




Estimate change	  
TP change	
Rating change	

Bloomberg	360ONE IN
Equity Shares (m)	356
M.Cap.(INRb)/(USD\$b)	287.6 / 3.5
52-Week Range (INR)	901 / 398
1, 6, 12 Rel. Per (%)	19/34/66
12M Avg Val (INR M)	341

Financials & Valuations (INR b)

Y/E March	2024	2025E	2026E
Net Revenues	18.5	21.7	24.6
Opex	9.6	10.7	11.7
Core PBT	8.9	11.1	12.9
PAT	8.0	9.7	11.3
EPS	22.4	26.9	31.5
EPS Grw (%)	21.3	20.1	16.9
BV	96.1	101.5	107.8

Ratios

PBT margin (bp)	22.0	22.6	23.7
PAT margin (bp)	19.9	19.7	20.7
RoE (%)	24.5	27.2	30.1
Div. Payout (%)	74.9	80.0	80.0

Valuations

P/E (x)	35.6	29.6	25.3
P/BV (x)	8.3	7.9	7.4
Div. Yield (%)	2.1	2.7	3.2

Shareholding pattern (%)

As On	Mar-24	Dec-23	Mar-23
Promoter	17.8	17.8	22.0
DII	8.3	8.9	2.2
FII	63.2	62.5	64.8
Others	10.7	10.9	11.0

FII Includes depository receipts

CMP: INR800

TP: INR950 (+18%)

Buy

Transaction revenues drive earnings beat

- In 4QFY24, 360ONE's total revenue grew 46% YoY to INR5.7b (25% above our estimates). The beat was on account of a surge in TBR income (109% above our estimates), which jumped 91% YoY.
- Total AUM rose 37% YoY to INR4.67t, with strong growth in both ARR and TBR assets.
- Total opex jumped 62% YoY to ~INR3b, which was 26% higher than our estimates, led by higher variable employee costs. The cost-to-income ratio rose ~520bp YoY to 52.3% (vs. our est. of 51.9%).
- PAT grew 57% YoY to INR2.4b (26% above our estimates) in 4QFY24. For FY24, 360ONE's revenue/PAT grew 18%/23% YoY to INR18.5b/INR8.0b.
- The Board approved a dividend of INR3.5 per share.
- We have increased our EPS estimates by 6.3%/3.2% for FY25/FY26 to factor in higher transaction revenues. Also, we have built in higher costs relating to new business initiatives (mid-market segment and global platform). **We retain our BUY rating with a one-year TP of INR950 (based on 30x Mar'26E EPS).**

Strong AUM growth of 37%; yields decline YoY for ARR assets

- Total AUM rose 37% YoY to INR4.67t, with strong growth across ARR and TBR. ARR AUM jumped 36% YoY to INR2.28t, and the yields stood at 64bp in 4QFY24. The TBR AUM increased 38% YoY to INR2.39t, and yields jumped to 37bp from 18bp in 3QFY24.
- In 4QFY24, AAUM for 360ONE plus (IIFL ONE) grew 95% YoY to INR737b, led by a sharp rise in non-discretionary AUM (+205% YoY to INR533b) and advisory AUM (+10% YoY to INR109b). However, discretionary AUM declined 9% YoY to INR94b.
- Yields on ARR assets stood at 64bp in 4QFY24 vs. 70bp in 4QFY23. Yields on ARR assets for wealth management stood at 62bp (vs. 67bp in 4QFY23) and for the asset management segment, it stood at 74bp (vs. 75bp in 4QFY23).
- Yields in 360ONE Plus witnessed a marginal decline sequentially to 18bp (26bp in 4QFY23) as yields on discretionary AUM declined to 42bp in 4QFY24.
- Yields in AIF were flat sequentially at 93bp (92bp in 4QFY23) as increase in yields on credit & real estate asset were offset by Listed Equity AUM.

