Buy

Updater Services

Estimate change	
TP change	Ļ
Rating change	

MOTILAL OSWAL

FINANCIAL SERVICES

Bloomberg	UDS IN
Equity Shares (m)	67
M.Cap.(INRb)/(USDb)	25.7 / 0.3
52-Week Range (INR)	405 / 243
1, 6, 12 Rel. Per (%)	9/17/21
12M Avg Val (INR M)	145

Financials & Valuations (INR b)

Y/E Mar	FY25E	FY26E	FY27E
Sales	28.4	33.6	38.6
EBIT	1.3	1.6	2.2
PAT	1.1	1.5	2.0
Adj PAT	1.2	1.6	2.0
EPS (INR)	16.7	22.6	29.6
Adj EPS (INR)	17.5	23.5	30.5
EPS growth (%)	19%	34%	30%
BV/Sh (INR)	145.8	168.4	198.0
Ratios			
RoE (%)	12.2	14.4	16.2
RoCE (%)	10.8	11.9	13.3
Valuations			
P/E (x)	23.3	17.2	13.1
P/BV (x)	2.7	2.3	2.0

Shareholding pattern (%)

	01		
As On	Sep-24	Jun-24	Sep-23
Promoter	58.9	58.9	58.5
DII	15.3	13.5	12.4
FII	3.5	3.9	12.2
Others	22.3	23.8	17.0

CMP: INR383 TP: INR450 (+17%) Charting the high margin trajectory...

...by focusing on the Business Support Services (BSS) business

Updater Services (UDS) reported 13.3% YoY/4.3% QoQ revenue growth to INR6.7b, in line with our estimate of ~INR7.1b. EBITDA margin came in at 6.4% (est. 6.1%), stable YoY. IFM's PBT margin improved 100bp QoQ to 5.2%. BSS's PBT margin contracted 80bp QoQ to 5.8%. Consolidated adj. PAT stood at INR280m (up 42% YoY), in line with our estimate of INR264m. The company's revenue/EBITDA/PAT grew 13%/36%/34% in 1HFY25 vs. 1HFY24. We expect revenue/EBITDA/adj. PAT to grow organically by 19%/26%/23% YoY in 2HFY25. We reiterate our BUY rating and a TP of INR450 (premised on 18x Sep'26E EPS).

Our view: BSS drives growth in 2Q

- UDS is strategically shifting its business mix, prioritizing growth in its highmargin BSS segment while leveraging the diverse capabilities of its subsidiaries. In 2QFY25, the revenue contribution of IFM/BSS segments stood at ~65%/35% vs. ~70%/30% in 1QFY24. The company forecasts organic growth of over 20% in BSS, with revenue contributions expected to rise to 40-42%. We estimate a revenue CAGR of 21.1% for BSS over FY24-27, underscoring this shift toward higher-margin opportunities to drive both revenue growth and profitability. For IFM, we anticipate a 13% CAGR over FY24-27, with margins stabilizing around 5%.
 - **Margins:** EBITDA margin stood at 6.4% (vs. our est. of 6.1%), led by IFM business (+100bp QoQ). This improvement reflects the company's strategy of exiting low-margin contracts, although there is a trade-off between revenue growth and margin in the IFM business. Management targets a consistent IFM margin range of 5-6%, aiming to enhance EBITDA by onboarding clients with equal or higher margins and rationalizing tail accounts. For the BSS segment, we anticipate stable margins of 9-10%.

Valuation and changes to our estimates

We broadly retain our estimates, given UDS's solid foothold in the IFM business and the high-margin BSS business. We expect a CAGR of 16%/30% in revenue/EBITDA over FY24-27. Reiterate BUY with a TP of INR450 (premised on 18x Sep'26E EPS). Our TP implies a 16% upside potential.

Revenue and margins in line

- Revenue was up 13.3% YoY and 4.3% QoQ at ~INR6.7b, in line with our estimate of ~INR7.1b.
- Revenue growth was aided by ~20% YoY growth in BSS, whereas IFM reported a growth of 10% YoY.
- UDS has witnessed a notable shift in its business mix. In 2QFY25, the IFM and BSS segments contributed ~65% and 35%, respectively, compared to ~70% and ~30% in 2QFY24.

Abhishek Pathak - Research analyst (Abhishek.Pathak@MotilalOswal.com) Keval Bhagat - Research analyst (Keval.Bhagat@MotilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.

