motilal oswal Financial Services

14 August 2026

1QFY27 Results Update | Sector: Healthcare

Ipca Laboratories

Estimate change	↑
TP change	↔
Rating change	↔

Bloomberg	IPCA IN
Equity Shares (m)	254
M.Cap.(INRb)/(USDb)	439.9 / 4.6
52-Week Range (INR)	1945 / 1252
1, 6, 12 Rel. Per (%)	-7/21/28
12M Avg Val (INR M)	425

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	96.5	109.2	121.2
EBITDA	19.8	25.7	28.2
Adjusted PAT	11.6	15.2	16.3
EBIT Margin (%)	16.2	19.5	19.4
Cons. Adj EPS (INR)	45.6	59.9	64.2
EPS Gr. (%)	26.9	31.2	7.2
BV/Sh. (INR)	317.8	368.8	423.4
Ratios			
Net D-E	0.0	0.0	-0.1
RoE (%)	15.4	17.4	16.2
RoCE (%)	14.9	17.0	15.8
Payout (%)	11.1	13.5	12.6
Valuation			
P/E (x)	37.9	28.8	26.9
EV/EBITDA (x)	22.2	17.1	15.6
Div. Yield (%)	0.3	0.5	0.5
FCF Yield (%)	1.7	1.9	2.7
EV/Sales (x)	4.6	4.0	3.6

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	44.7	44.7	44.7
DII	37.4	37.5	36.2
FII	10.7	10.6	10.7
Others	7.2	7.2	8.4

FII Includes depository receipts

CMP: INR1,734 TP: INR2,060 (+19%) Buy

Strong execution drives a broad-based earnings beat

DF market share gains and robust exports to sustain growth momentum

- Ipca Lab (IPCA) delivered a strong financial performance with 8%, 25%, and 34% beat on revenue, EBITDA and PAT, respectively in 1Q. Exports and API sales along with improved operating leverage led better-than-expected performance for the quarter.
- Exports continued to grow at strong pace for the fourth consecutive quarter, led by a robust show in export generics and an increased institutional business. Branded exports sustained mid-teens YoY growth in 1QFY27.
- Demand tailwinds and superior execution led to sustained outperformance vs. the industry in the domestic formulation (DF) segment for 1QFY27.
- After two quarters of weak performance, the API segment witnessed a strong revival in growth during the quarter.
- We raise our earnings estimates by 14%/4% for FY26/FY27, factoring in: 1) an improved outlook in export formulations as well as the API segment, and 2) better operating leverage. We value IPCA at 30x 12M forward earnings to arrive at our TP of INR2,060.
- We expect a 12%/19%/18% CAGR in revenue/EBITDA/PAT to reach INR121b/ INR28b/INR16.2b by FY28. After three years of robust earnings growth over FY24-26, we expect the momentum to sustain over FY26-28, led by industry-beating growth in DF, increased offtake in exports, and favorable currency movements. **Reiterate BUY.**

Operating efficiency/currency tailwinds drives superior EBITDA/PAT growth

- 1QFY27 Sales grew 20.8% YoY to INR27.9b (our estimate: INR25.9b).
- The gross margin (GM), expanded 140bp YoY to 71.4%.
- The EBITDA margin also expanded 600bp YoY to 24% (our estimate: 20.7%), driven by better operational leverage.
- EBITDA grew 61% YoY to INR6.7b (our estimate: INR5.4b).
- PAT grew 72.3% YoY to INR4b (our estimate: INR3b).

Healthy growth across key business segments

- Formulation sales grew 19% YoY to INR16.9b (61% of sales)
- Export formulation sales grew 34% YoY to INR6.0b (22% of total sales). Domestic formulation sales grew 13% YoY to INR10.8b (39% of total sales).
- Export of generics formulations grew 27% YoY to INR3.4b (56% of export sales). Export of branded formulations grew 16% YoY to INR1.4b (24% of export sales). Export of institutional sales grew 107% YoY to INR1.2b (20% of export sales)
- API sales grew 30% at INR4.2b (15% of sales)
- Export API sales grew 33% YoY to INR3.3b (78% of API sales). Domestic API sales grew 20% YoY to INR914m (22% of API sales)
- Revenue from subsidiaries grew 19% YoY to INR6.7b (24% of sales).

