

VA Tech Wabag

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	VATW IN
Equity Shares (m)	62
M.Cap.(INRb)/(USDb)	118 / 1.2
52-Week Range (INR)	2254 / 1033
1, 6, 12 Rel. Per (%)	-15/51/25
12M Avg Val (INR M)	686

Financials & Valuations (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Sales	39.4	47.1	56.2
EBITDA	4.8	5.9	7.5
Adj. PAT	3.8	4.7	5.6
Adj. EPS (INR)	60.0	75.3	90.3
EPS Gr. (%)	27.1	25.5	19.9
BV/Sh. (INR)	411.0	479.3	560.6

Ratios

RoE (%)	14.6	15.7	16.1
RoCE (%)	21.4	22.5	23.3
Payout (%)	8.4	9.3	10.0

Valuations

P/E (x)	31.6	25.2	21.0
P/BV (x)	4.6	4.0	3.4
EV/EBITDA (x)	23.1	18.4	14.0
Div. Yield (%)	0.3	0.4	0.5

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	19.1	19.1	19.1
DII	6.3	5.8	3.7
FII	18.3	16.6	18.7
Others	56.3	58.5	58.5

CMP: INR1,890 TP: INR2,529 (+34%) Buy

Strong and diversified quality order book drives robust outlook

Strong in-line operating performance in 1QFY27

- VA Tech Wabag (VATW) reported a strong and in-line operating performance in 1QFY27. Its revenue grew 21% YoY, driven by 27% growth in EPC and 53% growth in the RoW markets. Adj. EBITDA/adj. PAT rose 22%/37% YoY.
- EBITDA margin adjusted to forex gain of INR368m stood healthy at 13.1%.
- The company treats forex gains/losses as part of its core operations; hence, analyzing adjusted margins is more meaningful.
- Order book stood at a high level of ~INR194b as it added INR34.3b in 1Q.
- Net cash position stood high at INR9.65b.

Key highlights from the management commentary

- Strong execution, order inflows, and financial discipline were the key highlights of 1Q. Gross margin was hit by a greater mix of EPC revenue. Other expenses were higher due to provisions made for certain debtors as per accounting standards. This will be reversed when money is received.
- The Middle East projects did not face execution-related disruptions amid the West Asia crisis.
- VATW forayed into Kuwait with the award of a mega SWRO project; it also entered the UAE market with an order win in Ajman.
- In India, the company improved its long-standing relationships with BWSSB and DJB through new order wins; in Europe, it secured a key project win in Austria from Donauinsel Water Works.
- The Middle East & Africa region remains a key strategic focus market for Wabag.
- The Chennai desal project, funded by JICA, is steadily moving towards completion.
- Working capital cycle continues to tighten, in line with VATW's strategy.
- Focus remains on profitable growth and overseas markets. The Middle East and other overseas projects are better placed in terms of working capital cycle and cash flows compared to Indian projects.
- VATW's current order book of ~INR194b (4.9x FY26 revenue; ~40% from ME) and a strong bid pipeline provide strong 15-20% revenue growth visibility for the next 3-4 years.
- While the current order book is more tilted toward EPC projects having high volumes and relatively lower margins, VATW maintains its focus on profitable growth through selective bidding in high-margin EPC and O&M jobs.

Valuation and view: Reiterate BUY

- Following an in-line 1Q, we maintain our earnings estimates.
- After delivering a CAGR of 7%/17%/28% in revenue/EBITDA/APAT over FY21-26, we estimate a CAGR of 19%/26%/23% over FY26-28.

- A greater focus on executing large-scale projects and high-margin segments such as EP, Industrial, and O&M augurs well for margins.
- The outlook for strong FCF generation, INR10b+ net cash, and improving return ratios (23%/36% pre-tax RoCE/RoIC in FY28E) makes VATW attractive at 21x FY28E P/E. **Reiterate BUY with a TP of INR2,529 (based on 28x FY28E P/E).**

