12 February 2026

3QFY26 Result Update| Sector: Capital Goods

Kirloskar Oil Engines

Estimate changes	↓
TP change	↑
Rating change	↔

Bloomberg	KOEL IN
Equity Shares (m)	145
M.Cap.(INRb)/(USDb)	194.3 / 2.1
52-Week Range (INR)	1436 / 544
1, 6, 12 Rel. Per (%)	19/44/67
12M Avg Val (INR M)	599

Financials Snapshot (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Net Sales	56.8	65.1	76.9
EBITDA	7.6	9.1	11.2
PAT	4.8	5.9	7.4
EPS (INR)	33.3	40.8	50.8
GR. (%)	15.8	22.4	24.6
BV/Sh (INR)	231.3	263.9	304.5
Ratios			
ROE (%)	15.2	16.5	17.9
RoCE (%)	14.9	16.2	17.7
Valuations			
P/E (X)	40.1	32.8	26.3
P/BV (X)	5.8	5.1	4.4
EV/EBITDA (X)	25.1	20.5	16.4
Div Yield (%)	0.5	0.6	0.8

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	41.1	41.1	41.2
DII	28.2	28.0	25.0
FII	8.5	8.3	11.0
Others	22.3	22.6	22.8

FII Includes depository receipts

CMP: INR1,337 TP: INR1,600 (+20%) Buy

Retains strong performance

Kirloskar Oil Engines' (KOEL) 3QFY26 revenue, adjusted for the transfer of its B2C division, was once again ahead of our expectations, driven by strong growth in the powergen, industrial, and export segments. The company is benefitting from strong growth in both LHP and HHP segments, followed by industrial segment. Over the next few years, we expect KOEL to gain from 1) incremental sales from HHP too in overall powergen segment, 2) further ramp-up in industrial segment from large orders won in previous years in nuclear and defense segments, 3) CPCB 4+ products coming up for warranty renewal, which can ramp up distribution segment growth, and 4) further penetration in export markets. This improved revenue mix can result in margin improvement from current levels, with B2C too now being transferred from standalone business. We incorporate the transfer of B2C segment to its subsidiary and cut our EPS estimates by 6%/9%/3% for FY26/27/28. We increase our core business multiple for KOEL from 25x to 28x after we reduce the discounting vs. the market leader as KOEL has been continuously gaining market share. We arrive at a revised SoTP-based TP of INR1,600 on Mar'28E EPS. Retain BUY.

Strong performance for B2B

The company completed the transfer of its B2C segment to its wholly owned subsidiary through a slump sale. As a result, YoY growth rates are not comparable. On restated financials, revenue grew 35% YoY to INR13.8b, reflecting an entirely B2B revenue base and coming in ~10% ahead of our estimated B2B revenue of INR12.7b. Gross margin declined by 40bp YoY and 50bp QoQ, and EBITDA margin stood at 12.2% in 3QFY26 vs. 10.3% in 3QFY25 (restated) and 14.0% in 2QFY26, with the sequential decline driven by elevated other expenses. Adjusted PAT came in at INR1,022m vs. our est. of INR1,227m. For 9MFY26, revenue/EBITDA/PAT grew 16%/17%/15% to INR43b/INR5.6b/ INR3.6b, with EBITDA margins at 13.1% and net cash of INR3b.

Powergen segment performance remained healthy

The powergen segment grew 44% YoY to INR6b in 3QFY26 (11% higher vs. est), supported by a low base of last year. KOEL's powergen revenue growth for 9MFY26 stood at 33% YoY vs. 17% for Cummins, indicating that KOEL has gained market share in this period. Powergen segment growth was largely driven by the LHP segment, supported by incentive schemes at channel and retail levels. The HHP segment also delivered strong 235% YoY growth in 3QFY26. Demand momentum remained healthy from infrastructure, real estate, manufacturing and data centers. Improving market share and traction across products ranging from 1,000 kVA to 3,000 kVA was also supported by ongoing sales and service capability building and consultant-led selling for HHP gensets. We expect powergen revenue to grow at a 20% CAGR over FY25-28.

Teena Virmani - Research Analyst (Teena.Virmani@MotilalOswal.com

Research Analyst - Vatsal Magajwala (Vatsal.Magajwala@MotilalOswal.com) ; **Perit Jain** (Prerit.Jain@MotilalOswal.com)

Industrial segment growth trajectory remains strong

Industrial segment revenue grew 41% YoY/5% QoQ to INR4b in 3QFY26, 17% ahead of our estimate, supported by strong demand from the defense, nuclear, and marine segments. Growth was broad-based across these segments, while the construction and mining segment remained subdued during the quarter due to a temporary phase of inventory correction at OEMs. We expect industrial segment to further benefit in FY27 from volume ramp-up from large-sized nuclear and defense orders bagged in previous years. We bake in 24% revenue CAGR for FY25-28.