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)

Highlights from the management commentary

- Management upgraded its FY27 overall revenue growth guidance to 14–16% (vs. 12–13%), driven by stronger-than-expected performance in the Indian generics and API businesses.
- Management raised FY27 consolidated EBITDA margin guidance to ~23% (vs. ~22%).
- Management reiterated FY27 domestic business growth guidance of 12–13%.
- Management maintained Unichem's FY27 guidance of 10% revenue growth and 13% EBITDA margin, despite strong 1Q
- Management expects the US business to deliver sustainable growth of ~15–17% over the next few years, supported by the new launches and the regaining of market share in existing products.
- Management expects 7–8 US product launches and 4–5 ANDA filings annually, with these launches evenly split between IPCA and Unichem.

Consolidated - Quarterly Earnings Model

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	% Chg
INRm	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1QE	
Net Revenues (Core)	**23,089**	**25,565**	**23,925**	**23,885**	**27,881**	**27,607**	**27,215**	**26,457**	**96,463**	**1,09,160**	**25,912**	**7.6**
YoY Change (%)	10.3	8.6	6.6	6.3	20.8	8.0	13.7	10.8	7.9	13.2	12.2	
EBITDA	**4,164**	**5,449**	**5,334**	**4,839**	**6,695**	**6,598**	**6,368**	**6,085**	**19,786**	**25,746**	**5,364**	**24.8**
YoY Change (%)	6.0	23.2	15.2	12.8	60.8	21.1	19.4	25.8	14.6	30.1	28.8	
Margins (%)	18.0	21.3	22.3	20.3	24.0	23.9	23.4	23.0	20.5	23.6	20.7	
Depreciation	1,001	1,033	1,076	1,071	1,108	1,134	1,118	1,087	4,181	4,448	1,076	
EBIT	**3,164**	**4,416**	**4,258**	**3,767**	**5,587**	**5,464**	**5,250**	**4,998**	**15,604**	**21,298**	**4,288**	
YoY Change (%)	7.7	29.1	16.8	14.6	76.6	23.7	23.3	32.7	17.4	36.5	35.5	
Margins (%)	13.7	17.3	17.8	15.8	20.0	19.8	19.3	18.9	16.2	19.5	16.5	
Interest	185	196	176	202	119	140	115	134	759	508	152	
Other Income	327	279	202	337	253	260	255	275	1,144	1,043	320	
PBT before EO Expense	**3,305**	**4,498**	**4,283**	**3,902**	**5,721**	**5,584**	**5,390**	**5,139**	**15,989**	**21,833**	**4,456**	
One-off (gain)/ Expense	0	583	-177	-142	0	0	0	0	264	0	0	
PBT after EO Expense	**3,305**	**3,916**	**4,460**	**4,045**	**5,721**	**5,584**	**5,390**	**5,139**	**15,725**	**21,833**	**4,456**	
Tax	961	1,081	819	951	1,493	1,536	1,536	1,562	3,812	6,127	1,355	
Rate (%)	29.1	27.6	18.4	23.5	26.1	27.5	28.5	30.4	23.8	28.1	30.4	
Reported PAT	**2,344**	**2,835**	**3,641**	**3,094**	**4,228**	**4,048**	**3,854**	**3,577**	**11,914**	**15,707**	**3,101**	
Minority Interest	-12	-9	-378	-103	-209	-100	-100	-100	-503	-509	-100	
Adj PAT after Minority Int	**2,332**	**3,247**	**3,119**	**2,882**	**4,019**	**3,948**	**3,754**	**3,477**	**11,580**	**15,197**	**3,001**	**33.9**
YoY Change (%)	21.3	40.9	25.7	19.2	72.3	21.6	20.4	20.6	26.9	31.2	28.7	
Margins (%)	10.1	12.7	13.0	12.1	14.4	14.3	13.8	13.1	12.0	13.9	11.6	

