

Bosch

Estimate change	I .
TP change	I I
Rating change	←

Bloomberg	BOS IN
Equity Shares (m)	29
M.Cap.(INRb)/(USDb)	878.8 / 10.2
52-Week Range (INR)	39089 / 22533
1, 6, 12 Rel. Per (%)	-9/-7/23
12M Avg Val (INR M)	1299

Financials & Valuations (INR b)

Than clais a valuations (intit 2)							
Y/E March	FY25	FY26E	FY27E				
Sales	177.1	198.5	220.3				
EBITDA	22.5	25.8	28.7				
Adj. PAT	20.5	23.1	26.9				
EPS (INR)	694.6	784.7	912.1				
EPS Gr. (%)	11.9	13.0	16.2				
BV/Sh. (INR)	4,465	4,890	5,382				
Ratios							
RoE (%)	16.2	16.8	17.8				
RoCE (%)	21.0	21.6	22.8				
Payout (%)	46.1	45.9	46.0				
Valuations							
P/E (x)	42.9	38.0	32.7				
P/BV (x)	6.7	6.1	5.5				
Div. Yield (%)	1.1	1.2	1.4				
FCF Yield (%)	1.1	1.3	1.5				

Shareholding pattern (%)

As On	Dec-24	Sep-24	Dec-23
Promoter	70.5	70.5	70.5
DII	15.9	15.8	17.3
FII	6.1	6.2	3.7
Others	7.4	7.5	8.5

FII Includes depository receipts

CMP:INR29,790 TP: INR30,810 (+3%) Neutral

Operationally in-line quarter

Initiates another restructuring exercise to remain competitive

- Bosch's (BOS) 3QFY25 operational performance was in line, while lower other income and higher taxes led to Adj. PAT miss at INR4.9b (up 5% YoY, est. INR5.4b).
- The auto demand outlook continues to be subdued across key segments in the near term. We cut our FY25E/26E EPS by ~4%/8% to factor in a weak demand outlook and higher employee expenses. At ~38x FY26E/33x FY27E EPS, the stock appears fairly valued. We reiterate our Neutral stance on the stock with a TP of INR30,810 (based on ~35x Dec'26E EPS).

High employee expenses impact the EBITDA margin

- 3QFY25 revenue/EBITDA/PAT grew ~6%/1%/5% YoY to INR44.7b/5.8b/4.9b (est. INR45.4b/6.1b/5.4b). 9MFY25 revenue/EBITDA/PAT grew ~5%/8%/15% YoY.
- Its mobility segment grew 1.6% YoY, led by growth in the aftermarket (8.8%) and 2W (+23.9%) segments. The aftermarket growth was led by high demand for diesel systems, batteries, and lubricants, while the 2W segment growth was led by strong demand for exhaust gas sensors as well as the ramp-up of OBD2-based models by some OEMs. The after sales division is likely to grow at 8-10% in the long run.
- The consumer goods segment posted 8.8% YoY growth, led by the strong growth of grinders, drillers, cutters, spares, and accessories.
- The energy and building technology division also posted 8% YoY growth, which was supported by higher orders for the installation of public address systems and video surveillance systems.
- EBITDA margin came in at 13% (-70bp YoY/+30bp QoQ, est. 13.3%). Margins were impacted due to high employee costs, as the company continued to invest in new products. It expects employee costs to continue to rise gradually for the same reason.
- Segmental PBIT margins: Auto business expanded 40bp YoY/70bp QoQ to 14.6%; consumer goods margins stood at 4.7% (vs 11.7% in 3QFY24/9.3% in 2QFY25) due to seasonality factors; Others 15.8% (-30bp YoY/+110bp QoQ).
- Further, lower other income and higher taxes led to a PAT miss.
- The company has allocated INR471m toward the restructuring of the business to sustain the competitiveness of the mobility division in India.

Highlights from the management commentary

- BOS is in the process of further restructuring its operations to remain competitive in the mobility business in India. As part of this, it has provided INR 471m as an exceptional expense in Q3.
- The company has entered into an agreement with Keenfinity India Private Ltd (wholly-owned subsidiary of its parent company) to sell the Building Technology division's products, comprising video systems, access and intrusion systems, and communication systems, for a cash consideration of around INR 5.95b. This segment generated revenue of INR4b and EBIT margin of about 6%. This sale is part of the parent company's global strategy to exit this business at a global level.

