

Estimate change

TP change

Rating change



Bloomberg	HPCL IN
Equity Shares (m)	2128
M.Cap.(INRb)/(USDb)	819.5 / 8.5
52-Week Range (INR)	508 / 316
1, 6, 12 Rel. Per (%)	-3/-2/-6
12M Avg Val (INR M)	2516

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	4,418	4,882	4,460
EBITDA	306	35	253
Adj. PAT	180	-40	112
Adj. EPS (INR)	85	-19	53
EPS Gr. (%)	168	-122	-378
BV/Sh. (INR)	308	289	321

Ratios

Net D:E	0.8	1.0	0.9
RoE (%)	30.9	-6.4	17.3
RoCE (%)	16.7	-1.3	11.5
Payout (%)	28.9	0.0	40.0

Valuations

P/E (x)	4.3	-19.3	6.9
P/BV (x)	1.2	1.3	1.1
EV/EBITDA (x)	4.2	39.4	5.4
Div. Yield (%)	6.7	0.0	5.8
FCF Yield (%)	34.0	-8.9	14.0

Shareholding pattern (%)

As Of	Mar-26	Dec-25	Mar-25
Promoter	50.3	50.3	50.3
DII	18.8	18.3	19.7
FII	22.6	23.1	21.6
Others	8.3	8.3	8.5

FII includes depository receipts

CMP: INR385

TP: INR470 (+22%)

Buy

Near-term marketing outlook remains challenging

- HPCL reported an operating loss of INR161.3b (est. operating loss: INR117b) due to weaker-than-estimated marketing margins. Reported GRM (excl. impact of SAED) stood 33% above our estimate at USD23.8/bbl. Gross marketing margin (including inv.) stood at negative ~INR14.9/lit (est. negative INR9.4/lit). LPG under-recovery stood at INR56b (vs. INR13.4b in 4Q). Loss after tax stood at INR115b (est. loss: INR99b).
- **Things we liked about the result:** 1) HRRL is expected to run at 50% in 2QFY27, 80-85% in 3QFY27, and near-full refining utilization by 4QFY27. This shall significantly reduce HPCL's external product purchases, supporting marketing margins from 2HFY27. 2) During 1Q, Chhara Terminal secured the Gujarat Maritime Board's in-principle approval for all-weather operations. 3) The company is adequately covered on crude through end-Aug'26, ensuring robust refining capacity utilization.
- **Key monitorables:** 1) Domestic LPG losses surged to ~INR510/cylinder in 1QFY27 (vs. ~INR80/cylinder in 4QFY26). Further, losses remained high at INR490/cylinder in Jul'26. 2) With renewed US-Iran tensions and escalating Russia-Ukraine conflict, crude prices have rebounded to USD90-100/bbl. Combined with multi-year high gasoline, diesel, and ATF cracks, this is likely to keep marketing margins under pressure in the near term. Additionally, we see an increased risk of a higher Special Additional Excise Duty (SAED) on MS, HSD, and ATF. 3) With OMCs making huge marketing losses, we believe that some form of government compensation/support remains a possibility.
- **Valuation and view:** HPCL currently trades at 1.2x FY27E P/B. We estimate the company to deliver RoE of 17.3% in FY28 and a 5.5% FY28E dividend yield. We have not assumed any significant benefit from the start-up of a bottom-upgradation unit and Project Samriddhi. **We reiterate our BUY rating on the stock with an SoTP-based TP of INR470.**

Miss due to weaker-than-estimated marketing margins

- HPCL's operating loss stood 37% higher than our estimate at (INR161.3b) due to weaker-than-estimated marketing margins.
 - Reported GRM stood 33% above our estimate at USD23.8/bbl (note: reported GRM excludes the impact of SAED).
 - Gross marketing margin (including inv.) stood at negative ~INR14.9/lit (est. negative INR9.4/lit).
 - Refining throughput was in line at 6.5mmt. Marketing volumes were also in line at 13.1mmt.
 - LPG under-recovery stood at INR55.9b (vs. INR13.4b in 4QFY26).
- **Loss after tax came 16% higher than our estimate at (INR115.3b)**
 - Other income, finance costs, and depreciation were above our estimates. Forex loss stood at INR0.2b.
- As of Jun'26, HPCL had a cumulative negative net buffer of INR164b due to the under-recovery on LPG cylinders (INR128b as of Mar'26).