KPIs

Y/E March	FY26				FY27E				FY26	FY27E
INRm	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Domestic formulations	9,610	10,189	9,840	8,533	10,821	11,432	11,060	9,574	38,172	42,888
YoY Change (%)	10.0	8.3	12.2	11.7	12.6	12.2	12.4	12.2	10.5	12.4
Exports formulations	4,496	4,927	5,350	6,053	6,030	5,950	5,874	6,404	20,826	24,258
YoY Change (%)	13.7	-9.0	16.8	15.6	34.1	20.8	9.8	5.8	8.5	16.5
API sales	3,263	4,078	3,171	3,446	4,237	3,770	3,776	3,874	13,957	15,657
YoY Change (%)	13.3	28.0	-0.3	0.9	29.8	-7.6	19.1	12.4	10.3	12.2
Cost Break-up										
RM Cost (% of Sales)	30.0	30.6	27.5	29.0	28.6	28.7	28.6	28.5	29.3	28.6
Staff Cost (% of Sales)	23.5	21.0	22.8	22.3	21.6	21.4	21.5	22.0	22.4	21.6
Other Cost (% of Sales)	28.5	27.1	27.4	28.5	25.8	26.0	26.5	26.5	27.8	26.2
Gross Margins(%)	70.0	69.4	72.5	71.0	71.4	71.3	71.4	71.5	70.7	71.4
EBITDA Margins(%)	18.0	21.3	22.3	20.3	24.0	23.9	23.4	23.0	20.5	23.6
EBIT Margins(%)	13.7	17.3	17.8	15.8	20.0	19.8	19.3	18.9	16.2	19.5

E: MOFSL Estimates

CONFERENCE CALL

Highlights from the management commentary

- India field force stands at ~7,000 medical representatives, with plans to add ~200 representatives during FY27 to support new divisions.
- Management does not expect margin pressure in the coming quarters despite anticipated API price increases, as material costs as a percentage of sales are expected to decline.
- Management plans to invest an additional ~INR1b in FY27 to expand biotech pilot facilities and strengthen R&D capabilities, with further capacity expansion likely over the next 1–2 years.
- Domestic business grew ~13%, led by urology (+25%), CNS (+19%), cardiovascular & anti-diabetes (+17%), dermatology (+17%), ophthalmology (+17%), and pain management (+13%).
- Chronic portfolio grew 17.2%, while acute portfolio increased 8.9% YoY; overall domestic growth was driven by ~5% volume growth, ~5% price growth, and ~2% contribution from new product launches.
- Institutional business growth benefited from ~INR400m of shipments deferred from Mar'26 to Apr'26.
- Unichem's US business grew 27% YoY, with its own portfolio growing 9% and the marketed portfolio delivering strong growth.

Growth broadens across key businesses

DF: Sustained market share gains led by chronic therapies

- Domestic formulations grew 13% YoY to INR10.8b, ahead of the Indian market, with market share improving to 2.08% (vs. 2.07% in Mar'26).
- Growth remained broad-based across chronic therapies, with CVS/anti-diabetic (+17%), CNS (+19%), dermatology (+17%), ophthalmology (+17%), and urology (+25%) segments offsetting the continued weakness in the malaria portfolio (-24%), which now contributes only ~3% to domestic sales.
- Management indicated that domestic growth was driven by ~5% volume growth, ~5% price growth and ~2% new product contribution, with volume growth remaining ahead of the industry.
- Field-force expansion is largely complete at ~7,000 MRs, with ~200 incremental additions planned, implying future growth should increasingly come from productivity gains and portfolio expansion.
- We expect domestic formulations to deliver ~12% revenue CAGR over FY26-28, driven by sustained market share gains, healthy chronic portfolio growth, improved field-force productivity and continued new product launches.