Aniket Mhatre - Research analyst (Aniket.Mhatre@MotilalOswal.com)

Amber Shukla - Research analyst (Amber.Shukla@MotilalOswal.com)

Valuation and view

The auto demand outlook will continue to be subdued across key segments in the near term. Further, while BOS continues to work toward the localization of new technologies, given the long gestation projects, its margin remains under pressure with no visibility of improvement, at least in the near term.

We cut our FY25E/26E EPS by ~4%/8% to factor in the weak demand outlook and higher employee expenses. While BOS is outperforming the underlying auto industry growth with new order wins, visibility for margin recovering to 15-16% is low. At ~38x FY26E/33x FY27E EPS, the stock appears fairly valued. We reiterate our Neutral stance on the stock with a TP of INR30,810 (based on ~35x Dec'26E EPS).

Quarterly performance (S/A)											(INR b)
Y/E March		FY2	4			FY2	5E		FY24	FY25E	3QE
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			
Net Sales	41.6	41.3	42.1	42.3	43.2	43.9	44.7	45.3	167.3	177.1	45.4
YoY Change (%)	17.3	12.8	14.9	4.2	3.8	6.4	6.2	7.1	12.0	5.9	8.0
RM Cost (% of sales)	64.5	66.8	62.3	65.5	64.6	65.1	61.6	64.0	64.8	63.8	64.0
Staff Cost (% of sales)	7.4	8.1	7.9	8.5	7.8	7.8	8.8	8.7	8.0	8.3	7.7
Other Expenses (% of sales)	17.9	13.2	16.0	12.8	15.7	14.3	16.5	14.4	14.7	15.2	15.0
EBITDA	4.7	4.9	5.8	5.6	5.2	5.6	5.8	5.9	20.9	22.5	6.1
Margins (%)	11.3	11.9	13.8	13.2	12.0	12.8	13.0	12.9	12.5	12.7	13.3
Depreciation	0.9	1.0	1.2	1.2	0.9	0.9	1.0	1.0	4.3	3.8	1.1
Interest	0.3	0.1	0.0	0.0	0.0	0.0	0.1	0.1	0.5	0.2	0.0
Other Income	1.9	1.5	1.5	2.3	1.8	2.1	1.9	2.1	7.2	7.9	2.0
PBT before EO expense	5.3	5.3	6.1	6.6	6.1	6.8	6.6	6.9	23.4	26.4	7.0
Extra-Ord expense	0.0	-7.9	-0.6	0.0	0.0	-0.5	0.5	0.0	-8.4	0.0	0.0
PBT after EO Expense	5.3	13.2	6.7	6.6	6.1	7.3	6.2	6.9	31.8	26.4	7.0
Tax Rate (%)	23.2	24.2	22.8	14.6	23.8	26.2	25.8	14.5	21.7	22.5	22.0
Adj PAT	4.1	3.8	4.7	5.6	4.7	5.0	4.9	5.9	18.1	20.5	5.4
YoY Change (%)	22.4	3.2	48.0	41.5	13.8	29.7	4.8	4.5	26.8	13.4	15.3

Segmental Mix (INR b)		FY	FY25				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Auto	36.2	35.7	36.5	35.1	37.4	37.6	38.9
Growth (%)	16.5	13.3	12.7	2.8	3.3	5.3	6.6
PBIT margin (%)	10.9	12.5	14.2	13.9	13.8	13.9	14.6
Contribution (%)	87.1	86.5	86.8	82.9	86.7	85.6	87.2
Non-Auto	5.4	5.6	5.8	7.3	5.8	6.4	5.9
Growth (%)	23.6	7.6	29.1	8.6	7.2	14.0	3.0
PBIT margin (%)	16.4	9.3	13.5	11.4	7.9	11.1	9.0
Contribution (%)	13.0	13.6	13.7	17.1	13.5	14.6	13.3
a) Consumer goods	3.8	3.9	3.3	5.2	3.9	4.3	3.6
Growth (%)	17.8	10.5	31.0	10.1	4.9	10.1	8.4
PBIT margin (%)	15.5	7.2	11.7	11.5	3.1	9.3	4.7
b) Others	1.7	1.7	2.4	2.0	1.9	2.1	2.3
Growth (%)	39.2	1.6	26.7	4.8	12.3	22.6	(4.4)
PBIT margin (%)	18.3	14.0	16.1	11.2	18.0	14.7	15.8
Total Revenue (post inter segment)	41.6	41.3	42.1	42.3	43.2	43.9	44.7
Growth (%)	17.3	12.8	14.9	4.2	3.8	6.4	6.2

