

Weak earnings; order inflow momentum continues

L&T reported weak earnings in 3Q25 as PAT at INR 33.6bn missed JMFe of INR 35.7bn (consensus: INR 38bn) impacted by weaker margins. P&M business revenue/ EBITDA grew by 20% each YoY to INR 473bn/INR 36bn (JMFe: INR 484bn/INR 39bn) with P&M EBITDA margin flat YoY at 7.6% (JMFe: 8%). Consolidated order inflows grew sharply by 53% YoY to INR 1.16tn and beats JMFe of INR 875bn. Domestic inflows grew sharply by 2x YoY to INR 540bn while international inflows grew by 23% YoY to INR 621bn. Order backlog grew by 20% YoY to INR 5.64tn (3.1x TTM revenues). NWC remained comfortable at 12.7% of revenue in Dec-24 (vs. 12.2% in Sept-24). Bid pipeline moderates to INR 5tn (down 19% YoY) for remainder of the year due to reduction in Hydrocarbon prospects and flat Infrastructure prospects. L&T is likely to exceed its 15%/10% revenue/order inflow growth guidance given the strong performance in 9M25. L&T maintained P&M margin guidance of 8.2% for FY25E. EPS growth for P&M business remains strong at 19% CAGR over FY24-27E. Lower asset intensity along with push from recent buyback should drive ROE expansion (14.8% in FY24 to 17.5% in FY27E). Maintain BUY with revised price target of INR 4,015 (P&M business valued at 30x FY27E EPS).

- Earnings missed JMFe due to lower than expected margins:** Consolidated revenue grew by 17% YoY to INR 647bn (JMFe: INR 655bn) led by strong execution in Hydrocarbon (+53% YoY). Consolidated EBITDA grew by 9% YoY to INR 62.5bn (JMFe: INE 68bn). Adjusted PAT at INR 33.6bn (+14% YoY) missed JMFe of INR 38bn due to lower margins. P&M business revenue/EBITDA grew by 20% each YoY to INR 473bn/INR 36bn (JMFe: INR 484bn/INR 39bn). P&M business EBITDA margin remained flat YoY at 7.6%. It was below JMFe of 8% due to lower margins in Infrastructure segment (5.5% vs. JMFe of 6.4%).
- Order backlog grew by 20% YoY; Prospects pipeline moderates:** L&T reported robust order inflows of INR 1.16tn in 3Q25, (up 53% YoY; JMFe: INR 875bn), driven by strong P&M inflows of INR 987bn (+64% YoY; JMFe: INR 704bn). Order backlog grew by 20% YoY to INR 5.64tn (3.1x TTM revenue). Prospects pipeline moderated to INR 5tn (-19% YoY), with hydrocarbon prospects down 16% YoY to INR 1.44tn, while infrastructure prospects remained flat YoY at INR 4tn.
- L&T likely to surpass revenue and inflow guidance for FY25E:** L&T is likely to exceed its 15%/10% YoY revenue/inflow growth guidance for FY25E led by strong performance in 9MFY25. L&T maintained its 8.2% P&M margin guidance for FY25E (flat YoY) and expects margins to improve in FY26E (no specific guidance given). We have lowered FY26 P&M margin estimate from 8.8% to 8.5% leading to 5% cut in P&M EPS in FY26E.
- Expect 19% CAGR in P&M earnings over FY24-27E; supports valuations:** We expect EPS CAGR of 19% over FY24-27E for L&T's P&M business led by robust order backlog and margin expansion. Strong growth, reducing asset intensity (lower NWC & asset sales) and push from buyback should drive ROE expansion to 17.5% by FY27 (14.8% in FY24). Valuations at 24x FY27E P&M business EPS remain well supported. Maintain BUY with revised price target of INR 4,015 (P&M business valued at 30x Mar-27E EPS).

