

Campus Activewear

Estimate change	↔
TP change	↓
Rating change	↔

Bloomberg	CAMPUS IN
Equity Shares (m)	306
M.Cap.(INRb)/(USD\$)	66.9 / 0.7
52-Week Range (INR)	297 / 215
1, 6, 12 Rel. Per (%)	-7/-16/-18
12M Avg Val (INR M)	164

Financials & Valuations (INR b)

Y/E March	FY27E	FY28E	FY29E
Sales	20.3	22.8	25.6
EBITDA	3.3	3.9	4.6
Adj. PAT	1.8	2.2	2.6
EBITDA Margin (%)	16.5	17.3	18.0
Adj. EPS (INR)	5.8	7.1	8.5
EPS Gr. (%)	19.1	21.4	19.9
BV/Sh. (INR)	33.9	39.0	45.0

Ratios

Net D:E	0.1	0.0	-0.1
RoE (%)	18.4	19.4	20.2
RoCE (%)	16.6	17.4	18.1
Payout (%)	34.3	35.3	29.4

Valuations

P/E (x)	37.5	30.9	25.8
EV/EBITDA (x)	20.5	17.0	14.3
EV/Sales (X)	3.4	2.9	2.6
Div. Yield (%)	0.9	1.1	1.1

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	72.1	72.1	72.1
DII	11.4	11.6	11.8
FII	6.0	6.1	6.7
Others	10.5	10.2	9.4

FII includes depository receipts

CMP: INR219

TP: INR310 (+42%)

Buy

Slightly weaker 1Q; mid-teens growth key to re-rating

- Campus Activewear (Campus)'s revenue grew 12% YoY (on a weak base) and came in below our expectations (17% YoY). Management indicated that reported growth was ~4.5% lower due to one-off factors such as a change in accounting policy by online platforms (from Jul'25) and a shift to the SoR model for FoFo stores.
- Growth continued to be volume-driven (+12% YoY), while reported ASP remained broadly stable YoY. Campus has implemented ~8% blended ASP hike across the portfolio from Apr'26, which, along with premiumization of the mix through rising salience of sneakers and the recently launched ELAN range, should help offset the drag from input price inflation.
- Management is confident of delivering mid-teen revenue growth, with equal contribution from volume growth and ASP increases.
- **Gross margin (+35bp YoY; 100bp beat)** remained resilient despite RM inflation, although EBITDA margin (-15bp YoY; 155bp miss) was weighed down by minimum wage revisions and higher indirect costs from the newly commissioned plants. Management reiterated its aspiration of improving EBITDA margins to 17-19% over the medium term (vs. 16.5% in FY26).
- We fine-tune our FY27-28 estimates and now model ~13%/16%/20% FY26-29E CAGR in revenue/reported EBITDA/PAT, with EBITDA margin improving ~155bp to ~18% by FY29.
- **Reiterate BUY with a revised TP of INR310**, premised on 40x Sep'28E EPS.

Slightly weaker growth and profitability in 1QFY27

- Campus' 1Q revenue at INR3.85b grew 12% YoY on a weak base (and was weaker than our est. of 17% YoY).
 - Volume grew ~12% YoY to 5.7m pairs, while ASP remained stable YoY at INR674. Management indicated that ASP was lower by ~4-4.5% due to one-off factors (Flipkart accounting change, shift to SoR model for FoFo stores).
 - D2C online/offline grew 16%/18% YoY (both on a weak base), while Trade distribution grew ~9% YoY.
- Gross profit rose 13% YoY to INR2.1b (vs. our est. INR2.17b) as gross margin expanded ~35bp YoY to 55% (~100bp beat).
 - Management indicated that the company has implemented an 8% blended ASP hike across the portfolio to mitigate the impact of input cost inflation.
- Employee costs/other expenses rose 15%/13% YoY due to minimum wage hikes and higher costs from recently commissioned facilities.
- EBITDA grew 11% YoY to INR547m (13% miss) as EBITDA margin contracted ~15bp YoY to 14.2% (~155bp miss) due to operating deleverage.
- Depreciation rose 12% YoY, and finance cost declined 2% YoY (20% below), while other income grew ~31% YoY (60% ahead of our estimate).

Research Analyst: Aditya Bansal (Aditya.Bansal@MotilalOswal.com) | **Avinash K** (Avinash.Karumanchi@MotilalOswal.com)

Research Analyst: Siddhesh Chaudhari (Siddhesh.Chaudhari@MotilalOswal.com) | **Niraj Harwande** (Niraj.Harwande@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.