Exports: Europe, regulated markets, and Unichem integration to drive growth

- Export formulations increased 34% YoY to INR6.0b, led by generics (+27%), branded exports (+16%), and institutional sales (+107%). However, the latter benefited from ~INR400m shipment deferment from 4QFY26.
- Europe emerged as the key growth engine, with management highlighting ~70% growth driven by new product launches and improving traction across regulated markets, while the US business grew ~8%.
- Management indicated institutional sales to normalize to single-digit growth, but sees continued momentum from Europe, branded ROW markets and the regulated generics portfolio.
- IPCA and Unichem together are expected to launch 7-8 products annually in the US, while ongoing filings across Europe, Australia and other regulated markets should gradually diversify the revenue base.
- We expect export formulations to register ~16% revenue CAGR over FY26-28, supported by regulated market expansion, Europe-led growth, new launches and increasing synergies from the Unichem acquisition.

API: Capacity expansion support long-term growth

- API revenue increased 30% YoY to INR4.2b, with both domestic (+20%) and export (+33%) businesses contributing to growth, reflecting healthy demand across key products.
- Management highlighted that the existing API capacities are nearing utilization limits and the company is investing in new facilities at Dewas and Wardha, alongside continuous manufacturing capabilities to support future demand.
- FY27 capex of INR7-8b will largely be directed towards API capacity expansion, controlled-release manufacturing and biotech infrastructure, creating additional growth levers beyond the core API business.

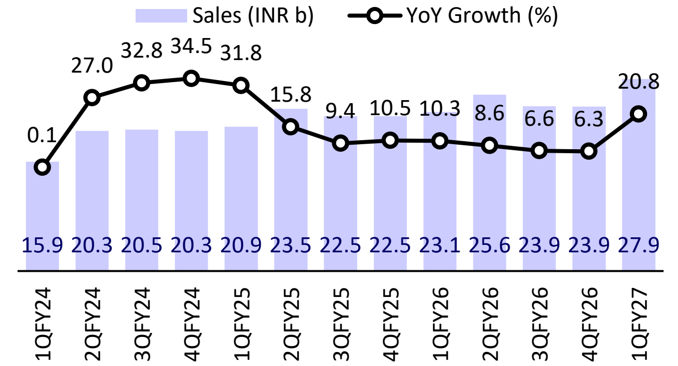
- We expect the API business to deliver ~12% revenue CAGR over FY26-28, driven by capacity additions, higher captive consumption, and increasing regulated market demand.

Valuation and view

- We raise our earnings estimates by 14%/4% for FY26/FY27, factoring in: 1) an improved outlook in export formulations as well as the API segment, and 2) better operating leverage. We value IPCA at 30x 12M forward earnings to arrive at our TP of INR2,060.
- We expect a 12%/19%/18% CAGR in revenue/EBITDA/PAT to reach INR121b/INR28b/INR16.2b by FY28. After three years of robust earnings growth over FY24-26, we expect the momentum to sustain over FY26-28, led by industry-beating growth in DF, increased offtake in exports, and favorable currency movements. **Reiterate BUY.**