Distribution & aftermarket segment positioned for steady growth

Distribution and aftermarket segment grew 14% YoY to INR2b in 3QFY26, largely in line with our estimate. Growth was driven by higher spare parts sales and service contracts, supported by an expanding installed base. The segment mainly comprises spare parts and services, while overhauls under the 'New Life' brand remain a small part of the mix. The company continues to improve service penetration through higher AMC coverage and stronger service capabilities. We expect this segment to clock revenue CAGR of 14% over FY25-28, supported by a growing installed base and continued focus on services.

Exports to see gradual scale up

Exports grew 25% YoY to INR1.4b in 3QFY26. Growth was supported by continued traction in international markets, particularly in the Middle East and Africa, with a sustained focus on building capability, capacity, and coverage across regions. The company strengthened its presence in South Africa by setting up its own entity and continues to invest in the US market through its Americas subsidiary, though the business remains at an early stage. Across regions, the company is evaluating different go-to-market models based on market requirements. We expect export revenue to clock a 17% CAGR over FY25-28.

Margin expansion expected over the medium term

EBITDA margin improved ~190bp YoY to 12.2% in 3QFY26 (on restated financials), supported by better operational efficiency. Sequentially, margins declined by ~180bp due to product mix and operating leverage loss. Gross margins remained stable at ~35%, with no material pressure from commodity costs. The transfer of the B2C business to LGM is expected to result in a slight improvement in standalone margins going ahead. We expect EBITDA margins of 14%/14.5% for FY27/28.

Arka Fincap (AFHPL) business scaling gradually

AFHPL's revenue increased 7% YoY to INR2b in 3QFY26, with total AUM at ~INR77b as of Dec'25. The wholesale book stood at ~INR26b, while the rest comprised retail and SME lending, including used vehicle financing and small-ticket loans against property. The company continues to build a more granular portfolio, supported by ~110 branches and ~1,600 employees. Asset quality remained stable, with gross NPAs at ~1.2% and net NPAs at ~0.3%. We expect Arka Fincap to scale up steadily over the medium term, supported by portfolio diversification and disciplined risk management.

Financial outlook

We cut our estimates by 6%/9%/3% for FY26/FY27/FY28E to factor in 3Q performance and transfer of B2C segment to its wholly owned subsidiary. We thus expect a revenue CAGR of 15% over FY25-28, driven by 20%/24%/14%/17% CAGR in powergen/industrial/distribution/exports. Over FY25-28E, we bake in a 170bp improvement in margins to build in better product mix and operating leverage benefits. We expect an EBITDA/PAT CAGR of 19%/21% over the same period.

Valuation and recommendation

The stock is currently trading at 32.8x/26.3x P/E on FY27/28E earnings. Adjusted for subsidiary valuation, KOEL is trading at 28.8x/23.1x P/E on FY27/FY28E earnings, which is still at a significant discount to the market leader. We increase our core business multiple for KOEL from 25x to 28x after we reduce the discounting vs. the market leader as KOEL has been continuously gaining market share. We arrive at a revised SoTP-based TP of INR1,600 on Mar'28E earnings. Retain BUY.

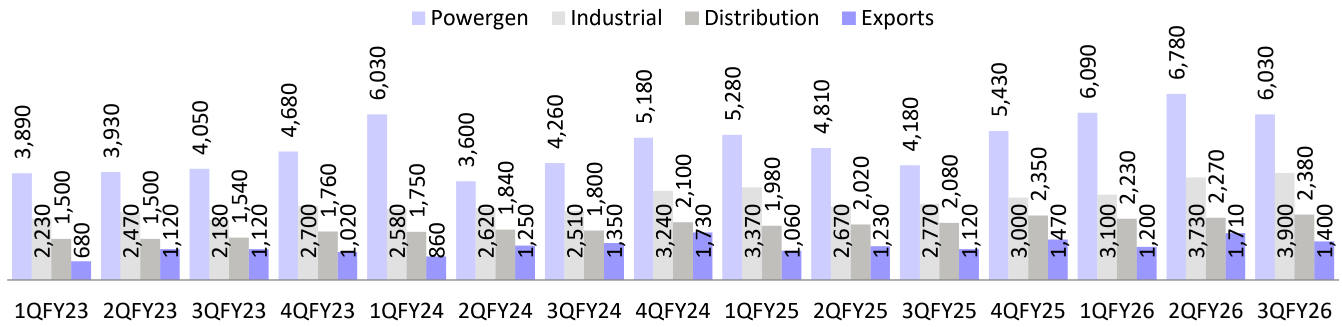
Standalone - Quarterly earnings model (INR m)