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

MOTILAL OSWAL

- EBITDA margin came in at 6.4%, stable YoY (vs. est. 6.1%). IFM's PBT margin was up 100bp QoQ at 5.2%. BSS's PBT margin contracted 80bp QoQ to 5.8%.
- Consolidated adj. PAT stood at INR280m (up 42% YoY), in line with our estimates of INR264m.
- Adj. RoCE stood at 23% on an annualized basis in Sep'24 vs. 23.5% in Mar'24. The company added 74 logos during 2QFY25.
- Denave has become a wholly owned subsidiary of UDS, and further shares were acquired in Athena (74%). Digital onboarding of retailers, virtual audits aided by technology in the retail space, sales intelligence through AI initiatives for global giants, et al. helped Denave penetrate into new avenues.
- Long-standing relationships with customers have 95%/93% retention over a fiveyear window in the IFM/BSS businesses.

Key highlights from the management commentary

- UDS has a strong hold in southern markets and the manufacturing segment. Manufacturing is growing and seeing strong traction, while warehousing, infrastructure, and industrials remain key areas. Telecom handset manufacturers are also showing interest.
- The IFM business is emerging from a cycle where the company has been rationalizing its portfolio, as guided in the previous quarter. The IFM business is emerging from a cycle where the company has been rationalizing its portfolio, as guided in the previous quarter.
- In BSS, strong momentum is seen in audit and assurance business; early signs of hiring in IT are encouraging. The company is actively pursuing acquisitions in the BSS area.
- Denave has become a wholly-owned subsidiary of UDS, and further shares were acquired in Athena (74%). Digital onboarding of retailers, virtual audits, and Aldriven sales intelligence initiatives have helped Denave penetrate new avenues.

Valuation and view

- We see the company benefitting from the long-term trend of outsourcing noncore business operations for greater efficiency and service quality. With continued momentum in the IFM space and an inorganic growth engine in the high-margin BSS vertical, we expect UDS to deliver sustainable and profitable growth.
- We expect a CAGR of 16%/30% in revenue/EBITDA over FY24-27E. With visibility of healthy earnings growth over the medium term and strong value from the BSS business, we reiterate our BUY rating with a TP of INR450 (premised on 18x Sep'26E EPS). Our TP implies a 16% upside potential.

(INR m)

Consolidated – Quarterly Performance

consonautea quarterij i eriormante												(
Y/E March		FY	24			FY2	25E		FY24	FY25E	Est.	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QFY25	(%/bp)
Gross Sales	5,764	6,001	6,361	6,318	6,522	6,800	7,579	7,538	24,444	28,439	7,149	-4.9
YoY Change (%)	20.3	16.7	17.3	10.5	13.1	13.3	19.1	19.3	16.0	16.3	19.1	-580bp
Total Expenditure	5,404	5,616	5,959	5,944	6,112	6,363	7,116	7,056	22,923	26,647	6,692	-4.9
Core EBITDA	360	385	401	374	409	437	462	482	1,520	1,791	458	-4.5
Margins (%)	6.3	6.4	6.3	5.9	6.3	6.4	6.1	6.4	6.2	6.3	6.4	0bp
ESOP cost	0.0	31.7	21.7	18.9	0.0	0.0	0.0	0.0	72.3	0.0	21.4	-100.0
Fair value changes	31.8	57.2	31.8	-47.4	0.0	0.0	0.0	0.0	105.9	0.0	0.0	
EBITDA	329	296	348	403	409	437	462	482	1,342	1,791	436	0.2
Margins (%)	5.7	4.9	5.5	6.4	6.3	6.4	6.1	6.4	5.5	6.3	6.1	30bp
Depreciation	131	137	149	123	115	123	152	151	539.6	540.1	143	-13.8
Interest	56	63	42	31	34	29	27	26	192.8	116.3	25	17.8
Other Income, net	27	27	93	56	65	69	45	45	236	225	43	61.5
PBT	169	123	250	305	326	354	330	351	846	1,359	311	13.7
Тах	45	31	44	63	69	74	49	53	183.2	244.9	47	57.9
Rate (%)	26.7	25.2	17.7	20.7	21.3	20.8	15.0	15.0	21.7	18.0	15.0	580bp
Minority Interest & Profit/Loss of Asso. Cos.	-5	-8	-3	-17	3	-1	0	0	-17	2	0	
Adjusted PAT	202	197	275	194	256	280	280	298	885	1,177	264	5.9
YoY Change (%)	-22.6	-19.8	114.2	-10.3	27.2	41.8	2.1	53.5	137.9	33.0	33.9	
Margins (%)	3.5	3.3	4.3	3.1	3.9	4.1	3.7	4.0	3.6	4.1	3.7	40bp

