

Lodha Developers

Estimate change



TP change



Rating change



Bloomberg	LODHA IN
Equity Shares (m)	999
M.Cap.(INRb)/(USDb)	1197.7 / 12.5
52-Week Range (INR)	1328 / 651
1, 6, 12 Rel. Per (%)	27/37/-3
12M Avg Val (INR M)	2190

Financials & Valuations (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	166.8	197.3	224.3
EBITDA	49.2	63.4	72.3
EBITDA Margin (%)	29.5	32.1	32.3
PAT	34.3	43.9	51.6
EPS (INR)	34.3	43.9	51.6
EPS Gr. (%)	24.0	28.0	17.5
BV/Sh. (INR)	233.1	271.1	315.7

Ratios

RoE (%)	14.7	16.2	16.4
RoCE (%)	13.0	14.3	15.2
Payout (%)	12.4	13.6	13.5

Valuations

P/E (x)	34.9	27.3	23.2
P/BV (x)	5.1	4.4	3.8
EV/EBITDA (x)	25.6	19.0	16.1
Div yld (%)	0.4	0.5	0.6

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	70.3	72.3	71.9
DII	3.6	4.6	2.2
FII	23.7	21.3	24.9
Others	2.5	1.9	1.0

CMP: INR1,199

TP: INR1,430 (+19%)

Buy

Strong quarter; growth visibility improves

Robust launch visibility on continued business development

Lodha Developers (LODHA) added one project in Pune during 1QFY27, with 1.9msf of saleable area and an estimated GDV of INR23b. It has INR413b of launched inventory yet to be sold, which is expected to support sustenance sales. Further, the company has ~71msf (own land + JDA) planned for launch beyond the next 12 months, providing comfortable growth visibility for medium-term pre-sales growth. Additionally, LODHA's land bank of ~600msf in Extended Eastern Suburbs provides multi-year sales visibility in this micro-market.

1Q pre-sales on expected lines; momentum to improve

In 1QFY27, pre-sales grew by 4% YoY to INR46.3b (in line), despite the absence of any significant launches (1H usually comprises 40% of annual pre-sales). In 1Q, it launched one new phase in its MMR project, offering GDV of ~INR3.3b. MMR remained the key growth driver, contributing 88% of quarterly pre-sales, with the Extended Western Suburbs alone accounting for INR19b (land sales were ~INR12b). Around 60% of 1QFY27 pre-sales were from premium and luxury housing. LODHA has a strong pipeline of projects for the remainder of FY27, comprising 21 launches with a GDV potential of INR241b, providing healthy growth visibility. **We maintain a 16% CAGR in pre-sales, reaching INR276b during FY26-28E.**

Takes a step forward in the emerging DC business segment

The company recorded a land transaction with Digital Edge in 1Q at ~INR425m/acre. At its 660-acre integrated DC park, it has already sold 132 acres as of 1QFY27. It plans to monetize an additional 143 acres over the next three years, which is expected to generate INR90b (at INR600m/acre). This would fund the development of a 1GW power shell data center on 90 acres on a built-to-suit basis, with an annual rental potential of INR20b by FY32, which would enable the monetization of the Palava land as well as generate steady annuity income. LODHA has reiterated its plan of 10x growth in overall annuity income over the next six years.

Robust collections; balance sheet further strengthens

Collections increased 46% YoY to INR42.1b, reflecting strong execution and supported by cash inflows from the Palava land monetization. Strong operating cash flows of ~INR18b in 1Q enabled net debt reduction of INR4.5b QoQ to INR49.3b (net debt-to-equity at 0.2x). With a development pipeline of nearly INR2.0t GDV, management expects the DevCo business to become net debt-free in the coming years.

Highest-ever quarterly profitability

Revenue grew 43% YoY to INR50b, driven by the recently concluded land sale transaction at Palava. Consequently, EBITDA increased 95% YoY to INR19.2b, with EBITDA margin expanding 850bp QoQ to 38.5%. PAT doubled YoY to a record INR13.7b on the back of strong revenue growth and EBITDA margin expansion.