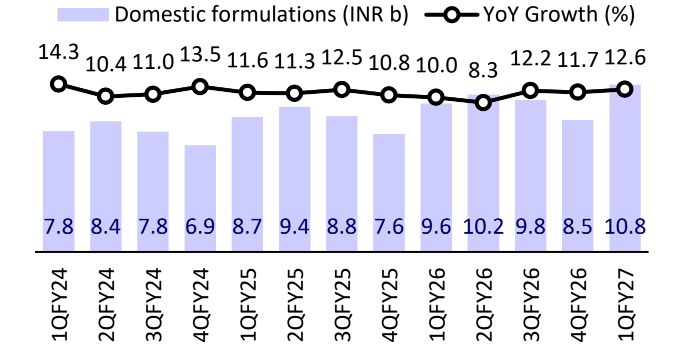
Story in charts

Exhibit 1: Total sales grew 20.8% YoY in 1QFY27



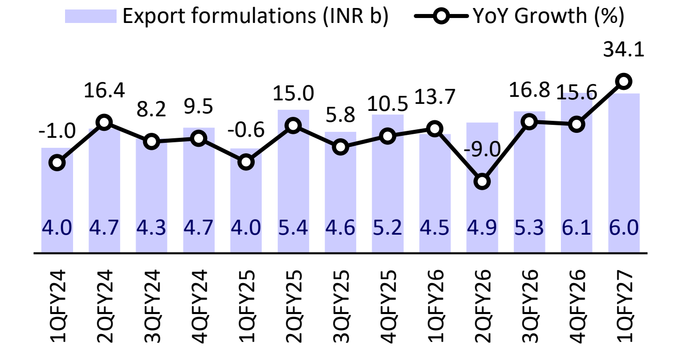
Source: Company, MOFSL

Exhibit 2: DF sales grew 12.6% YoY



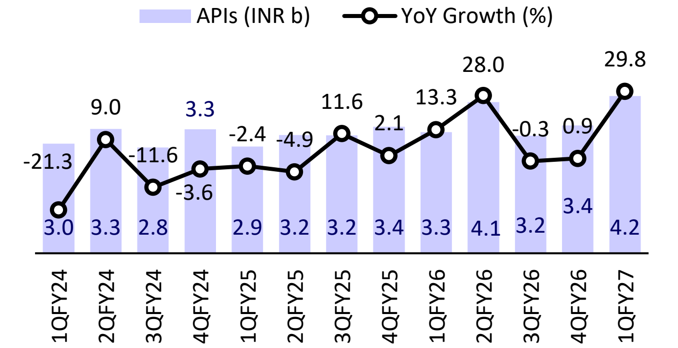
Source: Company, MOFSL

Exhibit 3: Export formulation sales grew 34.1% YoY



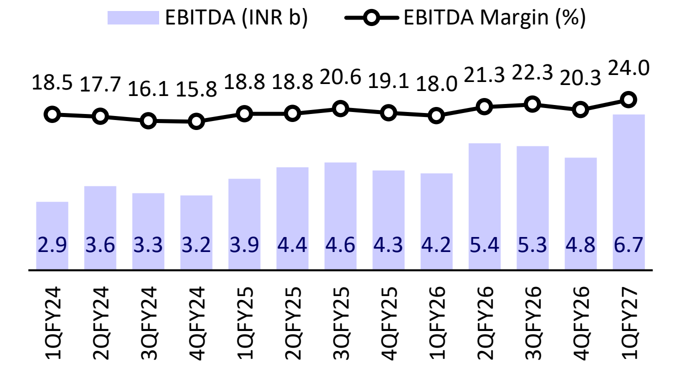
Source: Company, MOFSL