- The MoP&NG, through letters dated 3/24 Oct'25, approved a compensation of INR79.2b to the company for under-recoveries on the sale of domestic LPG up to 31st Mar'25 and those expected up to 31st Mar'26. The amount would be released in 12 equal monthly installments, with accruals recognized monthly starting Nov'25. Accordingly, three equal monthly installments aggregating to INR19.8b have been recognized.

Valuation and view

- We model a marketing margin of INR4.5/lit for both MS and HSD in 2HFY27-FY28. We view the following as key catalysts for the stock: 1) the ramp-up of its bottom-upgrade unit in 2QFY27, 2) the ramp-up of Rajasthan refinery utilization to 100% by the end of 3QFY27, and 3) gradual ramp-up of the petchem section.
- HPCL currently trades at 1.2x FY28E P/B. We estimate the company will deliver an RoE of 17.3% in FY28 and a 5.5% FY28E dividend yield. **We reiterate our BUY rating on the stock with an SoTP-based TP of INR470.**

Standalone - Quarterly Earnings Model

Y/E March	FY26				FY27E				FY26	FY27E	FY27	Var
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	(%)
Net Sales	1,108	1,008	1,151	1,148	1,405	1,171	1,141	1,161	4,414	4,878	1,241	13%
YoY Change (%)	-2.7	0.9	4.1	4.9	26.8	16.2	-0.9	1.1	1.8	10.5	12.0	
EBITDA	77	76	73	104	-161	69	67	61	330	36	-117	37%
Margins (%)	6.9	7.6	6.3	9.1	-11.5	5.9	5.9	5.3	7.5	0.7	-9.5	
Depreciation	15	16	16	24	18	18	18	18	71	73	15.9	
Forex loss	1	7	2	14	0	0	0	0	25	0	0.0	
Interest	7	8	7	10	8	7	7	7	31	29	6.5	
Other Income	5	5	7	9	13	5	6	6	27	30	7.1	
PBT	58	51	54	65	-174	49	47	42	229	-36	-133	31%
Tax rate (%)	25.0	25.2	24.8	25.2	33.9	25.2	25.2	25.2	25.0	67.5	25.2	
Adj PAT	44	38	41	49	-115	37	35	31	172	-12	-99	16%
YoY Change (%)	1,128.5	506.9	34.7	46.1	PL	-4.1	-13.0	-36.1	133.2	PL	PL	
Key Assumptions												
Refining throughput (mmt)	6.7	6.6	6.4	6.4	6.5	6.5	6.5	6.5	26.0	26.1	6.5	1%
Reported GRM (USD/bbl)	3.1	8.9	8.9	14.5	23.8	12.0	6.8	6.8	8.8	49.4	17.9	33%
Marketing sales volume incl exports (mmt)	13.0	12.1	13.3	13.0	13.1	13.4	13.4	13.7	51.5	53.6	13.4	-2%
Marketing GM incl inv (INR/liter)	7.0	5.8	5.4	6.2	-14.9	4.3	5.6	5.1	6.1	0.0	-9.4	59%

Our SoTP-based valuation

Particulars	Earning metric	Val metric	Multiple	Amount (INR m)
HPCL standalone	Dec'27E EBITDA	EV/EBITDA	6.0	1,185,853
(-) Standalone Dec'27E Net Debt				465,928
Standalone Market Cap				719,925
+ MRPL	25% disc. to CMP			39,215
+ HMEL	FY24 PAT	P/E	6.0	55,860
+ Chhara Terminal	Book Value	P/B	0.5	6,116
+ HRRL	Equity invested till date	P/B	0.8	178,783
SoTP				999,899
(/) shares outstanding				2,128
TP (INR/share)				470