Valuation and view

- LODHA has showcased its ability to diversify regionally beyond MMR while scaling up operations, which is expected to expand its addressable opportunity, derisk operational performance, and improve growth visibility over the medium term.
- Despite strong BD worth INR1.4t over the last 4-5 years, the company has continued to add projects while maintaining a healthy pace of inventory monetization.
- Regional diversification and continuity in the BD activity reinforce our confidence that LODHA can deliver higher growth compared to peers of similar scale while maintaining balance sheet strength.
- **Hence, given the continued investments toward growth, we assign a 20% premium to the residential NAV, which we believe is justified as our calculations suggest that the segment can command ~40% NAV premium.** Further increase in NAV premium would depend on the pace of project additions in the coming quarters.
- Disciplined cash flow generation has ensured leverage remains well under control, further strengthening the balance sheet. Driven by robust pre-sales performance and project execution, we expect collections growth and OCF generation to remain strong over the next 2-3 years. Scaling up of the commercial segment and data center businesses would offer additional growth avenues over the medium term.
- Overall, we have valued Devco at a 20% premium to NAV, whereas the annuity business is on a 7.5% cap rate.
- **LODHA is our preferred pick among the larger developers. Despite the stock's sharp run-up by 35% in the past 3M, we reiterate our BUY recommendation with a revised TP of INR1,430.**

Quarterly performance

Y/E March	FY26				FY27E				FY26	FY27	FY27 1Q Est.	1QE Var. (%/bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Sales	34,917	37,985	46,725	47,135	49,967	44,943	49,327	53,071	1,66,762	1,97,308	36,676	36
YoY Change (%)	23	45	14	12	43	18	6	13	21.0	18.3	5.0	
Total Expenditure	25,073	26,897	32,574	33,009	30,743	32,259	34,931	35,968	1,17,553	1,33,901	26,236	
EBITDA	9,844	11,088	14,151	14,126	19,224	12,684	14,396	17,103	49,209	63,407	10,440	84
Margins (%)	28.2	29.2	30.3	30.0	38.5	28.2	29.2	32.2	29.5	32.1	28.5	
Depreciation	12,000	13,100	14,900	16,500	692	750	900	1,267	3,454	3,609	890	
Interest	34.4	34.5	31.9	35.0	1,791	1,650	1,587	1,437	6,567	6,465	1,682	
Other Income	659	714	975	1,106	1,000	683	750	567	4,433	3,000	563	
PBT before EO expense	1,478	1,565	1,850	1,674	17,741	10,967	12,659	14,965	43,621	56,332	8,431	110
Extra-Ord expense	1,330	804	1,029	1,270	0	0	0	0	0	0	0	
PBT	9,037	9,613	12,355	12,616	17,741	10,967	12,659	14,965	43,621	56,332	8,431	110
Tax	0	0	0	0	4,028	2,413	2,785	3,295	9,406	12,393	1,855	
Rate (%)	9,037	9,613	12,355	12,616	22.7	22.0	22.0	22.0	0.2	0.2	22.0	
MI & P/L of Asso. Cos.	2,284	1,710	2,854	2,558	-8	11	13	34	-67	50	9	
Reported PAT	25.3	17.8	23.1	20.3	13,721	8,543	9,862	11,636	34,282	43,889	6,567	109
Adj PAT	6	16	-68	-21	13,721	8,543	9,862	11,636	34,282	43,889	6,567	109
YoY Change (%)	6,747	7,887	9,569	10,079	103	8	3	15	24.0	28.0	-2.7	
Margins (%)	6,747	7,887	9,569	10,079	27.5	19.0	20.0	21.9	20.6	22.2	17.9	955bp