Vaibhav Shah

vaibhav.shah@jmf.com | Tel: (91 22) 66303068

We acknowledge the support of **Parth Thakkar** in the preparation of this report

Recommendation and Price Target

Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	4,015
Upside/(Downside)	17.4%
Previous Price Target	3,825
Change	4.9%

Key Data – LT IN

Current Market Price	INR3,421
Market cap (bn)	INR4,704.3/US\$54.3
Free Float	100%
Shares in issue (mn)	1,374.7
Diluted share (mn)	1,374.7
3-mon avg daily val (mn)	INR7,154.1/US\$82.6
52-week range	3,964/3,175
Sensex/Nifty	76,760/23,250
INR/US\$	86.6

Price Performance

%	1M	6M	12M
Absolute	-4.4	-9.6	-5.8
Relative*	-2.6	-4.1	-12.7

* To the BSE Sensex

Financial Summary

Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E
Net Sales	1,833,407	2,211,129	2,542,698	2,907,044	3,251,928
Sales Growth	17.1%	20.6%	15.0%	14.3%	11.9%
EBITDA	207,533	234,936	266,641	314,768	352,705
EBITDA Margin	11.3%	10.6%	10.5%	10.8%	10.8%
Adjusted Net Profit	103,348	129,655	143,748	180,902	204,839
Diluted EPS (INR)	73.5	94.3	104.6	131.6	149.0
Diluted EPS Growth	20.5%	28.3%	10.9%	25.8%	13.2%
ROIC	6.8%	8.0%	8.6%	9.7%	10.2%
ROE	12.0%	14.8%	15.7%	17.6%	17.5%
P/E (x)	26.0	36.3	32.7	26.0	23.0
P/B (x)	3.0	5.5	4.9	4.3	3.8
EV/EBITDA (x)	15.8	22.7	19.7	16.7	14.5
Dividend Yield	1.3	0.8	0.9	1.1	1.2

Source: Company data, JM Financial. Note: Valuations as of 30/Jan/2025

JM Financial Research is also available on:
Bloomberg - JMFR <GO>,
Thomson Publisher & Reuters,
S&P Capital IQ, FactSet and Visible Alpha

Please see Appendix I at the end of this report for Important Disclosures and Disclaimers and Research Analyst Certification.

Exhibit 1. Consolidated Quarterly Results

INR mn	3QFY24	4QFY24	FY24	1QFY25	2QFY25	3QFY25	3QFY25E	Variance (%)	FY25E	FY26E	FY27E
Net sales	5,51,278	6,70,787	22,11,129	5,51,198	6,15,546	6,46,678	6,55,140	-1.3%	25,42,698	29,07,044	32,51,928
EBIDTA	57,590	72,340	2,34,936	56,153	63,620	62,549	67,890	-7.9%	2,66,641	3,14,768	3,52,705
EBIDTA Margin (%)	10.4	10.8	10.6	10.2	10.3	9.7	10.4		10.5	10.8	10.8
Other income	8,378	10,417	41,580	9,206	11,013	9,679	9,000	7.5%	39,580	42,959	43,839
Depreciation	9,208	10,212	36,823	9,979	10,238	10,470	10,300	1.7%	41,275	43,775	46,275
Interest	9,042	9,263	35,458	8,614	8,844	8,427	8,850	-4.8%	34,475	29,550	29,275
PBT	47,718	63,282	2,04,235	46,767	55,551	53,330	57,740	-7.6%	2,30,471	2,84,401	3,20,993
Tax	11,773	14,183	49,474	12,365	14,423	13,320	15,012	-11.3%	58,945	72,278	81,236
Effective tax rate (%)	24.7	22.4	24.2	26.4	26.0	25.0	26.0		25.6	25.4	25.3
PAT	35,945	49,099	1,54,761	34,401	41,128	40,010	42,728	-6.4%	1,71,526	2,12,124	2,39,757
Minority interest	6,455	6,171	24,880	6,590	7,036	6,151	7,050	-12.7%	27,234	30,782	34,578
Profit from associates	(17)	96	(226)	46	(140)	(271)	50	-641.0%	(544)	(440)	(340)
Consolidated PAT	29,474	43,025	1,29,655	27,857	33,953	33,588	35,728	-6.0%	1,43,748	1,80,902	2,04,839
Extra-ordinary items	-	936	936	-	-	-	-		-	-	-
Reported PAT	29,474	43,961	1,30,591	27,857	33,953	33,588	35,728	-6.0%	1,43,748	1,80,902	2,04,839