Key assumptions for HPCL

Particulars	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Exchange Rate (INR/USD)	74.3	74.5	80.4	82.8	84.6	88.3	94.9	97.0
Brent Crude (USD/bbl)	44.4	80.5	96.1	83.0	78.6	69.7	84.2	75.0
Market Sales (MMT)	36.6	39.1	43.5	46.8	49.8	51.5	53.6	55.8
YoY (%)	(8)	7	11	8	6	3	4	4
GRM (USD/bbl)	3.9	7.2	12.1	9.1	5.7	8.8	12.3	6.9
Singapore GRM (USD/bbl)	0.5	5.0	10.7	6.6	3.8	6.3	12.5	7.0
Prem/(disc) (USD/bbl)	3	2	1	2	2	2	(0.2)	(0.1)
Total Refinery throughput (MMT)	16.4	14.0	19.1	22.3	25.3	26.0	26.1	26.1
YoY (%)	-4%	-15%	37%	17%	13%	3%	0%	0%
Refining capacity utilization (%)	104%	88%	85%	91%	103%	106%	106%	106%
Blended marketing margin incld inventory (INR/lit)	6.3	4.3	(0.8)	5.5	4.4	6.1	0.0	5.2
Consolidated EPS	50.1	34.3	-32.8	75.2	31.6	84.8	-19.0	52.8



Key highlights from the management commentary

- **1QFY27 operational performance:**
 - HPCL could not refine the most optimal crude during the quarter.
 - **No concerns on crude/LPG availability; pricing remains the key risk:**
 - ✓ The company is adequately covered on crude through end-Aug'26 and sees no supply constraints, with greater flexibility to process heavier crudes as refinery upgrades stabilize.
 - ✓ LPG sourcing has also become more resilient through diversified imports beyond the Middle East.
 - ✓ While the geopolitical situation remains fluid, management is not concerned about the physical availability of crude or LPG, but acknowledges price volatility as the key risk.
 - HPCL carried **more than usual inventory** at quarter-end (30 Jun'26). There were inventory losses.
 - Bottom upgradation unit faced some technical issues.
- **Self-sufficiency in fuels by FY27-end:**
 - As refinery operations stabilize over the next three quarters, the company expects to significantly reduce third-party fuel purchases.
 - Including output from its own refineries and JVs, it should be largely self-sufficient (with surplus in some products) by end-FY27, supporting marketing margins.
- **HRRL:**
 - Scheduled commercial operations commenced on 22nd Jun'26. CDU is currently running at 60% utilization.
 - By the end of 3QFY27, the refinery is expected to run at full capacity.
 - Petchem shall ramp up by FY27-end.
 - Management expects Rajasthan refinery utilization at ~50% in 2QFY27, 80-85% in 3QFY27, and near-full refining utilization by 4QFY27 (petchem to ramp up more gradually). This should significantly improve fuel self-sufficiency - illustrated by HSD sourcing, where third-party purchases are expected to decline from ~24% in 1QFY27 to only balancing volumes in FY28, with own refinery share increasing from 50% to 56% and JV share from 27% to 40%. The shift is expected to structurally improve marketing earnings over the next 2-3 quarters.
 - **Focus on lowering financing costs and debt:**

- ✓ Management aims to reduce HRRL's interest cost by refinancing expensive rupee loans through fully hedged ECBs (potentially lowering borrowing costs by ~150 bps) and repricing loans with banks after operational stabilization.
- ✓ For HPCL, the priority is reducing overall debt, with deleveraging expected to lower finance costs and support profitability.
- **Debt-equity ratio** rose from 0.8x at the end of last year to 1.5x currently, with debt at approximately INR720b, having added about INR19b per week over the last 13 weeks; management aims to bring this down faster than the previous crisis recovery (which took about 3 years from 2.33x to 0.8x).
- **Capex:**
 - **1QFY27 Capex:** INR17.3b capex was incurred to strengthen refining and marketing infrastructure, as well as to invest in subsidiaries and JVs to add new capacities, develop new business lines, and enhance operating efficiencies.
 - **FY27 capex guidance:** Target: INR97b. Would be lower due to the ongoing crisis.
- **Samriddhi 2.0:**
 - Following Samriddhi 1.0's success in FY26, which generated accruals of INR16.9b, HPCL has launched Samriddhi 2.0, an enterprise-wide EBITDA improvement program targeting INR15b in gains, with INR10b earmarked as FY27 accrual.
- **Retail outlet revamp showing encouraging early results:**
 - After limited success with the initial upgrade of 4,500 outlets, the company launched Retail 2.0 across 4,900 outlets three months ago. On a like-for-like basis, upgraded outlets are delivering **100-150 bps higher volume growth** than the market, indicating improved execution and customer traction.
- **LPG loss per cylinder** stood at ~INR680/cyl in Jun'26 and dropped to ~INR490/cyl in Jul'26 (~INR510/cyl in 1QFY27 vs ~INR80/cyl in 4QFY26).
- Saudi CP price is down by USD200/mt QoQ. The company has also diversified crude sourcing — LPG under-recovery: INR52b in FY26; INR13.5b in 4Q.

