Apollo Hospitals

Estimate change	⟷
TP change	⟷
Rating change	⟷

CMP: INR8,595 **TP: INR10,160 (+18%)** **Buy**

Beat led by operating leverage; segments grow in tandem

Bloomberg	APHS IN
Equity Shares (m)	144
M.Cap.(INRb)/(USDb)	1235.8 / 12.9
52-Week Range (INR)	9327 / 6680
1, 6, 12 Rel. Per (%)	-3/18/11
12M Avg Val (INR M)	3106

Financials & Valuations (INRb)

Y/E March	FY26	FY27E	FY28E
Sales	252.3	296.0	329.2
EBITDA	37.7	46.0	51.8
Adj. PAT	19.6	24.9	28.7
EBITDA Margin (%)	14.9	15.6	15.7
Cons. Adj. EPS (INR)	136.0	173.1	199.7
EPS Gr. (%)	35.3	27.2	15.4
BV/Sh. (INR)	681.4	852.7	1,053.1
Ratios			
Net D:E	0.2	0.0	-0.1
RoE (%)	22.1	23.3	21.7
RoCE (%)	16.1	17.8	17.6
Payout (%)	4.3	3.4	2.9
Valuations			
P/E (x)	63.2	49.7	43.0
EV/EBITDA (x)	34.0	27.4	23.9
Div. Yield (%)	0.1	0.1	0.1
FCF Yield (%)	0.7	1.9	2.3
EV/Sales (x)	5.1	4.3	3.8

Shareholding Pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	28.0	28.0	29.3
DII	23.9	23.0	21.6
FII	41.5	42.6	43.5
Others	6.5	6.4	5.6

FII includes depository receipts

24/7 breakeven pushed to 3Q on certain strategy reset

- Apollo Hospitals and Enterprises (APHS) delivered largely in-line revenue and better-than-expected EBITDA/PAT (6%/5% beat) in 1QFY27. The beat was driven by improved operating leverage on the back of robust volume of patients treated, healthy progress in footfalls and average realization per patient in diagnostic segment, and a further reduction in losses from the digital platform.
- Hospital segment's strong performance was driven by healthy 11% volume growth in acute, 4% pricing growth and 3% improvement in case mix/payor mix.
- EBITDA breakeven in online pharmacy/distribution and Apollo 24/7 is expected by 3Q-end as APHS is revisiting its strategy related to feet on ground.
- On the combined (offline+online+kiemed) pro forma basis, revenue/EBITDA stood at INR53.4b/INR3.0b for the quarter.
- The diagnostic business saw a strong improvement in financial performance with 31%/136% YoY growth in revenue/EBITDA.
- We slightly raise our earnings estimates by 2%/3% for FY27/FY28, factoring in improved patient volume growth and enhanced efforts to achieve profitability in the online platform.
- We value APHS on an SoTP basis (30x EV/EBITDA for the hospital business, 25x EV/EBITDA for offline pharmacy, 24x EV/EBITDA for AHLL, and 2x EV/sales for Apollo 24/7) to arrive at our TP of INR10,160 on a 12-month roll-forward basis. Maintain BUY.

EBITDA outgrows revenue even as new hospitals drag

- 1QFY27 revenue grew 20.6% YoY to INR70.4b (our est: INR69.2b).
- EBITDA margin expanded by 200bp YoY to 15.5%.
- EBITDA rose 28.2% YoY to INR10.9b (our est: INR10.3b).
- Adj. PAT was up 34.2% YoY at INR5.8b (our est: INR5.5b).

Hospital occupancy and HealthCo profitability improve further

- Healthcare services revenue grew 22% YoY to INR35.7b.
- Hospital EBITDA rose 20% YoY to INR8.6b.
- Occupancy was 70% vs. 65% in 1QFY26.
- Healthco revenue grew 20% YoY to INR29.8b.
- Healthco achieved strong EBITDA of INR1.7b in 1QFY27 vs. INR940m YoY. EBITDA margins stood at 6%.
- Platform GMV grew 23% YoY to INR5.4b.
- 151 new stores were opened in 1QFY27, taking the total to 7,440 stores.
- Average run rate increased by 9% YoY to 70k/day order across pharmacy, diagnostics and consultations, including IP/OP referrals.
- AHLL revenue grew 15% YoY to INR5b. EBITDA rose 47.5% YoY to INR590m.
- Diagnostic/Spectra revenue stood at INR2b/INR800m for the quarter.