- Consequently, PAT grew ~18 YoY to INR261m (an 8% miss) with PAT margin at 6.8% (up 30bp YoY, ~30bp miss).

Key takeaways from the management commentary

- **One-off impacts on revenue:** Reported revenue growth was impacted by ~4.5% due to temporary online accounting changes (~2.5%) and the transition to SOR for franchise stores (~2–2.5%), implying stronger underlying growth.
- **Price hikes:** Campus implemented ~8% price hike from Apr'26. While reported ASP was diluted by the online accounting change and stronger school shoe sales during 1Q, the price hike has been well absorbed with resilient secondary demand, record dealer orders, and no meaningful demand disruption. The company does not intend to roll back prices even if input costs soften, supporting future margin expansion.
- **Network Expansion:** Campus opened 18 stores (highest in 7–8 quarters) and remains on track to add ~90–100 stores in FY27, expanding across tiers with increasing focus on underpenetrated markets such as Kerala, Tamil Nadu, and the North-East, while Rajasthan, Maharashtra, MP and Chhattisgarh continue to deliver strong traction.
- **Guidance:** The company reiterated its target for mid-teens revenue growth, with largely equal contribution from volume growth and ASP hikes. Further, it aims to improve EBITDA margins to 17–19% over the medium term.

Valuation and view

- Campus is expanding beyond its core category of sports shoes into sneakers, women's, and kids' categories. Sharper segmentation, affordability-led positioning, and ongoing operational initiatives are supporting stronger execution and an improving product mix. Channel feedback on execution remains stronger vs. peers.
- We fine-tune our estimates and build in volume/ASP/revenue CAGR of 6%/7%/13% over FY26-29. Improving product mix, price hikes, and recent launches could support stronger ASP growth, while the focus remains on volume growth as the company has linked distributors' incentives to volume growth rather than value growth for FY27.
- We build in ~155bp EBITDA margin expansion over FY26-29E, with gross margin expansion contributing ~65bp, led by premiumization and mix improvements. The recent price hike should cushion the margins from near-term headwinds from raw material inflation. Accordingly, we model EBITDA/PAT CAGR of 16%/20% over FY26-29E.
- **Reiterate BUY with a revised TP of INR310 (earlier INR325), based on 40x Sep'28E EPS.**

Exhibit 1: Valuation based on Sep'28E P/E

Particulars	INR/Share
EPS	7.8
Target PE (x)	40
Equity value/share (INR)	310
CMP (INR)	219
Upside/(Downside) (%)	42

Source: MOFSL, Company

Consolidated Quarterly Earnings

(INR m)

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	Est
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	Var (%)
Revenue	3,433	3,866	5,886	4,556	3,852	4,252	7,069	5,119	17,741	20,292	4,011	-4.0
YoY Change (%)	1.2	16.0	14.3	12.3	12.2	10.0	20.1	12.4	11.4	14.4		
Gross Profit	1,875	2,062	3,097	2,345	2,118	2,232	3,676	2,627	9,378	10,653	2,166	-2.2
Gross margin	54.6	53.3	52.6	51.5	55.0	52.5	52.0	51.3	52.9	52.5	54.0	2
Total Expenditure	2,940	3,367	4,784	3,732	3,305	3,733	5,772	4,144	14,822	16,954	3,379	-2.2
EBITDA	493	499	1,103	825	547	519	1,297	975	2,919	3,338	632	-13.5
EBITDA margins (%)	14.4	12.9	18.7	18.1	14.2	12.2	18.4	19.1	16.5	16.5	15.8	
Depreciation	201	219	224	239	226	249	274	266	883	1,014	243	-7.1
Interest	49	62	73	59	48	53	58	79	243	239	60	-19.5
Other Income	61	52	55	61	80	64	106	54	228	304	50	60.4
PBT	304	270	861	588	353	281	1,071	684	2,022	2,389	379	-6.8
Tax	82	69	224	146	92	71	270	170	521	601	95	-3.9
Rate (%)	26.9	25.5	26.0	24.9	25.9	25.2	25.2	24.8	25.8	25.2	25.2	
Reported PAT	222	201	637	441	261	210	802	514	1,501	1,788	283	-7.7
Adj PAT	222	201	637	441	261	210	802	514	1,501	1,788	283	-7.7
YoY Change (%)	-13	40	37	26	18	5	26	17	23.9	19.1		