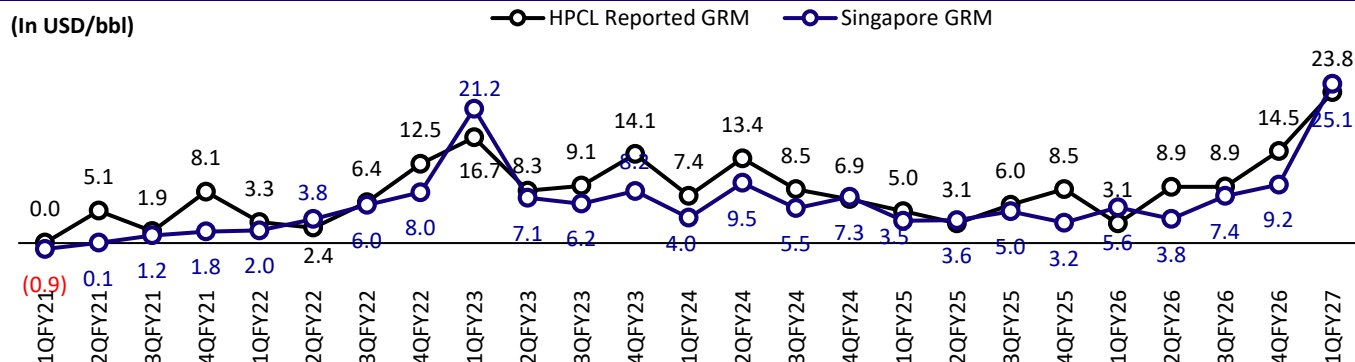
Press release KTAs

- **Operational Performance:**
 - **Refining Performance:** Refineries recorded crude throughput of **6.52mmt** during 1QFY27, running at **107%** of the capacity.
 - ✓ Visakh Refinery registered crude throughput of **3.97mmt**, operating at **106%** of its capacity.
 - ✓ Mumbai Refinery registered crude throughput of **2.55mmt**, operating at **108%** of its capacity.
 - Additionally, the refineries processed 2 new grades of crude oil during the quarter.
 - **Marketing and Sales Performance:** 1QFY27 sales (including exports) stood at **13.12mmt** (up 0.6% YoY).
 - ✓ Combined sales of Petrol (MS) and Diesel (HSD) stood at **8.8mmt (up 8.1% YoY)**.
 - ✓ Total LPG sales stood at **1,729tmt**.
 - ✓ Pipeline throughput came in at **6.61mmt**.
- **Strategic Investments and Infrastructure Development:**
 - **1QFY27 Capex:** INR17.3b capex was incurred to strengthen refining and marketing infrastructure, as well as to invest in subsidiaries and JVs to add new capacities, develop new business lines, and enhance operating efficiencies.