Y/E March	FY25				FY26E				FY25	FY26E	FY26E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	Var (%)
Net Sales	**13,429**	**11,944**	**11,636**	**14,125**	**14,447**	**14,595**	**13,806**	**13,960**	**51,133**	**56,808**	**14,319**	**(4)**
YoY Change (%)	6.2	12.8	2.5	1.5	7.6	22.2	18.6	(1.2)	5.4	11.1	23.1	
Total Expenditure	11,452	10,294	10,466	12,384	12,545	12,555	12,118	12,035	44,596	49,252	12,415	
EBITDA	**1,977**	**1,650**	**1,170**	**1,741**	**1,902**	**2,040**	**1,688**	**1,925**	**6,537**	**7,555**	**1,904**	**(11)**
YoY Change (%)	28.0	67.3	(12.0)	(2.3)	(3.8)	23.7	44.3	10.6	15.9	15.6	62.8	
Margins (%)	14.7	13.8	10.1	12.3	13.2	14.0	12.2	13.8	12.8	13.3	13.3	
Depreciation	247	266	320	337	340	348	361	349	1,170	1,398	343	5
Interest	27	26	31	37	32	28	22	14	121	96	15	45
Other Income	108	118	68	52	123	116	80	92	344	411	101	(21)
PBT before EO expense	**1,810**	**1,476**	**887**	**1,419**	**1,653**	**1,780**	**1,385**	**1,654**	**5,590**	**6,472**	**1,647**	**(16)**
Extra-Ord expense				(209)	-	-	201	-	(209)	201	-	
PBT	**1,810**	**1,476**	**887**	**1,628**	**1,653**	**1,780**	**1,184**	**1,654**	**5,799**	**6,272**	**1,647**	**(28)**
Tax	462	365	236	416	425	445	311	420	1,480	1,601	420	
Rate (%)	25.5	24.7	26.7	25.6	25.7	25.0	26.2	25.4	25.5	25.5	25.5	
Profit/Loss from Disc. Operations							-	-				
Reported PAT	**1,347**	**1,111**	**650**	**1,211**	**1,228**	**1,335**	**874**	**1,234**	**4,319**	**4,671**	**1,227**	**(29)**
Adj PAT	**1,347**	**1,111**	**650**	**1,056**	**1,228**	**1,335**	**1,022**	**1,236**	**4,164**	**4,821**	**1,227**	**(17)**
YoY Change (%)	30.5	89.6	(20.9)	(10.2)	(8.8)	20.2	57.1	17.1	15.1	15.8	88.7	
Margins (%)	10.0	9.3	5.6	7.5	8.5	9.1	7.4	8.9	8.1	8.5	8.6	

	FY25				FY26E				FY25	FY26E	FY26E	Est
INR m	**1Q**	**2Q**	**3Q**	**4Q**	**1Q**	**2Q**	**3Q**	**4QE**			**3QE**	**Var (%)**
Segmental revenue												
Powergen	5,280	4,810	4,180	5,430	6,090	6,780	6,030	6,303	19,690	25,203	5,434	11
Industrial	3,370	2,670	2,770	3,000	3,100	3,730	3,900	3,772	11,810	14,502	3,323	17
Distribution & After Market	1,980	2,020	2,080	2,350	2,230	2,270	2,380	2,646	8,430	9,526	2,392	(1)
Exports	1,060	1,230	1,120	1,470	1,200	1,710	1,400	1,546	4,880	5,856	1,512	(7)
Total B2B	**11,690**	**10,730**	**10,150**	**12,250**	**12,620**	**14,490**	**13,710**	**14,268**	**44,810**	**55,088**	**12,661**	**8**
WMS	1,650	1,110	1,390	1,760	1,720	-	-	-	5,910	1,720	1,658	
FMS	170	140	90	90	-	-	-	-	480	-	-	
Total B2C	**1,650**	**1,110**	**1,390**	**1,760**	**1,720**	**-**	**-**	**-**	**5,910**	**1,720**	**1,658**	
Total revenue (B2B+B2C)	**13,340**	**11,840**	**11,540**	**14,010**	**14,340**	**14,490**	**13,710**	**14,268**	**50,720**	**56,808**	**14,319**	**-4**

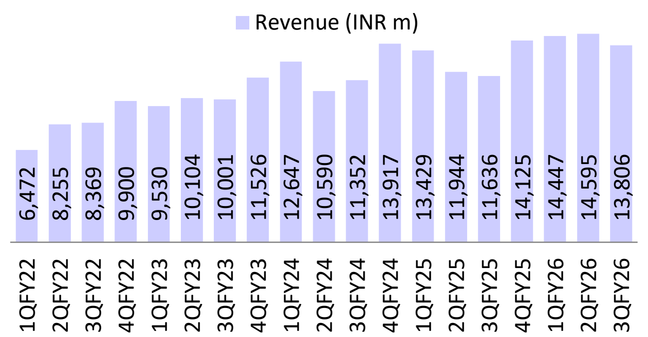
Key Exhibits

Exhibit 1: Segmental revenue breakup (INR m)



