# **JK Cement**

Buy



Financial Services

mo

Bloomberg JKCE IN Equity Shares (m) 77 M.Cap.(INRb)/(USDb) 493.9 / 5.8 6514 / 3891 52-Week Range (INR) 1, 6, 12 Rel. Per (%) 9/27/46 12M Avg Val (INR M) 613

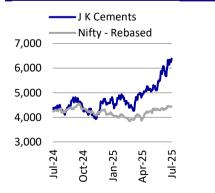
### Financials & Valuations (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Sales	134.9	154.8	170.7
EBITDA	26.5	31.0	35.2
Adj. PAT	11.5	14.6	17.4
EBITDA Margin (%)	19.7	20.0	20.6
Adj. EPS (INR)	149.4	188.3	224.9
EPS Gr. (%)	44.3	26.1	19.4
BV/Sh. (INR)	917	1,081	1,281
Ratios			
Net D:E	0.6	0.4	0.3
RoE (%)	17.5	18.9	19.0
RoCE (%)	11.9	13.1	14.0
Payout (%)	13.4	13.3	11.1
Valuations			
P/E (x)	42.7	33.8	28.3
P/BV (x)	6.9	5.9	5.0
EV/EBITDA(x)	19.5	16.5	14.2
EV/ton (USD)	184	181	155
Div. Yield (%)	0.3	0.4	0.4
FCF Yield (%)	1.0	2.7	3.0

#### Shareholding pattern (%)

Sharenoiang pattern (70)						
As On	Mar-25	Dec-24	Mar-24			
Promoter	45.7	45.7	45.7			
DII	24.5	23.7	23.4			
FII	16.1	16.9	15.9			
Others	13.7	13.7	15.0			

## Stock Performance (1-year)



**CMP: INR6,393** 

# Built for the long haul

# Delivering on expectations; expansions boost volume growth

JK Cement's (JKCE) stock performance has played out broadly in line with our expectations, reflecting its strong track record of consistent operational delivery and disciplined execution. Over the past several years, JKCE has evolved into a structurally stronger business, outperforming peers.

TP: INR7,300 (+14%)

- The company has a robust pipeline and aims to expand its capacity to 50mtpa by FY30. This target will be achieved through a mix of greenfield and brownfield expansions, with strategic opportunities in Jaisalmer, Muddapur, Panna.
- In order to drive operation efficiency, the company plans to reduce costs, continue to increase the share of blended cement, use more green energy, and leverage digitalization and automation. In FY25, JKCE realized cost savings of INR40-50/t, and it anticipate further cost savings of INR75/t over the next few quarters. The company aspires to be among the top quartile of sustainable, low-cost cement producers in the industry.
- We introduce our FY28 estimates in this note. We estimate a CAGR of 13%/20%/31% in consol. revenue/EBITDA/PAT over FY25-28, led by strong volume growth (12% CAGR) and profitability improvement. We estimate its EBITDA/t at INR1,210/INR1,230/INR1,280 in FY26/FY27/FY28 vs. INR1,010 in FY25 (avg. INR1,090 over FY20-24). Given the company's increasing scale of operations, strong execution strategy, and cost-reduction initiatives, we value it at 18x Jun'27E EV/EBITDA (premium to its long-term average) to arrive at our TP of INR7,250. We reiterate our BUY rating on the stock.

# **Expansions reinforce its pan-India aspirations**

- JKCE continues to demonstrate strategic foresight in securing key resources and expanding its geographic footprint. It has signed a 40-year limestone supply agreement with Gujarat Mineral Development Corporation (GMDC), ensuring access to 250mt of reserves. Additionally, the recent allocation of two coal blocks, Mahan (Madhya Pradesh) and west of Shahdol (South), will help to achieve fuel security and reduce input cost volatility.
- The company has entered the Eastern India markets with the launch of grey cement in Bihar and Odisha, supported by its upcoming Buxar plant, which will act as a strategic hub. The plant will also enhance JKCE's presence in this high-growth region, strengthening its transition toward becoming a pan-India player.
- JKCE is on track to achieve its targeted 30mtpa capacity by FY26. In FY25, it incurred a capex of INR11.6b across key projects (including INR1.6b for its greenfield GU in Buxar). The balance capex for ongoing 6.0mtpa capacity expansion is estimated at INR15.0b in FY26. An additional capex of INR5.0b has been allocated for efficiency projects and maintenance.