Highlights from the management commentary

- Active ARR AUM should grow at annualized growth of 25% (including MTM gains). 360ONE expects net-flows (inactive ARR flows cloud witness volatility) growth of 10-15% on an annual basis. Yields are expected to remain steady between 68bp and 72bp. TBR asset income is expected to stay between ~INR 4b and INR 6b depending upon capital market sentiments.

Research Analyst: Prayesh Jain (Prayesh.Jain@motilaloswal.com) | Nitin Aggarwal (Nitin.Aggarwal@MotilalOswal.com)

Research Analyst: Nemin Doshi (Nemin.Doshi@MotilalOswal.com) | Muskan Chopra (Muskan.Chopra@MotilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.

MotilalOswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

- For the HNI segment, the first set of target customers will be the 3,000+ existing families with less than INR100m of net worth. The second set will be the circle of influence of the UHNI customer base and the third set would be the acquisition of new customers by RMs.
- Over the next three years, the new business should contribute 15-20% of the total revenues. The mid-market segment should start contributing from FY25, while the launch of Global platform is expected from Oct'24 (not much revenue contribution in FY25).

Valuation and view: Strong 4Q performance; reiterate BUY

360ONE is looking to diversify its presence in terms of client segment (mass affluent) and geography (lower tier cities). It is also building a global platform. Resultant investments into team building has kept the costs at elevated levels. The benefits of these investments are likely to be back ended. We have increased our EPS estimates by 6.3%/3.2% for FY25/FY26 to factor in higher transaction revenues. Also, we have built in higher costs relating to new business initiatives (mid-market segment and global platform). **We retain our BUY rating with a one-year TP of INR950 (based on 30x Mar'26E EPS).**

Quarterly performance

Y/E March	FY23				FY24				FY23	FY24	4Q FY24E	Act. Vs Est. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Revenues	3,747	3,825	4,150	3,929	4,060	4,270	4,400	5,740	15,650	18,470	4,585	25
Change (%)	32.2	21.7	9.7	-7.1	8.4	11.6	6.0	46.1	11.9	18.0	16.7	
ARR Assets Income	3,017	2,843	3,053	2,797	3,240	3,110	3,390	3,580	11,710	13,320	3,551	1
TBR Assets Income	730	982	1,097	1,132	820	1,160	1,010	2,160	3,941	5,150	1,033	109
Operating Expenses	1,670	1,794	1,863	1,850	2,090	2,140	2,310	3,000	7,178	9,540	2,380	26
Change (%)	9.1	3.7	-16.1	-21.3	25.1	19.3	24.0	62.1	-8.5	32.9	28.6	
Cost to Income Ratio (%)	44.6	46.9	44.9	47.1	51.5	50.1	52.5	52.3	45.9	51.7	51.9	36bps
Operating Profits	2,077	2,031	2,286	2,079	1,970	2,130	2,090	2,740	8,473	8,930	2,205	24
Change (%)	59.3	43.7	46.4	10.7	-5.1	4.9	-8.6	31.8	37.9	5.4	6.1	
Other Income	-60	225	-54	-78	290	140	270	500	33	1,200	150	
Profit Before Tax	2,017	2,255	2,232	2,001	2,260	2,270	2,360	3,240	8,505	10,130	2,355	38
Change (%)	33.6	19.1	12.7	-6.6	12.1	0.7	5.7	61.9	13.2	19.1	17.7	
Tax	449	512	517	447	403	408	429	803	1,924	2,043	424	
Tax Rate (%)	22.2	22.7	23.2	22.3	17.8	18.0	18.2	24.8	22.6	20.2	18.0	
PAT	1,568	1,744	1,715	1,554	1,857	1,862	1,931	2,437	6,581	8,087	1,931	26
Change (%)	34.2	21.5	12.0	-6.2	18.4	6.8	12.6	56.8	13.8	22.9	24.3	
PAT Margins (%)	41.9	45.6	41.3	39.6	45.7	43.6	43.9	42.5	42.1	43.8	42.1	33bps
Key Operating Parameters (%)												
AUM (INR b)	3,147	3,333	3,447	3,408	3,827	4,125	4,539	4,669	3,408	4,669	4,665	0
Change (%)	33.8	29.9	31.2	30.2	21.6	23.8	31.7	37.0	30.2	37.0	36.9	
ARR Assets	1,429	1,550	1,665	1,672	1,904	2,025	2,208	2,279	1,672	2,279	2,334	-2
TBR Assets	1,718	1,783	1,782	1,737	1,923	2,100	2,331	2,390	1,737	2,390	2,331	3
Yield on AUM - Calculated (%)	0.52	0.47	0.49	0.46	0.45	0.43	0.41	0.50	0.52	0.46	0.40	
ARR Assets	0.84	0.76	0.76	0.67	0.72	0.63	0.64	0.64	0.75	0.67	0.63	
TBR Assets	0.20	0.22	0.25	0.26	0.18	0.23	0.18	0.37	0.27	0.25	0.18	



