Kalpataru Projects

Estimate changes	1
TP change	1
Rating change	\longleftrightarrow

Bloomberg	KPII IN
Equity Shares (m)	171
M.Cap.(INRb)/(USDb)	190.6 / 2.2
52-Week Range (INR)	1449 / 770
1, 6, 12 Rel. Per (%)	15/-13/-17
12M Avg Val (INR M)	560

Financials Snapshot (INR b)

Y/E MARCH	FY25	FY26E	FY27E
Net Sales	188.9	223.9	265.8
EBITDA	15.9	19.9	24.7
PAT	6.7	9.5	12.7
EPS (INR)	39.3	55.4	74.1
GR. (%)	20.3	40.8	33.9
BV/Sh (INR)	420.7	469.4	536.9
Ratios			
ROE (%)	10.4	12.4	14.7
RoCE (%)	9.7	11.1	12.9
Valuations			
P/E (X)	28.4	20.2	15.1
P/BV (X)	2.7	2.4	2.1
EV/EBITDA (X)	13.2	10.2	8.2
Div Yield (%)	0.7	0.6	0.6

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	33.5	33.5	40.6
DII	45.0	45.6	43.6
FII	11.6	12.7	8.2
Others	9.9	8.2	7.6
	••	• •	

FII Includes depository receipts

CMP: INR1,116

TP: INR1,300 (+16%)

Buy

Strong execution ramp-up in 4Q

Kalpataru Projects (KPIL) reported broadly in-line revenue/EBITDA/PAT in 4QFY25. In FY25 as well, KPIL performed well in terms of balance sheet and cash flows, with debt reduction, improved working capital and strong cash balance. The company continues to benefit from strong traction in T&D and Buildings and factories pipeline, while it maintains a cautious stance on railways and water segments. We increase our estimates by 2% each for FY26/27 to take into account improved order inflows and lower debt. The stock is currently trading at 20.2x/15.1x P/E on FY26/27E earnings. Retain BUY with a revised SoTP-based TP of INR1,300 based on 18x P/E for the core business (INR1,200 earlier).

Healthy performance in 4QFY25

4Q revenue came broadly in line at INR62b (+21% YoY), driven by robust project progress and strong order backlog. T&D/B&F segment revenue grew 19%/21% YoY, and O&G/Urban Infra revenue surged 152%/33% YoY. Water and Railways declined 32% and 8% YoY, respectively. EBITDA margin improved to 8.4% YoY due to a low base in 4QFY24, largely in line with our estimate. EBITDA at INR5.2b grew 31% YoY/30% QoQ, due to lower-than-expected other expenses. Adj. PAT jumped 52% YoY to INR2.66b, beating our estimate of INR2.32b by 15%. This was driven by lower other non-operating expenses (including depreciation) and an exceptional item of INR330m in the quarter. Order inflows at INR52.9b were down 56% YoY on a high base of INR119.6b in 4QFY25. The order book stood at INR645b (+10% YoY). NWC days stood at 94 in 4QFY25 vs. 99 in 4QFY24. Net debt declined YoY and QoQ to INR18.3b in 4QFY25. For FY25, revenue/EBITDA/PAT grew 13%/16%/20% to INR189b/INR16b/INR6.7b, while order inflows stood at INR255b, down 15% YoY. FY25 OCF/FCF stood at INR8.4b/INR2.9b.

Segmental performance driven by T&D, B&F and oil & gas segments

Segmental performance was driven by T&D, B&F and Oil & Gas. Consolidated T&D revenue grew by 28% YoY (including subsidiaries LMG and Fasttel) in FY25. Both LMG and Fasttel grew at a much faster pace at +79% YoY and +35% YoY, respectively. B&F revenue grew by 22% YoY for FY25 on improved project execution and healthy order mix. Going ahead, we expect the growth to be driven more by standalone T&D and B&F segments as inflows have been strong for the company. O&G revenues grew by 114% for FY25, led by execution of the Saudi project. The company plans to start taking in new orders for the O&G segment in FY26. Water/railways segment revenues declined by 35%/29% YoY during FY25 due to slower execution and selective bidding in said segments. We expect water and railways segments to remain for next one year.

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

Prerit Jain - Research Analyst (Prerit.Jain@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.



T&D and B&F to be key contributors to future growth of the company

Looking ahead to FY26, management expects a strong addressable market in both domestic and international segments for T&D business, with an expectation of surpassing FY25 order inflows. With strong order inflows, the company is confident of improved execution, leading to +20% YoY growth in revenues in FY26. Revenue growth visibility comes from 1) strong domestic tendering from PGCIL, PFC, REC, and 2) high traction in international markets: Latin America, Europe, Middle East, and Africa. The company will focus on HVDC segment, grid expansion and energy transition. Outlook for B&F segment also remains strong, with pipeline visibility coming from 1) high activity in residential real estate across India, 2) continued work with selective, long-term clients, and 3) opportunities in airports, industrial, commercial, and data centers. We expect the T&D/B&F segments to clock a CAGR of 21%/19% over FY25-27, led by order inflow CAGR of 10%/15% over the same period.

Downtrend in water projects expected to continue

Water business of KPIL was impacted by delayed payments from the government for JJM projects during the year. Receivables stood at INR15b, of which the company has recovery visibility for only 60-70% of the receivables. KPIL expects these receivables to start coming in from 2QFY26 onward. We expect water segment revenue growth to remain weak in FY26.