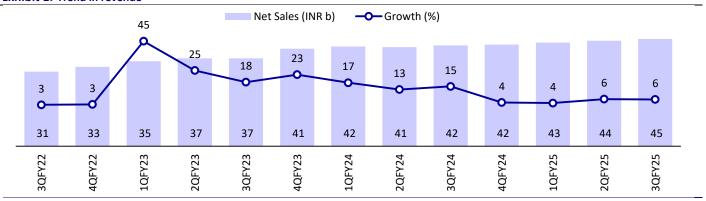
E:MOFSL Estimates



Key takeaways from the management commentary

- The auto industry grew 3% YoY in Q3FY25 as OEMs adjusted production to manage inventory levels post the festive season. PVs grew 4% YoY, led by healthy growth in SUVs and aggressive festive promotion. As a result, inventory was reduced to 55 days from 75 days earlier.
- CV demand remained weak due to a slowdown in mining and construction segments. However, buses and tipper segments are experiencing strong growth. LCV growth remains muted due to a slowdown in economic activity in urban regions.
- Additionally, there is some shift visible from the SCV <2T segment towards 3Ws. Tractors have posted healthy revival backed by favorable monsoon, improved yield, and high MSPs. While 2W saw a festive surge in Oct, demand weakened in Nov-Dec.
- For BOS, its mobility segment grew 1.6% YoY, led by growth in the aftermarket (8.8%) and 2W (+23.9%) segments. Aftermarket growth was led by high demand for diesel systems, batteries, and lubricants. The 2W segment growth was led by strong demand for exhaust gas sensors as well as a ramp-up of OBD2-based models by some OEMs. The after sales division is likely to grow at 8-10% in the long run.
- The consumer goods segment has posted 8.8% YoY growth, led by strong growth for grinders, drillers, cutters, spares, and accessories.
- The energy and building technology division also posted 8% YoY growth, led by higher orders for the installation of public address systems and video surveillance systems.
- The company has launched a VCU and accelerator pedal module in an EV model introduced by one of India's largest UV OEMs.
- Additionally, its EMS solution has been assembled for the first time in one of the iconic 350 motorcycles in India.
- Employee costs remained elevated as the company continued to invest in new products. It expects employee costs to continue rising gradually for the same reason.
- The company is in the process of further restructuring its operations in order to be competitive in the mobility business in India. For the same, an amount of INR471m has been provided as an exceptional expense in Q3.
- The company has entered into an agreement with Keenfinity India Private Ltd (wholly-owned subsidiary of its parent) to sell its Building Technology division's products, comprising video systems, access and intrusion systems, and communication systems, for a cash consideration of around INR5.95b. This segment generated revenue of INR4b and EBIT margin of about 6%. This sale is part of the parent company's global strategy to exit this business at a global level.
- For certain products, the company is being screened for potential global opportunities in products like electrification and hydrogen-based components. In fact, for hydrogen-based components, it is closely working with the parent company for potential global opportunities (local for global strategy).

Exhibit 1: Trend in revenue

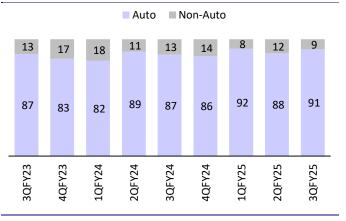


Source: Company, MOFSL

Exhibit 2: EBITDA and EBITDA margin trends

EBITDA (INR b) **─** EBITDA Margins (%) 13.8 13.2 4.5 4.3 4.0 5.2 4.7 4.9 5.8 5.6 5.2 5.6 5.8 4.4 3QFY25 1QFY23 2QFY23 3QFY23 4QFY23 1QFY24 2QFY24 3QFY24 4QFY24 1QFY25