YoY growth

Net sales	18.8	15.0	20.6	15.1	20.6	17.3			15.0	14.3	11.9
EBIDTA	13.5	5.9	13.2	15.3	13.0	8.6			13.5	18.0	12.1
Other income	11.0	40.6	42.0	(19.6)	(2.8)	15.5			(4.8)	8.5	2.0
Interest	12.7	13.9	10.6	1.2	2.4	(6.8)			(2.8)	(14.3)	(0.9)
Depreciation	11.6	19.6	5.1	20.2	12.5	13.7			12.1	6.1	5.7
PBT	13.6	7.1	20.3	7.9	11.3	11.8			12.8	23.4	12.9
Adj PAT	21.9	7.9	25.5	11.7	5.4	14.0			10.9	25.8	13.2
Reported PAT	15.5	10.3	24.7	11.7	5.4	14.0			10.1	25.8	13.2

Source: Company, JM Financial

Exhibit 2. P&M business performance

INR mn	3QFY24	4QFY24	FY24	1QFY25	2QFY25	3QFY25	FY25E	FY26E	FY27E
P&M Order inflows	6,01,670	5,60,500	23,96,110	5,44,400	6,30,290	9,86,570	26,84,146	30,06,393	33,66,551
YoY growth	31.5%	-8.3%	39.2%	8.1%	-13.7%	64.0%	12.0%	12.0%	12.0%
Revenue	3,93,050	5,09,790	15,79,139	3,86,230	4,45,350	4,72,920	18,53,084	21,46,194	24,04,260
YoY growth	25.1%	17.6%	26.3%	18.0%	27.6%	20.3%	17.3%	15.8%	12.0%
EBITDA	30,000	48,868	1,29,654	29,360	33,820	35,933	1,51,961	1,82,417	2,04,524
YoY growth	11.9%	22.1%	20.6%	20.3%	31.1%	19.8%	17.2%	20.0%	12.1%
EBITDA Margin (%)	7.6	9.6	8.2	7.6	7.6	7.6	8.2	8.5	8.5
P&M PAT	17,190	31,463	78,503	15,240	20,520	23,550	91,129	1,18,120	1,32,828
P&M EPS	12.5	22.9	57.1	11.1	14.9	17.1	66.3	85.9	96.6
YoY growth	-1.0%	21.4%	18.4%	8.3%	32.6%	37.0%	16.1%	29.6%	12.5%

Source: Company, JM Financial

Exhibit 3. L&T segmental performance

INR mn	Revenue			EBITDA Margin	
	3Q25	3Q24	YoY	3Q25	3Q24
Infrastructure	3,21,340	2,78,450	15.4%	5.5	5.5
Power	3,700	9,000	-58.9%	14.1	10.6
Heavy Engineering	9,300	9,500	-2.1%	24.3	20.4
IT & Technology services	1,20,610	1,11,960	7.7%	18.7	20.7
Precision Engineering & Systems	15,030	11,160	34.7%	14.9	13.6
Developmental projects	14,340	12,200	17.5%	15.8	16.2
Hydrocarbon	1,06,810	69,640	53.4%	8.1	9.5
L&T Finance Holdings	38,810	34,070	13.9%	22.2	25.0
Others	16,740	15,300	9.4%	27.4	24.4
Total	6,46,680	5,51,280	17.3%	9.7	10.4
- Domestic	3,16,874	3,08,280	2.8%		
- International	3,29,806	2,43,000	35.7%		

Source: Company, JM Financial

Exhibit 4. Order backlog and order inflow movement

INR mn	Order backlog			Order Inflows		
	Dec-24	Dec-23	YoY	3Q25	3Q24	YoY
Infrastructure	36,12,820	31,76,930	13.7%	4,90,700	4,32,080	13.6%
Heavy Engineering	68,657	46,838	46.6%	16,100	10,600	51.9%
Precision Engineering & Systems	3,49,033	2,10,742	65.6%	68,100	9,830	592.8%
Power	2,86,810	67,795	323.1%	2,34,200	9,000	2502.2%
Hydrocarbon	11,71,460	10,59,975	10.5%	1,53,980	1,23,810	24.4%
Services				1,73,760	1,58,230	9.8%
Others	1,56,723	1,35,790	15.4%	23,490	16,350	43.7%
Total	56,45,503	46,98,070	20.2%	11,60,330	7,59,900	52.7%
- Domestic	32,72,493	28,65,823	14.2%	5,39,740	2,54,280	112.3%
- International	23,69,737	18,32,247	29.3%	6,20,590	5,05,620	22.7%

