

BEML (BEML IN)

Rating: ACCUMULATE | CMP: Rs1,740 | TP: Rs1,922

February 13, 2026

Q3FY26 Result Update

Change in Estimates | Target | Reco

Change in Estimates

	Current FY27E	Previous FY28E	Current FY27E	Previous FY28E
Rating	ACCUMULATE	HOLD		
Target Price	1,922	1,982		
Sales (Rs. m)	56,539	68,437	57,721	68,325
% Chng.	(2.0)	0.2		
EBITDA (Rs. m)	8,085	10,136	8,312	10,085
% Chng.	(2.7)	0.5		
EPS (Rs.)	63.7	78.7	66.0	80.9
% Chng.	(3.5)	(2.7)		

Key Financials - Consolidated

Y/e Mar	FY25	FY26E	FY27E	FY28E
Sales (Rs. m)	40,222	45,368	56,539	68,437
EBITDA (Rs. m)	5,057	6,034	8,085	10,136
Margin (%)	12.6	13.3	14.3	14.8
PAT (Rs. m)	2,925	3,735	5,302	6,556
EPS (Rs.)	35.1	44.8	63.7	78.7
Gr. (%)	3.8	27.7	42.0	23.7
DPS (Rs.)	20.5	9.3	15.9	19.7
Yield (%)	1.2	0.5	0.9	1.1
RoE (%)	10.5	12.7	16.5	17.7
RoCE (%)	11.5	12.8	15.4	15.9
EV/Sales (x)	3.7	3.3	2.7	2.3
EV/EBITDA (x)	29.1	24.5	18.7	15.4
PE (x)	49.6	38.8	27.3	22.1
P/BV (x)	5.0	4.8	4.2	3.7

Key Data

	BEML.BO BEML IN
52-W High / Low	Rs.2,437 / Rs.1,173
Sensex / Nifty	83,675 / 25,807
Market Cap	Rs.145bn / \$ 1,600m
Shares Outstanding	83m
3M Avg. Daily Value	Rs.558.3m

Shareholding Pattern (%)

Promoter's	54.03
Foreign	5.51
Domestic Institution	18.39
Public & Others	22.07
Promoter Pledge (Rs bn)	-

Stock Performance (%)

	1M	6M	12M
Absolute	(3.0)	(11.1)	20.7
Relative	(2.7)	(14.8)	9.9

Amit Anwani

amitanwani@plindia.com | 91-22-66322250

Prathmesh Salunkhe

prathmeshsalunkhe@plindia.com | 91-22-66322324

Hitesh Agarwal

hiteshagarwal@plindia.com | 91-22-66322535

Watchful on execution and order finalizations

Quick Pointers:

- Adjusted one time provision of Rs800-850mn for metro project under other expenses
- Announced Rs15bn greenfield rail manufacturing facility in MP, to be funded through long-term debt and executed in phases over five years (Phase 1 capex of Rs9bn and phase 2 capex of Rs6bn)

We revised our FY27/FY28E EPS estimates by -3.5%/-2.7% factoring in delay in execution. BEML reported a revenue growth of 23.7%, while EBITDA margin expanded 136bps YoY to 8.3% after adjusting for a one-time provision of Rs800–850mn related to metro projects. Management guided for ~15-20% YoY revenue growth, with EBITDA margins expected to remain in line with FY25 levels (13–14%), supported by largely stabilized supply chains with improving defense and R&M revenue mix. The order book remains healthy at Rs163.5bn, with Q3 order inflows of Rs10.5bn (on a high base), and is expected to reach ~Rs200bn in FY26, aided by healthy domestic inflows across railways, metro and defense along with a potential export order. The proposed Rs15bn greenfield rail manufacturing facility is expected to increase coach capacity from ~200-250 units to ~800 units per annum over time. Additionally, BEML's focus on TBM development under a clean-sheet design, with a 2.5-year gestation period, targets an estimated India opportunity of ~US\$5bn over the next 10 years. The stock is currently trading at a PE of 27.3x/22.1x on FY27/28E. We upgraded our rating from 'Hold' to 'Accumulate' given recent correction in the stock price with a revised TP of Rs1,922 (Rs1,982 earlier) valuing the stock at a PE of 27xSep'27E (same as earlier).