International subsidiary poised for growth

LMG Sweden delivered strong revenue of INR18b (+79% YoY), EBITDA margins of 5.6%, and a record order book of INR28.0b. The company expects 20-25% annual growth in LMG over the next 2-3 years and is exploring fundraising options. In Brazil, Fasttel improved significantly, growing revenue to INR9.4b (+35% YoY) and halving losses from INR700m to INR350m. With a planned capital infusion, management targets to achieve the breakeven in the next two years for Fasttel. The Saudi operations (IBN Omera) closed out its projects and reported losses, but management expects a turnaround in FY26. Other international markets such as Chile, Guyana, and Surinam are performing well, with the company planning to expand into two to three additional countries. Overall, management anticipates enhanced profitability and contribution from its overseas businesses in the coming fiscal year.

Financial outlook

We increase our estimates by 2% each for FY26/27 to take into account improved order inflows and lower debt. We expect KPIL to report a CAGR of 19%/25%/37% in revenue/EBITDA/PAT over FY25-27. This would be driven by: 1) inflows of INR280b/INR312b FY26/FY27 on a strong prospect pipeline, 2) a gradual recovery in EBITDA margin to 8.9%/9.3% in FY26E/FY27E, 3) control over working capital owing to improved customer advances, better debtor collections from water and railways, and claims settlement. Driven by improvement in margins and moderation in working capital, we expect KPIL's RoE and RoCE to improve to 15% and 13% in FY27E, respectively.



Valuation and view

KPIL is currently trading at 20.2x/15.1x FY26E/FY27E EPS. We maintain BUY, with a revised SOTP-based TP of INR1,300, based on 18x P/E for the core business.

Key risks and concerns

Slowdown in execution, lower-than-expected order inflows, a steep rise in commodity prices, and an increase in promoter pledge are some of the key concerns that can weigh on financials and valuations of the company.

Standalone - Quarterly	Earning N	lodel										(INR m)
Y/E March		FY	24	FY25E				FY24	FY25	5 FY25 Est		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	Var (%)
Net Sales	36,220	38,440	41,470	51,470	37,219	41,361	48,257	62,042	1,67,600	1,88,879	60,294	3
YoY Change (%)	15.4	16.7	18.2	17.1	2.8	7.6	16.4	20.5	16.9	12.7	17.1	
Gross profit	8,300	8,150	9,060	12,110	8,687	8,818	10,791	13,191			14,080	
Total Expenditure	33,080	35,360	38,030	47,470	34,085	37,877	44,239	56,810	1,53,940	1,73,009	55,311	
EBITDA	3,140	3,080	3,440	4,000	3,135	3,485	4,019	5,232	13,660	15,870	4,983	5
Margins (%)	8.7	8.0	8.3	7.8	8.4	8.4	8.3	8.4	8.2	8.4	8.3	
Depreciation	930	880	940	930	929	914	956	949	3,680	3,749	1,175	-19
Interest	750	850	830	940	861	998	1,071	877	3,370	3,807	906	-3
Other Income	290	250	270	320	295	264	185	235	1,130	979	315	-25
PBT before EO expense	1,750	1,600	1,940	2,450	1,640	1,836	2,177	3,641	7,740	9,294	3,217	13
Extra-Ord expense	-	-	-	350	-	-	-	330	350	330	-	
РВТ	1,750	1,600	1,940	2,100	1,640	1,836	2,177	3,311	7,390	8,964	3,217	3
Тах	490	470	500	600	474	513	604	894	2,060	2,485	897	
Rate (%)	28.0	29.4	25.8	28.6	28.9	27.9	27.7	27.0	27.9	27.7	27.9	
Reported PAT	1,260	1,130	1,440	1,500	1,166	1,323	1,574	2,416	5,330	6,479	2,320	4
Adj PAT	1,260	1,130	1,440	1,750	1,166	1,323	1,574	2,657	5,582	6,718	2,320	15
YoY Change (%)	-23.2	8.7	29.7	52.6	-7.4	17.1	9.3	51.8	19.1	20.3	32.6	
Margins (%)	3.5	2.9	3.5	3.4	3.1	3.2	3.3	4.3	3.3	3.6	3.8	



Conference call highlights

- **T&D segment** KPIL's T&D segment delivered a strong performance in FY25, with revenue crossing INR100b, reflecting a 28% YoY growth. The company secured INR145b worth of new orders, split almost equally between domestic (INR73b) and international markets (INR72b). Key wins in the HVDC domain have significantly enhanced KPIL's market position and order book visibility. International subsidiaries, particularly LMG Sweden, also contributed with record revenues and order book levels. Management remains optimistic about the T&D segment's growth, citing strong momentum from energy transition, grid strengthening initiatives, and rising power demand. In FY26, management anticipates continued robust growth in both domestic and international markets, with an expectation of surpassing FY25 order inflows. Labor availability is seen as a potential constraint, but the overall outlook remains bullish.
- Non-T&D The B&F business grew by 22% with an order inflow of INR82.3b and a closing order book exceeding INR140b. Orders were primarily in residential and airport infrastructure, with healthy prospects for design-build contracts and further growth in FY26. The O&G segment registered more than 100% growth in FY25, reaching INR17.6b in revenue, mainly driven by the ongoing Aramco project. Although the company did not pursue new orders in O&G during FY25, it is optimistic about strong growth and new order inflows in FY26, particularly from the Middle East markets. The Railways segment, on the other hand, remained subdued with revenue at INR10.2b. KPIL continues to be selective in this space due to intense competition and does not anticipate meaningful order



inflow in FY26 unless supported by international contracts. Overall, KPIL expects continued growth in B&F and O&G, while railways and water will remain under watch.

