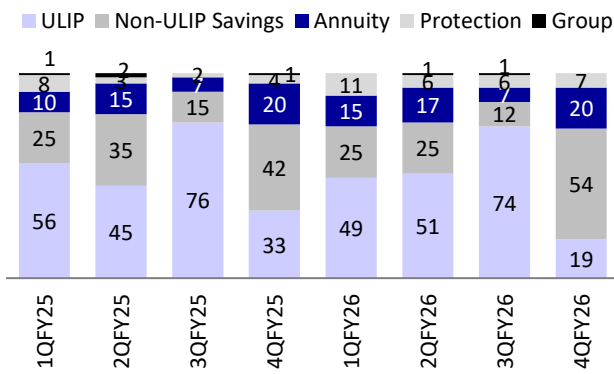
Source: MOFSL, Company

Exhibit 7: VNB margin sees significant expansion



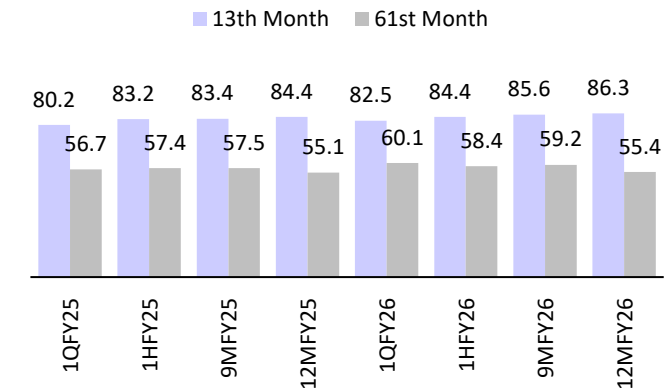
Source: MOFSL, Company

Exhibit 8: Product mix shift towards traditional



Source: MOFSL, Company

Exhibit 9: Persistency trends



Source: MOFSL, Company

Financials and valuations

Technical account (INR b)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Gross Premiums	51.2	58.9	72.0	71.3	80.3	100.5	117.7	138.2
Reinsurance Ceded	-0.9	-0.7	-1.7	-2.0	-1.8	(2.0)	(2.4)	(2.8)
Net Premiums	50.3	58.2	70.3	69.3	78.5	98.4	115.3	135.4
Income from Investments	41.1	25.8	13.1	48.1	27.6	16.0	40.9	47.3
Other Income	1.8	2.6	1.6	1.2	0.2	0.7	0.9	1.0
Total income (A)	93.2	86.6	85.0	118.6	106.3	115.1	157.0	183.6
Commission	2.9	3.6	4.1	4.1	5.1	6.2	7.6	9.0
Operating expenses	5.9	7.0	8.4	9.4	9.9	12.5	14.4	16.1
Total commission and opex	8.8	10.6	12.5	13.5	15.0	18.8	22.0	25.2
Benefits Paid (Net)	20.6	26.5	30.9	31.7	50.8	46.1	56.7	66.6
Chg in reserves	58.5	46.3	39.3	70.9	38.7	48.7	76.8	90.2
Prov for doubtful debts	-	-	-	-	-	-	-	-
Total expenses (B)	88.5	84.1	83.4	116.8	105.5	114.0	156.1	182.5
(A) - (B)	4.7	2.5	1.7	1.8	0.8	1.2	0.9	1.1
Prov for Tax	-	-	-	-	-	-	-	-
Surplus / Deficit (calculated)	4.7	2.5	1.7	1.8	0.8	1.2	0.9	1.1

Shareholder's a/c (INR b)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Transfer from technical a/c	1.7	1.8	1.7	1.4	1.3	0.9	0.7	0.8
Income From Investments	1.2	0.9	0.9	1.0	1.0	1.1	1.6	1.9
Total Income	2.9	2.7	2.6	2.4	2.3	2.0	2.3	2.7
Other expenses	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Contribution to technical a/c	1.8	2.5	1.5	1.1	1.0	0.5	0.6	0.7
Total Expenses	1.9	2.6	1.6	1.2	1.1	0.6	0.7	0.8
PBT	1.0	0.1	1.0	1.2	1.3	1.4	1.6	1.9
Prov for Tax	0.1	0.0	0.1	0.1	0.1	0.1	0.1	0.2
PAT	0.9	0.1	0.9	1.1	1.2	1.3	1.5	1.7
<i>Growth</i>		-88.9%	771.4%	24.2%	3.2%	8.2%	17.9%	17.2%