Long term View: Slower execution and supply-chain challenges weighed on performance over past few quarters along with a weaker operating performance which remains monitorable key in the near term. However, BEML's long-term prospects remain strong on the back of 1) healthy order prospects in the modernization of defense vehicles, 2) expansion into higher value defense segments such as engines and aerospace, 3) large tender pipeline for rail & metro rolling stock, and 4) large capacity expansion leading to a ramp-up in execution and, thereby, margins.

One time provision of Rs850mn impacted the profitability: Consolidated revenue increased by 23.7% YoY to Rs10.8bn (PLe: Rs10.6bn). EBITDA increased by 48.1% YoY to Rs894mn (PLe: Rs1.0bn) after adj. for one time impact for provision of Rs850mn. EBITDA margin expanded by 136bps YoY to 8.3% (PLe: 9.5%) largely driven by better operating leverage despite contraction in gross margin (238bps YoY). Adj. PAT increased by 117.9% YoY to Rs532mn owing to lower effective tax rate of 11.9% (vs 17.5% in Q3FY25).

Q3FY26 order book stood at Rs163.5bn (3.9x of TTM revenue): Q3FY26's order intake stood at Rs10.5bn (against higher base in Q3FY25). Order book increased by 8% YoY and stood at Rs163.5bn (3.9x of TTM revenue).

Exhibit 1: EBITDA margin increases by 136bps YoY after adjusting for one impact of Rs850mn

Y/e March (Rs mn)	Q3FY26	Q3FY25	YoY gr.	Q3FY26E	% Var.	Q2FY26	QoQ gr.	9MFY26	9MFY25	YoY gr.
Revenue	10,833	8,758	23.7%	10,622	2.0%	8,391	29.1%	25,564	23,697	7.9%
Gross Profit	4,815	4,101	17.4%	5,077	-5.2%	4,350	10.7%	12,262	11,654	5.2%
Margin (%)	44.4	46.8	(238)	47.8	(335.1)	51.8	(739)	48.0	49.2	(121)
Employee Cost	2,218	2,067	7.3%	2,316	-4.2%	2,035	9.0%	6,346	6,215	2.1%
as % of sales	20.5	23.6	(313)	21.8	(132.5)	24.2	(377)	24.8	26.2	(140)
Other expenditure	1,703	1,431	19.1%	1,753	-2.8%	1,583	7.6%	4,783	4,607	3.8%
as % of sales	15.7	16.3	(61)	16.5	(77.6)	18.9	(314)	18.7	19.4	(73)
EBITDA	894	604	48.1%	1,009	-11.4%	732	22.1%	1,133	832	36.2%
Margin (%)	8.3	6.9	136	9.5	(125.0)	8.7	(47)	4.4	3.5	92
Depreciation	212	186	14.3%	195	8.9%	200	6.1%	610	528	15.7%
EBIT	681	418	63.1%	814	-16.3%	532	28.1%	523	304	71.7%
Margin (%)	6.3	4.8	152	7.7	(137.5)	6.3	(5)	2.0	1.3	76
Other Income	39	45	-14.4%	98	-60.6%	70	-45.2%	195	199	-2.2%
Interest	116	167	-30.5%	125	-7.1%	99	17.2%	313	414	-24.3%
PBT (ex. Extra-ordinaries)	604	296	104.1%	787	-23.3%	503	20.0%	404	90	351.3%
Margin (%)	5.6	3.4	220	7.4	(183.6)	6.0	(42)	1.6	0.4	120
Extraordinary Items	(858)	-	-	-	-	-	-	(858)	-	-
PBT	(254)	296	-185.9%	787	-132.3%	503	-150.5%	(454)	90	-607.2%
Total Tax	(30)	52	-158.6%	197	-115.4%	23	-233.5%	(69)	40	-274.6%
Effective Tax Rate (%)	11.9	17.5	(555)	25.0	(1,307.1)	4.5	742	15.3	44.4	(2,909)
Reported PAT	(224)	244	-191.6%	590	-137.9%	486	-146.0%	(379)	50	-860.2%
Adj. PAT	532	244	117.9%	590	-9.9%	486	9.4%	377	50	656.8%
Margin (%)	4.9	2.8	212	5.6	(64.9)	5.8	(89)	1.5	0.2	126
Adj. EPS	6.4	2.9	117.9%	7.1	-9.9%	5.8	9.4%	4.5	0.6	656.8%