- Water The Water business underperformed in FY25, largely due to delayed payments and deferment of fund allocations, which hindered project execution and revenue growth. However, KPIL received significant collections towards the end of the year (approximately INR5.7b in 4QFY25), marking an improvement in cash flows. Receivables stood at around INR15b as of Mar'25, with around 60%-70% expected to be recoverable by 2QFY26. While management remains cautious on domestic bidding due to ongoing receivables challenges, it continues to explore international opportunities in the water segment. For FY26, KPIL has factored in a modest 10% revenue growth in this business but may raise its guidance depending on the pace of collections and new wins in the coming quarters.
- Non-core assets Management continues to take strategic steps toward exiting or minimizing exposure to its non-core assets, including road SPVs and real estate. During FY25, daily revenue from toll road SPVs increased to INR7.8m from INR6.03m YoY. The company infused INR750m into the road segment, largely toward debt repayment. The VEPL transaction is expected to conclude in FY26, while WPL remains under discussion with NHAI. In the real estate business, the company has nearly exited its Indore project, having sold 98% of the units, with INR1.3b expected to be collected within next 60-90 days. KPIL projects further loss funding of INR600-700m in FY26, mainly for debt repayment. With the winding down of Saicharan (Indore), potential monetization of VEPL, and improved cash flows from the road and logistics business, the company expects reduced drag from non-core assets going forward.
- International subsidiaries LMG Sweden delivered its best-ever results with revenue of over INR18b (+79% YoY). In Brazil, Fasttel improved significantly, growing revenue to INR9.39b (+35% YoY) and halving losses from INR700m to 350m. With a planned capital infusion, management targets to achieve the breakeven in the next two years for Fasttel. The Saudi operations (IBN Omera) closed out its projects and reported losses, but management expects a turnaround in FY26.
- Guidance Management expects revenue growth of over 20% in FY26, driven by a strong order book and improving execution. PBT margins are guided at 5.25%-5.5% for standalone operations and 4.5%-4.75% on a consolidated basis, implying an improvement of 35bp-100bp YoY. With the tax rate projected to remain in the 28-29% range, PAT is expected to improve in line with better margins and higher execution. Order inflows are projected in the range of INR260b-280b, slightly above INR254.8b in FY25, with a continued focus on better-margin projects. NWC is targeted to be below 100 days. Except for Railways, all other segments are expected to grow 10-22% YoY in FY26.



Key Exhibits

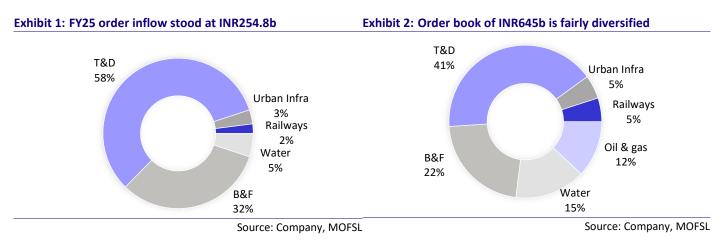
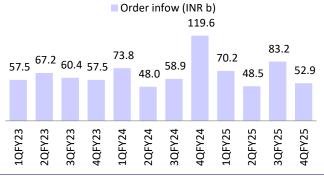
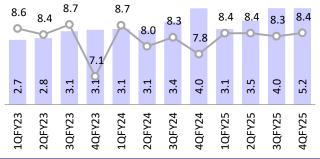


Exhibit 3: Order inflow declined 56% YoY (INR b)



Source: Company, MOFSL

Exhibit 5: EBITDA margin expanded 60bp YoY (%) EBITDA (INR b) -O- EBITDA margin (%)



Source: Company, MOFSL

Exhibit 6: PAT grew 52% YoY (INR b)

44.0

1QFY24

31.4 32.9 35.1

1QFY23 2QFY23 3QFY23 4QFY23

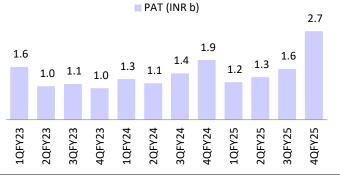


Exhibit 4: Execution grew by 21% YoY in 4QFY25 (INR b)

36.2 38.4 41.5

2QFY24 3QFY24

Revenue (INR b)

51.5

4QFY24 1QFY25 2QFY25 3QFY25

Source: Company, MOFSL

62.0

4QFY25

48.3

Source: Company, MOFSL

37.2 41.4

Exhibit 7: We revise our estimates upwards for FY26/27 to take into account improved order inflows and lower debt

(INR M)		FY26E		FY27E			
	Rev	Old	Chg (%)	Rev	Old	Chg (%)	
Net Sales	2,23,892	2,21,820	0.9	2,65,832	2,65,187	0.2	
EBITDA	19,931	19,811	0.6	24,728	24,480	1.0	
EBITDA (%)	8.9	8.9	-3 bps	9.3	9.2	7 bps	
Adj. PAT	9,457	9,301	1.7	12,665	12,395	2.2	
EPS (INR)	55.4	54.5	1.7	74.1	72.6	2.2	

Source: MOFSL



Exhibit 8: We expect the standalone revenue to post a CAGR of 20% during FY24-27E