Exhibit 3: Share of Auto and Non-auto in PBIT



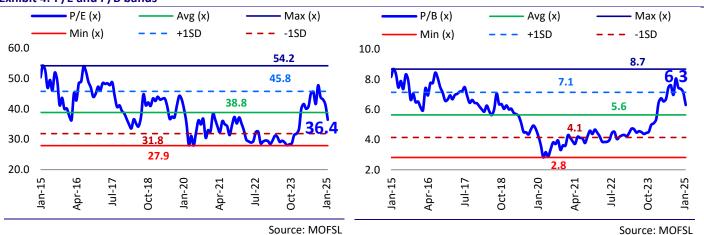
Source: Company, MOFSL Source: Company, MOFSL

Valuation and view

■ BOS has a long-term strategy to shape the market in key technologies through innovative products and solutions. The company maintains its stance of being a technology-agnostic partner with customers, governments, and stakeholders. It has continued to make critical investments in competence development and solutions designed/developed for India. In the non-auto businesses, BOS has adopted a two-pronged approach — it continues to introduce 'fit for the market' products and solutions and plans to increase its 'go to the market' footprint using both offline and digital platforms.

- The electrification of 2Ws/3Ws opens up new growth avenues, positioning BOS more favorably in these segments for EVs. BOS plans to invest INR20b over five years for the localization of advanced automotive technologies (INR10b) and expansion into digital platforms (~INR10b in the mobility marketplace, mobility cloud platform, etc). Our estimates do not factor in any material contributions from e-2W/3Ws as the competitive landscape is yet to stabilize.
- Auto demand continues to be weak across its key segments, especially for CVs and PVs. While BOS continues to work toward the localization of new technologies, given the long gestation projects, its margin remains under pressure with no visibility of improvement, at least in the near term. At ~38x FY26E/33x FY27E EPS, the stock appears fairly valued. We reiterate our Neutral stance on the stock with a TP of INR30,810 (based on ~35x Dec'26E EPS).





Key operating indicators

Exhibit 5: Trend in sales

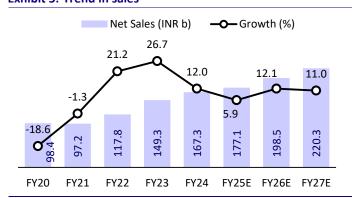


Exhibit 6: Segment mix

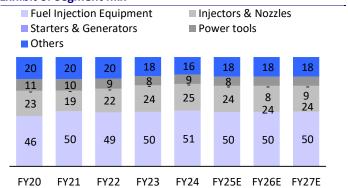


Exhibit 7: Gross margin vs. EBITDA margin

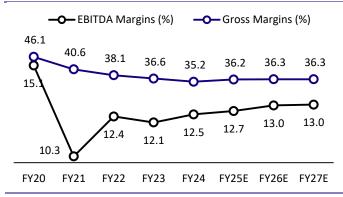


Exhibit 8: Trend in dividend payout

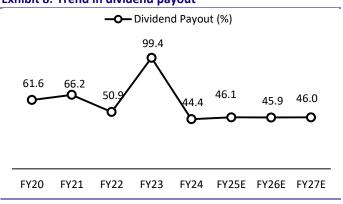


Exhibit 9: FCF and net cash

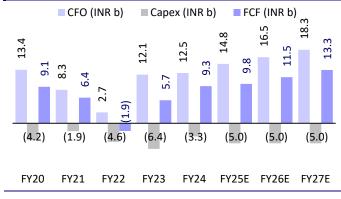


Exhibit 10: Cash as % of capital employed stands at ~69%

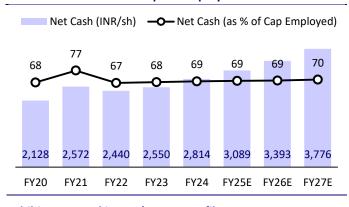


Exhibit 11: EPS and EPS growth trends

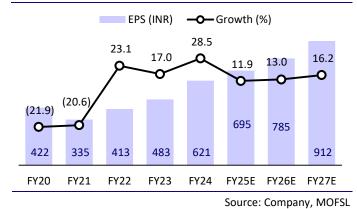
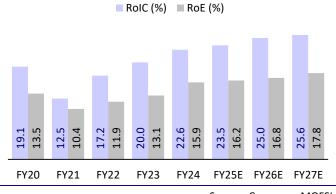