E: MOFSL Estimates

Exhibit 2: Quarterly Performance

INRm	1QFY26	4QFY26	1QFY27	YoY%	QoQ%	1QFY27E	vs. est (%)
Total Revenue	3,433	4,556	3,852	12	-15	4,011	-4
Raw Material cost	1,558	2,212	1,734	11	-22	1,845	-6
Gross Profit	1,875	2,345	2,118	13	-10	2,166	-2
Gross margin (%)	54.6%	51.5%	55.0%	37	353	54.0%	98
Employee Costs	322	370	371	15	0	361	3
SGA Expenses	1,061	1,150	1,200	13	4	1,173	2
EBITDA	493	825	547	11	-34	632	-13
EBITDA margin (%)	14.4%	18.1%	14.2%	-16	-391	15.8%	-156
D&A	201	239	226	12	-5	243	-7
EBIT	292	586	321	10	-45	388	-17
EBIT margin (%)	8.5%	12.9%	8.3%	-17	-454	9.7%	-136
Finance Costs	49	59	48	-2	-18	60	-20
Other Income	61	61	80	31	33	50	60
Profit before Tax	304	588	353	16	-40	379	-7
Tax	82	146	92	12	-38	95	-4
Profit after Tax	222	441	261	18	-41	283	-8
PAT margin (%)	6.5%	9.7%	6.8%	32	-290	7.1%	-28

Source: MOFSL, Company

Exhibit 3: Key Operating Metrics

INR m	1QFY26	4QFY26	1QFY27	YoY%	QoQ%
Trade Distribution	1,909	2,356	2,076	9	-12
Direct to consumer (online)	1,095	1,722	1,267	16	-26
Direct to consumer (offline)	429	478	508	18	6
Mix (%)					
Trade Distribution	55.6%	51.7%	53.9%	-170	220
Direct to consumer (online)	31.9%	37.8%	32.9%	100	-490
Direct to consumer (offline)	12.5%	10.5%	13.2%	70	270
	1QFY26	4QFY26	1QFY27	YoY%	QoQ%
ASP (INR/pair)	671	668	674	0	1
Volume (m pairs)	5.1	6.8	5.7	12	-16

Source: MOFSL, Company

Exhibit 4: Changes to our estimates

	FY27E	FY28E	FY29E
Revenue (INR m)			
Old	20,102	22,585	-
Actual/New	20,292	22,798	25,613
Change (%)	0.9	0.9	-
Gross Profit (INR m)			
Old	10,554	11,993	-
Actual/New	10,653	12,083	13,703
Change (%)	0.9	0.8	-
Gross margin (%)			
Old	52.5%	53.1%	-
Actual/New	52.5%	53.0%	53.5%
Change (bp)	0	-10	-
EBITDA (INR m)			
Old	3,317	3,952	-
Actual/New	3,338	3,944	4,610
Change (%)	0.6	-0.2	-
EBITDA margin (%)			
Old	16.5%	17.5%	-
Actual/New	16.5%	17.3%	18.0%
Change (bp)	-5	-20	-
Net Profit (INR m)			
Old	1,719	2,135	-
Actual/New	1,788	2,170	2,603
Change (%)	4.0	1.6	-
EPS (INR)			
Old	5.6	7.0	-
Actual/New	5.8	7.1	8.5
Change (%)	4.0	1.6	-

