

# Hindustan Zinc

Estimate changes	↔
TP change	↑
Rating change	↔

Bloomberg	HZ IN
Equity Shares (m)	4225
M.Cap.(INRb)/(USDb)	2486.6 / 26.4
52-Week Range (INR)	733 / 398
1, 6, 12 Rel. Per (%)	14/28/30
12M Avg Val (INR M)	4660

## Financials Snapshot (INR b)

Y/E MARCH	FY26	FY27E	FY28E
Net Sales	408	447	491
EBITDA	221	249	284
PAT	138	156	179
EPS (INR)	32.7	36.8	42.3
GR. (%)	32.3	12.7	14.8
BV/Sh (INR)	53.6	79.4	109.6

## Ratios

ROE (%)	76.8	55.4	44.7
RoCE (%)	64.8	56.3	49.5

## Valuations

P/E (X)	18.0	16.0	13.9
P/BV (X)	11.0	7.4	5.4
EV/EBITDA (X)	11.0	9.5	7.8
Div Yield (%)	1.7	1.9	2.0

## Shareholding pattern (%)

As of	Mar-26	Dec-25	Mar-25
Promoter	60.7	61.8	63.4
DII	32.8	32.6	32.1
FII	2.4	1.5	1.4
Others	4.1	4.0	3.1

FII includes depository receipts

**CMP: INR589**

**TP: INR630 (+7%)**

**Neutral**

## Earnings beat over favorable pricing and lower costs

- Hindustan Zinc (HZ) reported revenue of INR135b (+49% YoY and +23% QoQ) for 4QFY26, beating our estimate of INR116b. The growth was driven by favorable commodity prices and volumes recovery.
- EBITDA came in at INR77b (+60% YoY and +27% QoQ), against our estimate of INR65b during the quarter. The increase was primarily on account of favorable metal prices and lower cost of production. EBITDA margin stood at 56.9% in 4QFY26 vs 55.1% in 3QFY26 and 53% in 4QFY25.
- Zinc COP (ex-royalty) stood at USD903/t in 4QFY26, declining 9% YoY and 4% QoQ, driven by lower power costs from increased domestic coal usage and better mined grades of 7.9% in 4QFY26 (~7.3-7.4% in FY26).
- APAT stood at INR50b (+68% YoY and +29% QoQ), against our est. of INR41b in 4QFY26.
- Mined metal for the quarter stood at 315kt (+1% YoY and +14% QoQ), driven by higher ore production and better grade.
- Refined metal production for the quarter stood at 282kt (+5% YoY and QoQ), driven by incremental capacity via debottlenecking at Chanderiya and Dariba with better plant availability. Refined zinc production was 227kt (+6% YoY and +3% QoQ), while refined lead production stood at 55kt (-2% YoY and +12% QoQ) due to partial pyro operation on lead mode.
- Salable silver production rose 11% QoQ and remained flat YoY at 176kt, in line with lead production.
- In FY26, the revenue grew 20% YoY to INR408b, whereas EBITDA and PAT increased by 27% and 34% YoY to INR221/138b, respectively. Zinc CoP (ex-royalty) stood at USD956/t (-9% YoY) in FY26.
- HZ clocked mined metal production of 1.11mt (+2% YoY), while refined metal stood flat YoY at 1.05mt in FY26. Of this, refined zinc output stood at 851kt (+3% YoY), and lead production declined 13% YoY to 197kt. The salable silver output declined 9% YoY to 627t during FY26.

## Key management commentary

- The company guided for refined metal production of 1,100ktpa and expects to achieve silver output of 680t for FY27.
- HZ expects Zinc CoP (ex-Royalty) to remain at USD975-1,000/t in FY27. Crude volatility, explosives, and chemicals are included in FY27 cost assumptions. Management retains confidence, supported by higher renewable-energy usage and better ore grades.
- For 1QFY27, 20kt zinc is hedged at ~USD3,100/t and 25t of silver at ~USD57/oz, while FY27 hedges stand at 71kt of zinc at ~USD3,225/t and 59t of silver ~USD60/oz, offering partial downside protection.
- Management guided that the bulk of silver growth (towards ~1.5kt target) is contingent on doubling of lead capacity and SK mine ramp-up.