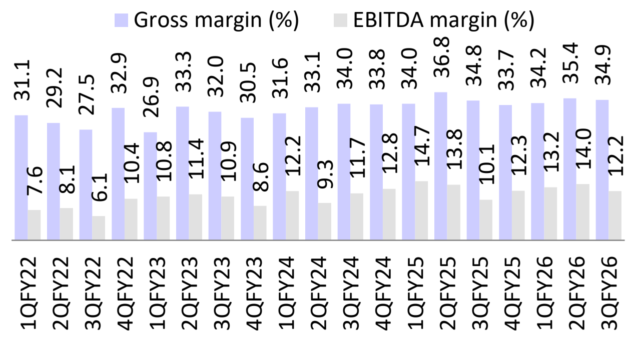
Source: Company, MOFSL

Exhibit 2: 3QFY26 revenue grew 35% YoY; adjusted for the B2C business in 3QFY25



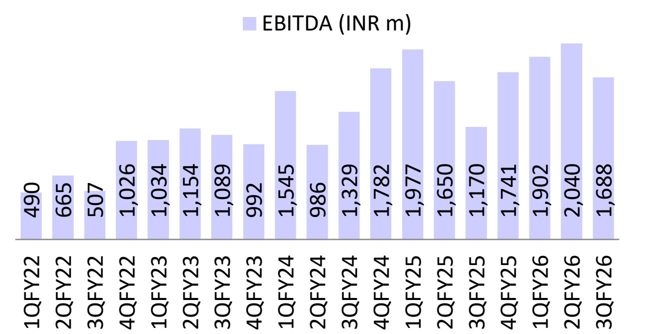
Source: Company, MOFSL

Exhibit 3: Margin improved 190bp YoY to 12.2%; adjusted for the B2C business in 3QFY25



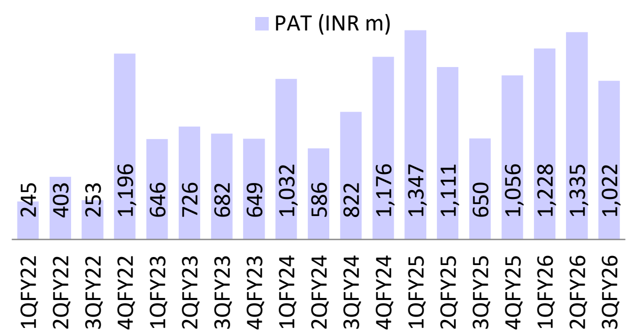
Source: Company, MOFSL

Exhibit 4: EBITDA rose 59% YoY; adjusted for B2C business



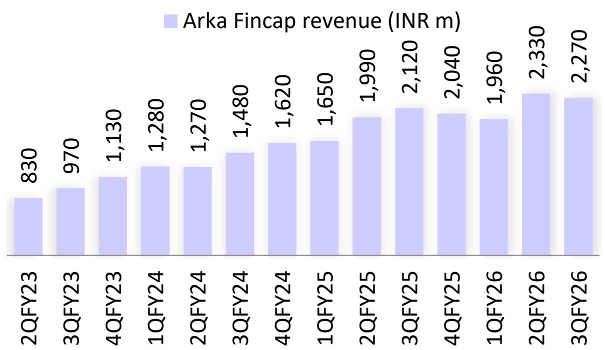
Source: Company, MOFSL

Exhibit 5: PAT increased 57% YoY (INR m)



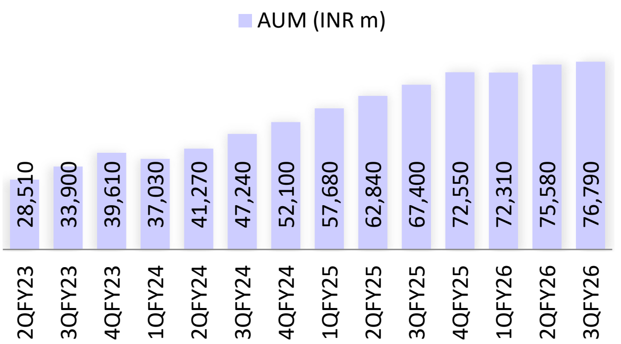
Source: Company, MOFSL

Exhibit 6: AFHPL's revenue increased 7% YoY



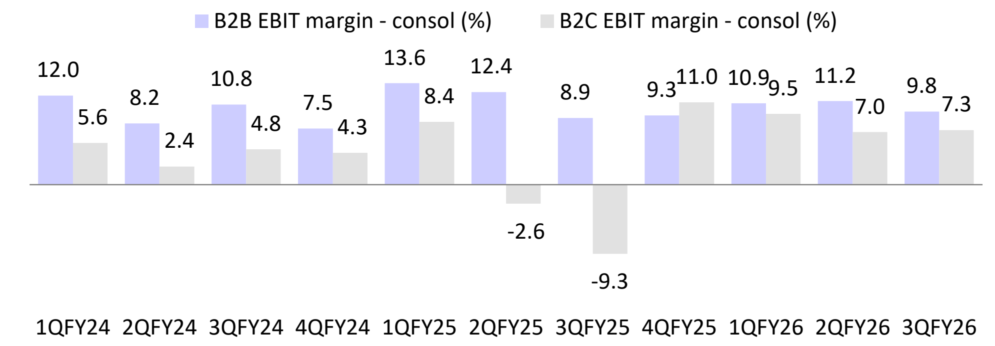
Source: Company, MOFSL

Exhibit 7: Healthy growth in AFHPL's AUM



Source: Company, MOFSL

Exhibit 8: B2B margin improved YoY, while B2C margin's positive momentum continued