Key Performance Indicators

Y/E March		FY2	24		FY25	FY24	
	1Q	2Q	3Q	4Q	1Q	2Q	
Segment Revenue (INR m)							
Integrated Facility Management Services	4,050	4,297	4,181	4,282	4,363	4,594	16,809
Business Support Services	1,744	1,993	2,283	2,091	2,343	2,387	8,112
PBT Margin (%)							
Integrated Facility Management Services	1.9	2.8	3.0	3.7	4.2	5.2	3.1
Business Support Services	6.0	5.1	6.2	6.9	6.6	5.8	6.0



Key highlights from the management commentary

Quarterly performance and outlook

- Revenue increased 13.3% YoY and 4.3% QoQ to ~INR6.7b. UDS has a strong hold in southern markets and the manufacturing segment. 90% of contracts are fixed, 7-8% are mixed, and 2-3% are variable.
- Manufacturing is growing and seeing strong traction, while warehousing, infrastructure, and industrials remain key areas. Telecom handset manufacturers are also showing interest.
- **IFM:** Achieved 10% YoY growth, with revenue growth focusing on long-term priorities. It contributed 65% of total revenue on 1HFY25.
- New orders are accepted when they meet margin profiles; however, the operating team may sometimes enter contracts on a strategic basis even if margins are slightly lower. Non-viable and unprofitable contracts have now been reduced to single digits. There is a trade-off between revenue growth and margin profile in IFM. The company has exited low-margin contracts, with new contracts in 2Q expected to be fully operational in the next couple of quarters.
- The IFM business is emerging from a cycle where the company has been rationalizing its portfolio, as guided in the previous quarter.
- The margin target range is 5-6%. The historical FY24 margin was 5.3%, with expectations to reach 6% this year.

MOTILAL OSWAL

- Informal revenue growth guidance of 10-15% for the overall year, with 2H expected to be in the 10-13% range.
- In BSS, strong momentum in audit and assurance business; early signs of hiring in IT are encouraging. Focused on cross-selling between IFM and BSS synergies, with early signs of benefits coming through.
- Opportunities are emerging in audit and assurance, and employee background & verification services. UDS is actively pursuing acquisitions in the BSS area.
- Expects 20% organic growth, with similar growth expected for the next two quarters.
- Denave faced margin pressures due to AI-related disruptions.
- Margins are projected in the 9-10% range and expected to remain stable, though volumes will increase.
- The margins can fluctuate slightly QoQ, with an organic margin improvement of 0.2-0.3% YoY expected, though acquisitions may alter the margin profile. There were no one-offs this quarter.
- Cash conversion ratio is lower, primarily due to cash outflows for Denave and Athena. Working capital was slightly impacted by large client onboarding.
- UDS is in discussions with three acquisition targets, though no final decisions or term sheets have been issued yet. An acquisition is likely, with a focus on synergies, management alignment, and financial criteria. The ideal acquisition size is INR 200-300 crores, though this may vary. A large acquisition is unlikely.
- Denave has become a wholly-owned subsidiary of UDS, and further shares were acquired in Athena (74%). Digital onboarding of retailers, virtual audits, and Aldriven sales intelligence initiatives have helped Denave penetrate new avenues.
- Athena's business faced disruptions due to client-specific issues. It remains focused on BFSI and FMCG, with initiatives to expand reach to other large segments.

Valuation and view

- We see the company benefitting from the long-term trend of outsourcing noncore business operations for greater efficiency and service quality. With continued momentum in the IFM space and an inorganic growth engine in the high-margin BSS vertical, we expect UDS to deliver sustainable and profitable growth.
- We expect a CAGR of 16%/30% in revenue/EBITDA over FY24-27E. With visibility of healthy earnings growth over the medium term and strong value from the BSS business, we reiterate our BUY rating with a TP of INR450 (premised on 18x Sep'26E EPS). Our TP implies a 16% upside potential.

		Revised			Earlier		Change		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Revenue (INRm)	28,439	33,582	38,557	28,703	33,544	38,519	-0.9%	0.1%	0.1%
Growth (%)	16.3	18.1	14.8	17.4	16.9	14.8	-110bps	120bps	0bps
EBITDA (INRm)	1,791	2,317	2,949	1,762	2,301	3,005	1.6%	0.7%	-1.8%
EBITDA Margin (%)	6.3	6.9	7.6	6.1	6.9	7.8	20bps	0bps	-20bps
PAT (INRm)	1,115	1,513	1,982	1,077	1,500	2,030	3.5%	0.9%	-2.3%
EPS (INR)	16.6	22.5	29.5	16.1	22.4	30.3	3.3%	0.6%	-2.6%

