

Zydus LifeSciences

Estimate change



TP change



Rating change



Bloomberg	ZYDUSLIF IN
Equity Shares (m)	1006
M.Cap.(INRb)/(USDb)	942.5 / 10.6
52-Week Range (INR)	1059 / 795
1, 6, 12 Rel. Per (%)	-8/2/-10
12M Avg Val (INR M)	1141

Financials & Valuations (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Sales	260.7	262.4	278.6
EBITDA	70.1	67.7	73.3
Adj. PAT	45.2	44.7	48.9
EBIT Margin (%)	22.3	21.4	22.0
Cons. Adj. EPS (INR)	44.9	44.5	48.6
EPS Gr. (%)	-2.4	-1.0	9.4
BV/Sh. (INR)	283.1	322.4	365.9

Ratios

Net D:E	0.0	-0.2	-0.2
RoE (%)	17.2	14.7	14.1
RoCE (%)	16.4	14.4	13.9
Payout (%)	7.8	9.0	8.2

Valuations

P/E (x)	20.8	21.1	19.2
EV/EBITDA (x)	13.3	13.0	11.7
Div. Yield (%)	0.4	0.4	0.4
FCF Yield (%)	2.6	6.9	3.6
EV/Sales (x)	3.6	3.4	3.1

Shareholding pattern (%)

As of	Sep-25	Jun-25	Sep-24
Promoter	75.0	75.0	75.0
DII	10.9	11.1	10.7
FII	7.3	7.1	7.5
Others	6.8	6.7	6.9

FII Includes depository receipts

CMP: INR937

TP: INR990 (+6%)

Neutral

In-line operational show in 2Q

Work-in-progress on diversified growth drivers – pharma/OTC/med-tech

- Zydus Lifesciences (ZYDUSLIF) delivered in-line revenue/EBITDA in 2QFY26. There was a marginal miss on earnings due to higher depreciation, lower other income and a higher tax rate.
- In addition to superior execution in generics segment in the US market, ZYDUSLIF has strengthened its 505b2 portfolio with the launch of Beizray. It is also preparing to file NDA for its NCE (Saroglitazar Magnesium) in 4QFY26.
- It outperformed in domestic formulation (DF) segment through steady traction in innovative products and pillar brands. In fact, the chronic therapies' share has also increased by 500bp over the past three years.
- With established presence in India in the consumer wellness segment, it has forayed into international markets through the Comfort Click acquisition, particularly in VMS space.
- ZYDUSLIF is also enhancing its med-tech segment through Amplitude Surgical, thereby adding a new growth lever in addition to pharma and consumer wellness.
- We raise our earnings estimates by 6%/3% for FY27/FY28, factoring a) the addition of business from Comfort Click, b) healthy ANDA launches, c) superior growth in DF segment. We value ZYDUSLIF at 22x 12M forward earnings to arrive at a TP of INR990. While ZYDUSLIF is building additional growth levers, a higher base of g-Revlimid in FY25 is expected to keep growth in check over FY25-28. Maintain Neutral stance on the stock.

Product mix outweighed by higher opex YoY

- Sales grew 17% YoY to INR61.2b (our est. INR60b).
- India sales (37% of sales), comprising DF and consumer businesses, grew 14.7% YoY to INR22.3b. Within India sales, branded formulations grew 9.3% YoY to INR15.9b. Consumer wellness grew by 31% YoY to INR6.4b.
- International market sales grew 39.4% YoY to INR7.5b (12% of sales). US sales grew 13.5% YoY (8.7% YoY in CC terms) to INR27.4b (USD313m; 45% of sales).
- API sales grew 23% YoY to INR1.5b (2% of sales).
- Gross margin expanded 50bp YoY to 72.4%, aided by a better product mix.
- EBITDA margin contracted 90bp YoY at 26.2% (our est. 31.2%) due to higher opex (other expenses up 260bp YoY each as % of sales), partly offset by lower R&D spending (down 130bp YoY as % of sales).
- EBITDA grew 13% YoY to INR16b (our est. INR16.5b).
- Forex gain stood at INR4b.
- Adjusting for forex gain, PAT grew 15.5% YoY to INR10b (our est.: INR10.8b).