Highlights from the management commentary

Business

- Financial assets of UHNIs/HNIs are expected to register a CAGR of 13-15% over the next three to four years to USD915-935b/USD230-240b.
- Wealth Management ARR AUM rose to INR 1.55t (+43% YoY), supported by robust growth across segments. 360 ONE Plus saw a growth of 71%, while Distribution and Lending businesses grew 26%/20%. Asset Management ARR AUM increased to INR 722b (+24% YoY), driven by growth in AIF (+10% YoY) and Discretionary PMS (+31% YoY) segments, while MF AUM nearly doubled to INR 95.8b.
- Active ARR AUM should grow at an annualized growth of 25% (including MTM gains). 360ONE expects net-flows (inactive ARR flows cloud witness volatility) growth of 10-15% on an annual basis. Yields are expected to remain steady between 68bp and 72bp. TBR asset income is expected to stay between ~INR 4b and INR6 b depending upon capital market sentiments.
- Overall, the management expects INR200-300b of inflows in FY24, of which, INR150-170b will be in wealth management, INR60-70b in AMC and INR50-60b in new segments.
- The increase in non-recurring revenue was on account of a large block of transactional brokerage revenue of ~INR1-1.1b (including block in NSE share of INR 750-800m) in 4QFY24.
- For the HNI segment, the first set of target customers will be the 3,000+ existing families with less than INR100m of net worth. The second set will be the circle of influence of the UHNI customer base and the third set would be the acquisition of new customers by RMs.
- Over the next three years, the new business should contribute 15-20% of the total revenues. The mid-market segment should start contributing from FY25, while the launch of Global platform is expected from Oct'24 (not much revenue contribution in FY25).

Clients & RMs

- In FY24, 360 ONE Wealth successfully on-boarded 400+ clients (with more than INR 0.1b ARR AUM). During this period, clients with ARR AUM above INR 0.5b, increased by approx. 150. Overall, the segment manages assets for approx. 7,200 relevant clients with client attrition rate at 1.4% - one of the lowest in the industry.
- The company is in advanced stages to secure two to three institutional mandates in the AMC business.
- In FY24, 360ONE strengthened its Wealth Sales team through the addition of 35+ senior and experienced partners.
- Voluntary attrition in RM count stood at 5.4% in FY24.
- 110 senior partners along with 1 RM together can service 40-50 clients, and hence, 360ONE has a capacity of servicing 5,000-6,000 families with INR100m+ networth as against 3,000 being serviced today.