Tushar Manudhane - Research Analyst (Tushar.Manudhane@MotilalOswal.com) | **Eshita Jain - Research Analyst** (Eshita.Jain@MotilalOswal.com)
Vipul Mehta - Research Analyst (vipul.mehta@motilaloswal.com) | **Khyati Sonthalia - Research Analyst** (khyati.sonthalia@motilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Highlights from the management commentary

- Management guided for ~20% hospital revenue growth in FY27 and expects to sustain this trajectory over the next 24 months, with 13-14% growth from established hospitals (including ~7-8% volume growth) and ~7% contribution from new hospitals.
- Established hospital EBITDA margins (~26%) are expected to sustain over the next 24 months, supported by operating leverage and maturing assets.
- Gurugram hospital remains on track for a soft launch in Sep'26 and full operations in Oct'26, with revenue contribution expected from 3QFY27.
- Management reiterated FY27 loss guidance of ~INR1.5b for new hospitals.
- Quarterly losses are expected to moderate as hospitals ramp up, with the Hyderabad Financial District hospital expected to break even next quarter and the overall new hospital portfolio targeted to break even by 3Q/4QFY28.
- The insurance business is expected to break even by end-3QFY27 as the agency distribution model is optimized.
- Diagnostics is targeted to sustain 20%+ revenue growth, with EBITDA margins expected to improve from 14% currently to ~20% over the next 6-8 quarters.
- Primary care is expected to sustain ~12% growth, supported by the addition of new clinics over the next 2-3 quarters.

Consolidated - Quarterly Earning Model

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	vs Est
(INRm)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1QE	(%)
Gross Sales	**58,421**	**63,035**	**64,774**	**66,055**	**70,435**	**76,115**	**74,735**	**74,749**	**2,52,285**	**2,96,034**	**69,174**	**1.8**
YoY Change (%)	14.9	12.8	17.2	18.1	20.6	20.7	15.4	13.2	15.8	17.3	18.4	
Total Expenditure	49,902	53,624	55,121	55,945	59,514	64,393	63,002	63,088	2,14,592	2,49,997	58,867	
EBITDA	**8,519**	**9,411**	**9,653**	**10,110**	**10,921**	**11,722**	**11,733**	**11,661**	**37,693**	**46,037**	**10,307**	**6.0**
YoY Change (%)	26.2	15.4	26.8	31.3	28.2	24.6	21.6	15.3	24.7	22.1	21.0	
Margins (%)	14.6	14.9	14.9	15.3	15.5	15.4	15.7	15.6	14.9	15.6	14.9	
Depreciation	2,147	2,178	2,192	2,244	2,351	2,378	2,335	2,336	8,761	9,400	2,206	
Interest	1,083	1,096	1,126	1,191	1,204	1,213	1,201	1,213	4,496	4,832	1,213	
Other Income	402	547	528	439	488	453	488	453	1,916	1,882	580	
PBT before EO expense	**5,691**	**6,684**	**6,863**	**7,114**	**7,854**	**8,583**	**8,686**	**8,565**	**26,352**	**33,688**	**7,468**	
Extra-Ord expense/(Income)	0	0	192	0	0	0	0	0	192	0	0	
PBT	**5,691**	**6,684**	**6,671**	**7,114**	**7,854**	**8,583**	**8,686**	**8,565**	**26,160**	**33,688**	**7,468**	
Tax	1,417	1,807	1,657	1,702	1,884	2,094	2,128	2,107	6,583	8,432	1,904	
Rate (%)	24.9	27.0	24.8	23.9	24.0	24.4	24.5	24.6	25.2	25.0	25.5	
MI & P/L of Asso. Cos.	-54	105	-9	119	163	155	140	135	161	593	30	
Reported PAT	**4,328**	**4,772**	**5,023**	**5,293**	**5,807**	**6,334**	**6,418**	**6,323**	**19,416**	**24,663**	**5,534**	
Adj PAT	**4,328**	**4,772**	**5,167**	**5,293**	**5,807**	**6,334**	**6,418**	**6,323**	**19,560**	**24,882**	**5,534**	**4.9**
YoY Change (%)	41.8	26.0	38.8	35.9	34.2	32.7	24.2	19.5	35.3	27.2	27.9	
Margins (%)	7.4	7.6	8.0	8.0	8.2	8.3	8.6	8.5	7.8	8.4	8.0	