Sanjeev Kumar Singh – Research Analyst (Sanjeev.Singh@MotilalOswal.com)

Research Analyst: Mudit Agarwal (Mudit.Agarwal@MotilalOswal.com) | Abhishek Sheth (Abhishek.Sheth@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.



# Profitability intact despite tepid near-term outlook

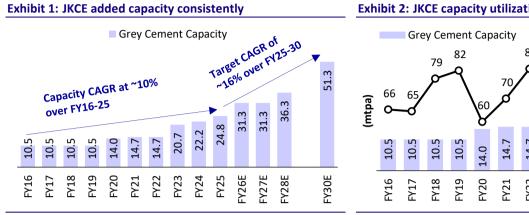
- Cement demand was sluggish in 1QFY26, partly due to unfavorable weather conditions, as heatwaves in initial days and early rains in the later part of the quarter adversely affected construction activities. Near-term cement demand is estimated to remain weak due to the seasonal impact, though we believe it is likely to rebound over the medium to long term, led by strong underlying demand drivers. Cement pricing during the quarter was range-bound in the company's key markets, North and Central, which account for ~80% of its total grinding capacity. We believe pricing will remain resilient in the near term, and estimate upward trends in the medium to long term, given strong demand-supply equilibrium in those regions.
- Despite a tepid near-term outlook, we estimate JKCE to deliver volume growth of ~8% YoY in 1QFY26, led by market share gains. Further, we estimate QoQ improvement in realization, supported by the contribution from the south India plant (Muddapur, Karnataka) and a higher share of premium cement in overall mix. We estimate the company's EBITDA/t to increase ~26% YoY (flat QoQ) to INR1,266 in 1QFY26E.
- We estimate a CAGR of 13%/20%/31% in JKCE's consol. revenue/EBITDA/PAT over FY25-28, driven by robust volume growth and profitability improvement. We estimate ~11% CAGR in consol. volume over FY25-28, aided by capacity expansions and access to a new region (east). OPM is estimated to improve to 20-21% by FY27/FY28. We estimate the company's EBITDA/t at INR1,210/INR1,230/INR1,280 in FY26/FY27/FY28 vs. INR1,010 in FY25 (avg. INR1,090 over FY20-24).

# **View and valuation**

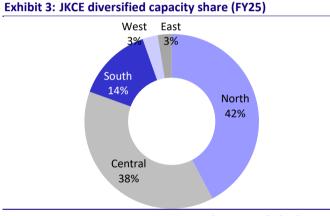
- We estimate JKCE to generate a cumulative OCF of INR81.0b during FY26-28, and its cumulative capex would be INR48.0b over the same period. Given the strong cash flow generation and low-cost expansions (capex cost stood at USD60-70/t), we believe its net debt will peak out in FY26E at INR42b. Further, its net debt-to-EBITDA ratio would decline to <1.0x in FY28E from 2.0x in FY25. We estimate its RoE/RoCE (post-tax) to improve to ~19%/13% in FY27 from ~13%/10% in FY25.</p>
- JKCE saw re-rating in FY22, and started trading at average EV/EBITDA (one-year forward) of 17x. Re-rating in the stock is attributable to its expanded operations, strong execution capabilities, and cost-reduction initiatives. We believe JKCE is best-placed among mid-size cement companies with a pan-India presence.
- Our EBITDA estimates for FY26/FY27/FY28 are higher by ~4%/1%/5% than the consensus estimates for JKCE. It is currently trading at 19x/16x FY26/FY27E EV/EBITDA and EV/T of USD185/USD180. We value JKCE at 18x Jun'27E EV/EBITDA (premium to its long-term average) to arrive at a TP of INR7,250. We reiterate our BUY rating on the stock.