Source: Company, MOFSL

Exhibit 9: We arrive at a TP of INR1,600 based on SoTP valuation

	Earnings/ book (INR m)	Valn multiple (X)	Value (INR m)	KOEL's share (%)	Value for KOEL's share (INR m)	Per share value (INR)	Valuation basis
KOEL valuation							
Core business	7,356	28	2,05,959	100	2,05,959	1,421	❖ 28X two-year fwd EPS; @35% discount to KKC
Investments							
La Gajjar Machineries	760	12	9,125	100	9,125	63	❖ 12X P/E two-year forward earnings
Arka Fincap	11,100	1.3	14,541	100	14,541	100	❖ 1.3X P/BV on expanded two-year forward book
Total					**2,29,626**	**1,584**	

Source: Company, MOFSL

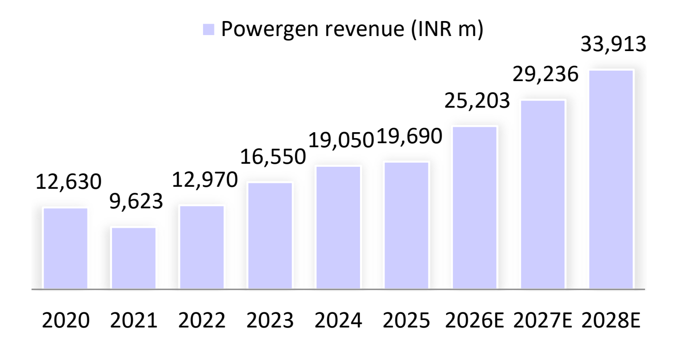
Exhibit 10: We cut our estimates by 6%/9%/3% for FY26/FY27/FY28E to factor in transfer of B2C segment

(INR M)	FY26E			FY27E			FY28E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	56,808	59,894	(5.2)	65,053	70,106	(7.2)	76,916	81,510	(5.6)
EBITDA	7,555	7,966	(5.2)	9,107	9,815	(7.2)	11,153	11,411	(2.3)
EBITDA (%)	13.3	13.3	0 bps	14.0	14.0	0 bps	14.5	14.0	50 bps
Adj. PAT	4,821	5,144	(6.3)	5,901	6,454	(8.6)	7,356	7,569	(2.8)
EPS (INR)	33.3	35.5	(6.3)	40.8	44.6	(8.6)	50.8	52.3	(2.8)

Source: MOFSL

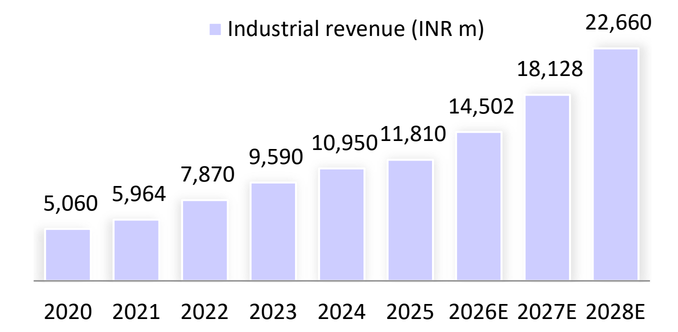
Financial outlook

Exhibit 11: We expect powergen revenue to clock 20% CAGR over FY25-28



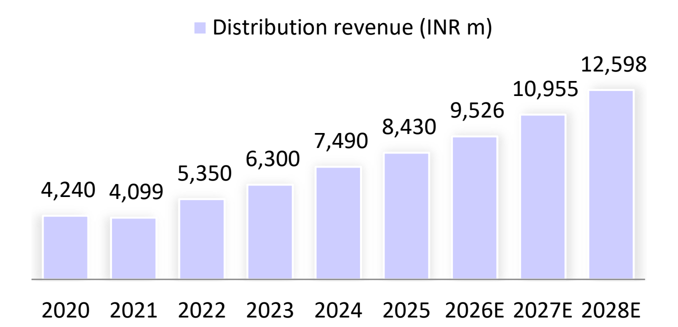
Source: Company, MOFSL

Exhibit 12: We expect industrial revenue to record a CAGR of 24% over FY25-28 due to strong demand