Research analyst – **Alok Deora** (Alok.Deora@motilaloswal.com)  
**Sonu Upadhyay** (Sonu.Upadhyay@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](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

### Valuation and view

- HZ delivered a strong earnings performance in 4QFY26, primarily driven by favorable metal pricing and a recovery in volumes. The company continues to focus on increasing production output with tighter cost-control measures, which could lead to margin sustenance.
- The recently announced expansion plans are aligned with its long-term objective of doubling existing capacity and enhancing long-term earnings visibility. Although near-term earnings growth is capped due to limited capacity headroom, the LME/silver price inflation emerges as the key catalyst for incremental upside in the near term. We maintain our FY27/28 estimates and believe further price volatility could remain a potential risk or reward for the earnings visibility.
- **At CMP, HZ trades at 7.8x FY28E EV/EBITDA, and we believe the current valuation has priced in all the positive factors. We reiterate our Neutral rating with a TP of INR630 (premised on 8.5x EV/EBITDA on FY28E).**

### Quarterly Performance

(InR b)

Y/E March	FY25				FY26				FY25	FY26	FY26	Vs.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	Est.%
<b>Mine prodn. (kt)</b>	<b>263</b>	<b>256</b>	<b>265</b>	<b>311</b>	<b>265</b>	<b>258</b>	<b>276</b>	<b>315</b>	<b>1,095</b>	<b>1,114</b>	<b>315</b>	
<b>Sales</b>												
Zinc refined (kt)	211	198	201	218	201	202	221	227	827	851	227	
Lead refined (kt)	51	63	55	56	48	45	49	55	225	197	55	
Silver (tonnes)	167	184	160	177	145	147	158	176	687	627	177	
<b>Net Sales</b>	<b>81.3</b>	<b>82.5</b>	<b>86.1</b>	<b>90.9</b>	<b>77.7</b>	<b>85.5</b>	<b>109.8</b>	<b>135.4</b>	<b>340.8</b>	<b>408.4</b>	<b>115.8</b>	<b>16.9</b>
Change (YoY %)	11.6	21.5	17.8	20.4	(4.4)	3.6	27.5	49.0	17.8	19.8		
Change (QoQ %)	7.7	1.5	4.4	5.5	(14.5)	10.0	28.4	23.4				
<b>EBITDA</b>	<b>39.5</b>	<b>41.2</b>	<b>45.0</b>	<b>48.2</b>	<b>38.6</b>	<b>44.5</b>	<b>60.5</b>	<b>77.1</b>	<b>173.9</b>	<b>220.6</b>	<b>65.0</b>	<b>18.6</b>
Change (YoY %)	17.9	31.3	27.8	32.1	(2.2)	7.8	34.6	59.9	27.3	26.9		
Change (QoQ %)	8.1	4.5	9.1	7.1	(19.9)	15.2	36.2	27.3				
As % of Net Sales	48.5	50.0	52.2	53.0	49.7	52.0	55.1	56.9	51.0	54.0		
Finance cost	2.6	3.0	2.9	2.5	2.4	2.6	2.0	1.9	11.0	8.8		
DD&A	8.4	8.8	9.1	10.1	9.1	8.8	9.5	10.5	36.4	37.9		
Other Income	2.7	2.7	2.2	2.3	2.8	2.4	2.9	2.8	9.8	10.9		
<b>PBT (before EO item)</b>	<b>31.1</b>	<b>32.1</b>	<b>35.3</b>	<b>37.8</b>	<b>29.9</b>	<b>35.4</b>	<b>52.1</b>	<b>67.5</b>	<b>136.4</b>	<b>184.8</b>	<b>55.4</b>	
EO exp. (income)	-	(0.8)	-	-	-	-	0.3	-	(0.8)	0.3		
<b>PBT</b>	<b>31.1</b>	<b>31.3</b>	<b>35.3</b>	<b>37.8</b>	<b>29.9</b>	<b>35.4</b>	<b>52.3</b>	<b>67.5</b>	<b>135.5</b>	<b>185.1</b>	<b>55.4</b>	<b>21.9</b>
Total Tax	7.7	8.0	8.5	7.8	7.5	8.9	13.1	17.2	32.0	46.8		
% Tax	24.7	25.7	24.1	20.6	25.2	25.2	25.1	25.4	23.6	25.3		
<b>Reported PAT</b>	<b>23.5</b>	<b>23.3</b>	<b>26.8</b>	<b>30.0</b>	<b>22.3</b>	<b>26.5</b>	<b>39.2</b>	<b>50.3</b>	<b>103.5</b>	<b>138.3</b>		
<b>Adjusted PAT</b>	<b>23.5</b>	<b>24.1</b>	<b>26.8</b>	<b>30.0</b>	<b>22.3</b>	<b>26.5</b>	<b>38.9</b>	<b>50.3</b>	<b>104.4</b>	<b>138.1</b>	<b>41.1</b>	<b>22.5</b>
Change (YoY %)	19.4	39.4	32.1	47.4	(4.7)	9.9	46.2	67.6	33.4	33.6		
Change (QoQ %)	15.1	(0.8)	15.1	12.1	(25.6)	18.6	47.8	28.5				