Source: MOFSL, Company



Detailed takeaways from the management commentary

- **One-off impacts on revenue:** Reported revenue growth was impacted by ~4.5% due to temporary online accounting changes (~2.5%) and the transition to SoR for franchise stores (~2–2.5%), implying a stronger underlying growth.
- **Price hikes:** Campus implemented ~8% price hike from Apr'26. While reported ASP was diluted by the online accounting change and stronger school shoe sales during 1Q, the price hike has been well absorbed with resilient secondary demand, record dealer orders, and no meaningful demand disruption.
- **Gross margin** remained resilient despite raw material inflation. Further, the company does not intend to roll back prices even if input costs soften, supporting future margin expansion.
- **Network Expansion:** Campus opened 18 stores (highest in 7–8 quarters) and remains on track to add ~90–100 stores in FY27, expanding across tiers with increasing focus on underpenetrated markets such as Kerala, Tamil Nadu and the North-East, while Rajasthan, Maharashtra, MP and Chhattisgarh continue to deliver strong traction.
- **Guidance:** The company reiterated its target for mid-teens revenue growth, with largely equal contribution from volume growth and ASP hikes. Further, it aims to improve EBITDA margins to 17–19% over the medium term.
- **School shoes** contributed 40% to 1QFY27 sales and acted as a drag on ASP and should normalize in coming quarters. The recently launched ELAN premium range has seen encouraging early traction, supporting premiumisation.
- **Sneakers** continue to be a key premiumisation lever, contributing **12–13% of sales**. The company is targeting **~30% growth** in the category, supported by new product launches and investments in manufacturing capacity.
- Industry-wide price hikes and supply constraints among smaller/unorganized players are expected to improve the competitive landscape and support market share gains.
- **EBITDA** was hit by minimum wage revisions and higher indirect costs from the newly commissioned plants. Incremental quarterly costs included ~INR50m from wage revisions and INR25m each from distributor meet and related A&P expenses and indirect costs from newly commissioned facilities.
- Capacity rationalization was due to closure of 4–5m pairs of legacy DIP capacity, reducing annual capacity to 31m pairs (from 36m earlier) and shifting production towards higher-ASP, higher-margin categories.
- **Inventory:** Built inventory ahead of the festive season and franchise transition, with the highest-ever 1Q production ensuring adequate product availability across channels to meet the festive demand.
- **Franchisee stores** (158 stores) have moved from outright sales to an SoR model, which gives the company more control over inventory, pricing and merchandising. However, it reduced reported revenue growth by ~2.0–2.5%.