Tushar Manudhane - Research Analyst (Tushar.Manudhane@MotilalOswal.com)

Research Analyst – Eshita Jain (Eshita.Jain@MotilalOswal.com) | **Vipul Mehta** (vipul.mehta@motilaloswal.com)

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Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Highlights from the management commentary

- ZYDUSLIF maintained its EBITDA margin guidance of 26% for FY26.
- The company saw positive revenue numbers from the pivotal EPICSTM-III Phase 2(b)/3 clinical trial of Saroglitazar Magnesium in patients with PBC for the US market. About 60-80 MRs would be required for marketing/promotional activities for this product after USFDA approval.
- Comfort Click has the largest market share in the online channel in EU for VMS segment. It has strong brand recognition, which can enable ZYDUSLIF to extend the offering to other markets as well.
- The operational cost related to Amplitude is largely in place. ZYDUSLIF is working on not only improving sales of existing products, but also adding new products in cardiology/nephrology segment.

Quarterly Performance (Consolidated)

(INR m)

Y/E March	FY25				FY26E				FY25	FY26E	FY26	Chg.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			2QE	(%)
Net Revenues	62,075	52,370	52,691	65,279	65,737	61,232	63,321	70,367	232,415	260,657	60,247	1.6
YoY Change (%)	20.8	19.9	17.0	18.0	5.9	16.9	20.2	7.8	18.9	12.2	15.0	
Total Expenditure	40,983	38,210	39,691	43,630	45,423	45,215	47,174	52,705	162,514	190,517	43,679	
EBITDA	21,092	14,160	13,000	21,649	20,314	16,017	16,147	17,662	69,901	70,140	16,568	-3.3
YoY Change (%)	37.6	33.1	20.2	33.2	-3.7	13.1	24.2	-18.4	31.8	0.3	17.0	
Margins (%)	34.0	27.0	24.7	33.2	30.9	26.2	25.5	25.1	30.1	26.9	27.5	
Depreciation	2,153	2,336	2,290	2,379	2,381	3,019	3,116	3,396	9,158	11,912	2,425	
EBIT	18,939	11,824	10,710	19,270	17,933	12,998	13,031	14,266	60,743	58,228	14,143	
YoY Change (%)	40.0	34.4	20.7	35.7	-5.3	9.9	21.7	-26.0	33.8	-4.1	19.6	
Margins (%)	30.5	22.6	20.3	29.5	27.3	21.2	20.6	20.3	26.1	22.3	23.5	
Interest	322	251	320	766	847	1,013	830	790	1,659	3,480	850	
Other Income	632	682	575	806	1,549	1,090	1,440	1,480	2,695	5,559	1,340	
PBT before EO Income	19,249	12,255	10,965	19,310	18,635	13,075	13,641	14,956	61,779	60,307	14,633	-10.6
EO Exp/(Inc)	252	-454	-876	2,590	-571	-4,141	0	0	1,512	-4,712	0	
PBT after EO Income	18,997	12,709	11,841	16,720	19,206	17,216	13,641	14,956	60,267	65,019	14,633	17.7
Tax	4,361	3,731	1,795	4,232	4,340	4,540	3,342	3,694	14,119	15,916	3,541	
Rate (%)	23.0	29.4	15.2	25.3	22.6	26.4	24.5	24.7	23.4	24.5	24.2	
Min. Int/Adj on Consol	-437	131	192	-779	-198	252	-350	-400	-893	-696	-300	
Reported PAT	14,199	9,109	10,238	11,709	14,668	12,928	9,949	10,862	45,255	48,407	10,792	19.8
Adj PAT	14,393	8,788	9,495	13,643	14,226	10,150	9,949	10,862	46,320	45,187	10,792	-5.9
YoY Change (%)	28.2	19.1	26.3	16.1	-1.2	15.5	4.8	-20.4	22.3	-2.4	22.8	
Margins (%)	23.2	16.8	18.0	20.9	21.6	16.6	15.7	15.4	19.9	17.3	17.9	

Key performance Indicators (Consolidated)