- **HRRL:**
- ✓ Scheduled commercial operations commenced on 22 Jun'26.
- ✓ Dedicated to the Nation by the Hon'ble Prime Minister of India on 4 Jul'26.
- **HPLNG Chhara Terminal:** Secured in-principle approval from the Gujarat Maritime Board to enable all-weather operations.
- **Network Expansion:**
- **Retail Outlets** as on 30 Jun'26: **25,160**
- **LPG Distributors** as on 30 Jun'26: **6,391**
- **PNG Connections** as on 30 Jun'26: **54,586**
- **CGD Network** in 1QFY27: 598 inch-km of steel (Total: 15,537 inch-km), and 693 inch-km of MDPE (Total: 8399 inch-km) pipeline laid.
- **New Initiatives:**
- **Samriddhi 2.0:** Following Samriddhi 1.0's success in FY26, which generated accruals of INR16.9b, HPCL has launched **Samriddhi 2.0**, an enterprise-wide EBITDA improvement programme targeting INR15b in gains, with INR10b earmarked as FY27 accrual.
- As of 30 Jun'26, the HP Green R&D Centre (HPGRDC) had filed 787 **patents** in total, of which **320 have been granted**.
- **Non-Fuel Business:**
- ✓ HPCL entered strategic partnerships with Burger King, Travel Food Services, Devyani International, FoodMojo, Chai Fast, Araku Coffee, SARAS, and Safal to expand its non-fuel business portfolio.
- ✓ In partnership with Petromin, HPCL is building a network of world-class **Quick Vehicle Care Centers** at its retail outlets to improve customer convenience, with plans for 1,000 centers nationwide over the next 3 years and **100 centers** targeted for commissioning in FY27.
- **Project Abhyuday 2.0** has been launched to drive volume growth and market leadership at 4,928 select retail outlets, through outlet-level initiatives combined with modernization and infrastructure upgrades.
- HPCL is rolling out its next-generation enterprise-wide **Digital Transformation** programme, leveraging AI, Agentic AI, Advanced Analytics, Digital Twins, Industrial IoT, Cloud Platforms, Computer Vision, Robotics & Drones, and Intelligent Process Automation to transform refining, supply chain, marketing, and corporate operations.
- **Sustainability and Energy Transition:**
- Retail Energy Transition (as on 30 Jun'26):
- ✓ **CNG Outlets:** 2,289
- ✓ **Solarized Retail Outlets:** 23,928 (95% of outlets powered by renewables)
- ✓ **EV Charging Stations:** 5,806
- ✓ During the quarter, HPCL commissioned **solar projects** at Jalgaon (10.4 MWp) and Jhansi (6.5 MWp).

Story in charts – 1QFY27

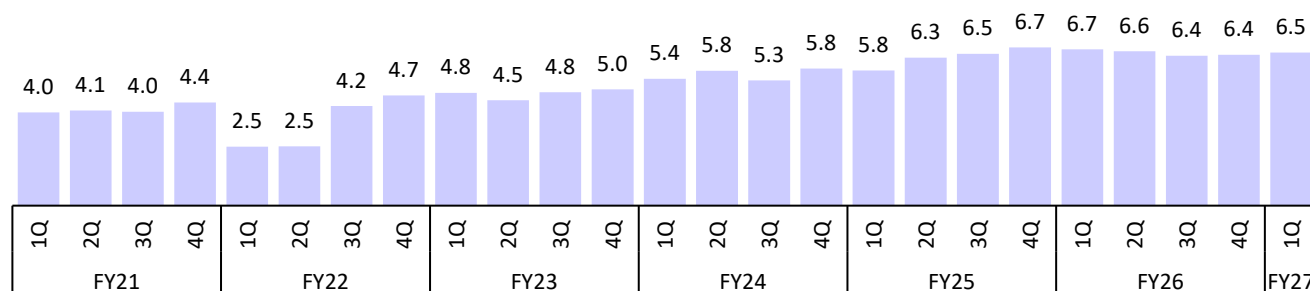
Exhibit 1: Reported GRM stood at USD23.8/bbl in 1QFY27 vs. USD3.1/bbl in 1QFY26