Quarterly Performance

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	(INRm)
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE			1QE	Var %
Net Sales	7,340	8,345	9,613	14,144	8,868	9,933	11,403	16,853	39,442	47,057	8,634	3
YoY Change (%)	17.2	19.2	18.5	22.3	20.8	19.0	18.6	19.2	19.7	19.3	17.6	
Total Expenditure	6,384	7,452	8,398	12,570	8,073	8,703	9,871	14,513	34,668	41,160	7,537	
EBITDA - reported	956	893	1,215	1,574	795	1,230	1,532	2,340	4,774	5,897	1,097	-28
Margins (%)	13.0	10.7	12.6	11.1	9.0	12.4	13.4	13.9	12.1	12.5	12.7	
EBITDA - adjusted to forex gain	956	1,205	1,310	1,771	1,163	1,280	1,582	2,390	5,242	10,701	1,147	1
Margins (%)	13.0	14.4	13.6	12.5	13.1	12.9	13.9	14.2	13.3	22.7	13.3	
Depreciation	14	17	16	15	16	15	15	15	62	61	15	
Interest	188	196	179	166	172	170	170	170	729	682	170	
Other Income	113	416	232	319	520	130	130	130	943	910	130	
PBT before EO expense	867	1,096	1,252	1,712	1,127	1,175	1,477	2,285	4,926	6,064	1,042	
Extra-Ord expense	0	0	-47	0	0	0	0	0	-47	0	0	
PBT	867	1,096	1,299	1,712	1,127	1,175	1,477	2,285	4,973	6,064	1,042	
Tax	209	260	300	419	281	276	347	537	1,188	1,441	245	
Rate (%)	24.1	23.7	23.1	24.5	24.9	23.5	23.5	23.5	24.3	23.8	23.5	
Minority Interest	0	0	-4	-3	0	-2	-2	-2	-7	-6	-2	
Profit/Loss of Asso. Cos.	0	12	8	-13	55	20	2	2	7	79	2	
Reported PAT	658	848	1,011	1,283	901	921	1,134	1,752	3,799	4,708	801	12
Adj PAT	658	848	964	1,283	901	921	1,134	1,752	3,752	4,708	801	12
YoY Change (%)	19.6	20.1	37.3	28.9	36.9	8.6	17.6	36.6	27.1	25.5	21.8	
Margins (%)	9.0	10.2	10.0	9.1	10.2	9.3	9.9	10.4	9.5	10.0	9.3	

E: MOFSL Estimates

Operating Metrics

Y/E March	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	% YoY	% QoQ
Segment-wise revenue break-up (INR m)							
EPC	5,717	6,853	7,855	11,834	7,256	27	(39)
Municipal	4,182	5,381	6,549	9,535	5,289	26	(45)
Industrial	1,535	1,472	1,306	2,299	1,967	28	(14)
O&M	1,488	1,431	1,665	2,240	1,593	7	(29)
Municipal	1,235	1,155	1,423	1,721	1,343	9	(22)
Industrial	253	276	242	519	250	(1)	(52)
Total revenue	7,205	8,284	9,520	14,074	8,849	23	(37)
% YoY	17	19	19	22	21		
O&M mix	21	17	17	16	18		
Industrial mix	25	21	16	20	25		
International mix	42	51	56	56	52		
Geography-wise revenue break-up (INR m)							
India	4,185	4,044	4,196	6,218	4,228	1	(32)
RoW	3,155	4,313	5,521	7,924	4,660	48	(41)
EBIT margin (%)						YoY (bp)	QoQ (bp)
India	25.2	17.3	20.2	9.7	24.4	(75)	1,477
RoW	29.3	26.2	26.6	29.4	23.9	(537)	(548)
Order book (INR b)	157.8	160.2	163.4	172.3	193.9	23	13
Book-to-bill ratio (x, TTM basis)	4.7	4.6	4.5	4.4	4.8		
Order book break-up (INR b)	157.8	160.2	163.4	172.3	193.9	23	13
EPC	92.4	92.1	96.6	102.8	127.3	38	24
Municipal	80.4	80.5	80.1	88.0	114.3	42	30
Industrial	11.9	11.6	16.5	14.8	13.0	9	(12)
O&M	53.1	55.5	54.2	63.5	66.7	26	5
Municipal	42.0	44.7	43.6	53.0	56.5	34	6
Industrial	11.1	10.8	10.6	10.4	10.2	(8)	(2)

Exhibit 1: Key contracts in order book (INR b)