## Highlights from the management commentary

### Performance guidance

- The company has guided for refined metal production of 1,100ktpa and expect to achieve the silver output of 680t for FY27.
- HZ expects Zinc CoP (ex-Royalty) to remain at USD975-1,000/t in FY27. Crude volatility, explosives, and chemicals are included in FY27 cost assumptions. Management retains confidence, supported by higher renewable-energy usage and better ore grades.
- For 1QFY27, 20kt zinc hedged at ~USD3,100/t and 25t of silver at ~USD57/oz, while FY27 hedges stand at 71kt zinc at ~USD3,225/t and 59t of silver ~USD60/oz, offering partial downside protection.
- Natural gas shortages led to a marginal ~USD11/t cost increase in 4Q, with no impact on production volumes.
- Renewable energy contributed 18% of total power in FY26, and the company expects to reach 30-35% in FY27.
- Over the next five years, FCF pre-project capex is projected at ~INR500b cumulatively, with a CoP of USD1,000/t, considering ~70% RE usage by FY28.
- Management guided that the bulk of silver growth (towards ~1.5kt target) is contingent on the doubling of lead capacity and SK mine ramp-up.

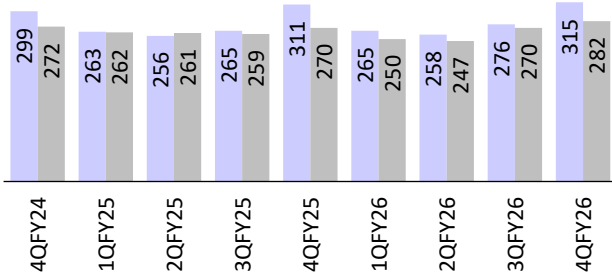
### Capacity update/capital allocation

- The company targets 2mt metal capacity by FY31 (vs ~1.1mt currently), with zinc at ~1.6mt and silver at ~1.5kt, positioning HZ as a scaled global player. Capex would be funded via a mix of internal accruals and debt.
- The Board approved Phase-1 capex of INR120b, which includes 250ktpa zinc smelter at Debari + leaching and purification plant and an additional 160ktpa roaster, taking the total capacity to ~1.38mt, with execution timeline of ~36 months.
- FY27 capex is guided at USD500-600m towards smelter expansion, tailings reprocessing, and fertilizer project, supporting medium-term volume growth.
- For 250ktpa, integrated refined zinc capacity expansion, the site mobilization is completed and detailed engineering & mining partner deployment at site are currently underway, with an expected completion timeline of 2QFY29.
- The company completed detailed engineering at Rampura Agucha for the Zinc 10mtpa Tailings Reprocessing Plant. Major orders have been placed and activities have started at site, with expected completion by 4QFY28.
- The 510kt DAP/NPK fertilizer plant at Chanderiya is in progress and will be commissioned by 2QFY27 (earlier 1QFY27).
- The hot acid leaching plant for lead (27mtpa) and silver (6ktpa) recovery from smelting waste at Dariba will be completed by 2QFY27 (earlier 4QFY26).