E: MOFSL Estimates



Highlights from the management commentary

- CONGO volumes increased 15%, while revenue grew 24% YoY for the quarter.
- Capacity expansion remains on track to reach ~14,100 census beds by FY31, funded largely through internal accruals.
- Established hospitals reported 18% YoY revenue growth to INR34.8b, while 380 newly operationalized beds contributed INR0.9b in revenue during the quarter.
- Revenue growth for established units was driven by 11% volume growth, 4% pricing, and 3% improvement in clinical case mix.
- Established hospitals reported an EBITDA margin of 25.9%, while new hospitals reported an EBITDA loss of INR0.4b, reflecting initial ramp-up costs.
- Management indicated that ~80% of patients incur treatment costs below INR2.2m, and the company typically implements an annual ~5% price increase across services.
- Management highlighted that India requires ~2.4m additional high-quality hospital beds, supporting long-term demand for hospital capacity expansion.

Key exhibits

Exhibit 1: Revenue for hospitals grew 21.5% YoY in 1QFY27

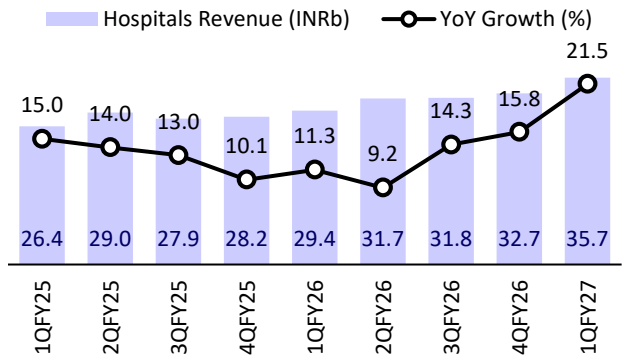


Exhibit 2: Hospitals' EBITDA margin contracted 30bp YoY

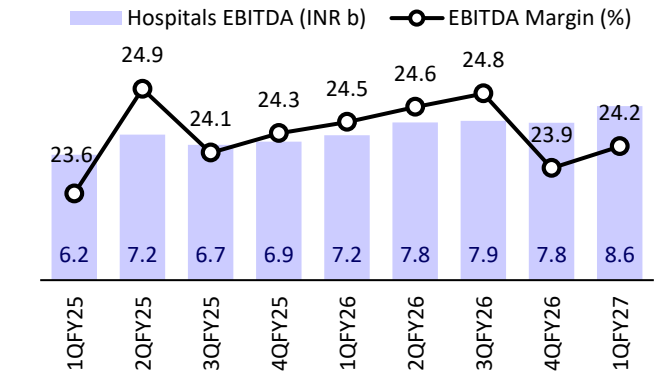


Exhibit 3: AHLL's revenue grew 14.4% YoY in 1QFY27

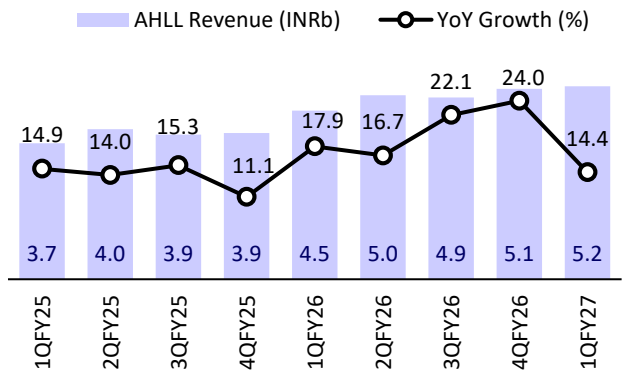


Exhibit 4: AHLL's EBITDA margin expanded 200bp YoY

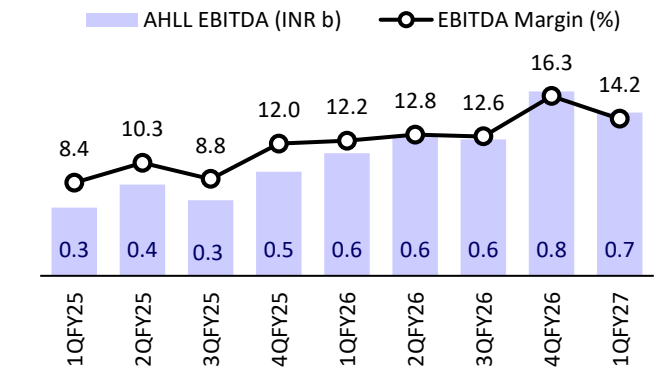


Exhibit 5: APHS's overall revenue grew 20.5% YoY in 1QFY27

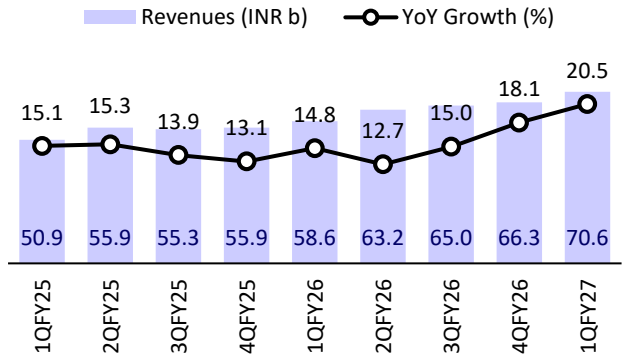


Exhibit 6: APHS's overall EBITDA margin expanded 70bp YoY