Transmission & distribution Order inflows 70,893 1,01,790 1,11,540 1,44,610 1,59,071 1,74,978 YoY growth (%) 14.0 43.6 9.6 29.6 10.0 10.0 Revenues 64,460 60,160 78,270 1,00,260 1,27,850 1,46,169 YoY growth (%) 28.9 (6.7) 30.1 28.1 27.5 14.3 Order backlog 1,11,387 1,65,505 2,66,710 2,97,931 3,26,741 Bill to book ratio (%) 54.1 37.1 35.4 35.9 36.9 37.9 Buildings and Factories (8&F)		FY22	FY23	FY24	FY25	FY26E	FY27E
YoY growth (%) 14.0 43.6 9.6 29.6 10.0 10.0 Revenues 64,460 60,160 78,270 1,00,260 1,27,850 1,46,169 YoY growth (%) 28.9 (6.7) 30.1 28.1 27.5 14.3 Order backlog 1,11,387 1,65,305 2,06,780 2,66,710 2,97,931 3,26,741 Bill to book ratio (%) 54.1 37.1 35.4 35.9 36.9 37.9 Buildings and Factories (B&F) Order inflows 43,658 37,550 65,280 82,250 94,588 1,08,776 Yoy growth (%) (%) 24.8 15.8 22.2 21.2 16.3 Order inflows 78,626 87,244 1,10,210 1,40,950 1,64,603 1,90,857 Bill to book ratio (%) 31.4 42.5 42.00 38.7.7 37.7 37.7 Vater and urban infra Order inflows 58,211 90,240 33,540 21,940 19,746 20,733 yoy growth (%) 43.5 22.3 22.47 22.70 30,620 25,905	Transmission & distribution						
Revenues 64,460 60,160 78,270 1,00,260 1,27,850 1,46,169 YoY growth (%) 28.9 (6,7) 30.1 28.1 27.5 14.3 Order backlog 1,11,387 1,65,305 2,06,780 2,66,710 2,97,931 3,26,741 Bill obook ratio (%) 54.1 37.1 35.4 35.9 36.9 37.9 Buildings and Factories (B&F) 35.9 36.9 37.9 Order inflows 43,658 37,550 65,280 82,250 94,588 1,08,776 yoy growth (%) (8.0) (14.0) 73.8 26.0 15.0 15.0 Order backlog 78,626 87,244 1,10,210 1,40,950 1,64,603 1,90,857 Bill to book ratio (%) 31.4 42.5 40.0 38.7 37.7 37.7 Water and urban infra 0,240 33,540 21,940 19,746 20,733 yoy growth (%) 24.7 22.1 <td< td=""><td>Order inflows</td><td>70,893</td><td>1,01,790</td><td>1,11,540</td><td>1,44,610</td><td>1,59,071</td><td>1,74,978</td></td<>	Order inflows	70,893	1,01,790	1,11,540	1,44,610	1,59,071	1,74,978
Yo' growth (%) 28.9 (6.7) 30.1 28.1 27.5 14.3 Order backlog 1,11,387 1,65,305 2,06,780 2,66,710 2,97,931 3,26,741 Bill to book ratio (%) 54.1 37.1 35.4 35.9 36.9 37.9 Buildings and Factories (B&F) 35.4 35.9 36.9 37.95 Order inflows 43,658 37,550 65,280 82,250 94,588 1,08,776 yoy growth (%) (8.0) (14.0) 73.8 26.0 15.0 15.0 yoy growth (%) 24.8 15.8 22.2 21.2 16.3 Order backlog 78,626 87,244 1,10,210 1,40,950 1,64,603 1,90,857 Bill to book ratio (%) 31.4 42.5 40.0 38.7 37.7 37.7 Vater and urban infra 87.3 55.0 (26,28) (34.6) (10.0) 5.0 growth (%) 24.7 22.1 25.0 20.7 19.0 20.0 20.9 23.9 25.905	YoY growth (%)	14.0	43.6	9.6	29.6	10.0	10.0
Order backlog 1,11,387 1,65,305 2,06,780 2,66,710 2,97,31 3,26,741 Bill to book ratio (%) 54.1 37.1 35.4 35.9 36.9 37.9 Buildings and Factories (B&F) 55.20 52,250 94,588 1,08,775 Order inflows (8.0) (14.0) 73.8 26.0 15.0 15.0 Revenues 33,130 41,365 47,900 58,540 70,935 82,521 yoy growth (%) 24.8 15.8 22.2 21.2 16.3 Order backlog 78,626 87,244 1,10,210 1,40,950 1,64,603 1,90,857 Bill to book ratio (%) 31.4 42.5 40.0 38.7 37.7 37.7 Water and urban infra 20,320 30,250 42.150 30,620 25,905 26,135 yoy growth (%) 87.3 55.0 (62.8) (34.6) (10.0) 5.0 State and urban infra 24.7	Revenues	64,460	60,160	78,270	1,00,260	1,27,850	1,46,169
Bill to book ratio (%) 54.1 37.1 35.4 35.9 36.9 37.9 Buildings and Factories (B&F)	YoY growth (%)	28.9	(6.7)	30.1	28.1	27.5	14.3
Buildings and Factories (B&F) Order inflows 43,658 37,550 65,280 82,250 94,588 1,08,776 yoy growth (%) (8.0) (14.0) 73.8 26.0 15.0 15.0 yoy growth (%) 24.8 15.8 22.2 21.2 16.3 Order backlog 78,626 87,244 1,10,210 1,40,950 1,64,603 1,90,857 Bill to book ratio (%) 31.4 42.5 40.0 38.7 37.7 37.7 Water and urban infra Order inflows 58,211 90,240 33,540 21,940 19,746 20,733 yoy growth (%) 87.3 55.0 (62.8) (34.6) (10.0) 5.0 Revenues 20,220 30,250 42,150 30,620 25,905 26,135 yoy growth (%) 24.7 22.1 25.0 20.07 19.0 20.0 Revenues 20,220 30,250 42,150 30,620 25,905 6,545 7,200 yoy growth (%) </td <td>Order backlog</td> <td>1,11,387</td> <td>1,65,305</td> <td>2,06,780</td> <td>2,66,710</td> <td>2,97,931</td> <td>3,26,741</td>	Order backlog	1,11,387	1,65,305	2,06,780	2,66,710	2,97,931	3,26,741
Order inflows 43,658 37,550 65,280 82,250 94,588 1,08,776 yoy growth (%) (8.0) (14.0) 73.8 26.0 15.0 15.0 Revenues 33,130 41,360 47,900 58,540 70,935 82,521 yoy growth (%) 24.8 15.8 22.2 21.2 16.3 Order backlog 78,626 87,244 1,10,210 1,40,950 1,64,603 1,90,857 Bill to book ratio (%) 31.4 42.5 40.0 38.7 37.7 37.7 Water and urban infra	Bill to book ratio (%)	54.1	37.1	35.4	35.9	36.9	37.9