**Story in charts**

**Exhibit 1: Mine and refined metal production trends**

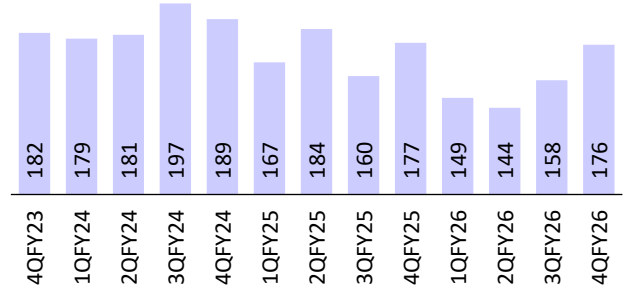
Mine production - kt    Refined metal production - kt



Source: MOFSL, Company

**Exhibit 2: Silver production (t) recovered in 4Q**

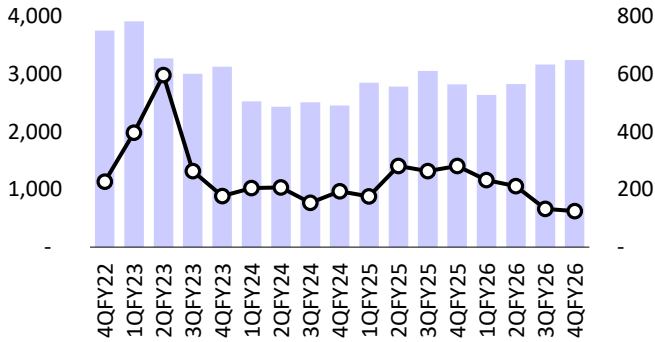
Silver production - t



Source: MOFSL, Company

**Exhibit 3: Premium moderated QoQ to USD125/t**

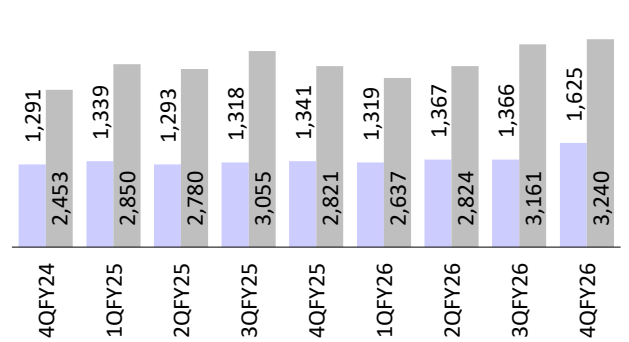
Zinc LME (\$/t, LHS)    Premium (\$/t, RHS)



Source: MOFSL, Company

**Exhibit 4: Reported Zinc's CoP declined to USD903/t**

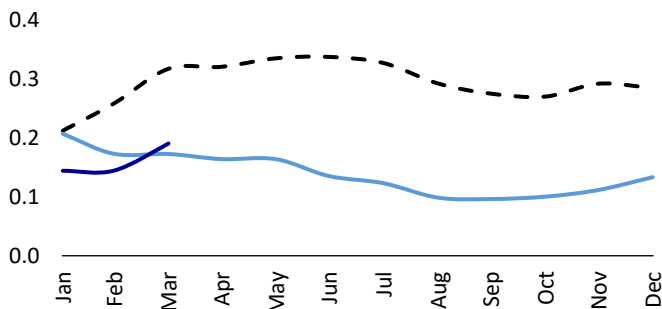
Zinc CoP (\$/t, LHS)    Zinc LME (\$/t, LHS)