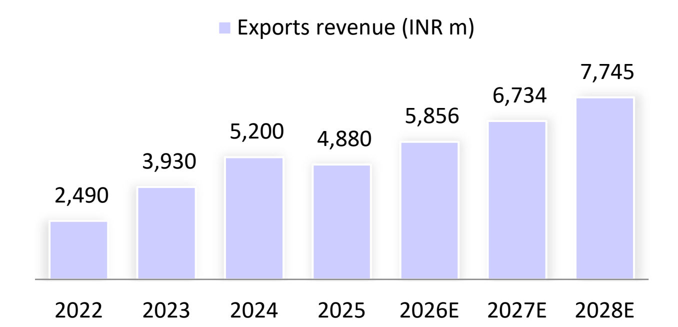
Source: Company, MOFSL

Exhibit 13: We expect distribution revenue growth to remain strong at 14% CAGR over FY25-28



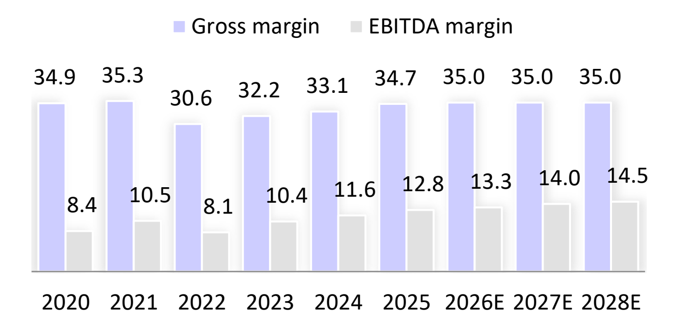
Source: Company, MOFSL

Exhibit 14: We expect export revenue to clock a 17% CAGR over FY25-28



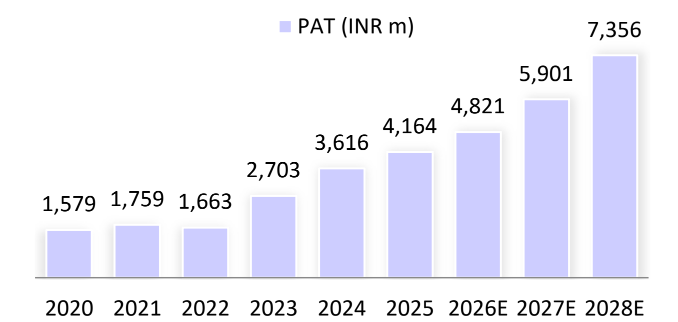
Source: Company, MOFSL

Exhibit 15: Better product mix to improve margins (%)



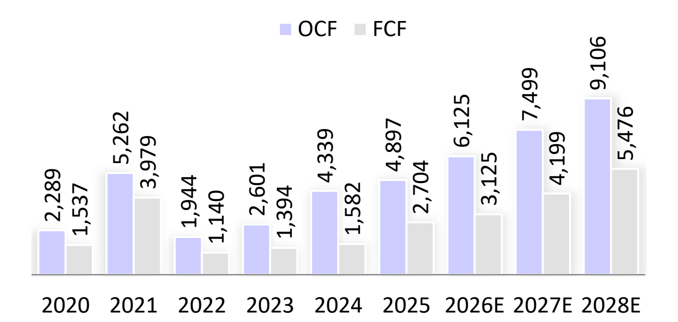
Source: Company, MOFSL

Exhibit 16: We expect PAT to post 21% CAGR over FY25-28



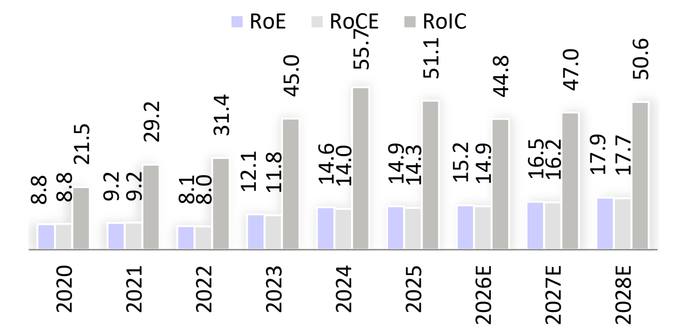
Source: Company, MOFSL

Exhibit 17: We expect OCF & FCF to improve further (INR m)



Source: Company, MOFSL

Exhibit 18: Return ratios to remain comfortable (%)