Key highlights from the management commentary

Residential

- Management reiterated FY27 pre-sales guidance of INR240b (+17% YoY), with 1HFY27 expected to contribute ~40% of annual sales.
- Around 60% of LODHA's pre-sales in 1QFY27 were from premium and luxury housing. Embedded residential margins (excluding land sales) remained in the low-30% range, in line with FY27 guidance of 32-34%.
- Demand in MMR has normalized, with luxury housing sales closures returning to normal levels. Bengaluru continues to perform strongly, while the company's maiden NCR launch remains on track for 2HFY27.
- Some launches were deferred during the quarter due to geopolitical uncertainty; however, the FY27 launch pipeline remains intact at 21 projects/phases with GDV of ~INR250b across MMR, NCR, Bengaluru, and Pune.
- Management expects the residential market to remain healthy, led by end-user demand. Branded developers are expected to increase their share of the MMR market.
- Demand remained resilient despite the Middle East conflict, with Middle East NRIs accounting for only 4-5% of sales. Management expects a portion of capital previously flowing into Dubai real estate (INR350b) to be invested in India.
- Sustained elevated energy prices could increase construction costs by 1-1.5%, implying a project-level EBITDA margin impact of 35-75bp.

Data centres

- Land sales, including data center and other land transactions, contributed ~INR12b of pre-sales during the quarter, with ~85-90% revenue recognition and ~INR6b PAT contribution.
- The latest transaction was concluded with Digital Edge India at ~INR420m per acre versus ~INR210m per acre in CY25.
- Land values at the Pallava data center park have appreciated over 15x during the last five years, while the company believes serviced land values could approach ~INR600m per acre over the next 18 months.
- The entire ~660-acre data center park is covered under the Maharashtra Green Integrated Data Center Park approval and has access to ~3GW of power capacity. Current power density stands at ~11-15MW per acre.
- Leasing discussions for the first power shell asset are underway, with the first leasing transaction expected during FY27 and construction expected to commence during CY26.
- Infrastructure investment for the broader data center ecosystem is estimated at ~INR5-7b. The company remains focused on land monetization and power shell development rather than the capital-intensive rack and server infrastructure business.

RentCo

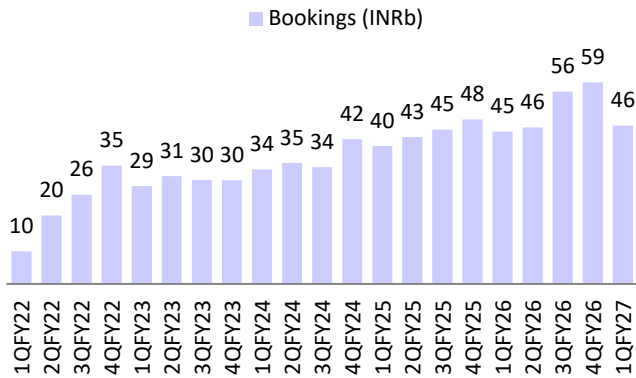
- Management reiterated its annuity roadmap of >INR30b annual rental income by FY32, including >INR20b from data centers, ~INR6b from retail and office assets, and ~INR4b from warehousing and industrial assets.
- The planned ~1GW power shell portfolio is expected to generate annual rental income exceeding INR20b by FY32, with rental assumptions of slightly above INR20m per MW annually.

Palava and LandCo

- Improved connectivity is expected to support premium residential launches from 4QFY27 onwards, with a more meaningful impact visible from CY27/FY28.
- The company expects its LandCo platform to begin demonstrating value from FY28 through monetization of surplus land for non-competing uses such as affordable housing and back-office developments.
- Land monetization remains ahead of plan, with nearly half of the FY27 land sales target achieved during 1QFY27.