# **Story in charts**

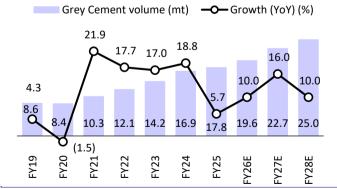


Sources: MOFSL, Company



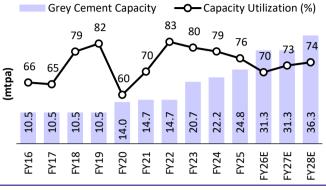
Sources: MOFSL, Company

# Exhibit 5: Grey cement volume CAGR of ~12% over FY25-28E



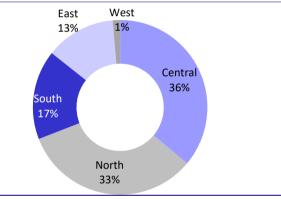
### Sources: MOFSL, Company

### Exhibit 2: JKCE capacity utilization at 70%+ over FY26-28E



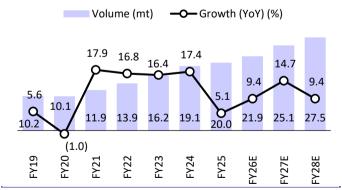
Sources: MOFSL, Company





Sources: MOFSL, Company

# Exhibit 6: Consol. volume CAGR of ~11% over FY25-28E

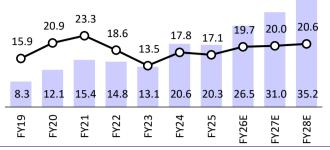


Sources: MOFSL, Company



### Exhibit 7: Estimate ~20% consol. EBITDA CAGR over FY25-28 Exhibit 8: Estimate consol. EBITDA/t to rise over FY26-28

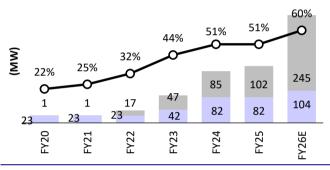
#### EBITDA (INR b) **—O—** Margin (%)



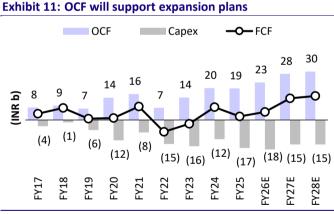
Sources: Company, MOFSL, Note: Consolidated EBITDA

#### Exhibit 9: JKCE's green power share improving

WHRS Solar and Wind -O-Green energy share (%)

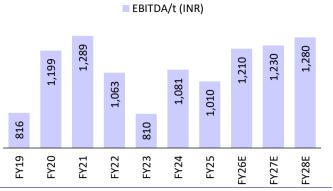


Sources: MOFSL, Company



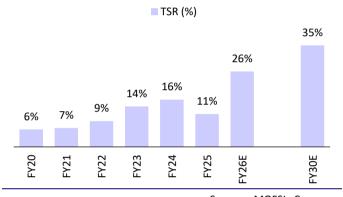
Sources: MOFSL, Company





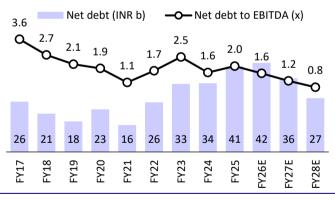
Sources: Company, MOFSL, Note: Consolidated EBITDA/t

## Exhibit 10: Targets to achieve a TSR of 35% by FY30



Sources: MOFSL, Company

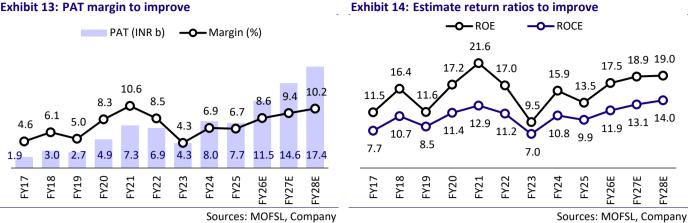
#### Exhibit 12: Net debt is estimated to peak out in FY26E