Source: MOFSL, Company

**Exhibit 5: Zinc inventory trend (LME+SHFE)**

--- CY24    — CY25    — CY26



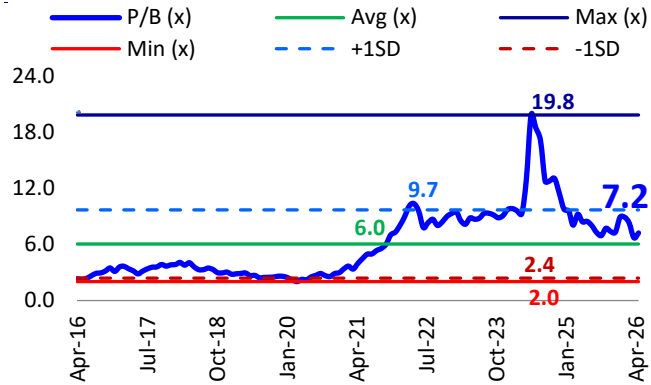
Source: MOFSL, Company

**Exhibit 6: LME Zinc prices (USD/t)**



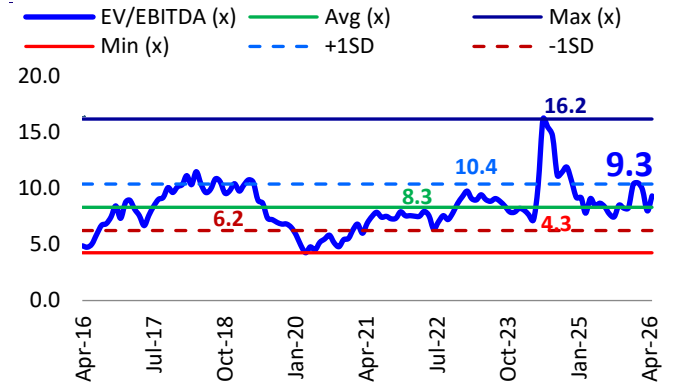
Source: MOFSL, Company

**Exhibit 7: P/B ratio at elevated levels to justify high RoE**



Source: MOFSL

**Exhibit 8: EV/EBITDA trends**



Source: MOFSL

**Exhibit 9: Valuation**

Valuation	UoM	FY28E
<b>EBITDA</b>	INR b	284
EV/EBITDA Multiple	x	8.5
Enterprise Value	INR b	2,412
Net Cash	INR b	257
<b>Equity value</b>	<b>INR b</b>	<b>2,669</b>
Shares outstanding	b	4.23
<b>Target price (INR/sh)</b>	<b>INR/sh</b>	<b>630</b>

Source: MOFSL

**Exhibit 10: Estimate revision**

		FY27E			FY28E		
		New	Old	% change	New	Old	% change
Revenue	Rs bn	447	440	2%	491	484	1%
EBITDA	"	249	249	0%	284	284	0%
Adj PAT	"	156	156	0%	179	179	0%
EPS	Rs/sh	37	37	0%	42	42	0%

Source: MOFSL

## Financials and Valuation

Income Statement							INR b	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>Net Sales</b>	<b>226</b>	<b>294</b>	<b>341</b>	<b>289</b>	<b>341</b>	<b>408</b>	<b>447</b>	<b>491</b>
Total Expenses	110	132	166	153	167	188	198	208
<b>EBITDA</b>	<b>117</b>	<b>162</b>	<b>175</b>	<b>137</b>	<b>174</b>	<b>221</b>	<b>249</b>	<b>284</b>
DDA	25	29	33	35	36	38	48	53
<b>EBIT</b>	<b>91</b>	<b>133</b>	<b>142</b>	<b>102</b>	<b>137</b>	<b>183</b>	<b>201</b>	<b>231</b>
Finance cost	4	3	3	10	11	9	9	10
Other income	18	12	14	11	10	11	17	19
<b>PBT</b>	<b>106</b>	<b>142</b>	<b>153</b>	<b>103</b>	<b>136</b>	<b>185</b>	<b>209</b>	<b>239</b>
Tax	26	45	48	25	32	47	53	61
Rate (%)	24.5	31.4	31.2	24.7	23.5	25.3	25.4	25.4
<b>PAT (before EO)</b>	<b>80</b>	<b>98</b>	<b>105</b>	<b>78</b>	<b>104</b>	<b>138</b>	<b>156</b>	<b>179</b>
EO expense (Income)	0	1	0	0	1	0	0	0
<b>Reported PAT</b>	<b>80</b>	<b>96</b>	<b>105</b>	<b>78</b>	<b>104</b>	<b>138</b>	<b>156</b>	<b>179</b>
<b>APAT</b>	<b>80</b>	<b>98</b>	<b>105</b>	<b>78</b>	<b>104</b>	<b>138</b>	<b>156</b>	<b>179</b>
Change (YoY %)	17.3	22.3	7.7	-26.2	34.5	32.3	12.7	14.8