Financials

- Cost to income stood at 48.7%, while excluding new business expenses, the same stood at 44.4%. Management expects this to be on a declining trend.
- Employee cost includes incremental new business bonus cost (some cost is proportionate to transactional revenue). Admin cost accelerated on account of legal, tech, and marketing spends (expected in the range of ~INR700m per quarter, excluding extra spends in marketing).
- Incremental cost of ~INR 700m for new business is expected to be incurred every year (excluding one-time team cost of 200m). Adjusted for inflation, the gross cost should increase by 6-7% annually.
- In 4QFY24, lending cost increased ~60-70bp, of which, 60% has been passed on with effect from Apr'24.
- Transaction in NSE shares accounted for INR750-800m revenues in 4QFY24.
- Lower dividend pay-out was owing to stronger growth in the loan book and future commitments to AIF schemes.

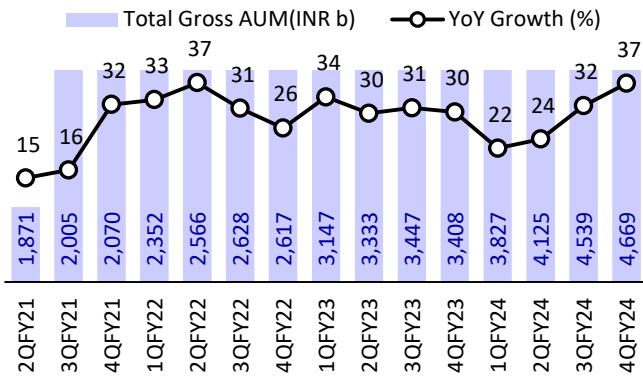
Exhibit 1: Increasing our estimates

INR b	Old Est.		New Est.		Change (%)	
	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
ARR Revenue	16.5	19.6	16.7	19.6	1.3	0.2
TBR Revenue	4.3	4.3	5.0	5.0	15.5	15.5
Total Income	20.8	23.9	21.7	24.6	4.3	3.0
Operating Expenses	10.0	11.0	10.7	11.7	6.7	6.7
Operating Profits	10.9	12.9	11.1	12.9	2.0	-0.2
Other Revenue	0.9	1.2	1.0	1.2	17.6	4.3
PBT	11.7	14.1	12.1	14.1	3.2	0.1
Tax	2.7	3.2	2.4	2.8	-10.3	-12.9
PAT	9.0	10.9	9.7	11.3	7.2	4.0
Total AUM	5,119	5,761	5,152	5,764	0.6	0.0
Cost-to-core income	47.9	45.9	49.0	47.6	2.4	3.7
RoE	26.9	30.6	27.2	30.1	1.1	-1.8
Dividend payout ratio	80.0	80.0	80.0	80.0	0.0	0.0