Exhibit 1: Revisions to our estimates

Source: Company, MOFSL

Financials and valuation

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27
Total Income from Operations	13,149	12,100	14,836	21,061	24,444	28,439	33,582	38,55
Change (%)	21.1	-8.0	22.6	42.0	16.1	16.3	18.1	14.3
Cost of services	444	306	1,348	3,469	1,020	992	1,209	1,38
Employees Cost	10,543	9,817	10,682	13,802	18,084	21,280	25,187	28,81
Other Expenses	1,577	1,309	2,032	2,792	3,998	4,376	4,869	5,40
Total Expenditure	12,564	11,432	14,062	20,063	23,101	26,647	31,265	35,608
% of Sales	95.6	94.5	94.8	95.3	94.5	93.7	93.1	92.4
Gross Profit								
EBITDA	585	668	774	998	1,342	1,791	2,317	2,949
Margin (%)	4.4	5.5	5.2	4.7	5.5	6.3	6.9	7.6
Depreciation	162	150	165	370	540	540	672	771
EBIT	423	518	609	627	803	1,251	1,646	2,178
Int. and Finance Charges	76	30	51	146	193	116	67	77
Other Income	19	63	144	60	236	225	201	231
PBT bef. EO Exp.	366	552	702	542	846	1,359	1,780	2,332
EO Items	0	0	0	0	0	0	0	(
PBT after EO Exp.	366	552	702	542	846	1,359	1,780	2,332
Total Tax	36	69	136	196	183	245	267	350
Tax Rate (%)	9.8	12.5	19.4	36.1	21.7	18.0	15.0	15.0
Minority Interest	-1	25	21	-12	-17	2	0	(
Net Income - post NCI	331	458	545	358	679	1,113	1,513	1,982
Net Income (ESOP adj)	359	523	786	851	885	1,177	1,575	2,044
Change (%)	-6.4	38.2	19.0	-34.3	89.8	63.8	35.9	31.0
Margin (%)	2.5	3.8	3.7	1.7	2.8	3.9	4.5	5.1
Consolidated - Balance Sheet								(INR m)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
· ·				_				
Equity Share Capital Total Reserves	528	528	528	530	669	669	669	12 5 65
Not Worth	1,910	2,393	2,929	3,349	7,791	9,092	10,605	12,587

Appl. of Funds	3,869	3,510	5,523	7,764	10,241	12,403	14,328	16,708
Net Current Assets	1,979	1,591	1,831	2,574	4,739	7,317	9,011	11,151
Provisions	0	0	0	0	0	0	0	0
Other Current Liabilities	1,808	1,965	2,765	3,613	4,315	4,061	4,781	5,478
Account Payables	369	319	457	793	793	1,091	1,196	1,268
Curr. Liability & Prov.	2,177	2,284	3,222	4,406	5,107	5,152	5,977	6,745
Loans and Advances	501	498	805	982	3,230	1,298	1,533	1,760
Bank Balance	74	192	137	504	671	0	0	0
Cash and Bank Balance	173	446	573	1,147	836	4,939	6,103	7,699
Account Receivables	3,342	2,689	3,475	4,277	5,039	6,155	7,269	8,345
Inventory	66	50	63	70	70	77	85	93
Curr. Assets, Loans&Adv.	4,156	3,875	5,053	6,980	9,846	12,469	14,988	17,897
Total Investments	15	40	0	38	16	16	16	16
Other Assets	902	1,019	1,423	1,536	2,049	1,185	1,314	1,438
Goodwill on Consolidation	601	577	1,591	2,384	2,503	2,453	2,403	2,353
Net Fixed Assets	372	283	678	1,232	933	1,431	1,583	1,749
Capital Employed	3,868	3,510	5,523	7,763	10,241	12,404	14,328	16,708
Deferred Tax Liabilities	31	26	108	158	117	117	117	117
Total Loans	1,399	563	1,958	3,727	1,663	2,525	2,937	3,335
Minority Interest	0	0	0	0	0	0	0	0
Net Worth	2,438	2,921	3,457	3,878	8,461	9,761	11,274	13,257
Total Reserves	1,910	2,393	2,929	3,349	7,791	9,092	10,605	12,587
Equity Share Capital	528	528	528	530	669	669	669	669