yoy growth (%) (8.0) (14.0) 73.8 26.0 15.0 15.0 Revenues 33,130 41,360 47,900 58,540 70,935 82,521 yoy growth (%) 24.8 15.8 22.2 21.2 16.3 Order backlog 78,626 87,244 1,10,210 1,40,950 1,64,603 1,90,857 Bill to book ratio (%) 31.4 42.5 40.0 38.7 37.7 37.7 Vater and urban infra Order inflows 58,211 90,240 33,540 21,940 19,746 20,733 yoy growth (%) 87.3 55.0 (62.8) (34.6) (10.0) 5.0 Revenues 20,320 30,250 42,150 30,620 25,905 26,135 yoy growth (%) 48.9 39.3 (27.4) (15.4) 0.9 0.9 Order inflows 9,081 22,830 89,860 5,950 6,545 7,200 yoy growth (%) (57.3) 151.4 293.6 (93.4)<	Buildings and Factories (B&F)						
Revenues33,13041,36047,90058,54070,93582,521yoy growth (%)24.815.822.221.216.3Order backlog78,62687,2441,10,2101,40,9501,64,6031,90,857Bill to book ratio (%)31.442.540.038.737.737.7Water and urban infra20,733Order inflows58,21190,24033,54021,94019,74620,733yoy growth (%)87.355.0(62.8)(34.6)(10.0)5.0Revenues20,32030,25042,15030,62025,90526,135yoy growth (%)48.939.3(27.4)(15.4)0.9Order backlog91,7311,51,5301,37,0001,26,4701,20,3111,14,909Bill to book ratio (%)24.722.125.020.719.020.0Railways and Oil and gas53.(14.8)23.639.349.6Order inflows9,08122,83089,8605,9506,5457,200yoy growth (%)53.(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Crder inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.8 <t< td=""><td>Order inflows</td><td>43,658</td><td>37,550</td><td>65,280</td><td>82,250</td><td>94,588</td><td>1,08,776</td></t<>	Order inflows	43,658	37,550	65,280	82,250	94,588	1,08,776
yoy growth (%) 24.8 15.8 22.2 21.2 16.3 Order backlog 78,626 87,244 1,10,210 1,40,950 1,64,603 1,90,857 Bill to book ratio (%) 31.4 42.5 40.0 38.7 37.7 37.7 Water and urban infra 0rder inflows 58,211 90,240 33,540 21,940 19,746 20,733 yoy growth (%) 87.3 55.0 (62.8) (34.6) (10.0) 5.0 Revenues 20,320 30,250 42,150 30,620 25,905 26,135 yoy growth (%) 48.9 39.3 (27.4) (15.4) 0.9 Order inflows 91,731 1,51,530 1,37,000 1,26,470 1,20,311 1,14,909 Bill to book ratio (%) 24.7 22.1 25.0 20.7 19.0 20.0 Railways and Oil and gas 9,081 22,830 89,860 5,950 6,545 7,200 yoy growth (%) 5.3 (14.8) 23.6 39.3 49.6 Order inflows 9,081 22,830 89,860<	yoy growth (%)	(8.0)	(14.0)	73.8	26.0	15.0	15.0
Order backlog 78,626 87,244 1,10,210 1,40,950 1,64,603 1,90,857 Bill to book ratio (%) 31.4 42.5 40.0 38.7 37.7 37.7 Water and urban infra	Revenues	33,130	41,360	47,900	58,540	70,935	82,521
Bill to book ratio (%)31.442.540.038.737.737.7Water and urban infraOrder inflows58,21190,24033,54021,94019,74620,733yoy growth (%)87.355.0(62.8)(34.6)(10.0)5.0Revenues20,32030,25042,15030,62025,90526,135yoy growth (%)48.939.3(27.4)(15.4)0.9Order backlog91,7311,51,5301,37,0001,26,4701,20,3111,14,909Bill to book ratio (%)24.722.125.020.719.020.0Railways and Oil and gas772.125.020.719.020.0Yoy growth (%)(57.3)151.4293.6(93.4)10.010.0Revenues25,04026,37022,47027,77038,67957,877yoy growth (%)5.3(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,02.202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.313.1Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7 <t< td=""><td>yoy growth (%)</td><td></td><td>24.8</td><td>15.8</td><td>22.2</td><td>21.2</td><td>16.3</td></t<>	yoy growth (%)		24.8	15.8	22.2	21.2	16.3
Water and urban infra Order inflows 58,211 90,240 33,540 21,940 19,746 20,733 yoy growth (%) 87.3 55.0 (62.8) (34.6) (10.0) 5.0 Revenues 20,320 30,250 42,150 30,620 25,905 26,135 yoy growth (%) 48.9 39.3 (27.4) (15.4) 0.9 Order backlog 91,731 1,51,530 1,37,000 1,26,470 1,20,311 1,14,909 Bill to book ratio (%) 24.7 22.1 25.0 20.7 19.0 20.0 Railways and Oil and gas 0rder inflows 9,081 22,830 89,860 5,950 6,545 7,200 yoy growth (%) (57.3) 151.4 293.6 (93.4) 10.0 10.0 Revenues 25,040 26,370 22,470 27,770 38,679 57,877 yoy growth (%) 5.3 (14.8) 23.6 39.3 49.6 Order backlog 45,865 55,102 </td <td>Order backlog</td> <td>78,626</td> <td>87,244</td> <td>1,10,210</td> <td>1,40,950</td> <td>1,64,603</td> <td>1,90,857</td>	Order backlog	78,626	87,244	1,10,210	1,40,950	1,64,603	1,90,857
Order inflows 58,211 90,240 33,540 21,940 19,746 20,733 yoy growth (%) 87.3 55.0 (62.8) (34.6) (10.0) 5.0 Revenues 20,320 30,250 42,150 30,620 25,905 26,135 yoy growth (%) 48.9 39.3 (27.4) (15.4) 0.9 Order backlog 91,731 1,51,530 1,37,000 1,26,470 1,20,311 1,14,909 Bill to book ratio (%) 24.7 22.1 25.0 20.7 19.0 20.0 Railways and Oil and gas Order inflows 9,081 22,830 89,860 5,950 6,545 7,200 yoy growth (%) (57.3) 151.4 293.6 (93.4) 10.0 10.0 Revenues 20,902 26,370 22,470 27,770 38,679 57,877 yoy growth (%) 5.3 (14.8) 23.6 39.3 49.6 Order backlog 45,865 55,102 1,30,160 1,10,820	Bill to book ratio (%)	31.4	42.5	40.0	38.7	37.7	37.7