Source: MOFSL, Company

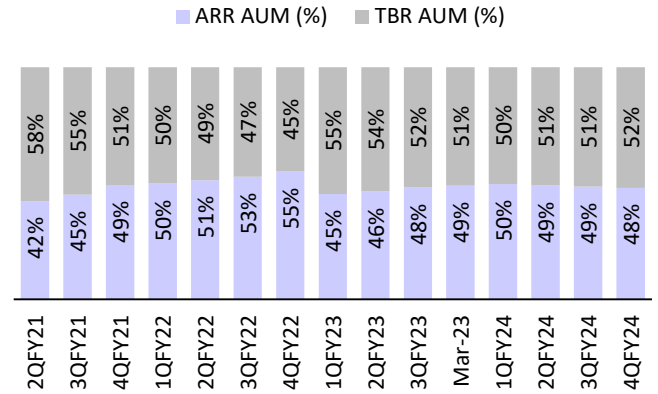
Key exhibits

Exhibit 2: Total AUM grew 37% YoY



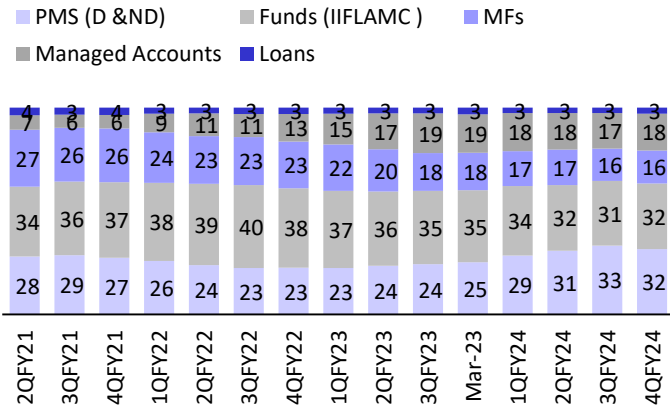
Source: MOFSL, Company

Exhibit 3: ARR AUM mix stable at ~48%



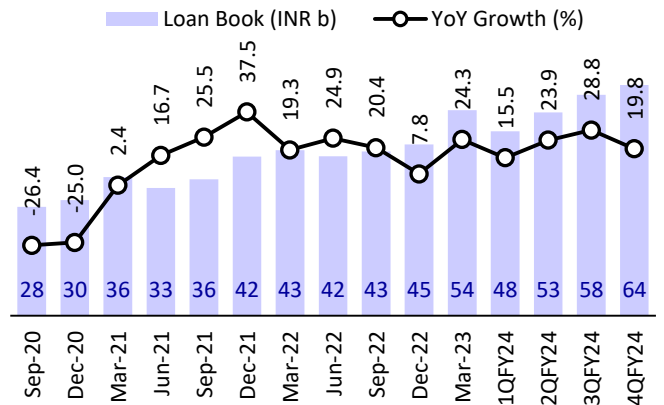
Source: MOFSL, Company

Exhibit 4: ARR AUM mix (%)



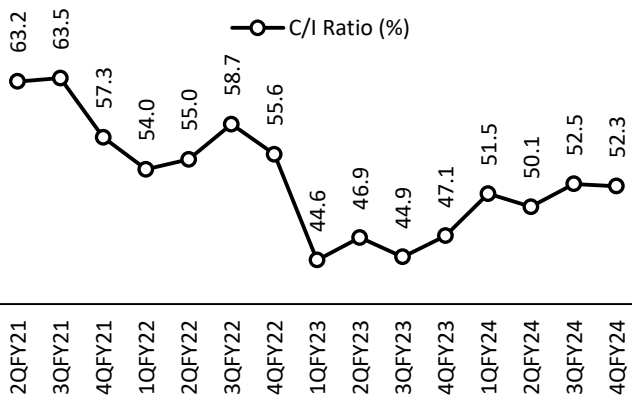
Source: MOFSL, Company

Exhibit 5: Loan book grew sequentially



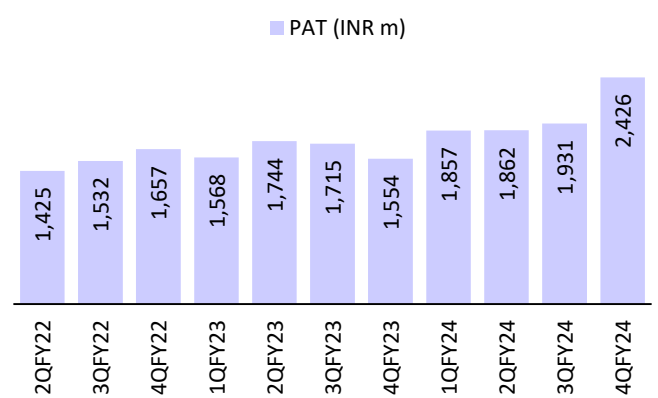
Source: MOFSL, Company

Exhibit 6: Cost-to-income ratio was stable sequentially



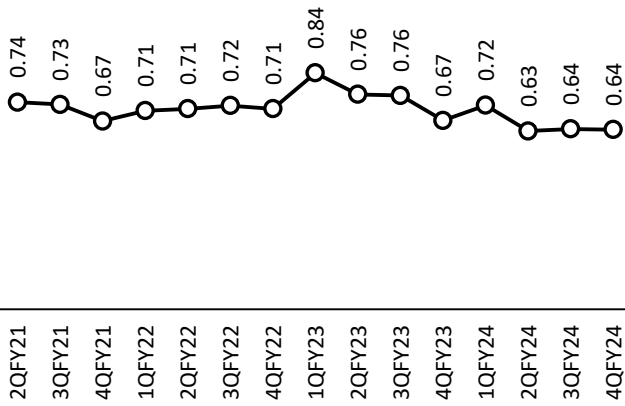
Source: MOFSL, Company

Exhibit 7: Trend in consolidated PAT (INR m)