Balance sheet (INR b)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Sources of Fund								
Share Capital	9.5	9.5	9.5	9.5	9.5	9.5	9.5	9.5
Reserves And Surplus	3.3	3.4	4.0	4.7	5.7	6.6	7.6	8.9
Shareholders' Fund	12.7	12.9	13.5	14.2	15.2	16.1	17.1	18.4
Policy Liabilities	82.8	116.2	156.1	197.3	223.7	266.1	310.3	352.0
Prov. for Linked Liab.	110.5	123.9	122.3	151.2	163.0	165.9	185.5	207.3
Funds For Future App.	5.4	6.2	6.0	6.4	6.9	7.2	7.6	8.0
Current liabilities & prov.	7.7	6.7	7.6	9.3	10.6	12.3	12.7	13.1
Total	225.9	272.1	313.1	387.5	429.1	480.6	539.6	605.8
Application of Funds								
Shareholders' inv	12.1	12.6	13.7	15.7	13.7	19.0	22.1	25.6
Policyholders' inv	89.5	120.3	159.0	198.9	226.4	264.5	296.2	331.8
Assets to cover linked liab.	117.1	130.0	129.4	159.2	171.5	177.7	199.0	222.9
Loans	0.0	0.1	0.2	0.5	1.0	2.2	2.5	2.9
Fixed Assets	0.4	0.5	0.5	0.6	0.5	0.4	0.4	0.4
Current assets	6.7	8.7	10.3	12.7	16.0	16.8	19.3	22.2
Total	225.9	272.1	313.1	387.5	429.1	480.6	539.6	605.8

Financials and valuations

Operating ratios (%)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Investment yield		11.3	4.9	14.9	7.3	3.7	8.2	8.2
Commissions / GWP	-5.7	-6.1	-5.7	-5.8	-6.3	-6.2	-6.5	-6.5
- first year premiums	-20.1	-18.3	-17.0	-15.4	-15.1	-15.1	-15.1	-15.1
- renewal premiums	-2.8	-3.1	-3.2	-3.1	-3.0	-3.0	-3.0	-3.0
- single premiums	-1.0	-1.3	-0.9	-1.5	-3.4	-3.4	-3.4	-3.4
Operating expenses / GWP	11.5%	11.8%	11.6%	13.1%	12.4%	12.5%	12.2%	11.7%
Total expense ratio	17.2%	17.9%	17.3%	18.9%	18.7%	18.7%	18.7%	18.2%
Claims / NWP	40.9%	45.5%	44.0%	45.7%	64.8%	46.9%	49.2%	49.2%
Solvency ratio	327%	282%	252%	213%	206%	190%	203%	201%

Persistency ratios (%)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
13th Month		74.5%	75.3%	80.7%	82.5%	86.3%	86.8%	87.3%
25th Month		69.8%	66.0%	68.5%	71.5%	73.7%	74.2%	74.7%
37th Month		64.7%	65.1%	63.0%	64.1%	65.3%	65.8%	66.3%
49th Month		63.2%	63.3%	64.2%	61.0%	60.7%	61.2%	61.7%
61st Month		47.3%	52.0%	55.4%	57.7%	55.4%	55.9%	56.4%

Profitability ratios (%)	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
VNB margin (%)		21.4%	20.1%	20.0%	19.1%	22.4%	22.5%	23.0%
RoE (%)		0.8%	6.9%	8.2%	8.0%	8.1%	9.0%	9.8%
Operating ROEV (%)			17.9%	18.5%	19.5%	20.7%	18.6%	19.1%

Valuation data points	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
AUM		262.9	302.0	373.8	411.7	461.0	532.8	597.6
DPS			0.3	0.5	0.2	0.4	0.4	0.5
Dividend payout ratio (%)			31%	42%	16%	30%	28%	26%
EPS, Rs		0.1	1.0	1.2	1.2	1.3	1.6	1.8
VNB (INRb)		3.3	3.8	3.8	4.5	6.3	7.6	9.3
Embedded Value (INRb)		38.5	42.7	51.8	61.1	72.3	85.4	101.2
EV per share		40.5	45.0	54.5	64.3	76.1	89.9	106.5
P/AUM (%)		0.5	0.4	0.3	0.3	0.3	0.2	0.2
P/EV (x)		3.4	3.0	2.5	2.1	1.8	1.5	1.3
P/EPS (x)		1,233.0	141.5	114.0	110.4	102.0	86.5	73.8
P/EVOP (x)				15.9	12.8	10.2	9.6	7.9
P/VNB (x)		39.6	34.1	34.2	29.0	20.6	17.1	13.9

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).

Motalal 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.motalaloswal.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 Motalal Oswal Financial Services Ltd. are available on the website at <http://onlinereports.motalaloswal.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 Motalal Oswal Financial Services Limited are available on the website at <https://galaxy.motalaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>. As per Regulatory requirements, Research Audit Report is uploaded on www.motalaloswal.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 Motalal 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 Motalal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motalal 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.

Motalal 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, Motalal 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 Motalal 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@motalaloswal.com.

Nainesh Rajani

Email: nainesh.rajani@motalaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

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

The associates of MOFSL may have:

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

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

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

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

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

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

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

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

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

Grievance Redressal Cell:

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

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.