Source: Company, PL

Conference Call Highlights

- **Guidance:** Management reiterated aspiration to achieve 15–20% revenue growth for FY26, supported by strong Rail & Metro, Defence and Construction order inflows.
- **Order Book:** Current order book stands strong ~Rs163bn with 68% from R&M, 25% from Defence and 7% from Mining. Management has guided closing order book of Rs200bn order book for FY26.
- **Railways & Metros:** Rolling stock order book stands at ~1,400 cars in the current order book, with current capacity of 200–250 cars/year. BEML approved Rs15bn capex for a greenfield rolling stock plant at Bhopal (Rs9bn Cr Phase-1; Rs6bn Cr Phase-2), adding +300 cars/year in Phase-1 and scaling to ~800 cars/year post Phase-2. Multi-year pipeline includes MRVC Mumbai EMU (2,856 cars), metro rolling stock (~2,500 cars), high-speed rail corridors (~4,800 cars), RRTS corridors and incremental LHB coach tenders, translating into >15,000 cars opportunity over 5 years.
- **Defence:** Defence order book remains strong with pipeline across High Mobility Vehicles (~Rs10bn), combat engineering & bridging systems (Rs10bn–15bn), ARV (194 units RFP), ARV overhaul program, self-propelled mine breacher (order expected FY27), gun towing vehicle and light multipurpose vehicle (in trials). The defence revenue is expected to grow by ~80% YoY with mix is expected to improve
- **Mining & Construction:** Construction equipment expected to grow ~30% YoY. Mining order inflow has been weak due to rainfall disruptions and shift to MDO model, but management expects ordering from Coal India, SCCL, SAIL and NTPC to improve in FY27, along with export opportunities from GCC. Entry into continuous miners and surface miners via partnership with Tesmec (Italy) to strengthen mining portfolio.
- **Maritime & Port Equipment:** BEML is evaluating a greenfield facility for ship-to-shore cranes, RTG, RMG and Goliath cranes. At maturity, this business could deliver ~Rs50bn annual revenue, with meaningful contribution expected 3-4 years down the line.
- **Tunnel Boring Machines (TBM):** Development initiated for 6.5m diameter TBMs (metro applications). Clean-sheet design with 2–2.5 years gestation; India opportunity estimated at ~US\$5bn over 10 years.
- **Profitability & Working Capital:** Q3 profitability impacted by ~Rs800-850mn provision on a stalled metro project (FX-linked; potential reversal over 16–18 months). Management targets 20% reduction in inventory and continued improvement in working capital efficiency.
- **Supply Chain & Localization:** Supply constraints have largely eased (casting ~60–70% resolved; cabins ~80–90% resolved). Most critical aggregates are now domestically sourced with multiple vendors. Focus remains on adding suppliers for HVAC and brakes and developing in-house TCMS/propulsion capability to improve integration control and support higher Rail & Metro volumes.

Financials

Income Statement (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
Net Revenues	40,222	45,368	56,539	68,437
YoY gr. (%)	(0.8)	12.8	24.6	21.0
Cost of Goods Sold	20,148	23,319	29,514	35,724
Gross Profit	20,075	22,049	27,026	32,713
Margin (%)	49.9	48.6	47.8	47.8
Employee Cost	8,262	8,461	9,725	11,361
Other Expenses	6,756	7,554	9,216	11,217
EBITDA	5,057	6,034	8,085	10,136
YoY gr. (%)	14.3	19.3	34.0	25.4
Margin (%)	12.6	13.3	14.3	14.8
Depreciation and Amortization	713	821	941	1,057
EBIT	4,343	5,213	7,144	9,079
Margin (%)	10.8	11.5	12.6	13.3
Net Interest	543	457	488	836
Other Income	237	257	432	522
Profit Before Tax	4,038	4,155	7,088	8,765
Margin (%)	10.0	9.2	12.5	12.8
Total Tax	1,112	1,060	1,786	2,209
Effective tax rate (%)	27.6	25.5	25.2	25.2
Profit after tax	2,925	3,096	5,302	6,556
Minority interest	-	-	-	-
Share Profit from Associate	-	-	-	-
Adjusted PAT	2,925	3,735	5,302	6,556
YoY gr. (%)	3.8	27.7	42.0	23.7
Margin (%)	7.2	8.2	9.3	9.5
Extra Ord. Income / (Exp)	-	(639)	-	-
Reported PAT	2,925	3,096	5,302	6,556
YoY gr. (%)	3.8	5.8	71.3	23.7
Margin (%)	7.3	6.8	9.4	9.6
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	2,925	3,096	5,302	6,556
Equity Shares O/s (m)	83	83	83	83
EPS (Rs)	35.1	44.8	63.7	78.7