Source: Company, JM Financial

Exhibit 5. Group Balance sheet

INR bn	Dec-23	Dec-24	Incr/(Decr)
Equity & Reserves	819	914	95
Non-Controlling Interest	155	171	16
Borrowings	1,204	1,275	71
Financial Services	756	859	103
Development Projects	166	166	-
Others	282	250	(32)
Sources of Funds	2,178	2,360	182
Fixed Assets	179	190	11
Intangible Assets & Investment Property	281	269	(12)
Loans towards Financing Activities	753	888	135
Finance lease receivable	58	53	(5)
Net Non-Current Assets	191	206	15
Current Investments, Cash & Cash Equivalents	456	576	120
Net Current Assets	250	177	(73)
Assets held for sale (net)	10	-	(10)
Application of Funds	2,178	2,360	182

Source: Company, JM Financial

Exhibit 6. Share in Profit/(Loss) of JVs/Associates

INR bn	Q3FY25	Q3FY24
L&T Power JVs	-0.00	-0.04
L&T Hydrocarbon JVs	-0.28	0.03
Others*	0.01	-0.00
Total	-0.27	-0.02

Source: Company, JM Financial; *: Other JVs/Associates of Hi-Tech Manufacturing and IT&TS Segment

Exhibit 7. SoTP based price target of INR 4,015

INR bn	Valuation method	Value driver	Multiple (x)	Value	L&T's stake	L&T's value	INR/share
P&M business (A)	PEX FY27E PAT	133	30	3,985	100.0%	3,985	2,899
L&T Finance Holdings	Mcap	360	0.8	288	66.4%	191	139
LTIMindtree	Mcap	1,734	0.8	1,387	68.6%	951	692
LTTS	Mcap	573	0.8	458	73.7%	338	246
Total value of listed subsidiaries (B)						1,480	1,077
Infrastructure Development (C)	P/B (capital invested)	75	0.7	55	100.0%	55	40
Target price (A+B+C)						5,519	4,015

Source: Company, JM Financial; *: as on 30th January 2025; ^: @20% holding company discount

Key conference call takeaways

- **FY25 guidance:** Revenue likely to exceed earlier guidance of 15% YoY growth (9MFY25: +18% YoY); Order inflows also likely to exceed 10% YoY growth; P&M margins: 8.2% (FY24: 8.2%).
- **Prospects pipeline moderates** to INR 5tn (-19% YoY) for 4Q25 due to dip in Hydrocarbons prospects. Hydrocarbons pipeline at INR 1.44tn (down 16% YoY); Infra prospects remain flat YoY at INR 4tn (Domestic: 79%).
- **Infrastructure segment margins impacted** due to last stage execution of older projects (won in FY22/23).
- **No new thermal BTG orders are expected in 4Q25.** Expects to win Thermal BTG orders in FY26E.
- **L&T expects improvement in payments in JJM** projects in 4Q25E. Improvement has already been seen in Dec-24.
- **Hyderabad Metro:** Average ridership decreased QoQ from 468k/day to 445k/day in 3Q25 due to holidays. Till date, L&T has received support of INR 9bn from Telangana government and INR 21bn is pending.

Exhibit 8. 1-year forward P/E chart



Source: Company, JM Financial, Bloomberg

Financial Tables (Consolidated)