yoy growth (%)87.355.0(62.8)(34.6)(10.0)5.0Revenues20,32030,25042,15030,62025,90526,135yoy growth (%)48.939.3(27.4)(15.4)0.9Order backlog91,7311,51,5301,37,0001,26,4701,20,3111,14,909Bill to book ratio (%)24.722.125.020.719.020.0Railways and Oil and gas77722.125.020.719.020.0Order inflows9,08122,83089,8605,9506,5457,200yoy growth (%)(57.3)15.1.4293.6(93.4)10.010.0Revenues25,04026,37022,47027,77038,67957,877yoy growth (%)5.3(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Order backlog41.546.022.520.920.920.9Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,610 <th< td=""><td>Water and urban infra</td><td></td><td></td><td></td><td></td><td></td><td></td></th<>	Water and urban infra						
Revenues20,32030,25042,15030,62025,90526,135yoy growth (%)48.939.3(27.4)(15.4)0.9Order backlog91,7311,51,5301,37,0001,26,4701,20,3111,14,909Bill to book ratio (%)24.722.125.020.719.020.0Railways and Oil and gasOrder inflows9,08122,83089,8605,9506,5457,200yoy growth (%)(57.3)151.4293.6(93.4)10.010.0Revenues25,04026,37022,47027,77038,67957,877yoy growth (%)5.3(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,64,9506,61,5316,60,515	Order inflows	58,211	90,240	33,540	21,940	19,746	20,733
yoy growth (%)48.939.3(27.4)(15.4)0.9Order backlog91,7311,51,5301,37,0001,26,4701,20,3111,14,909Bill to book ratio (%)24.722.125.020.719.020.0Railways and Oil and gasOrder inflows9,08122,83089,8605,9506,5457,200yoy growth (%)(57.3)151.4293.6(93.4)10.010.0Revenues25,04026,37022,47027,77038,67957,877yoy growth (%)5.3(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	yoy growth (%)	87.3	55.0	(62.8)	(34.6)	(10.0)	5.0
Order backlog91,7311,51,5301,37,0001,26,4701,20,3111,14,909Bill to book ratio (%)24.722.125.020.71,20,3111,14,909Railways and Oil and gasOrder inflows9,08122,83089,8605,9506,5457,200yoy growth (%)(57.3)151.4293.6(93.4)10.010.0Revenues25,04026,37022,47027,77038,67957,877yoy growth (%)5.3(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	Revenues	20,320	30,250	42,150	30,620	25,905	26,135
Bill to book ratio (%)24.722.125.020.719.020.0Railways and Oil and gasOrder inflows9,08122,83089,8605,9506,5457,200yoy growth (%)(57.3)151.4293.6(93.4)10.010.0Revenues25,04026,37022,47027,77038,67957,877yoy growth (%)5.3(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	yoy growth (%)		48.9	39.3	(27.4)	(15.4)	0.9
Railways and Oil and gasOrder inflows9,08122,83089,8605,9506,5457,200yoy growth (%)(57.3)151.4293.6(93.4)10.010.0Revenues25,04026,37022,47027,77038,67957,877yoy growth (%)5.3(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	Order backlog	91,731	1,51,530	1,37,000	1,26,470	1,20,311	1,14,909
Order inflows9,08122,83089,8605,9506,5457,200yoy growth (%)(57.3)151.4293.6(93.4)10.010.0Revenues25,04026,37022,47027,77038,67957,877yoy growth (%)5.3(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	Bill to book ratio (%)	24.7	22.1	25.0	20.7	19.0	20.0
yoy growth (%)(57.3)151.4293.6(93.4)10.010.0Revenues25,04026,37022,47027,77038,67957,877yoy growth (%)5.3(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	Railways and Oil and gas						
Revenues25,04026,37022,47027,77038,67957,877yoy growth (%)5.3(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	Order inflows	9,081	22,830	89 <i>,</i> 860	5,950	6,545	7,200
yoy growth (%)5.3(14.8)23.639.349.6Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	yoy growth (%)	(57.3)	151.4	293.6	(93.4)	10.0	10.0
Order backlog45,86555,1021,30,1601,10,82078,68628,008Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	Revenues	25,040	26,370	22,470	27,770	38,679	57,877
Bill to book ratio (%)41.546.022.520.920.920.9Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	yoy growth (%)		5.3	(14.8)	23.6	39.3	49.6
Total Order inflows1,81,8432,52,4103,00,2202,54,7502,79,9503,11,687yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	Order backlog	45,865	55,102	1,30,160	1,10,820	78,686	28,008
yoy growth (%)12.338.818.9(15.1)9.911.3Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	Bill to book ratio (%)	41.5	46.0	22.5	20.9	20.9	20.9
Total Revenues1,24,0711,43,3701,67,6001,88,8792,23,8922,65,832yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	Total Order inflows	1,81,843	2,52,410	3,00,220	2,54,750	2,79,950	3,11,687
yoy growth (%)15.616.912.718.518.7Order backlog3,27,6104,59,1805,84,1506,44,9506,61,5316,60,515	yoy growth (%)	12.3	38.8	18.9	(15.1)	9.9	11.3
Order backlog 3,27,610 4,59,180 5,84,150 6,44,950 6,61,531 6,60,515	Total Revenues	1,24,071	1,43,370	1,67,600	1,88,879	2,23,892	2,65,832
• • • • • • • • • • • • • • • • • • • •	yoy growth (%)		15.6	16.9	12.7	18.5	18.7
Bill to book ratio (%) 33.8 31.6 27.5 26.5 28.5 32.5	Order backlog	3,27,610	4,59,180	5,84,150	6,44,950	6,61,531	6,60,515
	Bill to book ratio (%)	33.8	31.6	27.5	26.5	28.5	32.5