Source: Company, MOFSL

Financials and Valuation

Standalone - Income Statement								(INR m)
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
Total Income from Operations	**26,944**	**32,997**	**41,161**	**48,505**	**51,133**	**56,808**	**65,053**	**76,916**
Change (%)	-6.4	22.5	24.7	17.8	5.4	11.1	14.5	18.2
Raw Materials	17,431	22,912	27,897	32,439	33,368	36,925	42,284	49,995
Gross Profit	**9,513**	**10,085**	**13,264**	**16,066**	**17,765**	**19,883**	**22,769**	**26,921**
Employees Cost	1,989	2,070	2,365	3,069	3,441	3,823	4,378	5,176
Other Expenses	4,686	5,327	6,630	7,355	7,787	8,504	9,283	10,591
Total Expenditure	**24,106**	**30,309**	**36,892**	**42,864**	**44,596**	**49,252**	**55,945**	**65,763**
% of Sales	89.5	91.9	89.6	88.4	87.2	86.7	86.0	85.5
EBITDA	**2,838**	**2,688**	**4,269**	**5,642**	**6,537**	**7,555**	**9,107**	**11,153**
Margin (%)	10.5	8.1	10.4	11.6	12.8	13.3	14.0	14.5
Depreciation	622	772	848	970	1,170	1,398	1,575	1,769
EBIT	**2,217**	**1,915**	**3,422**	**4,672**	**5,367**	**6,157**	**7,533**	**9,384**
Int. and Finance Charges	64	62	54	78	121	96	80	64
Other Income	245	248	273	274	344	411	470	556
PBT bef. EO Exp.	**2,398**	**2,100**	**3,641**	**4,868**	**5,590**	**6,472**	**7,923**	**9,876**
EO Items	-84	527	0	0	209	-201	0	0
PBT after EO Exp.	**2,314**	**2,627**	**3,641**	**4,868**	**5,799**	**6,272**	**7,923**	**9,876**
Total Tax	617	547	939	1,252	1,480	1,601	2,022	2,521
Tax Rate (%)	26.6	20.8	25.8	25.7	25.5	25.5	25.5	25.5
Reported PAT	**1,697**	**2,080**	**2,703**	**3,616**	**4,319**	**4,671**	**5,901**	**7,356**
Adjusted PAT	**1,759**	**1,663**	**2,703**	**3,616**	**4,164**	**4,821**	**5,901**	**7,356**
Change (%)	11.4	-5.4	62.5	33.8	15.1	15.8	22.4	24.6
Margin (%)	6.5	5.0	6.6	7.5	8.1	8.5	9.1	9.6

Standalone - Balance Sheet								(INR m)
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26E**	**FY27E**	**FY28E**
Equity Share Capital	289	289	290	290	290	290	290	290
Total Reserves	19,542	21,105	23,028	25,937	29,466	33,195	37,907	43,780
Net Worth	**19,832**	**21,395**	**23,318**	**26,227**	**29,756**	**33,486**	**38,197**	**44,070**
Total Loans	793	976	751	2,091	1,294	1,094	894	694
Deferred Tax Liabilities	125	146	61	100	250	250	250	250
Capital Employed	**20,749**	**22,517**	**24,131**	**28,418**	**31,301**	**34,830**	**39,342**	**45,015**
Gross Block	16,281	16,990	17,425	19,052	23,428	26,428	29,728	33,358
Less: Accum. Deprn.	11,826	12,488	13,174	14,144	15,314	16,712	18,286	20,056
Net Fixed Assets	**4,455**	**4,502**	**4,251**	**4,908**	**8,114**	**9,716**	**11,441**	**13,302**
Capital WIP	549	393	664	2,426	957	957	957	957
Total Investments	**15,340**	**16,722**	**16,925**	**18,762**	**17,873**	**17,873**	**17,873**	**17,873**
Curr. Assets, Loans & Adv.	**8,092**	**8,505**	**11,557**	**13,115**	**16,131**	**19,365**	**24,051**	**30,594**
Inventory	2,652	3,031	4,685	5,235	4,931	5,478	6,274	7,418
Accounts Receivable	3,558	3,945	4,672	5,684	6,511	7,233	8,283	9,794
Cash and Bank Balance	294	314	338	980	3,062	4,951	7,680	11,410
Loans and Advances	872	656	852	808	686	762	872	1,031
Other Assets	716	558	1,011	408	942	942	942	942
Curr. Liability & Prov.	**7,686**	**7,606**	**9,267**	**10,793**	**11,774**	**13,081**	**14,980**	**17,711**
Accounts Payable	6,419	6,175	6,326	7,274	6,506	7,228	8,278	9,787
Other Current Liabilities	646	729	1,700	2,223	3,756	4,172	4,778	5,649
Provisions	622	702	1,241	1,296	1,512	1,680	1,924	2,275
Net Current Assets	**406**	**899**	**2,291**	**2,322**	**4,357**	**6,285**	**9,071**	**12,883**
Appl. of Funds	**20,749**	**22,517**	**24,131**	**28,418**	**31,301**	**34,831**	**39,342**	**45,015**