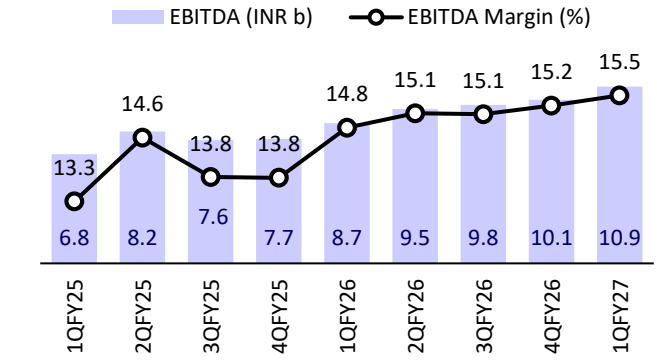
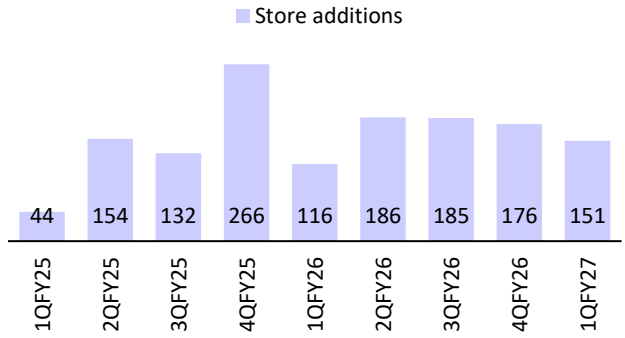
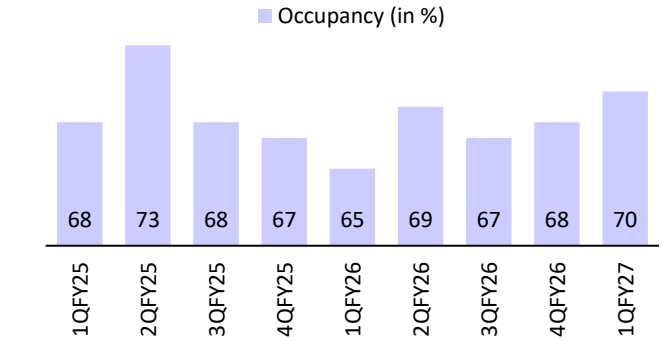


Exhibit 7: 151 stores added in 1Q, taking the total to 7,440



Source: MOFSL, Company

Exhibit 8: Occupancy expanded by 500bp YoY



Source: MOFSL, Company

Multiple growth engines support medium-term expansion

Hospitals: Broad-based growth led by volumes, occupancy and capacity expansion

- Healthcare Services revenue grew 22% YoY to INR35.7b, driven by 13% growth in inpatient volumes, 70% occupancy (vs. 65%) and 8% growth in ARPP to INR186.6k.
- Established hospitals delivered 20% revenue growth, supported by 11% volume growth, 4% pricing growth and 3% improvement in case mix/payor mix, reflecting healthy demand across specialties.
- APHS commissioned five new hospitals (~1,000 census beds) over the last two quarters while maintaining strong occupancy across mature hospitals (72% occupancy in established units).
- Performance remained broad-based across regions, with AP-Telangana (+31%), Karnataka (+21%) and Western India (+28%) leading growth. Tamil Nadu, Eastern and Northern regions also reported healthy double-digit revenue growth.
- APHS continues to execute robust expansion pipelines in the industry, with ~4,300+ additional census beds planned across greenfield, brownfield and asset-light projects.
- We expect the Hospitals business to deliver ~17.1% revenue CAGR over FY26–28, driven by capacity additions, ramp-up of recently commissioned hospitals, improving occupancy, higher ARPP and stable inpatient volume growth.