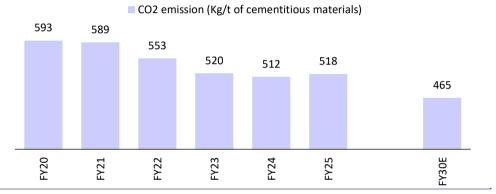
Sources: MOFSL, Company



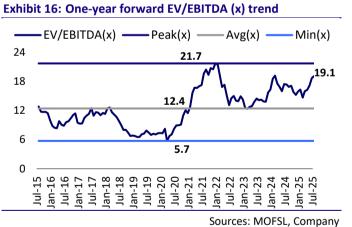
### Exhibit 13: PAT margin to improve



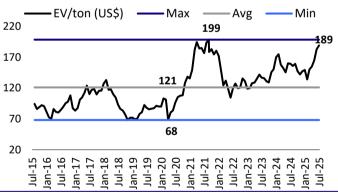
### Exhibit 15: Target CO2 emission reduction by ~22% from FY20 and ~10% from FY25



Source: MOFSL, Company



#### Exhibit 17: One-year forward EV/t (USD) trend



Sources: MOFSL, Company



# **Consolidated financials and valuations**

Income Statement	EV04	EV.22	EVOC	510.0	EVOE	EVO CE	EV03E	(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Sales	66,061	79,908	97,202	1,15,560	1,18,792	1,34,940	1,54,771	1,70,721
Change (%)	13.9	21.0	21.6	18.9	2.8	13.6	14.7	10.3
EBITDA	15,387	14,824	13,143	20,598	20,271	26,533	30,952	35,197
Margin (%)	23.3	18.6	13.5	17.8	17.1	19.7	20.0	20.6
Depreciation	3,062	3,425	4,582	5,726	6,015	6,979	7,362	8,025
EBIT	12,325	11,399	8,561	14,872	14,257	19,554	23,589	27,172
Int. and Finance Charges	2,528	2,697	3,122	4,531	4,592	4,877	4,836	4,553
Other Income – Rec.	1,130	1,429	874	1,451	1,730	1,768	1,981	2,142
PBT bef. EO Exp.	10,927	10,131	6,313	11,791	11,395	16,445	20,735	24,761
EO Expense/(Income)	0	0	0	55	-1,024	0	0	0
PBT after EO Exp.	10,927	10,131	6,313	11,736	12,418	16,445	20,735	24,761
Current Tax	3,296	2,429	1,424	1,487	2,235	4,903	6,182	7,382
Deferred Tax	600	908	698	2,350	1,467	0	0	0
Tax Rate (%)	35.7	32.9	33.6	32.7	29.8	29.8	29.8	29.8
Reported PAT	7,031	6,794	4,191	7,899	8,716	11,542	14,553	17,379
PAT adj. for EO items	7,031	6,794	4,191	7,936	7,997	11,542	14,553	17,379
Change (%)	45.5	-3.4	-38.3	89.4	0.8	44.3	26.1	19.4
Margin (%)	10.6	8.5	4.3	6.9	6.7	8.6	9.4	10.2
Less: Minority Interest	-66.2	-77.0	-72.5	-24.1	98.5	0.0	0.0	0.0
Net Profit	7,317	6,871	4,263	8,013	7,718	11,542	14,553	17,379
Balance Sheet								(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	773	773	773	773	773	773	773	773
Total Reserves	36,595	42,476	46,095	52,899	60,117	70,114	82,735	98,183
Net Worth	37,367	43,249	46,868	53,671	60,890	70,887	83,508	98,955
Deferred Liabilities	5,930	7,383	8,094	10,756	12,215	12,215	12,215	12,215
Minority Interest	-257	-343	-444	-455	-338	-338	-338	-338
Total Loans	34,017	38,549	49,951	52,385	58,955	61,455	57,955	54,455
Capital Employed	77,057	88,838	1,04,469	1,16,358	1,31,723	1,44,220	1,53,341	1,65,288
Gross Block	82,126	91,614	1,12,857	1,29,469	1,37,688	1,53,863	1,66,863	1,81,863
Less: Accum. Deprn.	22,752	26,177	30,759	36,486	42,500	49,480	56,842	64,868
Net Fixed Assets	59,374	65,437	82,097	92,983	95,188	1,04,383	1,10,020	1,16,995
Capital WIP	5,093	10,321	5,920	4,639	13,175	15,000	17,000	17,000
Total Investments	1,422	2,157	923	3,683	6,009	6,009	6,009	6,009
Curr. Assets, Loans, and Adv.	32,831	36,115	41,552	46,716	52,444	56,639	61,249	69,023
Inventory	7,566	12,087	9,821	11,816	11,751	13,037	14,760	16,136
Account Receivables	3,615	4,268	4,801	5,663	7,866	8,718	7,607	8,280
Cash and Bank Balance	16,416	10,793	15,874	17,749	13,697	14,752	17,751	22,477
Loans and Advances	5,233	8,967	11,056	11,488	19,131	20,131	21,131	22,131
Curr. Liability and Prov.	21,663	25,192	26,024	31,663	35,093	37,811	40,937	43,739
Account Payables	20,276	23,803	24,512	29,955	33,268	35,969	39,079	41,863
Provisions	1,388	1,389	1,511	1,709	1,826	1,842	1,859	1,876
Net Current Assets	11,167	10,923	15,528	15,053	17,351	18,828	20,311	25,284