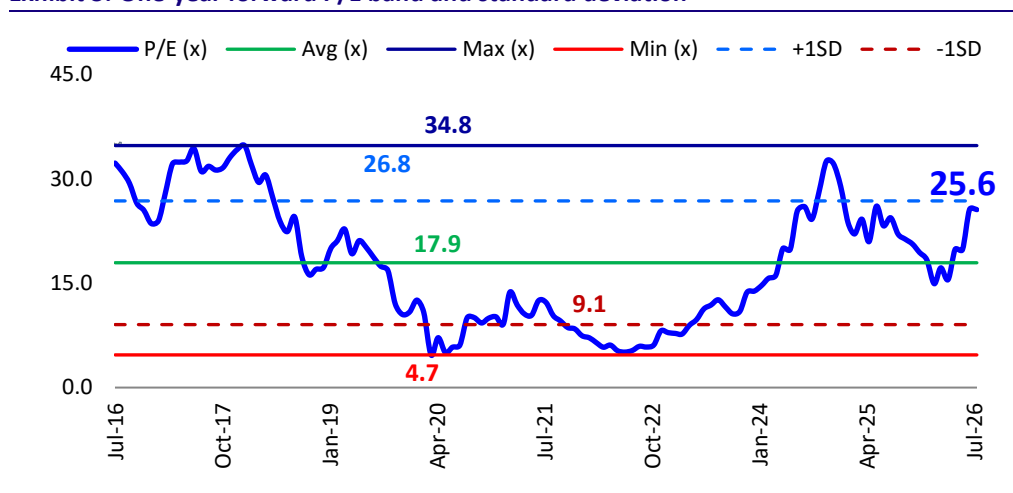
Key contracts in order book	Nature	Classification
272 MLD SWRO, Doha, Kuwait	SWRO	Mega (Above INR 10b)
86 MLD WTP, Vienna, Austria	WTP	Large (INR2.5-6b)
17MGD WWTP, Mitraon, Delhi, India	WWTP	Large (INR2.5-6b)
60 MLD STP at Ajman, UAE	STP	Large (INR2.5-6b)
100 MLD STP & 25 MLD TTP, Byramangala, 60 MLD STP at Bellandur, Bengaluru, India	STP	Large (INR2.5-6b)
400 MLD Perur, Chennai	Desalination	Mega (Above INR 10b)
300 MLD SWA, Yanbu Al-Bahr, KSA	Desalination	Mega (Above INR 10b)
200 MLD Al Haer ESC, KSA	ISTP	Mega (Above INR 10b)
100 MLD Indosol, Andhra Pradesh	Desalination	Major (INR6-10b)
UPJN, O&M of Agra & Ghaziabad	OCOO	Mega (Above INR 10b)
54+19 MLD Lusaka Water Supply and Sanitation Co.	WWTP	Major (INR6-10b)
Water Block Package from BPCL, Madhya Pradesh	RWTP/RODMP/ZLD	Large (INR2.5-6b)
200 MLD Pagla, Bangladesh	STP	Major (INR6-10b)
150 MLD Digha & Kankarbagh	STP and Network	Mega (Above INR 10b)
BWSSB, Bengaluru	WWTP	Large (INR2.5-6b)
Key Framework Contracts		
Libya STP		INR6,114m
Bomba MED, Libya		INR6,522m

Source: Company

Exhibit 2: Changes to our estimates

INR m	Old		New		Change	
	FY27E	FY28E	FY27E	FY28E	FY27E	FY28E
Revenue	46,823	55,829	47,057	56,151	0	1
EBITDA	6,292	7,614	5,897	7,542	(6)	(1)
EBITDA margin %	13.4	13.6	12.5	13.4		
PAT	4,661	5,644	4,708	5,643	1	(0)
EPS	74.6	90.3	75.3	90.3	1	(0)