Apollo Healthco: Omnichannel healthcare platform continues to scale up

- HealthCo revenue increased 20% YoY to INR29.8b, with offline pharmacy distribution revenue of INR26.3b and digital platform revenue of INR3.5b.
- The pharmacy network expanded by 151 net new stores during the quarter, taking the total store count to 7,440, strengthening Apollo's leadership in organized pharmacy retail.
- Apollo 24/7 GMV grew 23% YoY to INR5.35b, while average daily orders across pharmacy, diagnostics and consultations increased to ~70k, supported by strong omnichannel adoption.
- The platform continued to improve customer engagement through AI-enabled care navigation, digital consultations, diagnostics integration and insurance offerings, while private-label and generic products gained traction.
- The proposed restructuring and listing of Apollo HealthCo is expected to simplify the business structure and provide an independent platform for future growth.
- We expect HealthCo to deliver ~10% revenue CAGR over FY26–28, supported by continued pharmacy store additions, higher digital penetration, growth in Apollo 24/7, expanding omnichannel healthcare services and increasing pharmacy distribution volumes.

AHLL: Diagnostics continues to drive growth across the outpatient platform

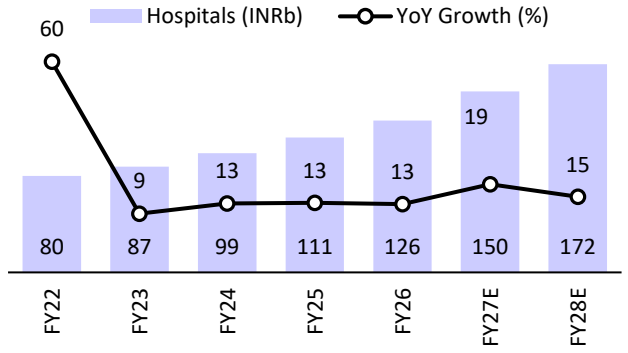
- AHLL revenue grew 15% YoY to INR5.0b, primarily led by 31% growth in diagnostics revenue to INR2.0b, while Spectra contributed INR0.8b during the quarter.
- The diagnostics network expanded with two new laboratories and 188 collection centers, while wellness and specialty testing grew 38% and 41% YoY, respectively, supported by continued test portfolio expansion.
- Primary care business recorded ~7% revenue growth, with the addition of 17 primary care partners and five dialysis centers, strengthening Apollo's outpatient ecosystem.
- APHS announced the proposed combination of Apollo Fertility with Cloudnine, creating one of India's largest maternity and fertility platforms and enhancing its presence in high-growth outpatient specialties.
- AHLL continues to strengthen its integrated outpatient platform across diagnostics, primary care, dental, dialysis, diabetes management and specialty care, improving patient access and cross-referral opportunities.
- We expect AHLL to deliver ~16.3% revenue CAGR over FY26–28, driven by continued diagnostics expansion, network additions, growth in primary care and specialty businesses, and increasing contribution from fertility and outpatient healthcare services.

Reiterate BUY

- We slightly raise our earnings estimates by 2%/3% for FY27/FY28, factoring in improved patient volume growth and enhanced efforts to achieve profitability in the online platform.
- We value APHS on an SoTP basis (30x EV/EBITDA for the hospital business, 25x EV/EBITDA for offline pharmacy, 24x EV/EBITDA for AHLL, and 2x EV/sales for Apollo 24/7) to arrive at our TP of INR10,160 on a 12-month roll-forward basis. Maintain BUY.