Exhibit 12: Trend in BOS' return profile



Source: Company, MOFSL

Financials and valuations

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Net Op. Revenues	98,416	97,180	1,17,816	1,49,293	1,67,271	1,77,103	1,98,451	2,20,326
Change (%)	-18.6	-1.3	21.2	26.7	12.0	5.9	12.1	11.0
EBITDA	14,834	10,039	14,624	18,067	20,948	22,490	25,778	28,716
Margin (%)	15.1	10.3	12.4	12.1	12.5	12.7	13.0	13.0
Depreciation	3,833	3,414	3,243	3,856	4,295	3,785	4,198	4,568
EBIT	11,001	6,624	11,381	14,211	16,653	18,705	21,580	24,148
Fin. charges	102	140	289	121	508	170	150	160
Other Income	5,466	5,040	3,909	4,734	7,227	7,894	8,239	10,496
PBT bef. EO Exp.	16,365	11,524	15,001	18,824	23,372	26,429	29,669	34,484
EO Income/(Exp)	-8,416	-5,555	0	0	8,438	0	0	0
PBT after EO Exp.	7,948	5,969	15,001	18,824	31,810	26,429	29,669	34,484
Current Tax	3,324	1,630	1,930	4,338	5,978	5,947	6,527	7,586
Deferred Tax	-1,424	-784	899	241	927	0	0	0
Tax Rate (%)	23.9	14.2	18.9	24.3	21.7	22.5	22.0	22.0
Reported PAT	6,048	5,123	12,172	14,245	24,905	20,483	23,142	26,898
Adjusted PAT	12,452	9,890	12,172	14,245	18,299	20,483	23,142	26,898
Change (%)	-21.9	-20.6	23.1	17.0	28.5	11.9	13.0	16.2

Standalone - Balance Sheet								(INR M)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Equity Share Capital	295	295	295	295	295	295	295	295
Total Reserves	92,399	97,927	1,06,584	1,09,827	1,20,337	1,31,383	1,43,908	1,58,420
Net Worth	92,694	98,222	1,06,879	1,10,122	1,20,632	1,31,678	1,44,203	1,58,715
Total Loans	0	0	0	532	393	393	393	393
Capital Employed	92,694	98,222	1,06,879	1,10,654	1,21,025	1,32,071	1,44,596	1,59,108
Gross Block	34,629	36,339	38,738	40,080	41,646	46,886	51,886	56,886
Less: Accum. Deprn.	21,271	23,983	26,623	28,077	30,517	34,302	38,500	43,068
Net Fixed Assets	13,358	12,356	12,115	12,003	11,129	12,584	13,386	13,818
Capital WIP	4,932	4,928	6,054	3,655	2,240	2,000	2,000	2,000
Total Investments	40,415	51,571	55,275	55,536	57,820	67,820	77,820	87,820
Curr. Assets, Loans&Adv.	69,928	73,821	76,499	87,619	99,482	1,02,311	1,10,727	1,21,665
Inventory	11,159	12,985	17,293	19,029	18,934	20,047	22,463	24,940
Account Receivables	14,131	13,894	15,267	19,029	21,818	22,805	25,554	28,371
Cash and Bank Balance	22,560	24,505	17,054	20,569	25,927	24,039	23,019	24,289
Loans and Advances	22,079	22,438	26,885	28,992	32,803	35,421	39,690	44,065
Curr. Liability & Prov.	40,506	49,514	47,225	51,940	52,523	55,522	62,214	69,072
Account Payables	16,050	22,230	22,404	27,253	25,676	27,185	30,462	33,820
Other Current Liabilities	8,277	14,171	11,174	12,196	12,228	14,168	15,876	17,626
Provisions	16,180	13,113	13,647	12,491	14,619	14,168	15,876	17,626
Net Current Assets	29,422	24,308	29,274	35,679	46,959	46,789	48,513	52,593
Deferred Tax assets	4,567	5,059	4,161	3,781	2,877	2,877	2,877	2,877
Appl. of Funds	92,694	98,222	1,06,879	1,10,654	1,21,025	1,32,071	1,44,596	1,59,108