Source: Company, MOFSL

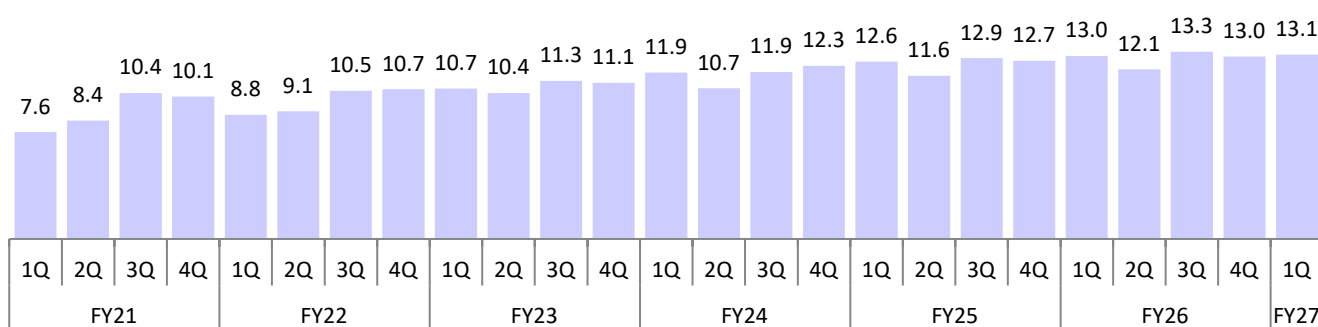
Exhibit 2: Throughput was 6.5mmt, down ~2% YoY

Refinery throughput (mmt)



Source: Company, MOFSL

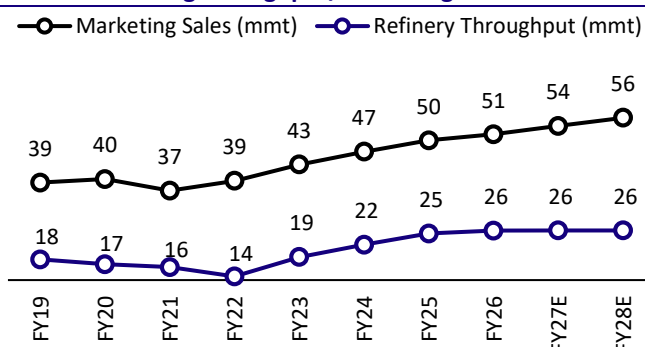
Exhibit 3: Marketing volumes grew ~1% YoY to 13.1mmt



Source: Company, MOFSL

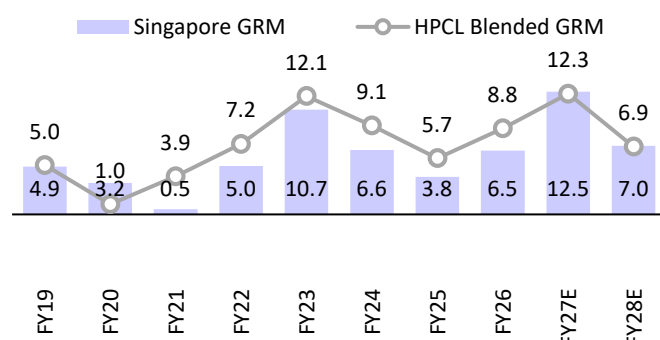
Story in charts

Exhibit 4: Refining throughput/marketing sales



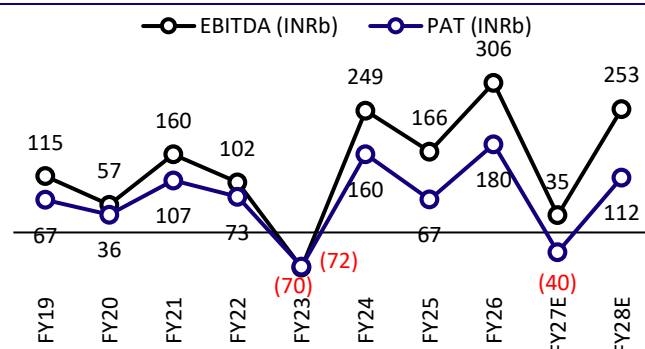
Source: Company, MOFSL

Exhibit 5: GRM trend



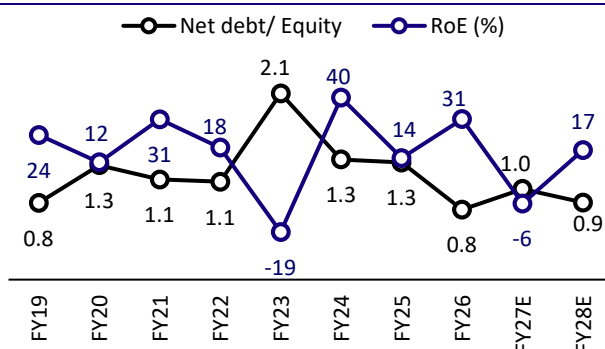
Source: Company, MOFSL

Exhibit 6: EBITDA vs. PAT (standalone)