Y/E March	FY25				FY26E				FY25	FY26E	FY26	Chg
INRm	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			2QE	(%)
Domestic formulations	13,758	14,569	14,982	15,394	15,195	15,931	16,630	17,334	58,703	65,090	16,244	2.0%
YoY Change (%)	12.1	9.2	5.0	11.5	10.4	9.3	11.0	12.6	9.3	10.9	11.5	
US sales	30,929	24,168	24,096	31,307	31,817	27,437	25,950	26,100	110,500	111,304	30,100	9.7%
YoY Change (%)	26.0	29.6	30.8	24.1	2.9	13.5	7.7	-16.6	27.2	0.7	24.5	
Consumer healthcare	8,366	4,875	4,488	9,081	8,549	6,374	7,718	14,120	26,810	36,761	5,387	-15.5%
YoY Change (%)	20.6	12.0	12.9	17.1	2.2	30.7	16.0	14.0	16.5	37.1	10.5	
Emerging markets	4,374	4,776	4,903	4,416	6,251	6,847	5,540	5,210	18,468	23,848	5,349	-21.9%
YoY Change (%)	3.0	21.3	16.8	12.9	42.9	43.4	13.0	18.0	13.3	29.1	12.0	
API	1,415	1,194	1,703	1,290	1,575	1,472	1,924	1,522	5,602	6,494	1,337	-9.2%
YoY Change (%)	1.9	-6.5	19.0	-10.2	11.3	23.3	13.0	18.0	-1.0	15.9	12.0	
Cost Break-up												
RM Cost (% of Sales)	25.6	28.1	30.1	26.0	27.2	27.6	29.0	30.0	27.3	28.5	28.0	
Staff Cost (% of Sales)	14.2	16.8	17.2	14.9	15.3	16.9	17.1	16.5	15.7	16.4	17.0	
R&D Expenses(% of Sales)	6.3	9.2	9.5	7.4	7.4	7.9	7.1	7.0	8.0	7.3	7.4	
Other Cost (% of Sales)	19.9	18.9	18.5	18.6	19.2	21.5	21.3	21.4	19.0	20.8	20.1	
Gross Margins (%)	74.4	71.9	69.9	74.0	72.8	72.4	71.0	70.0	72.7	71.5	72.0	
EBITDA Margins (%)	34.0	27.0	24.7	33.2	30.9	26.2	25.5	25.1	30.1	26.9	27.5	
EBIT Margins (%)	30.5	22.6	20.3	29.5	27.3	21.2	20.6	20.3	26.1	22.3	23.5	

E: MOFSL Estimates

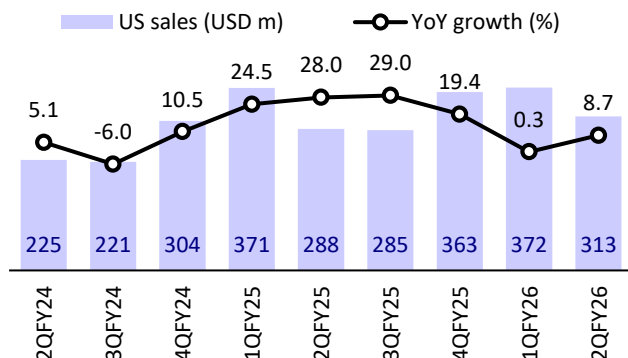


Key highlights from the management commentary

- ZYDUSLIF had steady market share gain in Mirabegron product.
- It intends to launch 25+ products in the US market. ZYDUSLIF launched Beizray (albumin solubilized docetaxel injection), further strengthening 505(b)(2) portfolio in the US.
- Facility challenges lower sales of injectables currently. With facility-related issues solved, ZYDUSLIF expects injectables business to scale up over the next two years.
- G-copaxone would be launched soon by ZYDUSLIF.
- Chronic segment grew at a faster pace in DF segment. Cardiology, Gynaecology and super specialty area of oncology led overall growth at therapy level in DF.