E: MOFSL Estimates

Financials and valuations

Opening Balance

Closing Balance

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)								
EPS	422	335	413	483	621	695	785	912
Cash EPS	552	451	523	614	766	823	927	1,067
BV/Share	3,143	3,331	3,624	3,734	4,091	4,465	4,890	5,382
DPS	105	115	210	480	375	320	360	420
Payout (%)	61.6	66.2	50.9	99.4	44.4	46.1	45.9	46.0
Valuation (x)								
P/E	70.6	88.8	72.2	61.7	48.0	42.9	38.0	32.7
Cash P/E	53.9	66.0	57.0	48.5	38.9	36.2	32.1	27.9
P/BV	9.5	8.9	8.2	8.0	7.3	6.7	6.1	5.5
EV/Sales	8.7	8.8	7.3	5.8	5.1	4.8	4.3	3.9
EV/EBITDA	57.7	85.1	58.9	47.5	40.7	38.0	33.2	29.8
Dividend Yield (%)	0.4	0.4	0.7	1.6	1.3	1.1	1.2	1.4
FCF per share	309.2	217.4	-64.8	194.7	314.2	333.1	390.2	451.7
Return Ratios (%)			V 1.0		022		333.2	.02.7
RoIC	19.1	12.5	17.2	20.0	22.6	23.5	25.0	25.6
RoE	13.5	10.4	11.9	13.1	15.9	16.2	16.8	17.8
RoCE (pre-tax)	17.9	12.2	14.9	17.4	20.6	21.0	21.6	22.8
Working Capital Ratios	17.3		11.5		20.0	21.0	21.0	
Fixed Asset Turnover (x)	2.8	2.7	3.0	3.7	4.0	3.8	3.8	3.9
Asset Turnover (x)	1.1	1.0	1.1	1.4	1.4	1.4	1.4	1.5
Inventory (Days)	41	49	54	47	41	41	41	41
Debtor (Days)	52	52	47	47	48	47	47	47
Creditor (Days)	60	83	69	67	56	56	56	56
Working Cap. Turnover (Days)	25	-1	38	37	46	47	47	47
Standalone - Cash Flow Statement								(INR M)
Y/E March	FY20	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	10,069	5,671	15,001	18,824	23,372	26,429	29,669	34,484
Depreciation	4,445	3,414	3,243	3,856	4,295	3,785	4,198	4,568
Interest & Finance Charges	-2,948	-2,377	-2,096	-2,670	-4,018	-7,724	-8,089	-10,336
Direct Taxes Paid	-4,612	-2,695	-2,664	-4,031	-6,958	-5,947	-6,527	-7,586
(Inc)/Dec in WC	10,206	6,320	-9,404	-2,501	-2,061	-1,719	-2,742	-2,810
Others	-3,799	-1,984	-1,374	-1,342	-2,102	0	0	2,010
CF from Operating incl EO	13,361	8,349	2,706	12,136	12,528	14,824	16,508	18,320
(Inc)/Dec in FA	-4,243	-1,938	-4,617	-6,395	-3,261	-5,000	-5,000	-5,000
Free Cash Flow	9,118	6,411	-1,911	5,741	9,267	9,824	11,508	13,320
(Pur)/Sale of Investments	782	-5,087	-1,837	8,079	1,537	-10,000	-10,000	-10,000
Others	-5,267	2,395	6,122	934	4,552	7,894	8,239	10,496
CF from Investments	-8 ,72 9	-4,630	-332	2,618	2,828	- 7,106	- 6,761	- 4,50 4
Issue of Shares	0	0	0	0	0	0	0,701	0
Interest Paid	0	-16	-150	-62	-22	-170	-150	-160
Dividend Paid	-3,731	-3,095	-3,394	-12,092	-14,312	-9,437	-10,616	-12,386
Others	-259	-3,093	-3,394	-12,092	-14,312	-9,437	-10,010	-12,380
CF from Fin. Activity	-3,990	-3,382	-3,831	-12,394	-14,516	-9 ,607	- 10,766	-12,546
Inc/Dec of Cash	-5,990	337	-1,457	2,360	840	-1,888	-1,019	1,270
nicy Dec of Casif	4 040	337	-1,437	2,300	2 702	-1,000	-1,019	1,270

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

2,889

1,432

1,432

3,792

2,552

2,889

1,910

2,552

3,792

4,632

4,632

2,744

2,744

1,725

1,725

2,995

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 (INSDL),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://onlinereports.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

https://qalaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitiqation.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 Motifal 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.

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

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

For U.S.

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 2011294012), 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

executed within the provisions of this chaperoning agreement.

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.

28 January 2025 9

8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.

9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.

10. MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

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

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

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

Analyst Certification

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

Terms & Conditions:

Disclaimer:

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.

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

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.

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

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.