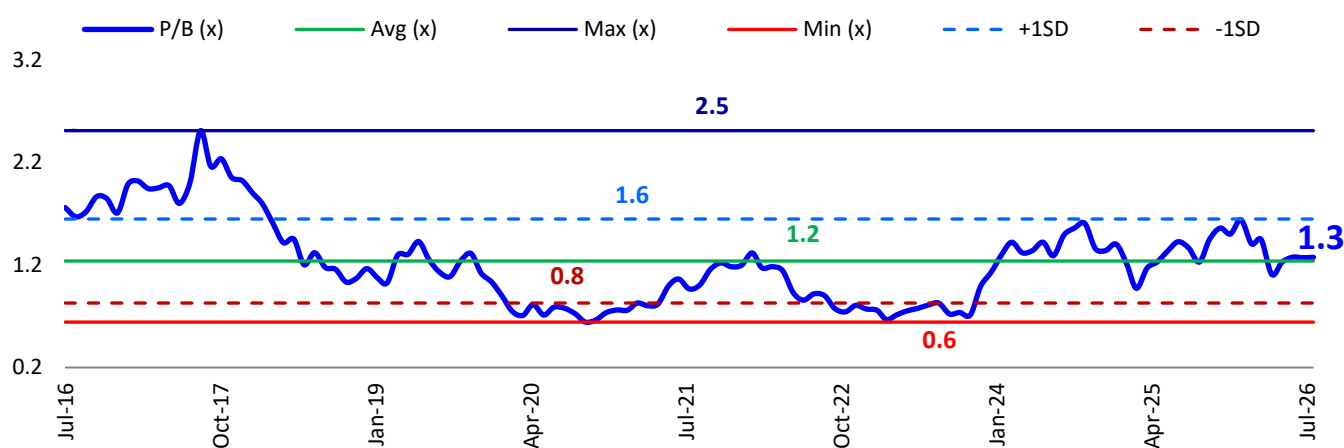
Source: Company, MOFSL

Exhibit 7: Standalone ratios



Source: Company, MOFSL

Exhibit 8: HPCL – One-year forward P/B trades at 1.3x (long-term P/B average at 1.2x)



Source: Company, MOFSL

Financials and valuations

Consolidated - Income Statement

(INR b)

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E
Total Income from Operations	4,407	4,339	4,341	4,418	4,882	4,460
Change (%)	26%	-2%	0%	2%	10%	-9%
EBITDA	-72	249	166	306	35	253
Margin (%)	-1.6	5.7	3.8	6.9	0.7	5.7
Depreciation	46	56	62	73	82	88
EBIT	-118	193	104	233	-47	165
Interest Charges (incl'd forex)	22	26	34	34	37	35
Other Income	15	19	21	23	25	27
PBT bef. JVs/associates EO	-125	187	91	221	-59	157
EO Items	0	0	0	0	0	0
JV and Associate Income	25	18	-1	15	5	-7
PBT after EO Exp.	-100	205	90	236	-54	150
Tax Rate (%)	30.1	21.9	25.2	23.7	25.2	25.2
Reported PAT	-70	160	67	180	-40	112
Change (%)	PL	LP	-58%	168%	PL	LP
Margin (%)	-1.6	3.7	1.6	4.1	-0.8	2.5

Consolidated - Balance Sheet

(INR b)