Story in charts

Exhibit 5: Revenue grew 12% YoY, GM up ~40bp YoY

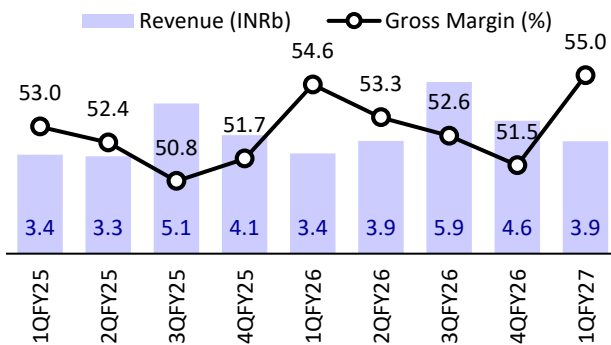


Exhibit 6: Volumes grew 12% YoY, ASP remained flat YoY

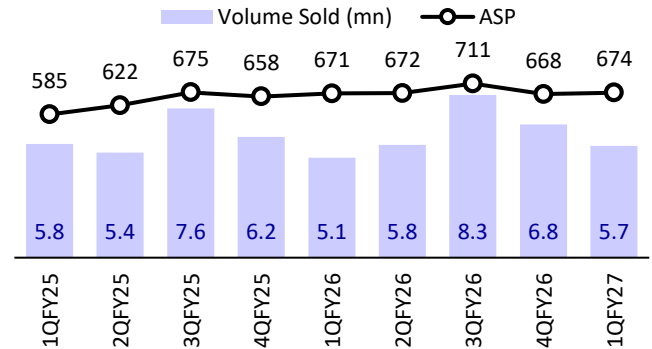


Exhibit 7: EBITDA rose 11% YoY; margin down ~15bp YoY

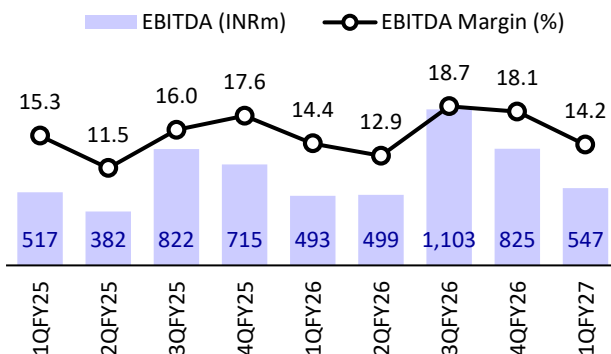


Exhibit 8: PAT up ~18% YoY, margin expanded ~30bp YoY

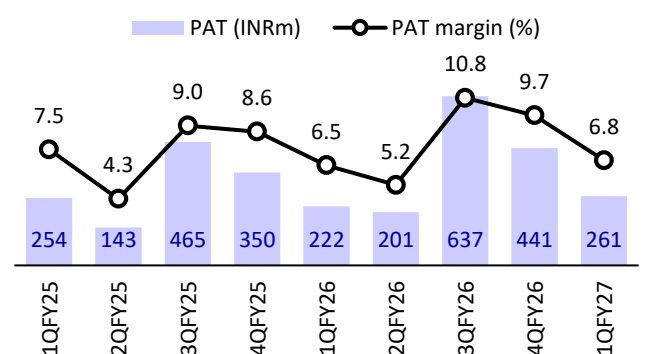


Exhibit 9: Expect 13% revenue CAGR over FY26-29

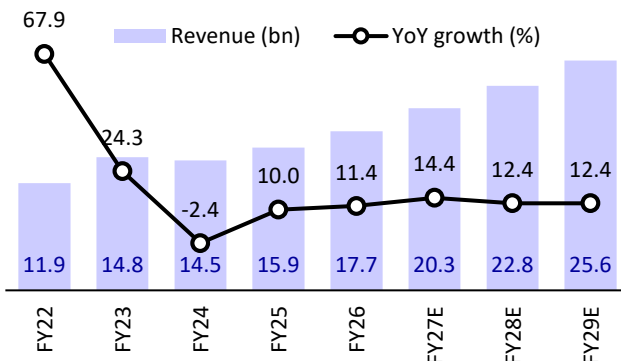


Exhibit 10: Expect 7%/6% ASP/volume CAGR over FY26-29

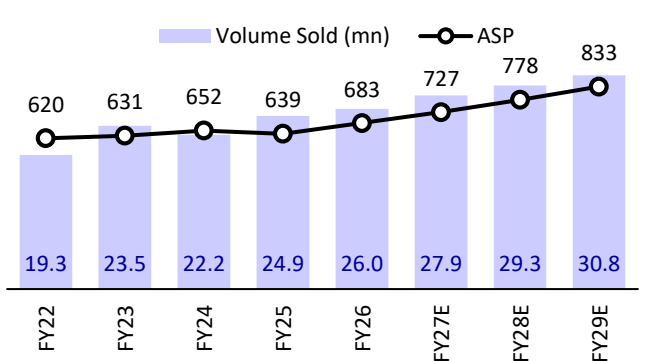


Exhibit 11: Expect 16% EBITDA CAGR over FY26-29, with ~155bp margin expansion by FY29

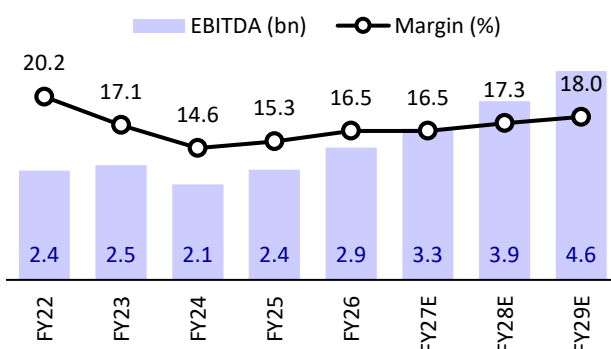
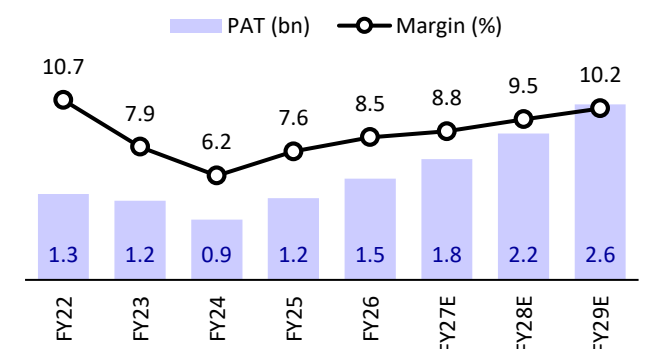