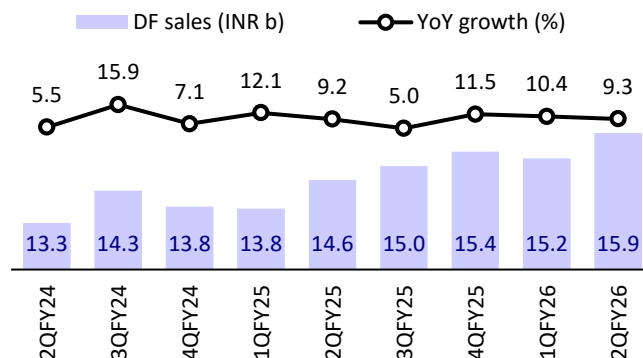
Key exhibits

Exhibit 1: In CC terms, US sales grew 8.7% YoY in 2QFY26



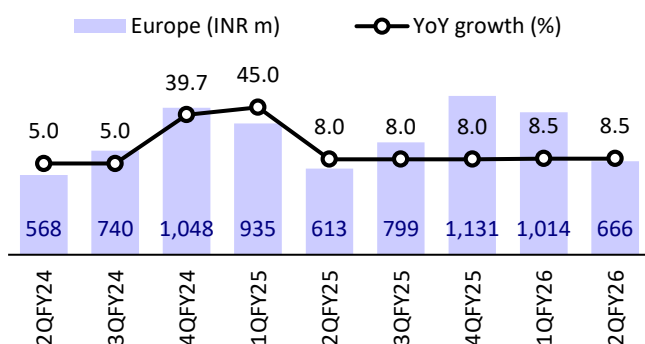
Source: MOFSL, Company

Exhibit 2: DF business grew 9.3% YoY in 2QFY26



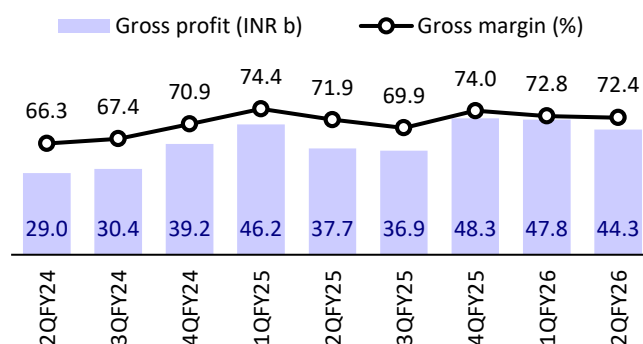
Source: MOFSL, Company

Exhibit 3: Europe sales grew 8.5% YoY



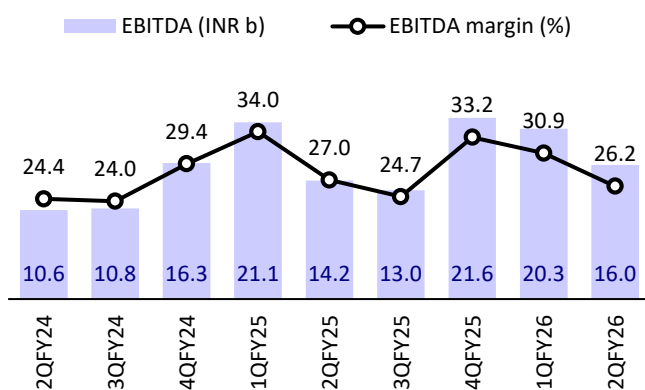
Source: MOFSL, Company

Exhibit 4: Gross margin expanded 50bp YoY in 2QFY26



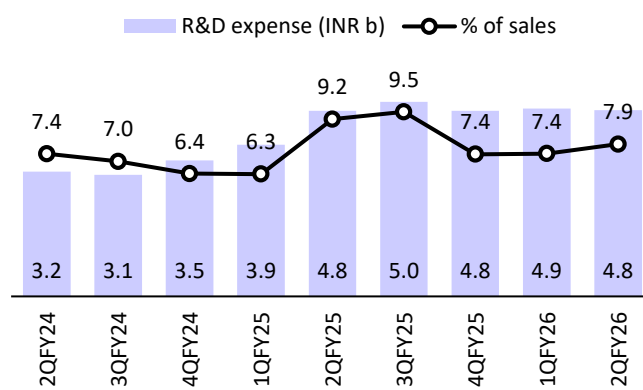
Source: MOFSL, Company

Exhibit 5: EBITDA margin contracted 90bp YoY



Source: MOFSL, Company

Exhibit 6: R&D spending was ~7.9% of sales



Source: MOFSL, Company

Strong DF execution/speciality launches temper impact of US moderation

US sales slowdown weighs on revenue trajectory

- After a robust performance in FY25, ZYDUSLIF's growth moderated to 7.5% YoY in 1H FY26, reaching INR59.2b (up 4% YoY to USD 685m in CC terms).
- ZYDUSLIF continued to strengthen its portfolio with 10 launches in 1H FY26.
- It filed nine ANDAs and received 10 approvals, including one tentative approval.
- On the specialty side, the launch of Beizray in Oct'25 expanded its 505(b)(2) portfolio, underscoring focus on differentiated formulations.
- Regulatory traction in Canada remained strong, with ZYDUSLIF receiving NOC for Varenicline tablets (0.5mg/1mg), taking total approvals to three including Mesalamine suppositories (approved in Oct'25). The development reflects continued momentum in broadening the global market presence.
- Given a higher base of FY25, we expect US sales to decline 3% on a compounded basis over FY25- to INR102b.

DF: Innovative/pillar brands drive YoY growth

- In 1H FY26, ZYDUSLIF posted 9.9% YoY growth to INR31b in the DF segment, moderating from FY25 YoY growth.
- Branded formulation was driven by steady traction in innovation-led products and strong performance of pillar brands. ZYDUSLIF launched VaxiFlu during the quarter, further strengthening its branded portfolio.
- ZYDUSLIF delivered exceptional performance in Antineoplastic segment with 37% YoY growth in 2Q FY26, as per IMS.
- However, cardiac therapy growth decelerated to 13.5% YoY in 2Q from 22.5% in 1Q FY26.
- Chronic therapies continue to outpace acute category, with ZYDUSLIF retaining its leadership position in Oncology segment within the super-speciality portfolio.
- Meanwhile, a decline in AI/Gastro/Pain therapies impacted overall therapy-level performance in Sep'25.
- Overall growth was supported by new product launches/higher volume, supplemented by modest price gains, as per IQVIA Sep'25.
- With new launches and market share gains in existing products, we expect ZYDUSLIF to post 11% YoY growth over FY25-28, reaching INR79.5b.