Balance Sheet (Consolidated)							INR b	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Share Capital	8	8	8	8	8	8	8	8
Reserves	315	334	121	144	125	218	327	455
<b>Net Worth</b>	<b>323</b>	<b>343</b>	<b>129</b>	<b>152</b>	<b>133</b>	<b>226</b>	<b>335</b>	<b>463</b>
Total Loans	65	28	119	85	108	84	82	80
Deferred Tax Liability	-11	9	23	23	23	23	23	24
<b>Capital Employed</b>	<b>377</b>	<b>381</b>	<b>271</b>	<b>261</b>	<b>264</b>	<b>333</b>	<b>441</b>	<b>567</b>
Gross Block	300	335	370	410	451	502	574	622
Less: Accum. Deprn.	132	161	194	229	265	303	351	404
<b>Net Fixed Assets</b>	<b>168</b>	<b>174</b>	<b>176</b>	<b>182</b>	<b>186</b>	<b>199</b>	<b>224</b>	<b>218</b>
Capital WIP	19	21	22	17	26	34	34	34
<b>WC. Assets</b>	<b>259</b>	<b>252</b>	<b>156</b>	<b>140</b>	<b>133</b>	<b>190</b>	<b>270</b>	<b>404</b>
Inventory	14	20	19	19	19	21	24	27
Account Receivables	4	7	4	2	1	4	6	7
Cash and Bank Balance	223	208	113	100	93	137	211	342
Loans and advances	18	17	21	19	19	29	29	29
<b>WC. Liability &amp; Prov.</b>	<b>69</b>	<b>66</b>	<b>84</b>	<b>78</b>	<b>81</b>	<b>90</b>	<b>87</b>	<b>90</b>
Trade payables	15	20	21	21	22	31	27	30
Provisions & Others	54	46	63	57	59	60	60	60
<b>Net WC. Assets</b>	<b>190</b>	<b>186</b>	<b>72</b>	<b>62</b>	<b>52</b>	<b>100</b>	<b>183</b>	<b>315</b>
<b>Appl. of Funds</b>	<b>377</b>	<b>381</b>	<b>271</b>	<b>261</b>	<b>264</b>	<b>333</b>	<b>441</b>	<b>567</b>

E: MOFSL Estimates

## Financials and Valuation

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>Basic (INR)</b>								
<b>EPS</b>	<b>18.9</b>	<b>23.1</b>	<b>24.9</b>	<b>18.4</b>	<b>24.7</b>	<b>32.7</b>	<b>36.8</b>	<b>42.3</b>
Cash EPS	24.9	30.0	32.6	26.6	33.3	41.6	48.1	54.8
BV/Share	76.5	81.1	30.6	36.0	31.5	53.6	79.4	109.6
DPS	21.3	18.0	75.5	13.0	29.0	10.0	11.0	12.0
Payout (%)	112.7	77.9	303.5	70.8	117.4	30.6	29.9	28.4
<b>Valuation (x)</b>								
P/E	31.1	25.5	23.7	32.0	23.8	18.0	16.0	13.9
Cash P/E	23.6	19.6	18.1	22.1	17.7	14.1	12.2	10.7
EV/Sales	10.3	7.8	7.3	8.5	7.3	6.0	5.3	4.5
EV/EBITDA	19.9	14.2	14.2	18.1	14.4	11.0	9.5	7.8
Dividend Yield (%)	3.6	3.1	12.8	2.2	4.9	1.7	1.9	2.0
<b>Return Ratios (%)</b>								
EBITDA Margins	51.6	55.1	51.3	47.2	51.0	54.0	55.6	57.8
Net Profit Margins	35.3	33.2	30.8	26.8	30.6	33.8	34.8	36.3
RoCE (pre-tax)	28.5	38.3	47.9	42.4	56.2	64.8	56.3	49.5
RoIC (pre-tax)	56.7	81.5	86.1	64.0	83.1	99.5	94.2	101.3
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	1.4	1.7	1.9	1.6	1.9	2.1	2.1	2.2
Receivable (Days)	7	9	4	5	5	5	5	5
Trade payable (Days)	25	25	22	22	22	22	22	22
<b>Leverage Ratio (x)</b>								
Current Ratio	3.7	3.8	1.9	1.8	1.6	2.1	3.1	4.5
Interest Cover Ratio	28.4	50.1	46.9	11.8	13.5	22.0	23.3	25.2
Net Debt/Equity	(0.5)	(0.5)	0.0	(0.1)	0.1	(0.2)	(0.4)	(0.6)