Source: Company Data, PL Research

Balance Sheet Abstract (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
Non-Current Assets				
Gross Block	11,915	13,796	18,585	23,929
Tangibles	10,671	12,457	16,995	22,063
Intangibles	1,244	1,339	1,589	1,867
Acc: Dep / Amortization	6,116	6,938	7,878	8,935
Tangibles	5,241	5,952	6,766	7,671
Intangibles	875	986	1,112	1,264
Net fixed assets	5,799	6,859	10,706	14,995
Tangibles	5,430	6,506	10,229	14,392
Intangibles	369	353	477	603
Capital Work In Progress	1,070	1,089	1,300	1,506
Goodwill	-	-	-	-
Non-Current Investments	73	69	71	74
Net Deferred tax assets	1,019	1,019	1,019	1,019
Other Non-Current Assets	1,296	1,361	1,583	1,848
Current Assets				
Investments	-	-	-	-
Inventories	23,794	25,729	30,516	35,625
Trade receivables	16,959	17,029	19,673	23,625
Cash & Bank Balance	50	139	171	174
Other Current Assets	3,394	3,675	4,523	5,475
Total Assets	58,724	62,480	77,280	92,997
Equity				
Equity Share Capital	418	418	418	418
Other Equity	28,456	29,595	33,956	39,186
Total Networth	28,874	30,012	34,373	39,604
Non-Current Liabilities				
Long Term borrowings	91	91	3,591	8,091
Provisions	2,685	2,684	3,254	3,674
Other non current liabilities	8,394	8,620	10,064	11,634
Current Liabilities				
ST Debt / Current of LT Debt	2,196	2,696	3,196	3,696
Trade payables	7,100	7,955	10,069	12,187
Other current liabilities	9,379	10,418	12,727	14,101
Total Equity & Liabilities	58,724	62,480	77,280	92,997

Source: Company Data, PL Research

Cash Flow (Rs m)

Y/e Mar	FY25	FY26E	FY27E	FY28E
PBT	4,038	4,155	7,088	8,765
Add. Depreciation	713	821	941	1,057
Add. Interest	543	457	488	836
Less Financial Other Income	237	257	432	522
Add. Other	60	(7)	(5)	(5)
Op. profit before WC changes	5,354	5,427	8,512	10,652
Net Changes-WC	(2,306)	(470)	(4,270)	(5,734)
Direct tax	(1,217)	(1,060)	(1,786)	(2,209)
Net cash from Op. activities	1,831	3,897	2,456	2,709
Capital expenditures	(1,934)	(1,900)	(5,000)	(5,550)
Interest / Dividend Income	12	7	5	5
Others	(72)	(4)	-	-
Net Cash from Invt. activities	(1,994)	(1,898)	(4,995)	(5,545)
Issue of share cap. / premium	-	-	-	-
Debt changes	-	500	4,000	5,000
Dividend paid	(851)	(1,957)	(941)	(1,325)
Interest paid	(543)	(457)	(488)	(836)
Others	-	-	-	-
Net cash from Fin. activities	(1,394)	(1,914)	2,571	2,839
Net change in cash	(1,557)	85	32	3
Free Cash Flow	(103)	1,997	(2,544)	(2,841)

Key Financial Metrics

Y/e Mar	FY25	FY26E	FY27E	FY28E	
Per Share(Rs)					
EPS		35.1	44.8	63.7	78.7
CEPS		43.7	54.7	75.0	91.4
BVPS		346.7	360.3	412.7	475.5
FCF		(1.2)	24.0	(30.5)	(34.1)
DPS		20.5	9.3	15.9	19.7
Return Ratio(%)					
RoCE		11.5	12.8	15.4	15.9
ROIC		8.3	9.6	11.6	11.9
RoE		10.5	12.7	16.5	17.7
Balance Sheet					
Net Debt : Equity (x)		0.1	0.1	0.2	0.3
Net Working Capital (Days)		305	280	259	251
Valuation(x)					
PER		49.6	38.8	27.3	22.1
P/B		5.0	4.8	4.2	3.7
P/CEPS		39.8	31.8	23.2	19.0
EV/EBITDA		29.1	24.5	18.7	15.4
EV/Sales		3.7	3.3	2.7	2.3
Dividend Yield (%)		1.2	0.5	0.9	1.1