Source: MOFSL, Company

Exhibit 3: One-year forward P/E band and standard deviation


Source: Bloomberg, MOFSL

Financials and valuations

Consolidated - Income Statement

(InR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Total Income from Operations	28,345	29,793	29,605	28,564	32,940	39,442	47,057	56,151
Change (%)	10.8	5.1	-0.6	-3.5	15.3	19.7	19.3	19.3
RM Cost	22,331	23,057	22,695	21,667	25,605	30,038	35,737	42,362
Gross Profit	6,014	6,736	6,910	6,897	7,335	9,404	11,320	13,789
Employees Cost	1,985	2,507	2,655	2,354	2,645	3,004	3,305	3,831
Other Expenses	1,841	1,860	1,077	786	467	1,626	2,118	2,415
Total Expenditure	26,157	27,423	26,427	24,807	28,717	34,668	41,160	48,609
% of Sales	92.3	92.0	89.3	86.8	87.2	87.9	87.5	86.6
EBITDA	2,188	2,370	3,178	3,757	4,223	4,774	5,897	7,542
Margin (%)	7.7	8.0	10.7	13.2	12.8	12.1	12.5	13.4
Depreciation	121	101	88	84	59	62	61	67
EBIT	2,066	2,269	3,090	3,673	4,164	4,712	5,836	7,475
Int. and Finance Charges	903	877	658	711	788	729	682	730
Other Income	82	324	536	434	446	943	910	538
PBT bef. EO Exp.	1,245	1,716	2,968	3,396	3,822	4,926	6,064	7,283
EO Items	0	0	-2,892	0	0	-47	0	0
PBT after EO Exp.	1,245	1,716	76	3,396	3,822	4,879	6,064	7,283
Total Tax	295	363	59	797	896	1,188	1,441	1,737
Tax Rate (%)	23.7	21.2	77.6	23.5	23.4	24.3	23.8	23.9
Minority Interest	-93	0	-20	48	-5	-7	-6	-7
Share of Profit/Loss of JV and associates	58	-32	93	-95	22	7	79	91
Reported PAT	1,101	1,320	130	2,456	2,953	3,705	4,708	5,643
Adjusted PAT	1,101	1,320	3,022	2,456	2,953	3,752	4,708	5,643
Change (%)	21.1	19.9	128.9	-18.7	20.2	27.1	25.5	19.9
Margin (%)	3.9	4.4	10.2	8.6	9.0	9.5	10.0	10.1

Consolidated - Balance Sheet

(InR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	124	124	124	124	124	125	125	125
Total Reserves	13,973	15,267	15,625	18,062	21,275	25,560	29,830	34,911
Net Worth	14,098	15,391	15,749	18,186	21,399	25,685	29,955	35,036
Minority Interest	-134	-133	-3	53	51	52	50	48
Total Loans	3,495	4,285	2,132	2,806	3,573	2,255	2,055	1,855
Deferred Tax Liabilities	41	33	11	0	0	0	0	0
Capital Employed	17,500	19,576	17,889	21,045	25,023	27,992	32,060	36,939
Gross Block	2,335	2,373	2,415	2,470	2,471	2,527	2,577	2,627
Less: Accum. Deprn.	1,472	1,573	1,661	1,745	1,804	1,866	1,927	1,994
Net Fixed Assets	863	800	754	725	667	661	650	633
Capital WIP	0	0	0	0	0	0	0	0
Total Investments	244	376	458	671	694	721	821	921
Curr. Assets, Loans&Adv.	40,506	38,848	39,681	44,349	51,312	59,842	67,795	77,247
Inventory	298	320	353	359	358	358	427	510
Account Receivables	18,972	20,711	21,939	25,215	26,080	31,717	37,196	43,615
Cash and Bank Balance	3,713	4,286	2,754	5,097	9,446	10,592	12,388	14,727
Loans and Advances	17,523	13,532	14,635	13,678	15,428	17,175	17,785	18,395
Curr. Liability & Prov.	24,112	20,447	23,004	24,700	27,650	33,232	37,206	41,861
Account Payables	10,777	9,853	10,697	10,283	10,458	12,622	14,801	17,661
Other Current Liabilities	12,714	9,777	11,646	13,137	15,576	18,171	19,671	21,171
Provisions	621	816	661	1,280	1,616	2,439	2,734	3,029
Net Current Assets	16,393	18,401	16,677	19,649	23,662	26,610	30,589	35,386
Misc Expenditure	0	0	0	0	0	0	0	0
Appl. of Funds	17,500	19,576	17,889	21,045	25,023	27,992	32,060	36,939