Financials and Valuation

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)								
EPS	**12.2**	**11.5**	**18.7**	**25.0**	**28.8**	**33.3**	**40.8**	**50.8**
Cash EPS	16.4	16.8	24.5	31.7	36.9	43.0	51.7	63.1
BV/Share	137.0	147.8	161.1	181.2	205.6	231.3	263.9	304.5
DPS	1.5	4.7	5.0	5.0	6.0	6.5	8.2	10.2
Payout (%)	12.8	32.6	26.8	20.0	20.2	20.2	20.2	20.2
Valuation (x)								
P/E	110.0	116.3	71.6	53.5	46.5	40.1	32.8	26.3
Cash P/E	81.3	79.4	54.5	42.1	36.2	31.1	25.8	21.2
P/BV	9.8	9.0	8.3	7.4	6.5	5.8	5.1	4.4
EV/Sales	7.2	5.9	4.7	4.0	3.7	3.3	2.9	2.4
EV/EBITDA	68.3	72.2	45.4	34.5	29.3	25.1	20.5	16.4
Dividend Yield (%)	0.1	0.4	0.4	0.4	0.5	0.5	0.6	0.8
FCF per share	27.5	7.9	9.6	10.9	18.7	21.6	29.0	37.8
Return Ratios (%)								
RoE	9.2	8.1	12.1	14.6	14.9	15.2	16.5	17.9
RoCE	9.2	8.0	11.8	14.0	14.3	14.9	16.2	17.7
RoIC	29.2	31.4	45.0	55.7	51.1	44.8	47.0	50.6
Working Capital Ratios								
Fixed Asset Turnover (x)	1.7	1.9	2.4	2.5	2.2	2.1	2.2	2.3
Asset Turnover (x)	1.3	1.5	1.7	1.7	1.6	1.6	1.7	1.7
Inventory (Days)	36	34	42	39	35	35	35	35
Debtor (Days)	48	44	41	43	46	46	46	46
Creditor (Days)	87	68	56	55	46	46	46	46
Leverage Ratio (x)								
Current Ratio	1.1	1.1	1.2	1.2	1.4	1.5	1.6	1.7
Interest Cover Ratio	34.9	30.7	63.8	60.0	44.3	64.5	94.7	147.7
Net Debt/Equity	-0.7	-0.8	-0.7	-0.7	-0.7	-0.6	-0.6	-0.6

Standalone - Cash Flow Statement **(INR m)**

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	2,314	2,627	3,641	4,868	5,799	6,272	7,923	9,876
Depreciation	622	772	848	970	1,170	1,398	1,575	1,769
Interest & Finance Charges	38	50	35	78	121	96	80	64
Direct Taxes Paid	-324	-567	-960	-1,084	-1,331	-1,601	-2,022	-2,521
(Inc)/Dec in WC	2,654	-157	-1,025	-441	-270	-39	-57	-82
CF from Operations	**5,304**	**2,726**	**2,539**	**4,391**	**5,490**	**6,125**	**7,499**	**9,106**
Others	-42	-782	61	-52	-592	0	0	0
CF from Operating incl EO	**5,262**	**1,944**	**2,601**	**4,339**	**4,897**	**6,125**	**7,499**	**9,106**
(Inc)/Dec in FA	-1,282	-804	-1,206	-2,757	-2,194	-3,000	-3,300	-3,630
Free Cash Flow	**3,979**	**1,140**	**1,394**	**1,582**	**2,704**	**3,125**	**4,199**	**5,476**
(Pur)/Sale of Investments	-2,855	680	3,235	-1,091	1,339	0	0	0
Others	-1,316	-8,870	-3,585	-334	-2,280	0	0	0
CF from Investments	**-5,453**	**-8,994**	**-1,556**	**-4,182**	**-3,135**	**-3,000**	**-3,300**	**-3,630**
Inc/(Dec) in Debt	613	172	-236	1,338	-797	-200	-200	-200
Interest Paid	-62	-53	-50	-107	-147	-96	-80	-64
Dividend Paid	-217	-578	-723	-724	-871	-942	-1,190	-1,483
Others	-20	7,529	-12	-21	2,134	0	0	0
CF from Fin. Activity	**314**	**7,070**	**-1,021**	**486**	**319**	**-1,237**	**-1,469**	**-1,746**
Inc/Dec of Cash	**123**	**20**	**23**	**643**	**2,082**	**1,888**	**2,729**	**3,730**
Opening Balance	171	294	314	338	980	3,062	4,951	7,680
Closing Balance	**294**	**314**	**338**	**980**	**3,062**	**4,951**	**7,680**	**11,410**

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

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

Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL),NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the"1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore.This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL .

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani
Email: nainesh.rajani@motilaloswal.com
Contact: (+65) 8328 0276

Specific Disclosures

1. Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies).
   MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
   Nature of Financial interest is holding equity shares or derivatives of the subject company
2. Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
   MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report:No
3. Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
   MOFSL may have received compensation from the subject company(ies) in the past 12 months.
4. Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
   MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).
6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

This report is meant for the clients of Motilal Oswal only.

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

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN .: 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

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