Income Statement		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Net Sales	1,833,407	2,211,129	2,542,698	2,907,044	3,251,928	
Sales Growth	17.1%	20.6%	15.0%	14.3%	11.9%	
Other Operating Income	0	0	0	0	0	
Total Revenue	1,833,407	2,211,129	2,542,698	2,907,044	3,251,928	
Cost of Goods Sold	1,166,153	1,459,506	1,698,522	1,825,623	2,042,211	
Personnel Cost	372,141	411,710	465,233	511,756	562,932	
Other Expenses	87,580	104,976	112,302	254,896	294,081	
EBITDA	207,533	234,936	266,641	314,768	352,705	
EBITDA Margin	11.3%	10.6%	10.5%	10.8%	10.8%	
EBITDA Growth	13.9%	13.2%	13.5%	18.0%	12.1%	
Depn. & Amort.	35,023	36,823	41,275	43,775	46,275	
EBIT	172,510	198,113	225,366	270,993	306,430	
Other Income	29,292	41,580	39,580	42,959	43,839	
Finance Cost	32,072	35,458	34,475	29,550	29,275	
PBT before Excep. & Forex	169,730	204,235	230,471	284,401	320,993	
Excep. & Forex Inc./Loss(-)	0	0	0	0	0	
PBT	169,730	204,235	230,471	284,401	320,993	
Taxes	44,841	49,474	58,945	72,278	81,236	
Extraordinary Inc./Loss(-)	1,360	936	0	0	0	
Assoc. Profit/Min. Int.(-)	21,542	25,106	27,778	31,222	34,918	
Reported Net Profit	104,708	130,591	143,748	180,902	204,839	
Adjusted Net Profit	103,348	129,655	143,748	180,902	204,839	
Net Margin	5.6%	5.9%	5.7%	6.2%	6.3%	
Diluted Share Cap. (mn)	1,406	1,375	1,375	1,375	1,375	
Diluted EPS (INR)	73.5	94.3	104.6	131.6	149.0	
Diluted EPS Growth	20.5%	28.3%	10.9%	25.8%	13.2%	
Total Dividend + Tax	33,721	38,490	42,820	49,943	58,208	
Dividend Per Share (INR)	24.0	28.0	31.1	36.3	42.3	

Source: Company, JM Financial

Cash Flow Statement		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Profit before Tax	171,090	205,171	230,471	284,401	320,993	
Depn. & Amort.	35,023	36,823	41,275	43,775	46,275	
Net Interest Exp. / Inc. (-)	32,072	35,458	34,475	29,550	29,275	
Inc (-) / Dec in WCap.	7,991	48,153	-38,531	-175,339	-56,660	
Others	0	0	0	0	0	
Taxes Paid	-39,130	-47,671	-62,945	-72,278	-81,236	
Operating Cash Flow	207,046	277,935	204,745	110,110	258,647	
Capex	-52,225	-42,105	-45,000	-45,000	-45,000	
Free Cash Flow	154,821	235,830	159,745	65,110	213,647	
Inc (-) / Dec in Investments	-51,949	-8,495	-5,000	-5,000	-5,000	
Others	-23,994	-17,617	7,456	-440	-340	
Investing Cash Flow	-128,168	-68,217	-42,544	-50,440	-50,340	
Inc / Dec (-) in Capital	0	-99,998	0	0	0	
Dividend + Tax thereon	-33,721	-42,170	-42,820	-49,943	-58,208	
Inc / Dec (-) in Loans	-49,548	-44,736	10,000	-40,000	-40,000	
Others	40,056	-94,426	-24,475	-19,550	-19,275	
Financing Cash Flow	-43,214	-281,330	-57,295	-109,493	-117,483	
Inc / Dec (-) in Cash	35,664	-71,612	104,906	-49,823	90,824	
Opening Cash Balance	189,532	225,196	153,584	258,489	208,666	
Closing Cash Balance	225,196	153,584	258,489	208,666	299,490	

Source: Company, JM Financial

Balance Sheet		(INR mn)				
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Shareholders' Fund	893,259	863,592	964,520	1,095,479	1,242,111	
Share Capital	2,810	2,749	2,749	2,749	2,749	
Reserves & Surplus	890,449	860,843	961,771	1,092,730	1,239,361	
Preference Share Capital	0	0	0	0	0	
Minority Interest	142,413	161,904	189,138	219,920	254,498	
Total Loans	1,185,134	1,140,398	1,150,398	1,110,398	1,070,398	
Def. Tax Liab. / Assets (-)	-33,544	-33,301	-29,301	-29,301	-29,301	
Total - Equity & Liab.	2,187,262	2,132,593	2,274,755	2,396,496	2,537,705	
Net Fixed Assets	457,066	460,088	463,813	465,038	463,763	
Gross Fixed Assets	510,240	550,584	595,584	640,584	685,584	
Intangible Assets	77,987	78,009	78,009	78,009	78,009	
Less: Depn. & Amort.	160,652	197,475	238,750	282,525	328,800	
Capital WIP	29,491	28,970	28,970	28,970	28,970	
Investments	447,983	456,478	461,478	466,478	471,478	
Current Assets	2,336,438	2,416,581	2,736,361	2,899,126	3,200,902	
Inventories	68,288	66,202	76,552	82,694	92,168	
Sundry Debtors	526,864	571,255	668,764	756,628	846,392	
Cash & Bank Balances	225,196	153,584	258,489	208,666	299,490	
Loans & Advances	6,072	5,820	6,693	7,652	8,560	
Other Current Assets	1,510,019	1,619,721	1,725,863	1,843,486	1,954,292	
Current Liab. & Prov.	1,054,225	1,200,554	1,386,897	1,434,147	1,598,439	
Current Liabilities	497,841	532,929	616,245	665,694	741,953	
Provisions & Others	556,384	667,625	770,652	768,454	856,485	
Net Current Assets	1,282,213	1,216,027	1,349,464	1,464,979	1,602,463	
Total - Assets	2,187,262	2,132,593	2,274,755	2,396,496	2,537,705	