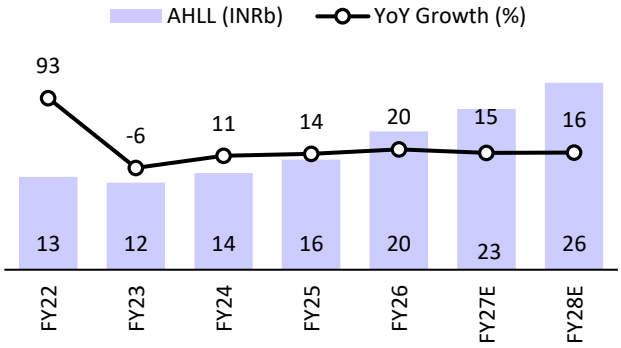
Story in charts

Exhibit 9: Expect ~17.1% sales CAGR over FY26-28 in the hospitals segment



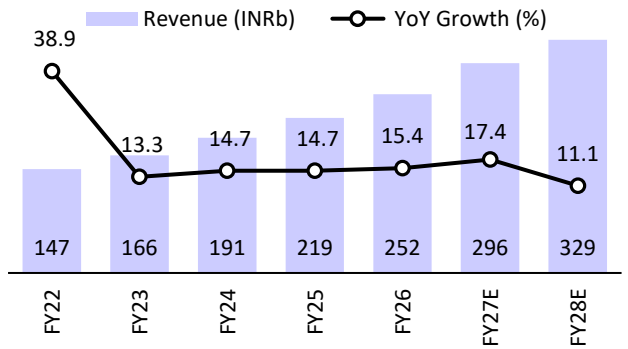
Source: Company, MOFSL

Exhibit 10: Expect ~16.3% sales CAGR over FY26-28 in the AHLL segment



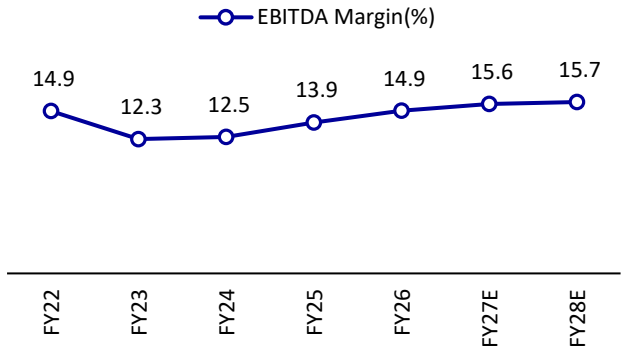
Source: Company, MOFSL

Exhibit 11: Expect 14.2% overall revenue CAGR during FY26-28



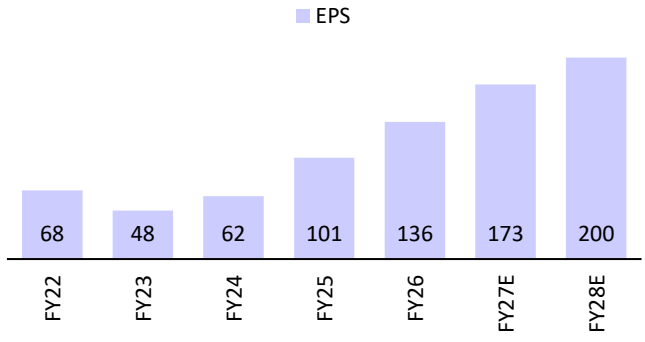
Source: Company, MOFSL

Exhibit 12: Expect EBITDA margin to gradually expand over FY26-28



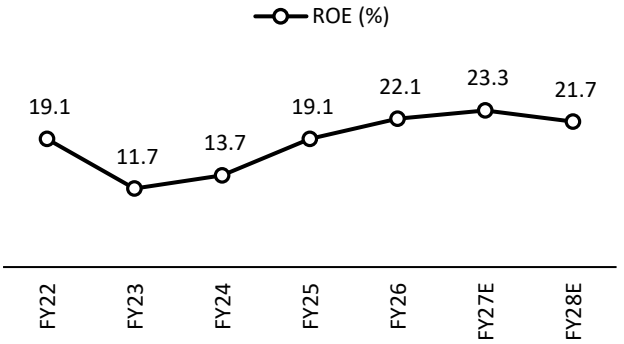
Source: Company, MOFSL

Exhibit 13: Expect 21.2% EPS CAGR over FY26-28



Source: Company, MOFSL

Exhibit 14: Expect RoE to decrease over FY26-28



Source: Company, MOFSL

Financials and valuations

Consolidated - Income Statement

(INRm)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Total Income from Operations	**1,46,626**	**1,66,124**	**1,90,592**	**2,17,940**	**2,52,285**	**2,96,034**	**3,29,178**
Change (%)	38.9	13.3	14.7	14.3	15.8	17.3	11.2
Total Expenditure	**1,24,775**	**1,45,628**	**1,66,685**	**1,87,722**	**2,14,592**	**2,49,997**	**2,77,374**
% of Sales	85.1	87.7	87.5	86.1	85.1	84.4	84.3
EBITDA	**21,851**	**20,496**	**23,907**	**30,218**	**37,693**	**46,037**	**51,805**
Margin (%)	14.9	12.3	12.5	13.9	14.9	15.6	15.7
Depreciation	6,007	6,152	6,870	7,575	8,761	9,400	9,801
EBIT	**15,844**	**14,343**	**17,037**	**22,643**	**28,932**	**36,637**	**42,003**
Int. and Finance Charges	3,786	3,808	4,494	4,585	4,496	4,832	4,766
Other Income	781	903	1,063	2,003	1,916	1,882	1,975
PBT bef. EO Exp.	**12,839**	**11,439**	**13,606**	**20,061**	**26,352**	**33,688**	**39,212**
EO Items	2,941	0	19	0	-192	0	0
PBT after EO Exp.	**15,781**	**11,439**	**13,625**	**20,061**	**26,160**	**33,688**	**39,212**
Total Tax	4,770	2,562	4,455	5,340	6,583	8,432	9,999
Tax Rate (%)	30.2	22.4	32.7	26.6	25.2	25.0	25.5
Minority Interest	454	687	184	262	161	593	493
Reported PAT	**10,557**	**8,190**	**8,986**	**14,459**	**19,416**	**24,663**	**28,720**
Adjusted PAT	**9,787**	**6,923**	**8,973**	**14,459**	**19,560**	**24,882**	**28,720**