Source: Company, MOFSL estimates



# **Consolidated financials and valuations**

Ratios								
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)*								
Consol. EPS	91.0	87.9	54.2	102.7	103.5	149.4	188.3	224.9
Cash EPS	130.6	132.3	113.5	176.8	181.3	239.7	283.6	328.8
BV/Share	483.6	559.7	606.6	694.6	788.0	917.4	1,080.7	1,280.6
DPS	15.0	15.0	15.0	20.0	15.0	20.0	25.0	25.0
Payout (%)	16.5	17.1	27.7	19.6	13.3	13.4	13.3	11.1
Valuation (x)*								
P/E	70.0	72.5	117.5	62.0	61.6	42.7	33.8	28.3
Cash P/E	48.8	48.2	56.1	36.0	35.1	26.6	22.5	19.4
P/BV	13.2	11.4	10.5	9.2	8.1	6.9	5.9	5.0
EV/Sales	7.6	6.4	5.3	4.5	4.4	3.8	3.3	2.9
EV/EBITDA	32.7	34.2	39.5	25.2	25.6	19.5	16.5	14.2
EV/t (USD)	347	342	260	243	225	184	181	155
Dividend Yield (%)	0.2	0.2	0.2	0.3	0.2	0.3	0.4	0.4
Return Ratios (%)								
RoIC	15.0	12.8	7.7	11.6	10.6	13.2	15.0	16.4
RoE	21.6	17.0	9.5	15.9	13.5	17.5	18.9	19.0
RoCE	12.9	11.2	7.0	10.8	9.9	11.9	13.1	14.0
Working Capital Ratios								
Asset Turnover (x)	0.9	0.9	0.9	1.0	0.9	0.9	1.0	1.0
Inventory (Days)	42	55	37	37	36	35	35	34
Debtor (Days)	20	19	18	18	24	24	18	18
Creditor (Days)	112	109	92	95	102	97	92	90
Working Capital Turnover (Days)	-29	1	-1	-9	11	11	6	6
Leverage Ratio (x)								
Current Ratio	1.5	1.4	1.6	1.5	1.5	1.5	1.5	1.6
Debt/Equity ratio	0.9	0.9	1.1	1.0	1.0	0.9	0.7	0.6
ii								
Cash Flow Statement								(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	10,927	10,131	6,276	11,736	12,424	16,445	20,735	24,761
Depreciation	3,062	3,425	4,619	5,726	6,015	6,979	7,362	8,025
Interest and Finance Charges	1,666	2,697	3,019	4,435	4,507	4,877	4,836	4,553
Direct Taxes Paid	-1,959	-2,429	-1,622	-1,542	-2,004	-4,903	-6,182	-7,382
(Inc.)/Dec. in WC	1,715	-5,379	2,276	2,352	-6,351	-422	1,515	-246
CF from Operations	15,411	8,445	14,568	22,708	14,590	22,977	28,266	29,711
Others	490	(967)	(797)	(3,117)	4,804	-	-	-
CF from Operations incl. EO	15,901	7,478	13,771	19,591	19,394	22,977	28,266	29,711
(Inc.)/Dec. in FA	-7,678	-14,716	-16,115	-11,726	-17,198	-18,000	-15,000	-15,000
Free Cash Flow	8,223	-7,238	-2,344	7,865	2,196	4,977	13,266	14,711
(Pur.)/Sale of Investments	-11,747	-734	-2,021	-5 <i>,</i> 634	-3,703	0	0	0
Others	11,665	2,232	-2,012	1,002	1,804	0	0	0
CF from Investments	-7,760	-13,218	-20,148	-16,358	-19,097	-18,000	-15,000	-15,000
Issue of Shares	0	0	0	0	0	0	0	0
Inc./(Dec.) in Debt	1,120	4,532	11,560	1,431	6,987	2,500	-3,500	-3,500
Interest Paid	-2,427	-2,697	-2,841	-4,324	-4,401	-4,877	-4,836	-4,553
Dividend Paid	0	-1,159	-1,159	-1,158	-1,544	-1,545	-1,932	-1,932
Others	-68	-559	-147	-106	-303	1	0	0
CF from Fin. Activity	-1,375	117	7,413	-4,157	738	-3,921	-10,268	-9,984
Inc./Dec. in Cash	6,767	-5,623	1,036	-924	1,035	1,056	2,998	4,726
Opening Balance Closing Balance	9,650 <b>16,416</b>	16,416 <b>10,793</b>	14,838 <b>15,874</b>	18,674 <b>17,749</b>	12,662 <b>13,697</b>	13,697 <b>14,752</b>	14,752 <b>17,751</b>	17,751 <b>22,477</b>