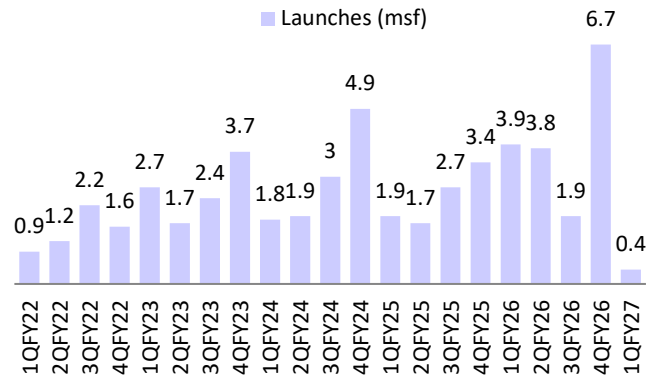
Key exhibits

Exhibit 1: Reported pre-sales of INR46b, up 4% YoY



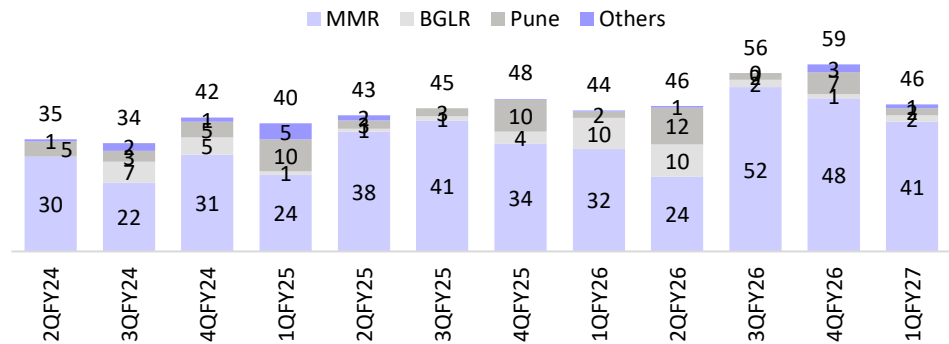
Source: Company, MOFSL

Exhibit 2: Launched 0.4 msf in FY26



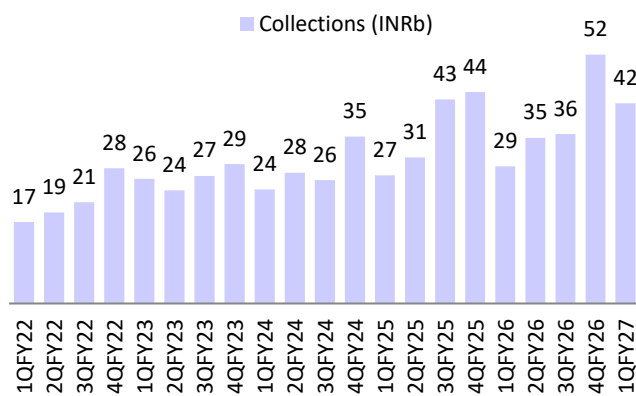
Source: Company, MOFSL

Exhibit 3: Pre-sales across different markets



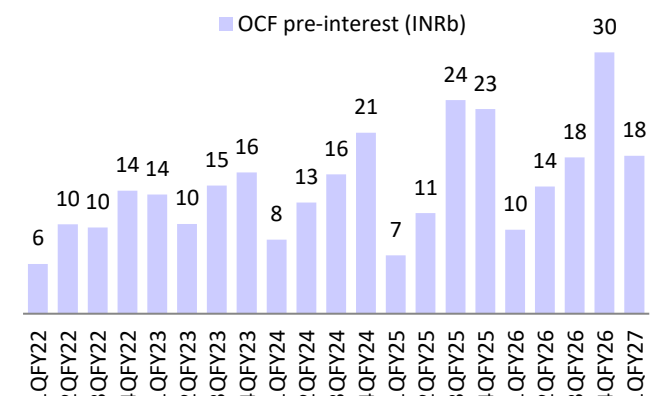
Source: Company, MOFSL

Exhibit 4: Collections increased 46% YoY to INR42b



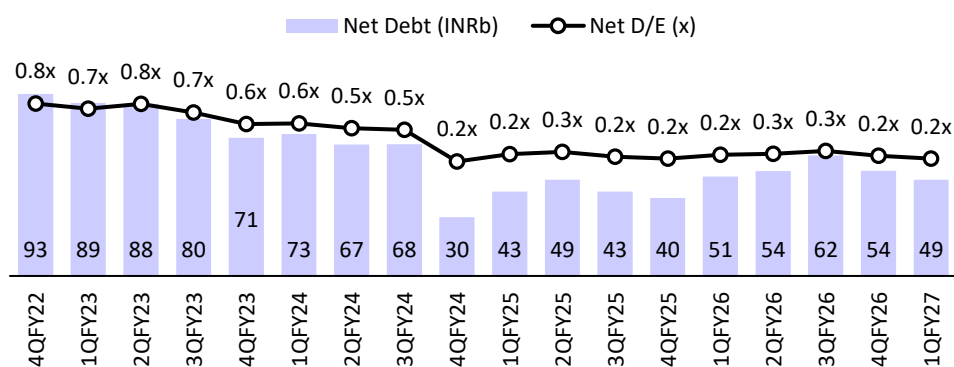
Source: MOFSL, Company

Exhibit 5: Generated an OCF of INR18b in 1QFY27



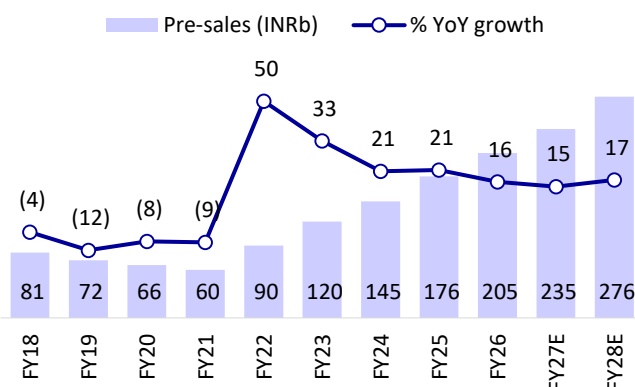
Source: MOFSL, Company

Exhibit 6: Reduction in debt levels despite continued spending on BD



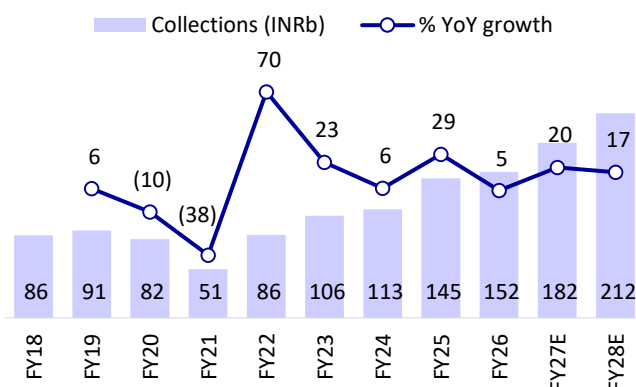
Source: MOFSL, Company

Exhibit 7: Expect a 16% CAGR in pre-sales over FY26-28, reaching INR275b



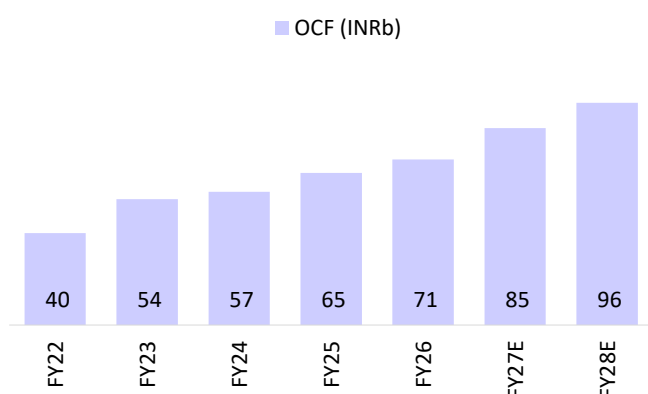
Source: MOFSL, Company

Exhibit 8: Expect an 18% CAGR in collections over FY26-28, reaching INR212b



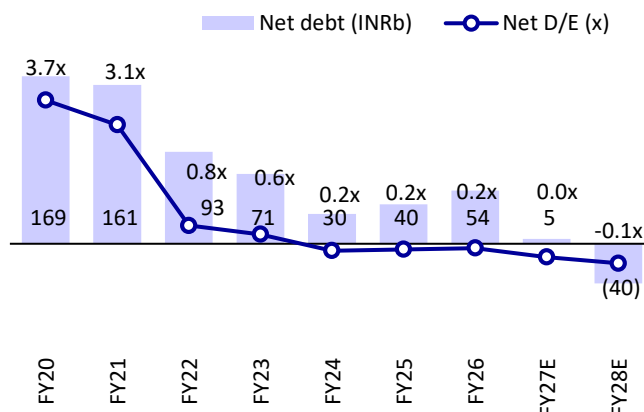
Source: MOFSL, Company

Exhibit 9: LODHA to generate ~INR96b OCF by FY28



Source: Company, MOFSL

Exhibit 10: Net D/E well below ceiling limits of 0.5x



Source: Company, MOFSL

Exhibit 11: Revisions to our estimates