Change (%)	1,024.9	-29.3	29.6	61.1	35.3	27.2	15.4
Margin (%)	6.7	4.2	4.7	6.6	7.8	8.4	8.7

Consolidated - Balance Sheet

(INRm)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	719	719	719	719	**719**	719	719
Total Reserves	55,733	61,253	68,635	81,404	**94,082**	1,17,903	1,45,782
Net Worth	**56,452**	**61,971**	**69,354**	**82,123**	**94,801**	**1,18,622**	**1,46,501**
Minority Interest	2,543	3,341	3,851	4,406	**4,944**	4,944	4,944
Total Loans	26,357	27,103	31,619	52,752	56,585	55,085	53,085
Non-Current Lease Liabilities	13,333	14,983	19,814	24,139	26,703	26,703	26,703
Deferred Tax Liabilities	5,215	4,303	4,389	4,449	**4,982**	4,982	4,982
Capital Employed	**1,03,900**	**1,11,702**	**1,29,027**	**1,67,869**	**1,88,015**	**2,10,336**	**2,36,215**
Gross Block	1,07,815	1,15,853	1,34,187	1,56,048	1,76,540	1,89,799	2,00,450
Less: Accum. Deprn.	34,402	40,554	47,424	54,999	63,760	73,160	82,961
Net Fixed Assets	**73,413**	**75,298**	**86,763**	**1,01,049**	**1,12,780**	**1,16,639**	**1,17,489**
Goodwill on Consolidation	9,235	9,858	10,123	10,305	9,915	9,915	9,915
Capital WIP	455	6,098	8,447	7,710	10,323	7,065	6,413
Total Investments	**8,063**	**5,777**	**9,895**	**24,896**	**21,809**	**21,809**	**21,809**
Curr. Assets, Loans&Adv.	**40,893**	**47,125**	**52,194**	**62,483**	**67,142**	**94,562**	**1,24,617**
Inventory	4,318	3,902	4,598	4,808	5,424	6,319	7,011
Account Receivables	17,676	22,342	25,149	30,161	34,849	40,892	45,471
Cash and Bank Balance	10,359	7,758	9,338	13,602	11,168	28,927	51,649
Loans and Advances	8,541	13,123	13,109	13,912	15,701	18,424	20,486
Curr. Liability & Prov.	**28,159**	**32,454**	**38,395**	**38,574**	**33,954**	**39,652**	**44,027**
Account Payables	16,318	19,157	23,686	22,405	22,518	26,233	29,106
Other Current Liabilities	10,420	11,597	12,543	13,490	8,488	9,960	11,075
Provisions	1,421	1,701	2,166	2,679	2,948	3,459	3,847
Net Current Assets	**12,734**	**14,671**	**13,799**	**23,909**	**33,188**	**54,909**	**80,589**
Appl. of Funds	**1,03,900**	**1,11,702**	**1,29,027**	**1,67,869**	**1,88,015**	**2,10,336**	**2,36,215**