Source: Company, MOFSL

Exhibit 9: Promoter pledging has considerably come down in recent quarters (%)

Promoter Pledge as % of total shares



Source: Company, MOFSL

Exhibit 10: We revise target price to ~INR1,300 based on SOTP valuation

	Earnings/ book	Valn multiple	Value	KPIL share	Value for KPIL share	Per share value		
	INR m (X) INR m (%) INR m INR		INR	Valuation basis				
Kalpataru consolidated valu	ation							
Core construction business	11,618	18	2,09,124	100.0	2,09,124	1,224	*	18x two-year fwd EPS
Investments in subsidiaries			10,249		10,249	60	*	At P/BV
Road projects total			1,368		1,368	8	*	At FCFE
Total value			244,498		244,498	1,292		

Source: MOFSL



Financials and valuations (Standalone)

Standalone - Income Statement						(INR M)
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations	1,24,071	1,43,370	1,67,600	1,88,879	2,23,892	2,65,832
Change (%)	NA	15.6	16.9	12.7	18.5	18.7
Total Expenditure	1,13,265	1,31,760	1,53,940	1,73,009	2,03,961	2,41,104
% of Sales	91.3	91.9	91.8	91.6	91.1	90.7
EBITDA	10,807	11,610	13,660	15,870	19,931	24,728
Margin (%)	8.7	8.1	8.2	8.4	8.9	9.3
Depreciation	2,720	2,950	3,680	3,749	4,703	5,363
EBIT	8,087	8,660	9,980	12,121	15,228	19,365
Int. and Finance Charges	2,436	2,940	3,370	3,807	3,622	3,402
Other Income	984	1,120	1,130	979	1,480	1,562
PBT bef. EO Exp.	6,635	6,840	7,740	9,294	13,087	17,525
EO Items	-1,632	540	-350	-330	0	0
PBT after EO Exp.	5,003	7,380	7,390	8,964	13,087	17,525
Total Tax	1,491	2,070	2,060	2,485	3,630	4,861
Tax Rate (%)	29.8	28.0	27.9	27.7	27.7	27.7
Reported PAT	3,512	5,310	5,330	6,479	9,457	12,665
Adjusted PAT	4,657	4,921	5,582	6,718	9,457	12,665
Change (%)	NA	5.7	13.4	20.3	40.8	33.9
Margin (%)	3.8	3.4	3.3	3.6	4.2	4.8
Standalone - Balance Sheet Y/E March	FY22	FY23	FY24	FY25	FY26E	(INR M) FY27E
Equity Share Capital	298	325	325	342	342	342
Total Reserves	49,073	52,872	57,176	71,508	79,828	91,356
Net Worth	49,371	53,197	57,500	71,849	80,169	91,698
Total Loans	26,551	29,346	32,635	33,923	31,923	29,923
Deferred Tax Liabilities	-880	-1,338	-1,411	-1,953	-1,953	-1,953
Capital Employed	75,042	81,206	88,724	1,03,820	1,10,140	1,19,668
Gross Block	23,789	27,708	29,881	36,196	42,196	47,196
Less: Accum. Deprn.	10,574	10,941	13,524	17,272	21,976	27,339
Net Fixed Assets	13,214	16,767	16,358	18,924	20,220	19,857
Goodwill on Consolidation	201	201	201	201	201	201
Capital WIP	203	484	320	265	265	265
Total Investments	8,929	8,741	8,593	11,630	11,630	11,630
Curr. Assets, Loans&Adv.	1,22,897	1,47,237	1,70,200	1,98,667	2,30,607	2,69,118
Inventory	9,193	10,874	12,397	13,708	16,249	19,293
Account Receivables	43,239	51,246	55,244	72,985	80,381	95,438
Cash and Bank Balance	9,886	8,581	8,488	15,885	20,076	19,150
Loans and Advances	8,163	8,608	10,885	9,767	11,578	13,746
	52,416	67,928	83,187	86,322	1,02,324	1,21,491
Other Current Assets	,			1,25,866	1 52 792	1,81,401
Other Current Assets Curr. Liability & Prov.	70,401	92,224	1,06,947	1,23,000	1,52,782	_,,
		92,224 87,673	1,06,947 1,01,990	1,19,455	1,45,183	1,72,378
Curr. Liability & Prov.	70,401					
Curr. Liability & Prov. Other Current Liabilities	70,401 65,676	87,673	1,01,990	1,19,455	1,45,183	1,72,378