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



ΝΟΤΕS

#### Explanation of Investment Rating

Expected return (over 12-month)		
>=15%		
< - 10%		
> - 10 % to 15%		
Rating may undergo a change		
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 within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

#### Disclosures:

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOFSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (INSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL),NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf

Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <a href="https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx">https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx</a>

MOFSL, it's associates, Research Analyst or their relatives may have any financial interest in the subject company. MOFSL and/or its associates and/or Research Analyst or their relatives may have 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. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may have any other potential conflict of interests at the time of publication of the research report or at the time of public appearance, 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.

In the past 12 months, MOFSL or any of its associates may have:

- a) received any compensation/other benefits from the subject company of this report
- b)
- managed or co-managed public offering of securities from subject company of this research report, received compensation for investment banking or merchant banking or brokerage services from subject company of this research report, c) d)
- received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.
- MOFSL and it's associates have not received any compensation or other benefits from the subject company or third party in connection with the research report.
- Subject Company may have been a client of MOFSL or its associates during twelve months preceding the date of distribution of the research report.
- Research Analyst may have served as director/officer/employee in the subject company.
- MOFSL and research analyst may engage in market making activity for the subject company.
- MOFSL and its associate company(ies), and Research Analyst and their relatives from time to time may have:
- a) 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. 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. To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the 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.

#### 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.

#### 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.

#### Disclosure of Interest Statement United Breweries Analyst ownership of the stock No 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 Financial Services Limited (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

#### 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 and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com. Contact No.:022-40548085

#### Grievance Redressal Cell

Contact Person	Contact No.	Email ID			
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com			
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com			
Mr. Ajay Menon	022 40548083	am@motilaloswal.com			

Registration details of group entities.; Motilal Oswal Financial Services Ltd. (MOFSL); INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL; IN-DP-16-2015; Research Analyst; INH000000412 , AMFI; ARN .: 146822. IRDA Corporate Agent - CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds. PMS. Fixed Deposit. Insurance. Bond. NCDs and IPO products

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