Source: Company Data, PL Research

Quarterly Financials (Rs m)

Y/e Mar	Q4FY25	Q1FY26	Q2FY26	Q3FY26
Net Revenue	16,525	6,340	8,391	10,833
YoY gr. (%)	9.2	-	(2.4)	23.7
Raw Material Expenses	8,104	3,243	4,041	6,018
Gross Profit	8,421	3,097	4,350	4,815
Margin (%)	51.0	48.8	51.8	44.4
EBITDA	4,225	(493)	732	894
YoY gr. (%)	14.1	(1.7)	0.3	48.1
Margin (%)	25.6	(7.8)	8.7	8.3
Depreciation / Depletion	186	198	200	212
EBIT	4,039	(691)	532	681
Margin (%)	24.4	(10.9)	6.3	6.3
Net Interest	129	98	99	116
Other Income	38	86	70	39
Profit before Tax	3,948	(703)	503	604
Margin (%)	23.9	(11.1)	6.0	5.6
Total Tax	1,073	(62)	17	(30)
Effective tax rate (%)	27.2	8.8	3.3	(5.0)
Profit after Tax	2,876	(641)	486	634
Minority interest	-	-	-	-
Share Profit from Associates	-	-	-	-
Adjusted PAT	2,876	(641)	486	634
YoY gr. (%)	12.0	(9.0)	(4.7)	159.8
Margin (%)	17.4	(10.1)	5.8	5.9
Extra Ord. Income / (Exp)	-	-	-	(858)
Reported PAT	2,876	(641)	486	(224)
YoY gr. (%)	12.0	(9.0)	(4.7)	(191.6)
Margin (%)	17.4	(10.1)	5.8	(2.1)
Other Comprehensive Income	-	-	-	-
Total Comprehensive Income	2,876	(641)	486	(224)
Avg. Shares O/s (m)	83	83	83	83
EPS (Rs)	34.5	(7.7)	5.8	7.6

Source: Company Data, PL Research

Price Chart
Recommendation History


No.	Date	Rating	TP (Rs.)	Share Price (Rs.)
1	07-Jan-26	Hold	1,982	1,861
2	06-Nov-25	Hold	1,982	1,987
3	07-Oct-25	Hold	2,071	2,168
4	13-Aug-25	Hold	2,071	2,039
5	09-Jul-25	Hold	2,071	2,261
6	26-May-25	Hold	2,071	2,140
7	09-Apr-25	Accumulate	1,780	1,437

Analyst Coverage Universe

Sr. No.	CompanyName	Rating	TP (Rs)	Share Price (Rs)
1	ABB India	Accumulate	5,540	4,695
2	Apar Industries	BUY	9,629	7,695
3	BEML	Hold	1,982	1,861
4	Bharat Electronics	Reduce	411	453
5	BHEL	Hold	245	263
6	Carborundum Universal	Hold	825	788
7	Cummins India	Hold	4,182	4,391
8	Elgi Equipments	Accumulate	561	472
9	Engineers India	BUY	255	205
10	GE Vernova T&D India	BUY	4,050	2,911
11	Grindwell Norton	Hold	1,731	1,635
12	Harsha Engineers International	Hold	408	396
13	Hindustan Aeronautics	BUY	5,507	4,525
14	Ingersoll-Rand (India)	Accumulate	4,271	3,395
15	Kalpataru Projects International	BUY	1,489	1,100
16	KEC International	Accumulate	748	669
17	Kirloskar Pneumatic Company	BUY	1,557	1,068
18	Larsen & Toubro	BUY	4,806	3,794
19	Praj Industries	Hold	353	322
20	Siemens	Accumulate	3,409	3,176
21	Siemens Energy India	Accumulate	3,312	2,603
22	Thermax	Accumulate	3,374	2,916
23	Triveni Turbine	Accumulate	585	509
24	Voltamp Transformers	BUY	10,312	7,978

PL's Recommendation Nomenclature (Absolute Performance)

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

ANALYST CERTIFICATION

(Indian Clients)

We/I, Mr. Amit Anwani- MBA (Finance), Mr. Prathmesh Salunkhe- MBA Finance, Mr. Hitesh Agarwal- MBA Finance Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

(US Clients)

The research analysts, with respect to each issuer and its securities covered by them in this research report, certify that: All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and No part of his or her or their compensation was, is or will be directly related to the specific recommendation or views expressed in this research report.