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	14	14	21	21	21	21
Total Reserves	308	455	490	634	594	661
Net Worth	323	469	511	656	615	683
Total Loans	671	628	664	509	621	590
Deferred Tax Liabilities	29	69	77	80	80	80
Capital Employed	1,023	1,167	1,253	1,245	1,317	1,353
Net Fixed Assets	681	795	859	1,003	1,020	1,033
Capital WIP	256	201	180	79	114	149
Total Investments	189	295	270	280	280	280
Curr. Assets, Loans&Adv.	447	489	596	625	676	635
Inventory	296	342	383	396	437	399
Account Receivables	68	93	118	74	82	75
Cash and Bank Balance	7	5	3	2	4	8
Cash	5	3	2	1	3	7
Bank Balance	2	2	1	0	0	0
Loans and Advances	11	13	53	91	91	91
Others	64	36	40	62	62	62
Curr. Liability & Prov.	591	661	695	785	818	788
Account Payables	229	273	298	312	345	315
Other Current Liabilities	334	353	360	434	434	434
Provisions	28	35	36	39	39	39
Net Current Assets	-144	-172	-99	-161	-142	-153
Appl. of Funds	1,023	1,167	1,253	1,245	1,317	1,353

Financials and valuations

Ratios

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)						
EPS	-32.8	75.2	31.6	84.8	-19.0	52.8
Cash EPS	-11.4	101.5	60.6	119.3	19.6	93.9
BV/Share	151.6	220.5	240.3	308.0	289.0	320.7
DPS	0.0	21.0	10.5	24.5	0.0	21.1
Payout (%)	0.0	27.9	33.2	28.9	0.0	40.0
Valuation (x)						
P/E	-11.7	5.1	12.2	4.5	-20.3	7.3
Cash P/E	-33.9	3.8	6.4	3.2	19.7	4.1
P/BV	2.5	1.7	1.6	1.2	1.3	1.2
EV/Sales	0.3	0.3	0.3	0.3	0.3	0.3
EV/EBITDA	-20.6	5.8	8.9	4.3	40.6	5.5
Dividend Yield (%)	0.0	5.5	2.7	6.4	0.0	5.5
FCF per share	-60.2	65.3	22.5	131.1	-34.1	54.1
Return Ratios (%)						
RoE	-19.0	40.4	13.7	30.9	-6.4	17.3
RoCE	-7.8	15.9	8.2	16.7	-1.3	11.5
RoIC	-16.2	24.4	10.6	21.1	-3.9	13.5
Working Capital Ratios						
Fixed Asset Turnover (x)	4.6	3.9	3.5	3.0	3.1	2.7
Asset Turnover (x)	4.3	3.7	3.5	3.5	3.7	3.3
Inventory (Days)	24	29	32	33	33	33
Debtor (Days)	6	8	10	6	6	6
Creditor (Days)	19	23	25	26	26	26
Leverage Ratio (x)						
Current Ratio	0.8	0.7	0.9	0.8	0.8	0.8
Interest Cover Ratio	-5.4	7.6	3.1	6.9	-1.3	4.7
Net Debt/Equity	2.1	1.3	1.3	0.8	1.0	0.9

Consolidated - Cash Flow Statement

Y/E March	FY23	FY24	FY25	FY26	FY27E	FY28E
OP/(Loss) before Tax	-100	205	90	236	-54	150
Depreciation	46	56	62	73	82	88
Interest expense	22	26	34	34	37	35
Interest income and dividend	-4	-4	-4	-3	0	0
Direct Taxes Paid	-2	-3	4	-40	14	-38
MI and others	-10	-13	1	10	0	0
(Inc)/Dec in WC	13	-28	-44	50	-17	15
CF from Operations	-35	239	142	361	62	250
(Inc)/Dec in FA	-93	-99	-94	-82	-135	-135
Free Cash Flow	-128	139	48	279	-73	115
Others	12	4	-31	-59	0	0
CF from Investments	-114	-130	-106	-114	-135	-135
Inc/(Dec) in Debt	213	-100	26	-153	112	-31
Interest Paid	-32	-41	-44	-38	-37	-35
Dividend Paid	-20	-21	-23	-33	0	-45
CF from Fin. Activity	151	-111	-38	-247	75	-111
Inc/Dec of Cash	3	-2	-1	0	2	4
Opening Balance	2	5	3	2	1	3
Closing Balance	5	3	2	1	3	7

(INR b)

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

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://online.reports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and 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

- 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).

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.