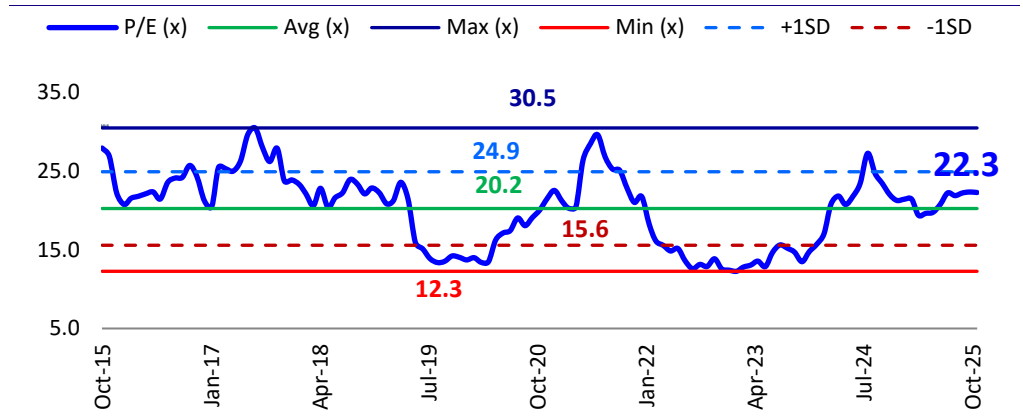
Innovative products: Progressing steadily toward critical clinical/regulatory milestones

- ZYDUSLIF reported positive topline results from the pivotal EPICS-III Phase 2(b)/3 clinical trial evaluating Saroglitazar Magnesium in PBC patients for the US market. The study met its primary endpoint, demonstrating a statistically significant improvement in the proportion of patients achieving a clinically meaningful biochemical response versus placebo.
- ZYDUSLIF is preparing to file an NDA with the USFDA in 4Q FY26.
- Additionally, ZYDUSLIF received regulatory approval to commence Phase II clinical trials for its Bivalent Typhoid Conjugate Vaccine in India.

Valuation and view

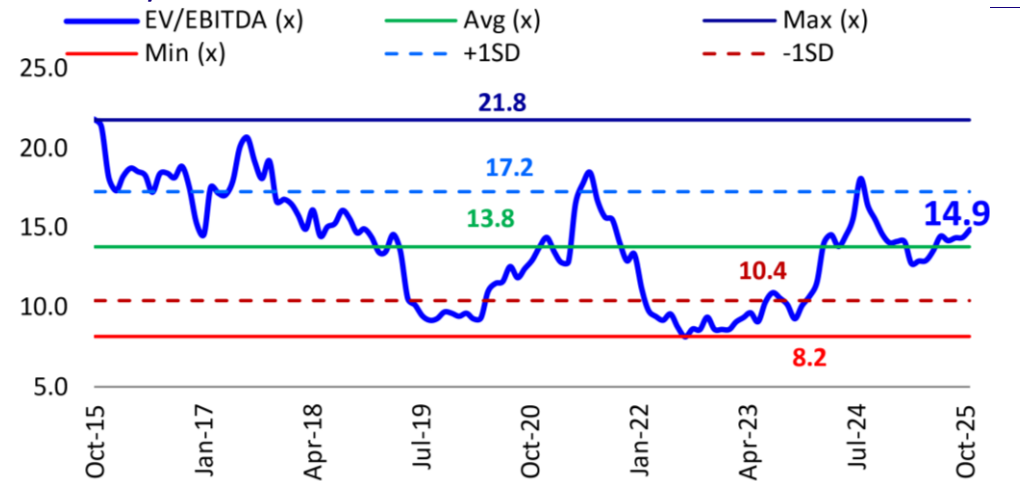
- We raise our earnings estimates by 6%/3% for FY27/FY28, factoring a) the addition of business from Comfort Click, b) healthy ANDA launches, and c) superior growth in DF segment. We value ZYDUSLIF at 22x 12M forward earnings to arrive at a TP of INR990.
- While ZYDUSLIF continues to build new growth levers, the elevated base of g-Revlimid in FY25 is likely to constrain overall growth over FY25-28. We maintain a Neutral view on the stock.