Source: Company, JM Financial

Dupont Analysis						
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
Net Margin	5.6%	5.9%	5.7%	6.2%	6.3%	
Asset Turnover (x)	0.8	1.0	1.2	1.2	1.3	
Leverage Factor (x)	2.5	2.5	2.4	2.3	2.1	
RoE	12.0%	14.8%	15.7%	17.6%	17.5%	

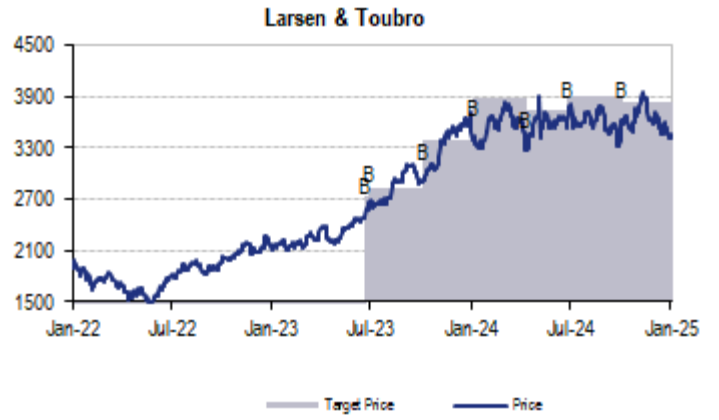
Key Ratios						
Y/E March	FY23A	FY24A	FY25E	FY26E	FY27E	
BV/Share (₹)	635.7	621.4	701.6	796.9	903.6	
ROIC	6.8%	8.0%	8.6%	9.7%	10.2%	
ROE	12.0%	14.8%	15.7%	17.6%	17.5%	
Net Debt/Equity (x)	0.7	0.7	0.6	0.5	0.3	
P/E (x)	26.0	36.3	32.7	26.0	23.0	
P/B (x)	3.9	5.5	4.9	4.3	3.8	
EV/EBITDA (x)	15.8	22.7	19.7	16.7	14.5	
EV/Sales (x)	1.8	2.4	2.1	1.8	1.6	
Debtor days	105	94	96	95	95	
Inventory days	14	11	11	10	10	
Creditor days	112	98	99	94	93	

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
20-Jul-23	Buy	2,745	
26-Jul-23	Buy	2,835	3.3
1-Nov-23	Buy	3,380	19.2
1-Feb-24	Buy	3,875	14.6
9-May-24	Buy	3,740	-3.5
25-Jul-24	Buy	3,890	4.0
31-Oct-24	Buy	3,825	-1.7

Recommendation History



APPENDIX I

JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

SEBI Registration Nos.: Stock Broker - INZ000163434, Research Analyst - INH000000610

Registered Office: 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025, India.

Board: +91 22 6630 3030 | Fax: +91 22 6630 3488 | Email: jmfinancial.research@jmfl.com | www.jmfl.com

Compliance Officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1073 | Email: sahil.salastekar@jmfl.com

Grievance officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1073 | Email: instcompliance@jmfl.com

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

Definition of ratings	
Rating	Meaning
Buy	Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields.
Hold	Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months.
Sell	Price expected to move downwards by more than 10% from the current market price over the next twelve months.

* REITs refers to Real Estate Investment Trusts.