Financials and valuation

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
EPS	**68.1**	**48.2**	**62.4**	**100.6**	**136.0**	**173.1**	**199.7**
Cash EPS	113.5	94.0	113.9	158.4	203.6	246.4	276.9
BV/Share	405.8	445.5	498.5	590.3	681.4	852.7	1,053.1
DPS	5.0	5.0	5.0	5.0	5.0	5.0	5.0
Payout (%)	8.0	10.3	9.4	5.8	4.3	3.4	2.9
Valuation (x)							
P/E	126.3	178.5	137.8	85.5	63.2	49.7	43.0
Cash P/E	75.7	91.5	75.5	54.3	42.2	34.9	31.0
P/BV	21.2	19.3	17.2	14.6	12.6	10.1	8.2
EV/Sales	8.5	7.6	6.6	5.9	5.1	4.3	3.8
EV/EBITDA	57.3	61.3	52.6	42.2	34.0	27.4	23.9
Dividend Yield (%)	0.1	0.1	0.1	0.1	0.1	0.1	0.1
FCF per share	67.0	17.3	54.6	30.5	64.3	164.4	200.6
Return Ratios (%)							
RoE	19.1	11.7	13.7	19.1	22.1	23.3	21.7
RoCE	14.5	13.8	12.8	15.3	16.1	17.8	17.6
RoIC	14.2	12.6	11.9	14.9	16.3	18.5	20.3
Working Capital Ratios							
Fixed Asset Turnover (x)	1.4	1.4	1.4	1.4	1.4	1.6	1.6
Asset Turnover (x)	1.4	1.5	1.5	1.3	1.3	1.4	1.4
Inventory (Days)	11	9	9	8	8	8	8
Debtor (Days)	44	49	48	51	50	50	50
Creditor (Days)	41	42	45	38	33	32	32
Leverage Ratio (x)							
Current Ratio	1.5	1.5	1.4	1.6	2.0	2.4	2.8
Interest Cover Ratio	4.2	3.8	3.8	4.9	6.4	7.6	8.8
Net Debt/Equity	0.1	0.2	0.2	0.2	0.2	0.0	-0.1

Consolidated - Cash Flow Statement

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
CF from Operations	**14,204**	**10,087**	**18,574**	**21,575**	**28,068**	**33,642**	**38,848**
Others	1,953	3,684	628	-211	489	0	0
CF from Operating incl EO	**16,156**	**13,771**	**19,202**	**21,364**	**28,557**	**33,642**	**38,848**
(Inc)/Dec in FA	-6,518	-11,285	-11,349	-16,978	-19,309	-10,000	-10,000
Free Cash Flow	**9,639**	**2,485**	**7,853**	**4,386**	**9,248**	**23,642**	**28,848**
(Pur)/Sale of Investments	-1,859	2,065	-4,416	-17,770	-3,277	0	0
Others	469	515	393	942	1,104	1,882	1,975
CF from Investments	**-7,907**	**-8,706**	**-15,372**	**-33,806**	**-21,482**	**-8,118**	**-8,025**
Issue of Shares	0	45	25	459	26	0	0
Inc/(Dec) in Debt	-2,866	688	2,246	18,525	3,809	-1,500	-2,000
Interest Paid	-3,764	-2,514	-3,029	-3,018	-2,776	-4,832	-4,766
Dividend Paid	-433	-2,579	-2,209	-2,784	-2,928	-841	-841
Others	-614	-1,222	-114	-14	-2,907	-593	-493
CF from Fin. Activity	**-7,677**	**-5,582**	**-3,081**	**13,168**	**-4,776**	**-7,766**	**-8,101**
Inc/Dec of Cash	**572**	**-518**	**749**	**726**	**2,299**	**17,759**	**22,722**
Opening Balance	4,252	4,824	4,306	5,055	5,781	8,080	25,839
Closing Balance	4,824	4,306	5,055	5,781	8,080	25,839	48,561
Bank Balance	5,535	3,452	4,283	7,821	3,088	3,088	3,088
Total Cash and Cash Equivalent	**10,359**	**7,758**	**9,338**	**13,602**	**11,168**	**28,927**	**51,649**

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://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf

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

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

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

Regional Disclosures (outside India)

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

For Hong Kong:

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

For U.S.

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

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

For Singapore

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

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

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

Specific Disclosures

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

The associates of MOFSL may have:

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

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

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

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

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

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

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

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

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

Grievance Redressal Cell:

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

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

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