Exhibit 7: P/E chart



Source: MOFSL, Company, Bloomberg

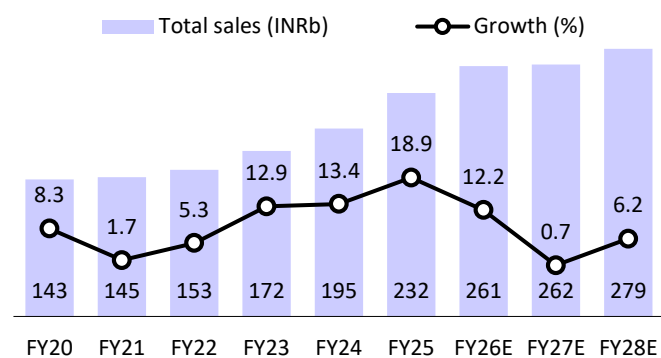
Exhibit 8: EV/EBITDA chart



Source: MOFSL, Company, Bloomberg

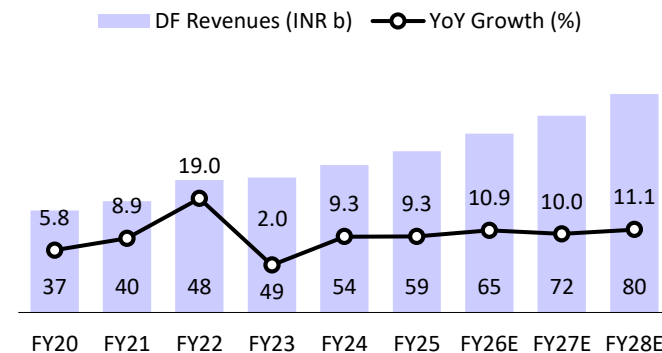
Story in charts

Exhibit 9: Revenue to clock 6.2% CAGR over FY25-28



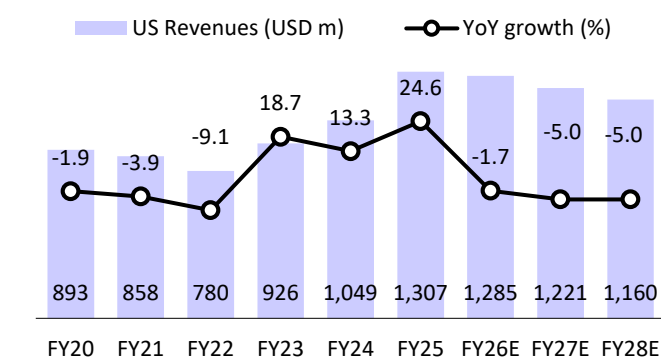
Source: Company, MOFSL

Exhibit 10: DF sales to clock 11% CAGR over FY25-28



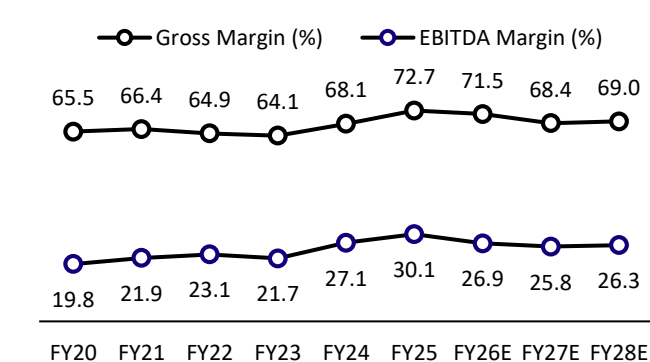
Source: Company, MOFSL

Exhibit 11: Expect US sales to reduce over FY25-28



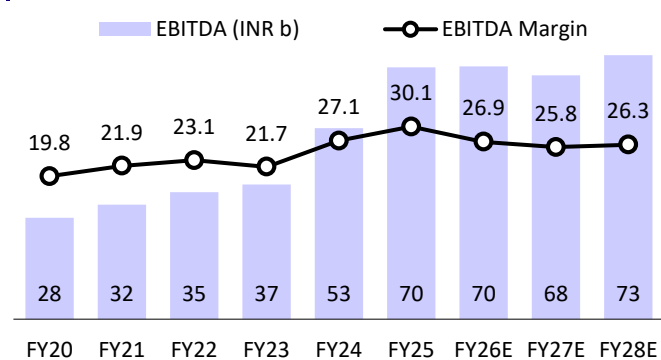
Source: Company, MOFSL

Exhibit 12: EBITDA margin to contract 380bp over FY25-28



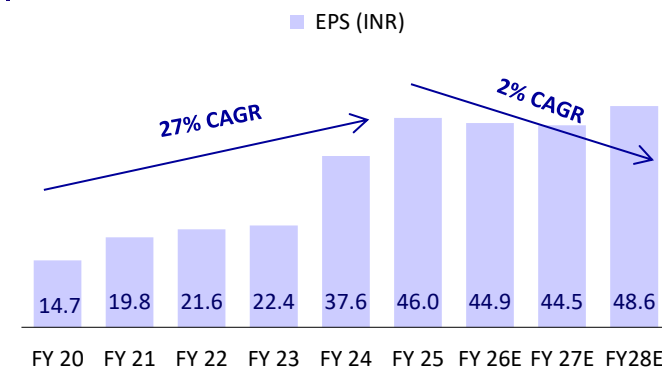
Source: Company, MOFSL

Exhibit 13: Expect EBITDA to be stable over FY25-28



Source: Company, MOFSL

Exhibit 14: Expect a 2% CAGR in adj. EPS over FY25-28



Source: Company, MOFSL

Financials and valuations

Income Statement							(INR m)
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Sales	152,652	172,374	195,474	232,415	260,657	262,372	278,605
Change (%)	5.3	12.9	13.4	18.9	12.2	0.7	6.2
EBITDA	35,239	37,403	53,033	69,901	70,140	67,692	73,273
Margin (%)	23.1	21.7	27.1	30.1	26.9	25.8	26.3
Depreciation	7,130	7,227	7,641	9,158	11,912	11,627	11,879
EBIT	28,109	30,176	45,392	60,743	58,228	56,065	61,394
Int. and Finance Charges	1,270	1,299	812	1,659	3,480	2,999	2,792
Other Income - Rec.	2,247	1,866	2,841	2,695	5,559	6,250	6,373
PBT before EO Expense	29,086	30,743	47,421	61,779	60,307	59,316	64,974
EO Expense/(Income)	705	4,846	-668	1,512	-4,712	0	0
PBT after EO Expense	28,381	25,897	48,089	60,267	65,019	59,316	64,974
Current Tax	5,117	5,878	9,775	3,541	15,916	14,592	16,049
Deferred Tax	0	0	0	0	0	0	0
Tax	5,117	5,878	9,775	3,541	15,916	14,592	16,049
Tax Rate (%)	18.0	22.7	20.3	5.9	24.5	24.6	24.7
Reported PAT	23,264	20,019	38,314	56,726	49,103	44,724	48,925