Financials and valuations (Standalone)

Ratios						
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)						
EPS	27.3	28.8	32.7	39.3	55.4	74.1
Cash EPS	43.2	46.1	54.2	61.3	82.9	105.6
BV/Share	289.1	311.5	336.7	420.7	469.4	536.9
DPS	6.8	7.0	7.0	7.6	6.7	6.7
Payout (%)	31.6	21.4	21.3	20.1	12.0	9.0
Valuation (x)						
P/E	41.0	38.8	34.2	28.4	20.2	15.1
Cash P/E	25.9	24.2	20.6	18.2	13.5	10.6
P/BV	3.9	3.6	3.3	2.7	2.4	2.1
EV/Sales	1.6	1.4	1.2	1.1	0.9	0.8
EV/EBITDA	18.3	17.4	15.1	13.2	10.2	8.2
Dividend Yield (%)	0.6	0.6	0.6	0.7	0.6	0.6
FCF per share	9.7	-8.7	24.9	16.9	46.4	32.9
Return Ratios (%)						
RoE	10.7	9.6	10.1	10.4	12.4	14.7
RoCE	9.2	8.9	9.3	9.7	11.1	12.9
RoIC	10.1	10.4	10.7	11.9	14.3	16.8
Working Capital Ratios						
Fixed Asset Turnover (x)	5.2	5.2	5.6	5.2	5.3	5.6
Asset Turnover (x)	1.7	1.8	1.9	1.8	2.0	2.2
Inventory (Days)	27	28	27	26	26	26
Debtor (Days)	127	130	120	141	131	131
Leverage Ratio (x)						
Current Ratio	1.7	1.6	1.6	1.6	1.5	1.5
Interest Cover Ratio	3.3	2.9	3.0	3.2	4.2	5.7
Net Debt/Equity	0.2	0.2	0.3	0.1	0.0	-0.0
Standalone - Cashflow Statement						(INR M)
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	3,504	5,320	5,330	6,480	13,087	17,525
Depreciation	2,720	2,948	3,679	3,749	4,703	5,363
Interest & Finance Charges	2,436	2,939	3,370	3,807	3,622	3,402
Direct Taxes Paid	-2,067	-2,534	-2,033	-2,356	-3,630	-4,861
(Inc)/Dec in WC	-5,355	-4,512	-5,796	-5,189	-3,856	-10,818
CF from Operations	1,236	4,160	4,550	6,489	13,926	10,612
Others	2,529	1,434	2,587	1,882	0	0
CF from Operating incl EO	3,765	5,594	7,136	8,371	13,926	10,612
(Inc)/Dec in FA	-2,113	-7,078	-2,889	-5,493	-6,000	-5,000
Free Cash Flow	1,653	-1,485	4,247	2,878	7,926	5,612
(Pur)/Sale of Investments	-712	-269	-208	-2,520	0	0
Others	-37	2,880	-1,568	272	0	0
CF from Investments	-2,862	-4,467	-4,665	-7,740	-6,000	-5,000
Issue of Shares	0	0	0	9,822	0	0
Inc/(Dec) in Debt	4,908	2,460	-800	1,770	-2,000	-2,000
Interest Paid	-2,517	-3,120	-3,163	-3,570	-3,622	-3,402
Dividend Paid	-261	-1,022	-1,137	-1,300	-1,137	-1,137
Others	859	-549	3,311	-1,298	0	0
CF from Fin. Activity	2,989	-2,231	-1,789	5,424	-6,759	-6,539
Inc/Dec of Cash	3,892	-1,104	682	6,054	1,167	-927
Opening Balance	4,787	9,887	8,581	8,488	15,885	20,076
Other adjustments	1,208	-202	-775	1,342	3,024	1
Closing Balance	9,887	8,581	8,488	15,885	20,076	19,150
	5,007	3,301	0,400	10,000	_0,070	10,100

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

motilal oswal

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 the website on 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) 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

A graph of daily closing prices of securities is available at <u>www.nseindia.com</u>, <u>www.bseindia.com</u>. 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 brokerdealer, 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: <u>nainesh.rajani@motilaloswal.com</u> 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.
- 3. Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.



MOFSL may have received compensation from the subject company(ies) in the past 12 months.

- 4. Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
- MOFSL does not have material conflict of interest in the subject company at the time of publication of research report. Research Analyst has not served as an officer, director or employee of subject company(ies). 5
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months. 6
- MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months
- 8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies)
- in the past 12 months. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report. q
- 10 MOFSL has not engaged in market making activity for the subject company.
 - *****

The associates of MOFSL may have:

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

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

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

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

Terms & Conditions:

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

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

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

Registration granted by SEBI 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 No.	Email ID
022 40548000 / 022 67490600	query@motilaloswal.com
022 40548082	servicehead@motilaloswal.com
022 40548083	am@motilaloswal.com
	022 40548000 / 022 67490600 022 40548082

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.