(INR m)	Old		New		Change	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Revenue	1,92,183	2,23,520	1,97,308	2,24,260	3%	0%
EBITDA	57,056	66,816	63,407	72,333	11%	8%
Adj. PAT	38,935	47,278	43,889	51,582	13%	9%
Pre-sales	2,33,596	2,74,554	2,35,155	2,75,736	1%	0%
Collections	1,81,907	2,11,601	1,81,845	2,12,331	0%	0%
OCF	81,559	95,400	84,703	95,547	4%	0%

Source: MOFSL, Company

Valuation and view: On track for consistent growth; reiterate BUY

- LODHA has showcased its ability to diversify regionally beyond MMR while scaling up operations, which is expected to expand addressable opportunity, derisk operational performance, and improve growth visibility over the medium term.
- Despite strong BD worth INR1.4t over the last 4-5 years, the company has continued to add projects while maintaining a healthy pace of inventory monetization.
- Regional diversification and continuity in the BD activity reinforce our confidence that LODHA can deliver higher growth compared to peers of similar scale while maintaining balance sheet strength.
- Hence, given the continued investments towards growth, we now assign a 20% premium to the residential NAV, which we believe is justified as our calculations suggest that the segment can command ~40% NAV premium. Further increase in NAV premium would depend on the pace of project additions in the coming quarters.
- Disciplined cash flow generation has ensured leverage remains well under control, further strengthening the balance sheet. Driven by strong pre-sales performance and project execution, we expect collections growth and OCF generation to remain strong over the next 2-3 years. Scaling up in the commercial segment and data center businesses would offer additional growth avenues over the medium term.
- Overall, we have valued Devco at a 20% premium to NAV, whereas the annuity business is on a 7.5% cap rate.
- LODHA is our preferred pick among the larger developers. Despite the stock's sharp run-up by 35% in the past 3M, we reiterate our BUY recommendation with a revised TP of INR1,430.

Exhibit 12: Based on our SoTP approach, we arrive at a TP of INR1,430, implying a 19% upside potential

NAV Summary		INRb
Residential	at NAV; Discounted at 11.0% WACC	891
Residential NAV premium	NAV premium of 20% for continued BD	178
Commercial & Retail	Cap rate of 7.5%	52
Digital Infra & industrial	Cap rate of 7.5%	309
Total EV		1,431
Less: Net debt		5
Market cap		1,426
No. of shares (m)		998
Target Price (INR)		1,430
Rounded-off TP (INR)		1,430
CMP		1,199
Upside		19%