Exhibit 12: Expect 20% PAT CAGR over FY26-29



Source: MOFSL, Company

Source: MOFSL, Company

Financials and valuations

Consolidated - Income Statement						(INR m)		
Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Revenue from Operations	11,942	14,842	14,483	15,930	17,741	20,292	22,798	25,613
Change (%)	68	24	-2	10	11	14	12	12
Raw Materials	5,973	7,520	6,955	7,673	8,363	9,639	10,715	11,910
GROSS PROFIT	5,968	7,323	7,528	8,257	9,378	10,653	12,083	13,703
Margin (%)	50.0	49.3	52.0	51.8	52.9	52.5	53.0	53.5
Employees Cost	679	802	1,015	1,190	1,402	1,603	1,778	1,972
Other Expenses	2,874	3,985	4,405	4,632	5,058	5,712	6,361	7,120
Total Expenditure	3,553	4,787	5,420	5,822	6,459	7,315	8,139	9,093
% of Sales	29.8	32.3	37.4	36.5	36.4	36.1	35.7	35.5
EBITDA	2,415	2,536	2,108	2,435	2,919	3,338	3,944	4,610
Margin (%)	20.2	17.1	14.6	15.3	16.5	16.5	17.3	18.0
Depreciation	532	710	721	755	883	1,014	1,143	1,272
EBIT	1,883	1,826	1,387	1,680	2,036	2,323	2,801	3,338
Margin (%)	15.8	12.3	9.6	10.5	11.5	11.5	12.3	13.0
Finance costs	196	287	232	188	243	239	242	244
Other Income	24	28	45	147	228	304	342	384
PBT bef. EO Exp.	1,711	1,567	1,200	1,639	2,022	2,389	2,900	3,478
Total Tax	634	396	306	428	521	601	730	875
Tax Rate (%)	37.0	25.0	25.0	26.1	25.8	25.2	25.2	25.2
Reported PAT	1,078	1,171	894	1,212	1,501	1,788	2,170	2,603
Adjusted PAT	1,273	1,171	894	1,212	1,501	1,788	2,170	2,603
Change (%)	356.9	-8.0	-23.6	35.5	23.9	19.1	21.4	19.9
Margin (%)	10.7	7.9	6.2	7.6	8.5	8.8	9.5	10.2

Consolidated - Balance Sheet						(INR m)		
Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Equity Share Capital	1,522	1,523	1,526	1,527	1,527	1,527	1,527	1,527
Total Reserves	2,754	3,998	4,990	6,038	7,535	8,863	10,421	12,258
Net Worth	4,276	5,521	6,517	7,565	9,062	10,390	11,948	13,785
Minority Interest	0	0	0	0	0	0	0	0
Total Loans	2,890	3,350	1,778	2,323	2,362	2,610	2,812	2,976
Lease Liability	1,147	1,542	1,535	2,323	1,999	2,247	2,449	2,613
Capital Employed	7,166	8,871	8,294	9,888	11,423	13,000	14,760	16,760
Gross Block	4,460	5,695	6,167	7,614	8,879	10,084	11,289	12,494
Less: Accum. Deprn.	1,214	1,924	2,645	2,968	3,605	4,619	5,763	7,035
Net Fixed Assets	3,246	3,770	3,739	4,645	5,274	5,465	5,526	5,459
Right to use assets	1,208	1,501	1,437	2,141	2,421	2,502	2,525	2,491
Capital WIP	25	38	201	344	113	113	113	113
Total Investments	0	0	0	0	0	0	0	0
Curr. Assets, Loans&Adv.	4,975	6,677	5,599	6,321	6,245	8,039	10,091	12,238
Inventory	3,543	4,490	3,963	3,798	4,495	4,819	5,284	5,873
Account Receivables	1,337	1,766	1,183	1,480	1,528	1,668	1,874	2,105
Cash and Bank Balance	3	240	248	245	40	1,369	2,750	4,077
Loans and Advances	92	181	206	798	183	183	183	183
Curr. Liability & Prov.	2,386	2,776	2,504	2,947	3,000	3,469	3,853	4,280
Account Payables	1,966	2,144	2,002	2,261	2,247	2,641	2,936	3,263
Other Current Liabilities	414	623	484	664	726	801	890	990
Provisions	6	10	18	22	27	27	27	27
Net Current Assets	2,590	3,901	3,095	3,374	3,245	4,571	6,238	7,959
Deferred Tax assets	218	309	382	416	429	429	429	429
Other Assets	1,112	891	1,078	1,452	2,476	2,537	2,568	2,915
Appl. of Funds	7,166	8,871	8,294	9,888	11,424	13,001	14,761	16,761