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)								
Adj EPS	17.6	21.1	48.4	39.3	47.2	60.0	75.3	90.3
Cash EPS	19.6	22.7	49.8	40.6	48.2	61.0	76.3	91.4
BV/Share	226	246	252	291	342	411	479	561
DPS	0.0	0.0	0.0	0.0	4.0	5.0	7.0	9.0
Payout (%)	0.0	0.0	0.0	0.0	8.4	8.4	9.3	10.0
Valuation (x)								
P/E	107.8	89.9	39.3	48.4	40.2	31.6	25.2	21.0
Cash P/E	97.1	83.5	38.2	46.8	39.4	31.1	24.9	20.8
P/BV	8.4	7.7	7.5	6.5	5.5	4.6	4.0	3.4
EV/Sales	4.2	4.0	4.0	4.1	3.4	2.8	2.3	1.9
EV/EBITDA	54.2	50.1	37.2	31.0	26.7	23.1	18.4	14.0
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.2	0.3	0.4	0.5
FCF per share	19.5	1.4	13.3	19.6	56.2	32.3	34.7	51.9
Return Ratios (%)								
RoE	7.8	8.6	19.2	13.5	13.8	14.6	15.7	16.1
RoCE (pre-tax)	12.4	13.9	19.3	21.1	20.1	21.4	22.5	23.3
RoIC (pre-tax)	15.0	17.4	23.2	25.5	27.6	32.4	34.4	36.2
Working Capital Ratios								
Fixed Asset Turnover (x)	12.1	12.6	12.3	11.6	13.3	15.6	18.3	21.4
Net Working Capital Cycle (Days)	163	173	172	186	158	148	141	134
Debtor (Days, incl. CA)	470	420	451	497	460	452	426	403
Inventory (Days)	4	4	4	5	4	3	3	3
Creditor (Days, incl. CL)	310	251	284	316	306	308	289	272
Leverage Ratio (x)								
Current Ratio	1.7	1.9	1.7	1.8	1.9	1.8	1.8	1.8
Interest Cover Ratio	2.4	3.0	5.5	5.8	5.9	7.8	9.9	11.0
Net Debt/Equity	0.0	0.0	0.0	-0.1	-0.3	-0.3	-0.3	-0.4

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
OP/(Loss) before Tax	1,303	1,684	169	3,301	3,844	4,886	6,064	7,283
Depreciation	121	101	88	84	59	62	61	67
Interest & Finance Charges	366	363	287	255	334	230	682	730
Direct Taxes Paid	-319	-186	-275	-260	-817	-997	-1,494	-1,790
(Inc)/Dec in WC	-968	-2,817	491	-2,882	76	-2,850	-2,184	-2,456
CF from Operations	502	-856	760	498	3,496	1,331	3,129	3,834
Others	851	972	89	837	56	736	-912	-540
CF from Operating incl EO	1,353	116	849	1,335	3,552	2,067	2,217	3,294
(Inc)/Dec in FA	-136	-26	-17	-110	-40	-49	-50	-50
Free Cash Flow	1,217	90	832	1,225	3,512	2,018	2,167	3,244
(Pur)/Sale of Investments	0	-183	0	0	0	-20	-100	-100
Others	95	-131	175	951	-1,170	-135	910	538
CF from Investments	-41	-340	158	841	-1,210	-204	760	388
Issue of Shares	1,178	0	0	0	0	1	0	0
Inc/(Dec) in Debt	-1,737	826	-2,101	660	714	-1,421	-200	-200
Interest Paid	-347	-364	-281	-249	-333	-227	-682	-730
Dividend Paid	-13	2	0	0	0	-249	-438	-563
Others	60	-18	-18	25	-41	47	138	150
CF from Fin. Activity	-859	446	-2,400	436	340	-1,849	-1,182	-1,342
Inc/Dec of Cash	453	223	-1,393	2,612	2,682	14	1,795	2,340
Opening Balance	2,489	3,038	3,210	2,066	4,399	7,177	7,851	9,647
Other cash & cash equivalent	55	-51	249	-279	96	660	0	0
Closing Balance	2,997	3,210	2,066	4,399	7,177	7,851	9,647	11,986

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

NOTES

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL), National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://online.reports.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

- 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
- 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
- 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.
- 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.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
- MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
- 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.
- MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
- 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, 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.