DISCLAIMER

Indian Clients

Prabhudas Lilladher Pvt. Ltd, Mumbai, India (hereinafter referred to as "PL") is engaged in the business of Stock Broking, Portfolio Manager, Depository Participant and distribution for third party financial products. PL is a subsidiary of Prabhudas Lilladher Advisory Services Pvt Ltd. which has its various subsidiaries engaged in business of commodity broking, investment banking, financial services (margin funding) and distribution of third party financial/other products, details in respect of which are available at www.plindia.com.

This document has been prepared by the Research Division of PL and is meant for use by the recipient only as information and is not for circulation. This document is not to be reported or copied or made available to others without prior permission of PL. It should not be considered or taken as an offer to sell or a solicitation to buy or sell any security.

The information contained in this report has been obtained from sources that are considered to be reliable. However, PL has not independently verified the accuracy or completeness of the same. Neither PL nor any of its affiliates, its directors or its employees accepts any responsibility of whatsoever nature for the information, statements and opinion given, made available or expressed herein or for any omission therein.

Recipients of this report should be aware that past performance is not necessarily a guide to future performance and value of investments can go down as well. The suitability or otherwise of any investments will depend upon the recipient's particular circumstances and, in case of doubt, advice should be sought from an independent expert/advisor.

Either PL or its affiliates or its directors or its employees or its representatives or its clients or their relatives may have position(s), make market, act as principal or engage in transactions of securities of companies referred to in this report and they may have used the research material prior to publication.

PL may from time to time solicit or perform investment banking or other services for any company mentioned in this document.

PL is a registered with SEBI under the SEBI (Research Analysts) Regulation, 2014 and having registration number INH000000271.

PL submits that no material disciplinary action has been taken on us by any Regulatory Authority impacting Equity Research Analysis activities.

PL or its research analysts or its associates or his relatives do not have any financial interest in the subject company.

PL or its research analysts or its associates or his relatives do not have actual/beneficial ownership of one per cent or more securities of the subject company at the end of the month immediately preceding the date of publication of the research report.

PL or its research analysts or its associates or his relatives do not have any material conflict of interest at the time of publication of the research report.

PL or its associates might have received compensation from the subject company in the past twelve months.

PL or its associates might have managed or co-managed public offering of securities for the subject company in the past twelve months or mandated by the subject company for any other assignment in the past twelve months.

PL or its associates might have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months.

PL or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months

PL or its associates might have received any compensation or other benefits from the subject company or third party in connection with the research report.

PL encourages independence in research report preparation and strives to minimize conflict in preparation of research report. PL or its analysts did not receive any compensation or other benefits from the subject Company or third party in connection with the preparation of the research report. PL or its Research Analysts do not have any material conflict of interest at the time of publication of this report.

It is confirmed that Mr. Amit Anwani- MBA (Finance), Mr. Prathmesh Salunkhe- MBA Finance, Mr. Hitesh Agarwal- MBA Finance Research Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

The Research analysts for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

The research analysts for this report has not served as an officer, director or employee of the subject company PL or its research analysts have not engaged in market making activity for the subject company

Our sales people, traders, and other professionals or affiliates may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest.

PL and its associates, their directors and employees may (a) from time to time, have a long or short position in, and buy or sell the securities of the subject company or (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 subject company or act as an advisor or lender/borrower to the subject company or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

US Clients

This research report is a product of Prabhudas Lilladher Pvt. Ltd., which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by Prabhudas Lilladher Pvt. Ltd. only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, Prabhudas Lilladher Pvt. Ltd. has entered into an agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo").

Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

Prabhudas Lilladher Pvt. Ltd.

3rd Floor, Sadhana House, 570, P. B. Marg, Worli, Mumbai-400 018, India | Tel: (91 22) 6632 2222 Fax: (91 22) 6632 2209

www.plindia.com