### Cash Flow Statement

	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>INR b</b>								
EBITDA	117	162	175	137	174	221	249	284
Non-cash exp. (income)	0	1	2	16	(1)	(1)	-	-
(Inc)/Dec in Wkg. Cap.	6	(12)	6	(2)	3	(4)	(9)	(0)
Tax paid	(18)	(24)	(31)	(18)	(34)	(46)	(53)	(60)
<b>CF from Op. Activity</b>	<b>106</b>	<b>127</b>	<b>151</b>	<b>133</b>	<b>142</b>	<b>170</b>	<b>187</b>	<b>223</b>
(Inc)/Dec in FA + CWIP	(24)	(30)	(35)	(40)	(41)	(51)	(72)	(48)
<b>Free Cash Flow</b>	<b>81</b>	<b>97</b>	<b>116</b>	<b>93</b>	<b>101</b>	<b>119</b>	<b>115</b>	<b>175</b>
Interest & Dividend Income	15	9	14	11	10	11	17	19
Others	(15)	29	87	(5)	4	(49)	-	-
<b>CF from Inv. Activity</b>	<b>(24)</b>	<b>8</b>	<b>66</b>	<b>(34)</b>	<b>(27)</b>	<b>(89)</b>	<b>(55)</b>	<b>(29)</b>
Debt raised/(repaid)	65	(43)	90	(34)	22	(24)	(2)	(2)
Dividend (incl. tax)	(160)	(76)	(319)	(55)	(123)	(42)	(46)	(51)
Interest paid	(2)	(3)	(3)	(10)	(11)	(9)	(9)	(10)
Others	-	-	-	(1)	(3)	(4)	-	-
<b>CF from Fin. Activity</b>	<b>(97)</b>	<b>(123)</b>	<b>(232)</b>	<b>(99)</b>	<b>(114)</b>	<b>(79)</b>	<b>(58)</b>	<b>(63)</b>
<b>(Inc)/Dec in Cash</b>	<b>(16)</b>	<b>13</b>	<b>(15)</b>	<b>(0)</b>	<b>0</b>	<b>2</b>	<b>74</b>	<b>131</b>
Add: Opening cash balance	19	3	16	1	1	1	3	77
Adjustments	-	-	-	-	-	-	-	-
Closing cash balance	3	16	1	1	1	3	77	208
Bank balance and current investments	220	192	112	100	92	134	134	134
<b>Closing Balance (incl. bank balance and inv.)</b>	<b>223</b>	<b>208</b>	<b>113</b>	<b>100</b>	<b>93</b>	<b>137</b>	<b>211</b>	<b>342</b>

E: MOFSL Estimates

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

## NOTES

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

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

#### Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH00000412 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](http://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](http://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](http://www.nseindia.com), [www.bseindia.com](http://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. INH00000412) 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](mailto:grievances@motilaloswal.com).

Nainesh Rajani

Email: [nainesh.rajani@motilaloswal.com](mailto: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, 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.