Financials and valuation

Ratios								
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)								
EPS	6.3	8.5	10.5	6.8	11.4	16.6	22.6	29.6
Cash EPS	9.4	11.3	13.7	13.8	20.4	24.7	32.6	41.1
BV/Share	46.2	55.3	65.5	73.2	126.4	145.8	168.4	198.0
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)								
P/E	61.6	45.6	37.0	57.3	34.2	23.3	17.2	13.1
Cash P/E	41.4	34.4	28.4	28.2	19.0	15.7	11.9	9.4
P/BV	8.4	7.0	5.9	5.3	3.1	2.7	2.3	2.0
EV/Sales	1.6	1.7	1.5	1.1	1.0	0.8	0.7	0.6
EV/EBITDA	37.0	31.4	27.8	23.1	17.9	13.2	9.8	7.3
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	-12.0	22.6	-5.2	-3.2	-2.5	65.5	17.4	23.8
Return Ratios (%)								
RoE	13.6	17.1	17.1	9.8	11.0	12.2	14.4	16.2
RoCE	20.8	13.9	13.6	6.7	9.2	10.8	11.9	13.3
RoIC	27.5	19.0	17.8	9.4	10.2	15.1	21.3	25.6
Working Capital Ratios								
Asset Turnover (x)	3.4	3.4	2.7	2.7	2.4	2.3	2.3	2.3
Debtor (Days)	93	81	85	74	75	79	79	79
Creditor (Days)	10	10	11	14	12	14	13	12
Leverage Ratio (x)								
Net Debt/Equity	0.5	0.0	0.4	0.7	0.1	-0.2	-0.3	-0.3

Consolidated - Cash Flow Statement (INR m								
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	367	544	709	542	846	1,359	1,780	2,332
Depreciation	162	150	165	370	540	540	672	771
Interest & Finance Charges	217	86	220	538	274	858	0	0
Direct Taxes Paid	-245	-125	-214	-204	-415	-245	-267	-350
(Inc)/Dec in WC	-446	630	-571	-98	-218	2,801	-299	-320
CF from Operations	55	1,285	309	1,148	1,026	5,314	1,886	2,433
Others	0	0	0	0	0	0	0	0
CF from Operating incl EO	55	1,285	309	1,148	1,026	5,314	1,886	2,433
(Inc)/Dec in FA	-685	-68	-578	-1,315	-1,175	-930	-722	-837
Free Cash Flow	-630	1,217	-269	-168	-149	4,383	1,163	1,596
(Pur)/Sale of Investments	73	-115	59	-251	-2,315	0	0	0
Others	10	18	47	37	-74	0	0	0
CF from Investments	-602	-165	-472	-1,530	-3,564	-930	-722	-837
Issue of Shares	0	0	0	0	3,851	0	0	0
Inc/(Dec) in Debt	612	-783	429	428	-1,228	-279	0	0
Interest Paid	-36	-38	-95	652	-246	0	0	0
Dividend Paid	0	0	0	0	0	0	0	0
Others	-14	-25	-45	-125	-150	0	0	0
CF from Fin. Activity	562	-846	289	956	2,227	-279	0	0
Inc/Dec of Cash	15	274	126	574	-311	4,104	1,163	1,596
Opening Balance	160	173	446	572	1,146	835	4,939	6,103
Closing Balance	175	447	572	1,146	835	4,939	6,103	7,699

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

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 within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures:

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) 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. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf

Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalvst/PublishViewLitigation.aspx

MOFSL, it's associates, Research Analyst or their relatives may have any financial interest in the subject company. MOFSL and/or its associates and/or Research Analyst or their relatives may have actual beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may have any other potential conflict of interests at the time of publication of the research report or at the time of public appearance, however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

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

- received any compensation/other benefits from the subject company of this report a)
- b)
- managed or co-managed public offering of securities from subject company of this research report, received compensation for investment banking or merchant banking or brokerage services from subject company of this research report, c)
- received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report. d)
- MOFSL and it's associates have not received any compensation or other benefits from the subject company or third party in connection with the research report.
- Subject Company may have been a client of MOFSL or its associates during twelve months preceding the date of distribution of the research report.
- Research Analyst may have served as director/officer/employee in the subject company.
- MOFSL and research analyst may engage in market making activity for the subject company.

MOFSL and its associate company(ies), and Research Analyst and their relatives from time to time may have:

a) a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein.

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

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures. To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report. MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report.

Terms & Conditions:

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

Analyst Certification

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

Disclosure of Interest Statement	Updater Services			
Analyst ownership of the stock	No			

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

Regional Disclosures (outside India)

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

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Charge Trade S71 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motial Oswal Financial Services Limited (SEBI Reg No. INH000000412) has an agreement with Motial 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 investors 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. 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

MOTILAL OSWAL

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, Motial 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") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act of Singapore .Accordingly, if a Singapore person is not, or ceases to be, such an investor, they must immediately discontinue any use of this Report and inform MOCMSPL.

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 from any of the second secon of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays

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

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

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

Grievance Redressal Cell:

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

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

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