Exhibit 4: API sales grew 29.8% YoY



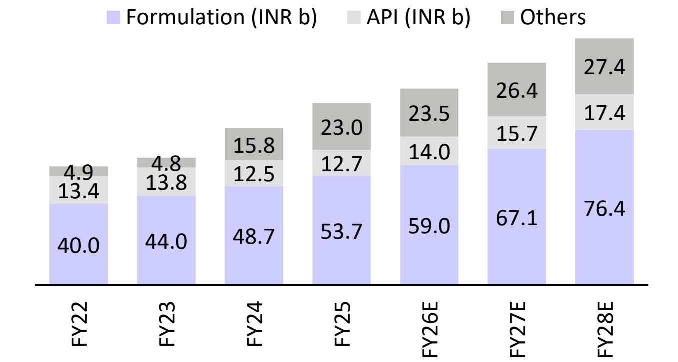
Source: Company, MOFSL

Exhibit 5: EBITDA margin expanded 600bp YoY in 1QFY27



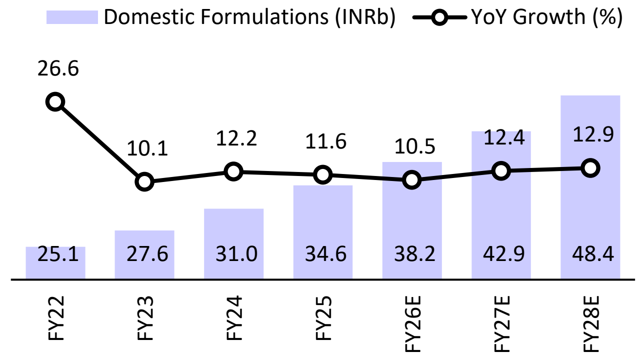
Source: Company, MOFSL

Exhibit 6: Expect 12% sales CAGR over FY26-28



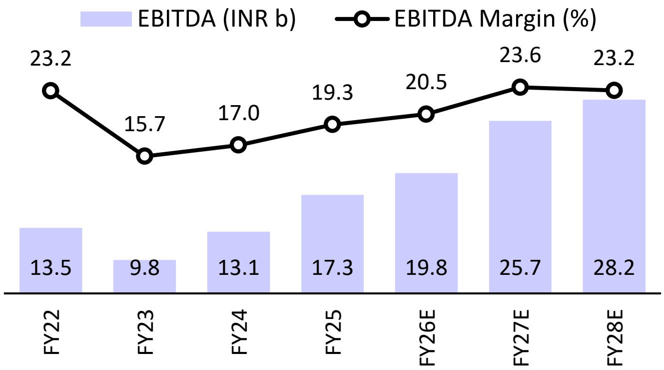
Note: Others include Subsidiaries; Source: Company, MOFSL