Less: Minority Interest	848	370	-51	-893	696	0	0
PAT from Discontinued operations	22,457						
Net Profit	44,873	19,649	38,365	57,619	48,407	44,724	48,925
PAT Adj for EO Items	22,079	22,947	37,873	46,320	45,187	44,724	48,925
Change (%)	8.9	3.9	65.0	22.3	-2.4	-1.0	9.4
Margin (%)	14.5	13.3	19.4	19.9	17.3	17.0	17.6

Balance Sheet							(INR m)
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	1,024	1,024	1,006	1,006	1,006	1,006	1,006
Other Reserves	168,972	174,134	197,289	238,525	283,765	323,317	367,071
Total Reserves	168,972	174,134	197,289	238,525	283,765	323,317	367,071
Net Worth	169,996	175,158	198,295	239,531	284,771	324,323	368,077
Minority Interest	20542	21725	22721	24053	24749	24749	24749
Deferred liabilities	-9420	-10680	-11977	-18312	-18312	-18312	-18312
Total Loans	45,823	17,046	18,519	40,747	20,683	20,684	20,685
Capital Employed	226,941	203,249	227,558	286,019	311,891	351,444	395,199
Gross Block	172,593	173,200	201,546	217,592	234,954	245,218	254,850
Less: Accum. Deprn.	50,059	57,286	64,743	72,515	80,372	88,123	95,952
Net Fixed Assets	122,534	115,914	136,803	145,077	154,582	157,095	158,898
Capital WIP	6,610	11,302	11,115	13,179	3,529	2,264	1,632
Investments	32,880	15,486	8,043	4,545	4,545	4,545	4,545
Curr. Assets	104,972	104,182	117,308	185,778	207,352	251,443	296,343
Inventory	37,194	34,133	34,419	39,440	44,564	49,746	51,821
Account Receivables	33,403	44,168	52,202	40,247	63,340	49,326	70,487
Cash and Bank Balance	11,069	5,731	11,051	29,568	22,925	75,848	97,513
Loans & Advances	23,306	20,150	19,636	76,523	76,523	76,523	76,523
Curr. Liability & Prov.	40,055	43,635	45,711	62,560	58,116	63,902	66,219
Account Payables	36,399	39,981	41,763	54,207	49,763	55,549	57,866
Provisions	3,656	3,654	3,948	8,353	8,353	8,353	8,353
Net Current Assets	64,917	60,547	71,597	123,218	149,236	187,541	230,124
Appl. of Funds	226,941	203,249	227,558	286,019	311,891	351,444	395,199