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Basic (INR)								
EPS	4.2	3.8	2.9	4.0	4.9	5.8	7.1	8.5
Cash EPS	5.9	6.1	5.3	6.4	7.8	9.1	10.8	12.7
BV/Share	14.1	18.0	21.3	24.7	29.6	33.9	39.0	45.0
DPS	-	-	-	1.00	1.50	2.00	2.50	2.50
Payout (%)	-	-	-	25	31	34	35	29
Valuation (x)								
P/E	52.7	57.3	75.0	55.3	44.7	37.5	30.9	25.8
Cash P/E	36.9	35.7	41.5	34.1	28.1	23.9	20.2	17.3
P/BV	15.6	12.1	10.3	8.9	7.4	6.5	5.6	4.9
EV/Sales	5.8	4.7	4.7	4.3	3.9	3.4	2.9	2.6
EV/EBITDA	28.8	27.7	32.5	28.4	23.8	20.5	17.0	14.3
Dividend Yield (%)	-	-	-	0.46	0.68	0.91	1.14	1.14
FCF per share	-0.5	2.0	7.2	5.8	1.5	7.4	8.3	8.7
Return Ratios (%)								
RoE	34.4	23.9	14.9	17.2	18.1	18.4	19.4	20.2
RoCE	21.1	18.2	13.1	15.4	16.4	16.6	17.4	18.1
RoIC	20.8	18.2	13.2	14.6	14.7	15.1	17.7	20.1
Working Capital Ratios								
Fixed Asset Turnover (x)	2.7	2.6	2.3	2.1	2.0	2.0	2.0	2.1
Asset Turnover (x)	1.7	1.7	1.7	1.6	1.6	1.6	1.5	1.5
Inventory (Days)	170	195	222	185	181	183	180	180
Debtor (Days)	35	38	37	31	31	30	30	30
Creditor (Days)	112	100	109	101	98	100	100	100
WC (Days)	93	133	150	114	114	113	110	110
Leverage Ratio (x)								
Current Ratio	2.1	2.4	2.2	2.1	2.1	2.3	2.6	2.9
Interest Cover Ratio	9.6	6.4	6.0	8.9	8.4	9.7	11.6	13.7
Net Debt/Equity	0.7	0.6	0.2	0.3	0.3	0.1	0.0	-0.1

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
OP/(Loss) before Tax	1,711	1,566	1,200	1,639	2,022	2,389	2,900	3,478
Depreciation	532	710	721	755	883	1,014	1,143	1,272
Interest & Finance Charges	196	287	232	188	242	239	242	244
Others	65	180	282	(36)	(113)	-	-	-
Direct Taxes Paid	(436)	(525)	(350)	(498)	(558)	(601)	(730)	(875)
(Inc)/Dec in WC	(1,890)	(954)	560	304	(1,128)	(57)	(317)	(741)
CF from Operations	178	1,265	2,645	2,352	1,348	2,984	3,239	3,378
Others	-	-	-	-	-	-	-	-
CF from Operating incl EO	178	1,265	2,645	2,352	1,348	2,984	3,239	3,378
(Inc)/Dec in FA	(328)	(667)	(447)	(588)	(890)	(705)	(705)	(705)
Free Cash Flow	(149)	598	2,198	1,764	458	2,279	2,534	2,673
(Pur)/Sale of Investments	(16)	(33)	(356)	(1,057)	229	-	-	-
Others	2	3	58	100	114	-	-	-
CF from Investments	(341)	(697)	(745)	(1,546)	(547)	(705)	(705)	(705)
Issue of Shares	32	38	98	23	27	-	-	-
Inc/(Dec) in Debt	387	65	(1,565)	(243)	363	-	-	-
Interest Paid	(121)	(137)	(99)	(23)	(63)	(91)	(91)	(91)
Lease installment	(143)	(297)	(359)	(390)	(1,170)	(400)	(449)	(490)
Dividend payments	-	-	-	(214)	(92)	(459)	(613)	(766)
CF from Fin. Activity	155	(331)	(1,925)	(847)	(935)	(950)	(1,153)	(1,346)
Inc/Dec of Cash	(9)	236	(25)	(41)	(135)	1,329	1,381	1,327
Opening Balance	12	3	240	248	174	40	1,369	2,750
Closing Balance	3	240	248	208	40	1,369	2,750	4,077

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 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. 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 Limited are available on the website at <http://online.reports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.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://qalaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

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 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 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 dp@grievances@motilaloswal.com.