Exhibit 7: Expect 13% DF sales CAGR over FY26-28



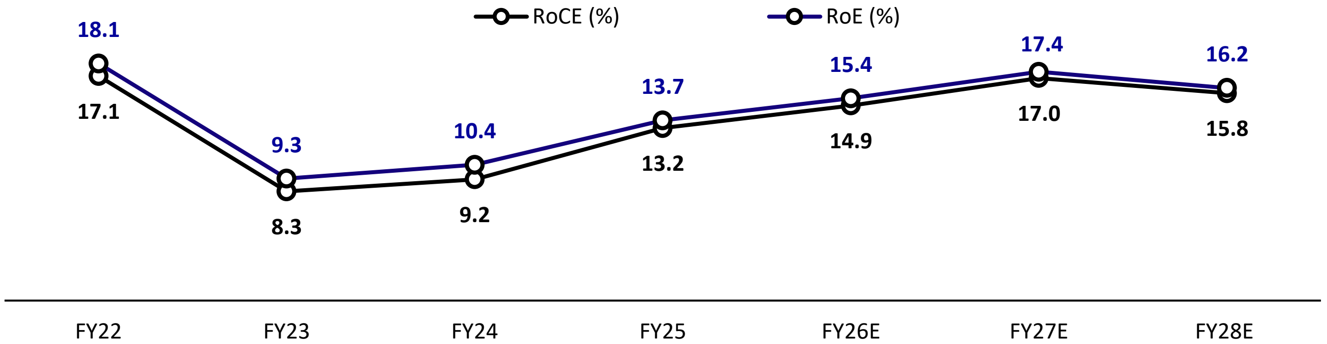
Source: Company, MOFSL

Exhibit 8: Expect margin to expand over FY26-28



Source: Company, MOFSL

Exhibit 9: Expect return ratios to gradually improve to 15%+ over FY26-28



Source: Company, MOFSL

Financials and valuations

Income Statement							(INRm)
Y/E March	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Net Revenues	**58,298**	**62,569**	**77,074**	**89,396**	**96,463**	**1,09,160**	**1,21,217**
Change (%)	7.6	7.3	23.2	16.0	7.9	13.2	11.0
EBITDA	**13,509**	**9,812**	**13,076**	**17,271**	**19,786**	**25,746**	**28,154**
Change (%)	-12.5	-27.4	33.3	32.1	14.6	30.1	9.4
Margin (%)	23.2	15.7	17.0	19.3	20.5	23.6	23.2
Depreciation	2,324	2,616	3,572	3,978	4,181	4,448	4,681
EBIT	**11,184**	**7,197**	**9,503**	**13,293**	**15,604**	**21,298**	**23,474**
Int. and Finance Charges	77	455	1,383	849	759	508	528
Other Income - Rec.	666	1,151	1,075	928	1,144	1,043	1,140
PBT before EO Expense	**11,773**	**7,892**	**9,195**	**13,372**	**15,989**	**21,833**	**24,085**
EO Expense/(Income)	416	314	769	2,051	264	0	0
PBT after EO Expense	**11,357**	**7,579**	**8,426**	**11,321**	**15,725**	**21,833**	**24,085**
Tax	2,248	2,532	3,135	3,436	3,812	6,127	7,442
Tax Rate (%)	19.1	32.1	34.1	25.7	23.8	28.1	30.9
Reported PAT	**9,110**	**5,047**	**5,291**	**7,885**	**11,913**	**15,706**	**16,642**
Less: Minority Interest	269	-206	984	499	503	509	350
Net Profit	**8,841**	**5,253**	**4,307**	**7,387**	**11,410**	**15,196**	**16,292**
Adj PAT	**9,218**	**5,275**	**6,304**	**9,127**	**11,580**	**15,196**	**16,292**
Adj PAT growth (%)	-18.1	-42.8	19.5	44.8	26.9	31.2	7.2

Balance Sheet							(INR m)
Y/E March	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Equity Share Capital	254	254	254	254	254	254	254
Total Reserves	54,666	58,167	63,068	69,231	80,384	93,302	1,07,151
Net Worth	**54,920**	**58,420**	**63,322**	**69,485**	**80,638**	**93,556**	**1,07,405**
Deferred liabilities	1506	1856	3062	2781	2243	2243	2243
Total Loans	8,027	14,746	14,274	13,526	7,908	7,313	6,778
Capital Employed	**65,222**	**75,755**	**94,607**	**1,00,189**	**1,05,392**	**1,17,715**	**1,31,029**
Gross Block	37,647	43,601	65,195	66,306	74,088	77,088	80,588
Less: Accum. Deprn.	13,472	16,088	19,660	23,638	27,819	32,267	36,948
Net Fixed Assets	**24,175**	**27,514**	**45,535**	**42,668**	**46,269**	**44,821**	**43,640**
Capital WIP	3,064	1,404	3,429	6,218	7,731	7,731	7,731
Investments	9,892	6,260	8,620	9,797	8,436	8,436	8,436
Curr. Assets	**39,237**	**51,051**	**53,386**	**58,753**	**61,061**	**76,466**	**93,141**
Inventory	18,580	17,434	24,713	25,604	27,310	33,196	37,527
Account Receivables	9,108	9,890	16,865	18,738	20,143	23,925	27,232
Cash and Bank Balance	6,407	18,532	2,968	3,442	5,646	10,334	18,375
Loans & Advances	5,143	5,194	8,840	10,969	7,963	9,011	10,006
Curr. Liability & Prov.	**11,147**	**10,473**	**16,364**	**17,247**	**18,104**	**19,738**	**21,919**
Account Payables	9,704	8,923	13,050	13,592	15,542	17,645	19,594
Provisions	1,443	1,550	3,314	3,655	2,562	2,093	2,325
Net Current Assets	**28,091**	**40,577**	**37,022**	**41,506**	**42,957**	**56,728**	**71,222**
Appl. of Funds	**65,222**	**75,755**	**94,607**	**1,00,189**	**1,05,392**	**1,17,715**	**1,31,029**