Source: MOFSL, Company

Financials and valuations

Consolidated Income Statement (INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Total Income from Operations	92,332	94,704	1,03,161	1,37,795	1,66,762	1,97,308	2,24,260
Change (%)	69.5	2.6	8.9	33.6	21.0	18.3	13.7
Total Expenditure	71,085	74,042	76,404	97,915	1,17,553	1,33,901	1,51,927
% of Sales	77.0	78.2	74.1	71.1	70.5	67.9	67.7
EBITDA	21,247	20,662	26,757	39,880	49,209	63,407	72,333
Margin (%)	23.0	21.8	25.9	28.9	29.5	32.1	32.3
Depreciation	748	928	2,039	2,719	3,454	3,609	3,772
EBIT	20,499	19,734	24,718	37,161	45,755	59,798	68,562
Int. and Finance Charges	6,803	4,791	4,798	5,495	6,567	6,465	5,517
Other Income	3,460	1,408	1,534	3,903	4,433	3,000	3,150
PBT bef. EO Exp.	17,156	16,351	21,454	35,569	43,621	56,332	66,194
EO Items	0	-11,774	-1,049	0	0	0	0
PBT after EO Exp.	17,156	4,577	20,405	35,569	43,621	56,332	66,194
Total Tax	5,080	-370	4,734	7,889	9,406	12,393	14,563
Tax Rate (%)	29.6	-8.1	23.2	22.2	21.6	22.0	22.0
Minority Interest	52	80	180	37	-67	50	50
Reported PAT	12,024	4,867	15,491	27,643	34,282	43,889	51,582
Adjusted PAT	12,024	16,641	16,540	27,643	34,282	43,889	51,582
Change (%)	139.1	38.4	-0.6	67.1	24.0	28.0	17.5
Margin (%)	13.0	17.6	16.0	20.1	20.6	22.2	23.0

Source: MOFSL, Company

Consolidated Balance Sheet (INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	4,815	4,818	9,945	9,976	9,989	9,989	9,989
Total Reserves	1,16,235	1,21,809	1,64,748	1,91,802	2,22,873	2,60,777	3,05,375
Net Worth	1,21,050	1,26,627	1,74,693	2,01,778	2,32,862	2,70,766	3,15,364
Minority Interest	568	596	647	670	1,430	1,480	1,530
Total Loans	1,15,367	90,602	76,976	70,940	98,960	81,960	69,960
Deferred Tax Liabilities	1,168	-2,100	1,360	860	258	207	154
Capital Employed	2,38,153	2,15,724	2,53,676	2,74,248	3,33,510	3,54,412	3,87,008
Gross Block	18,831	19,718	18,641	20,492	28,677	29,677	30,677
Less: Accum. Deprn.	7,130	8,059	10,098	12,817	16,271	19,880	23,652
Net Fixed Assets	11,700	11,660	8,543	7,675	12,406	9,797	7,025
Investment Property	2,651	1,539	1,463	4,019	14,525	15,025	15,525
Goodwill on Consolidation	5,388	5,303	4,520	3,399	2,128	2,128	2,128
Capital WIP	0	0	0	0	0	0	0
Total Investments	5,229	2,233	22,207	11,121	11,990	12,177	12,367
Curr. Assets, Loans&Adv.	3,59,078	3,68,383	4,35,242	4,69,758	5,45,747	5,47,329	5,57,976
Inventory	2,73,583	3,01,167	3,39,930	3,64,759	4,02,538	3,58,616	3,26,329
Account Receivables	6,451	7,393	7,999	7,763	14,720	14,941	15,165
Cash and Bank Balance	12,457	18,242	26,348	17,415	35,861	71,499	1,04,552
Loans and Advances	66,586	41,580	60,965	79,821	92,628	1,02,273	1,11,930
Curr. Liability & Prov.	1,45,892	1,73,393	2,18,299	2,21,724	2,53,286	2,32,043	2,08,012
Account Payables	15,087	20,962	25,790	30,656	35,590	36,480	37,392
Other Current Liabilities	1,30,581	1,52,129	1,92,173	1,90,653	2,17,075	1,94,942	1,70,000
Provisions	224	302	336	415	621	621	621
Net Current Assets	2,13,185	1,94,990	2,16,943	2,48,034	2,92,461	3,15,286	3,49,964
Appl. of Funds	2,38,153	2,15,724	2,53,676	2,74,248	3,33,510	3,54,412	3,87,008