Research Analyst(s) Certification

The Research Analyst(s), with respect to each issuer and its securities covered by them in this research report, certify that:

All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and

No part of his or her or their compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research report.

Important Disclosures

This research report has been prepared by JM Financial Institutional Securities Limited (JM Financial Institutional Securities) to provide information about the company(ies) and sector(s), if any, covered in the report and may be distributed by it and/or its associates solely for the purpose of information of the select recipient of this report. This report and/or any part thereof, may not be duplicated in any form and/or reproduced or redistributed without the prior written consent of JM Financial Institutional Securities. This report has been prepared independent of the companies covered herein.

JM Financial Institutional Securities is registered with the Securities and Exchange Board of India (SEBI) as a Research Analyst and a Stock Broker having trading memberships of the BSE Ltd. (BSE) and National Stock Exchange of India Ltd. (NSE). No material disciplinary action has been taken by SEBI against JM Financial Institutional Securities in the past two financial years which may impact the investment decision making of the investor. Registration granted by SEBI and certification from the National Institute of Securities Market (NISM) in no way guarantee performance of JM Financial Institutional Securities or provide any assurance of returns to investors.

JM Financial Institutional Securities renders stock broking services primarily to institutional investors and provides the research services to its institutional clients/investors. JM Financial Institutional Securities and its associates are part of a multi-service, integrated investment banking, investment management, brokerage and financing group. JM Financial Institutional Securities and/or its associates might have provided or may provide services in respect of managing offerings of securities, corporate finance, investment banking, mergers & acquisitions, broking, financing or any other advisory services to the company(ies) covered herein. JM Financial Institutional Securities and/or its associates might have received during the past twelve months or may receive compensation from the company(ies) mentioned in this report for rendering any of the above services.

JM Financial Institutional Securities and/or its associates, their directors and employees may; (a) from time to time, have a long or short position in, and buy or sell the securities of the company(ies) mentioned herein or (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) covered under this report or (c) act as an advisor or lender/borrower to, or may have any financial interest in, such company(ies) or (d) considering the nature of business/activities that JM Financial Institutional Securities is engaged in, it may have potential conflict of interest at the time of publication of this report on the subject company(ies).

Neither JM Financial Institutional Securities nor its associates or the Research Analyst(s) named in this report or his/her relatives individually own one per cent or more securities of the company(ies) covered under this report, at the relevant date as specified in the SEBI (Research Analysts) Regulations, 2014.

The Research Analyst(s) principally responsible for the preparation of this research report and their immediate relatives are prohibited from buying or selling debt or equity securities, including but not limited to any option, right, warrant, future, long or short position issued by company(ies) covered under this report. The Research Analyst(s) principally responsible for the preparation of this research report or their immediate relatives (as defined under SEBI (Research Analysts) Regulations, 2014); (a) do not have any financial interest in the company(ies) covered under this report or (b) did not receive any compensation from the company(ies) covered under this report, or from any third party, in connection with this report or (c) do not have any other material conflict of interest at the time of publication of this report. Research Analyst(s) are not serving as an officer, director or employee of the company(ies) covered under this report.

While reasonable care has been taken in the preparation of this report, it does not purport to be a complete description of the securities, markets or developments referred to herein, and JM Financial Institutional Securities does not warrant its accuracy or completeness. JM Financial Institutional Securities may not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. This report is provided for information only and is not an investment advice and must not alone be taken as the basis for an investment decision.

This research report is based on the fundamental research/analysis conducted by the Research Analyst(s) named herein. Accordingly, this report has been prepared by studying/focusing on the fundamentals of the company(ies) covered in this report and other macro-economic factors. JM Financial Institutional Securities may have also issued or may issue, research reports and/or recommendations based on the technical/quantitative analysis of the company(ies) covered in this report by studying and using charts of the stock's price movement, trading volume and/or other volatility parameters. As a result, the views/recommendations expressed in such technical research reports could be inconsistent or even contrary to the views contained in this report.

The investment discussed or views expressed or recommendations/opinions given herein may not be suitable for all investors. The user assumes the entire risk of any use made of this information. The information contained herein may be changed without notice and JM Financial Institutional Securities reserves the right to make modifications and alterations to this statement as they may deem fit from time to time.

This report is neither an offer nor solicitation of an offer to buy and/or sell any securities mentioned herein and/or not an official confirmation of any transaction.