Financials and valuations

Ratios							
Y/E March	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Adj. EPS (INR)	**36.3**	**20.8**	**24.9**	**36.0**	**45.6**	**59.9**	**64.2**
Cash EPS	44.0	31.0	31.1	44.8	61.5	77.4	82.7
BV/Share	216.5	230.3	249.6	273.9	317.8	368.8	423.4
DPS	8.1	4.0	4.0	4.0	5.0	8.1	8.1
Payout (%)	22.2	19.4	16.2	11.2	11.1	13.5	12.6
Valuation (x)							
P/E	47.6	83.1	69.5	48.0	37.9	28.8	26.9
P/BV	8.0	7.5	6.9	6.3	5.4	4.7	4.1
EV/Sales	7.5	7.0	5.7	4.9	4.6	4.0	3.6
EV/EBITDA	32.6	44.8	33.7	25.5	22.2	17.1	15.6
Dividend Yield (%)	0.5	0.2	0.2	0.2	0.3	0.5	0.5
Return Ratios (%)							
RoE	18.1	9.3	10.4	13.7	15.4	17.4	16.2
RoCE	17.1	8.3	9.2	13.2	14.9	17.0	15.8
RoIC	21.1	10.2	9.7	12.3	14.5	17.5	17.3
Working Capital Ratios							
Fixed Asset Turnover (x)	2.6	2.4	2.1	2.0	2.2	2.4	2.7
Debtor (Days)	56	58	80	77	76	80	82
Inventory (Days)	116	102	117	105	103	111	113
Working Capital Turnover (Days)	136	129	161	155	141	155	159
Leverage Ratio (x)							
Interest Cover Ratio	145.4	15.8	6.9	15.7	20.5	41.9	44.4
Debt/Equity	0.0	-0.1	0.2	0.1	0.0	0.0	-0.1

Cash Flow Statement							(INR m)
Y/E March	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Oper. Profit/(Loss) before Tax	13,509	9,812	13,076	17,271	19,786	25,746	28,154
Interest/Dividends Recd.	666	1,151	1,075	928	1,144	1,043	1,140
Direct Taxes Paid	-2,058	-2,181	-1,928	-3,718	-4,349	-6,127	-7,442
(Inc)/Dec in WC	-2,652	-361	-12,009	-4,010	753	-9,083	-6,453
CF from Operations	**9,464**	**8,421**	**213**	**10,471**	**17,334**	**11,579**	**15,399**
Others							
EO Expense / (Income)	416	314	769	2,051	264	0	0
CF from Oper. incl EO Exp.	**9,048**	**8,107**	**-556**	**8,421**	**17,070**	**11,579**	**15,399**
(inc)/dec in FA	-6,491	-4,294	-23,618	-3,900	-9,295	-3,000	-3,500
Free Cash Flow	**2,557**	**3,813**	**-24,174**	**4,521**	**7,775**	**8,579**	**11,899**
(Pur)/Sale of Investments	-5,181	3,632	-2,360	-1,177	1,362	0	0
Others	0	0	0	0	0	0	0
CF from Investments	**-11,672**	**-662**	**-25,979**	**-5,077**	**-7,934**	**-3,000**	**-3,500**
Issue of shares	0	0	0	0	0	0	0
(Inc)/Dec in Debt	6,663	6,683	12,743	-298	-5,413	-595	-535
Interest Paid	-77	-455	-1,383	-849	-759	-508	-528
Dividend Paid	-2,030	-1,015	-1,015	-1,015	-1,269	-2,030	-2,030
Others	306	-532	719	-831	2,470	1,009	1,168
CF from Fin. Activity	**4,863**	**4,681**	**11,065**	**-2,993**	**-4,972**	**-2,123**	**-1,925**
Inc/Dec of Cash	**2,238**	**12,126**	**-15,470**	**351**	**4,165**	**6,456**	**9,974**
Add: Beginning Balance	4,795	7,033	19,159	2,969	3,442	5,646	10,334
Closing Balance	**7,033**	**19,159**	**3,690**	**3,319**	**7,607**	**12,102**	**20,307**
Bank balances / Mutual fund (gain)/ loss	-627	-627	-721	123	1,961	1,768	1,932
Closing Balance	**6,407**	**18,533**	**2,969**	**3,442**	**5,646**	**10,334**	**18,375**

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.