Source: MOFSL, Company

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)							
EPS	12.0	16.7	16.6	27.7	34.3	43.9	51.6
Cash EPS	12.8	17.6	18.6	30.4	37.8	47.6	55.4
BV/Share	121.2	126.8	174.9	202.0	233.1	271.1	315.7
DPS	0.0	2.1	2.2	4.3	4.2	6.0	7.0
Payout (%)	0.0	20.5	14.2	15.3	12.4	13.6	13.5
Valuation (x)							
P/E	99.6	72.0	72.4	43.3	34.9	27.3	23.2
Cash P/E	93.8	68.2	64.4	39.4	31.7	25.2	21.6
P/BV	9.9	9.5	6.9	5.9	5.1	4.4	3.8
EV/Sales	14.1	13.4	12.1	9.1	7.6	6.1	5.2
EV/EBITDA	61.2	61.5	46.6	31.4	25.6	19.0	16.1
Dividend Yield (%)	0.0	0.2	0.2	0.4	0.4	0.5	0.6
FCF per share	19.7	26.8	23.5	10.9	7.1	62.3	54.6
Return Ratios (%)							
RoE	9.9	13.1	9.5	13.7	14.7	16.2	16.4
RoCE	7.3	10.1	8.6	12.2	13.0	14.3	15.2
RoIC	6.7	10.3	9.5	12.8	13.5	16.8	19.8
Working Capital Ratios							
Fixed Asset Turnover (x)	4.9	4.8	5.5	6.7	5.8	6.6	7.3
Asset Turnover (x)	0.4	0.4	0.4	0.5	0.5	0.6	0.6
Inventory (Days)	1,082	1,161	1,203	966	881	663	531
Debtor (Days)	26	28	28	21	32	28	25
Creditor (Days)	60	81	91	81	78	67	61
Leverage Ratio (x)							
Current Ratio	2.5	2.1	2.0	2.1	2.2	2.4	2.7
Interest Cover Ratio	3.0	4.1	5.2	6.8	7.0	9.2	12.4
Net Debt/Equity	0.9	0.6	0.3	0.3	0.3	0.0	-0.1

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
OP/(Loss) before Tax	17,165	4,524	20,276	35,555	43,713	56,332	66,194
Depreciation	748	928	2,039	2,719	3,454	3,609	3,772
Interest & Finance Charges	19,923	13,890	10,640	7,072	7,892	6,465	5,517
Direct Taxes Paid	-1,778	-2,110	-238	-6,140	-9,375	-12,393	-14,563
(Inc)/Dec in WC	-13,565	-1,090	-8,227	-20,656	-32,884	12,709	-1,730
CF from Operations	22,493	16,142	24,490	18,550	12,800	66,722	59,190
Others	-2,510	11,358	633	-2,894	-3,207	-3,000	-3,150
CF from Operating incl EO	19,983	27,500	25,123	15,656	9,593	63,722	56,040
(Inc)/Dec in FA	-330	-755	-1,661	-4,742	-2,502	-1,500	-1,500
Free Cash Flow	19,653	26,745	23,462	10,914	7,091	62,222	54,540
(Pur)/Sale of Investments	1,656	7,682	-27,425	9,567	2,606	-134	-136
Others	10,064	10,850	-384	-5,729	-7,906	3,000	3,150
CF from Investments	11,390	17,778	-29,470	-904	-7,802	1,366	1,514
Issue of Shares	63,466	100	32,736	824	366	0	0
Inc/(Dec) in Debt	-72,916	-25,398	-13,752	-16,267	28,016	-17,000	-12,000
Interest Paid	-19,427	-11,756	-8,511	-7,375	-8,247	-6,465	-5,517
Dividend Paid	0	0	-964	-2,239	-4,243	-5,986	-6,983
Others	0	0	0	0	0	0	0
CF from Fin. Activity	-28,878	-37,054	9,509	-25,057	15,892	-29,451	-24,500
Inc/Dec of Cash	2,495	8,223	5,162	-10,305	17,683	35,638	33,054
Opening Balance	2,276	4,885	13,108	19,641	9,343	27,026	62,664
Closing Balance	4,771	13,108	18,270	9,336	27,026	62,664	95,717

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. 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 (erstwhile Motilal Oswal Securities Limited - MOSL) 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. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.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>

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).
- 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 alterations 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 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

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. AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. 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.