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
EPS	21.6	22.4	37.6	46.0	44.9	44.5	48.6
Cash EPS	50.8	26.3	45.7	66.4	60.0	56.0	60.4
BV/Share	166.1	171.1	197.1	238.1	283.1	322.4	365.9
DPS	4.6	6.0	5.4	5.8	3.5	4.0	4.0
Payout (%)	21.3	26.8	14.3	12.6	7.8	9.0	8.2
Valuation (x)							
P/E	43.4	41.8	24.9	20.3	20.8	21.1	19.2
Cash P/E	18.4	35.7	20.5	14.1	15.6	16.7	15.5
P/BV	5.6	5.5	4.7	3.9	3.3	2.9	2.6
EV/Sales	6.2	5.4	4.8	4.1	3.6	3.4	3.1
EV/EBITDA	26.8	25.1	17.7	13.6	13.3	13.0	11.7
Dividend Yield (%)	0.5	0.6	0.6	0.6	0.4	0.4	0.4
Return Ratios (%)							
RoE	14.7	13.3	20.3	21.2	17.2	14.7	14.1
RoCE	12.9	12.1	18.8	24.0	16.4	14.4	13.9
RoIC	13.9	13.4	19.7	26.2	16.9	15.4	16.5
Working Capital Ratios							
Asset Turnover (x)	0.7	0.8	0.9	0.8	0.8	0.7	0.7
Fixed Asset Turnover (x)	1.3	1.4	1.5	1.6	1.7	1.7	1.8
Debtor (Days)	77	82	90	73	75	78	78
Inventory (Days)	83	76	64	58	59	66	67
Working Capital T/O (Days)	129	116	113	147	177	155	174
Leverage Ratio (x)							
Net Debt/Equity	0.2	0.1	0.0	0.1	0.0	-0.2	-0.2

Cash Flow Statement

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Oper. Profit/(Loss) bef.Tax	52,323	25,827	48,381	60,267	70,140	67,692	73,273
Interest/Dividends Recd.	448	487	-525	-1,862	5,559	6,250	6,373
Direct Taxes Paid	-6,746	-5,920	-12,858	-18,019	-15,916	-14,592	-16,049
(Inc)/Dec in WC	-3,360	-2,358	-8,711	15,315	-32,661	14,618	-20,919
CF from Operations	42,665	18,036	26,287	55,701	27,122	73,969	42,678
Others	-21,620	8,852	5,992	12,066			
EO Expense / (Income)	0	0	0	0	-4,712	0	0
CF from Operating incl EO Exp.	21,045	26,888	32,279	67,767	31,834	73,969	42,678
(inc)/dec in FA	-10,545	-9,915	-8,829	-20,302	-7,712	-9,000	-9,000
Free Cash Flow	10,500	16,973	23,450	47,465	24,123	64,969	33,678
(Pur)/Sale of Investments	-23,495	17,843	3,010	-45,961	0	0	0
Others	23,864	7,488	-9,104	-17,460			
CF from Investments	-10,176	15,416	-14,923	-83,723	-7,712	-9,000	-9,000
Inc/(Dec) in Debt	-3,850	-31,439	-3,915	24,062	-19,368	1	1
Interest Paid	-1,111	-1,262	-729	-895	-3,480	-2,999	-2,792
Dividend Paid	-3,722	-2,671	-6,210	-3,025	-4,318	-4,935	-4,935
Others	0	-8,632	-7,250	0	-3,600	-4,113	-4,288
CF from Fin. Activity	-8,683	-44,004	-18,104	20,142	-30,766	-12,046	-12,014
Inc/Dec of Cash	2,186	-1,700	-748	4,186	-6,643	52,923	21,664
Add: Beginning Balance	10,872	13,058	11,358	10,610	14,796	8,153	61,076
Closing Balance	13,058	11,358	10,610	14,796	8,153	61,076	82,740
Cash and bank balances	1,989	5,627	-441	14,772	14,772	14,772	14,772
Total Cash & Cash Eq	11,069	5,731	11,051	29,568	22,925	75,848	97,512

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Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

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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

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