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 JM Financial Institutional Securities and/or its affiliated company(ies) 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 a certain category of investors. Persons in whose possession this report may come, are required to inform themselves of and to observe such restrictions.

Additional disclosure only for U.S. persons: JM Financial Institutional Securities has entered into an agreement with JM Financial Securities, Inc. ("JM Financial Securities"), a U.S. registered broker-dealer and member of the Financial Industry Regulatory Authority ("FINRA") in order to conduct certain business in the United States in reliance on the exemption from U.S. broker-dealer registration provided by Rule 15a-6, promulgated under the U.S. Securities Exchange Act of 1934 (the "Exchange Act"), as amended, and as interpreted by the staff of the U.S. Securities and Exchange Commission ("SEC") (together "Rule 15a-6").

This research report is distributed in the United States by JM Financial Securities in compliance with Rule 15a-6, and as a "third party research report" for purposes of FINRA Rule 2241. In compliance with Rule 15a-6(a)(3) this research report is distributed only to "major U.S. institutional investors" as defined in Rule 15a-6 and is not intended for use by any person or entity that is not a major U.S. institutional investor. If you have received a copy of this research report and are not a major U.S. institutional investor, you are instructed not to read, rely on, or reproduce the contents hereof, and to destroy this research or return it to JM Financial Institutional Securities or to JM Financial Securities.

This research report is a product of JM Financial Institutional Securities, which is the employer of the research analyst(s) solely responsible for its content. The research analyst(s) preparing this research report is/are resident outside the United States and are not associated persons or employees of any U.S. registered broker-dealer. Therefore, the analyst(s) are not subject to supervision by a U.S. broker-dealer, or otherwise required to satisfy the regulatory licensing requirements of FINRA and may not be subject to the Rule 2241 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

Any U.S. person who is recipient of this report that wishes further information regarding, or to effect any transaction in, any of the securities discussed in this report, must contact, and deal directly through a U.S. registered representative affiliated with a broker-dealer registered with the SEC and a member of FINRA. In the U.S., JM Financial Institutional Securities has an affiliate, JM Financial Securities, Inc. located at 1325 Avenue of the Americas, 28th Floor, Office No. 2821, New York, New York 10019. Telephone +1 (332) 900 4958 which is registered with the SEC and is a member of FINRA and SIPC.

Additional disclosure only for U.K. persons: Neither JM Financial Institutional Securities nor any of its affiliates is authorised in the United Kingdom (U.K.) by the Financial Conduct Authority. As a result, this report is for distribution only to persons who (i) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the "Financial Promotion Order"), (ii) are persons falling within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc.") of the Financial Promotion Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000) in connection with the matters to which this report relates may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). This report is directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this report relates is available only to relevant persons and will be engaged in only with relevant persons.

Additional disclosure only for Canadian persons: This report is not, and under no circumstances is to be construed as, an advertisement or a public offering of the securities described herein in Canada or any province or territory thereof. Under no circumstances is this report to be construed as an offer to sell securities or as a solicitation of an offer to buy securities in any jurisdiction of Canada. Any offer or sale of the securities described herein in Canada will be made only under an exemption from the requirements to file a prospectus with the relevant Canadian securities regulators and only by a dealer properly registered under applicable securities laws or, alternatively, pursuant to an exemption from the registration requirement in the relevant province or territory of Canada in which such offer or sale is made. This report is not, and under no circumstances is it to be construed as, a prospectus or an offering memorandum. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed upon these materials, the information contained herein or the merits of the securities described herein and any representation to the contrary is an offence. If you are located in Canada, this report has been made available to you based on your representation that you are an "accredited investor" as such term is defined in National Instrument 45-106 Prospectus Exemptions and a "permitted client" as such term is defined in National Instrument 31-103 Registration Requirements, Exemptions and Ongoing Registrant Obligations. Under no circumstances is the information contained herein to be construed as investment advice in any province or territory of Canada nor should it be construed as being tailored to the needs of the recipient. Canadian recipients are advised that JM Financial Securities, Inc., JM Financial Institutional Securities Limited, their affiliates and authorized agents are not responsible for, nor do they accept, any liability whatsoever for any direct or consequential loss arising from any use of this research report or the information contained herein.