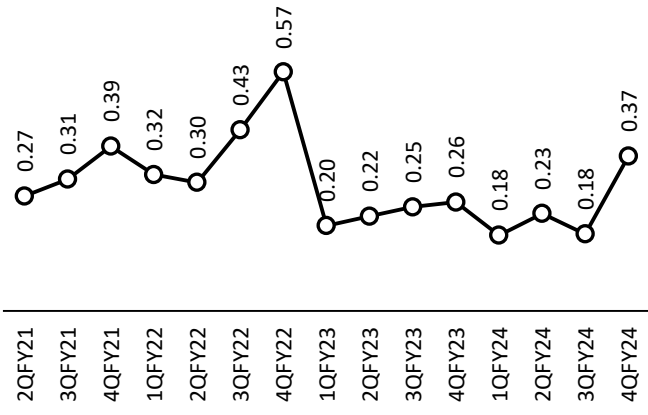
Source: MOFSL, Company

Exhibit 8: Yields in ARR



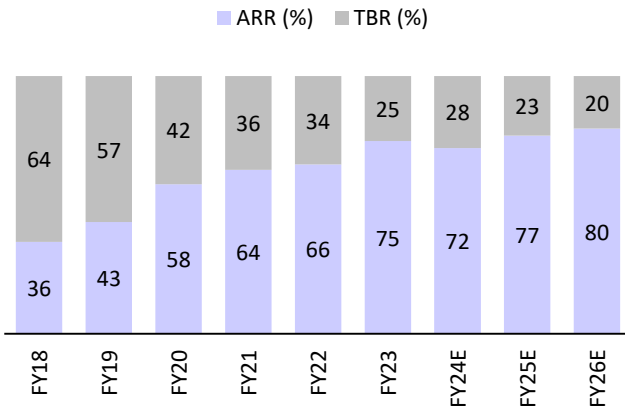
Source: MOFSL, Company

Exhibit 9: Yields in TBR



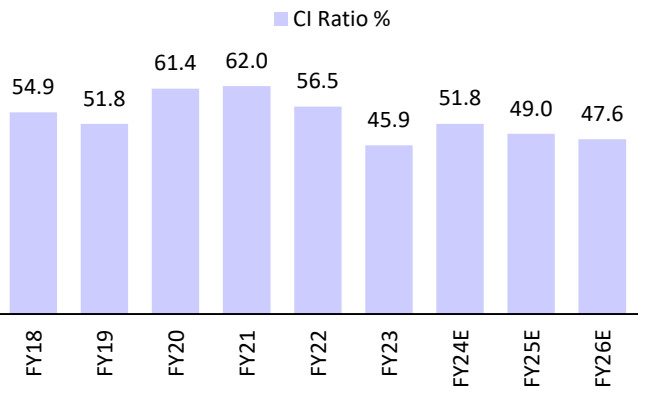
Source: MOFSL, Company

Exhibit 10: Mix of revenues



Source: MOFSL, Company

Exhibit 11: Cost-to-income ratio



Source: MOFSL, Company

Financials and valuations

Income Statement							(INR m)	
Y/E March	2020	2021	2022	2023	2024	2025E	2026E	
Annual Recurring Revenues Assets	5,345	5,828	9,120	11,709	13,306	16,721	19,629	
Transactional/Broking Revenues Assets	3,855	3,325	4,752	3,941	5,150	5,020	5,020	
Net Revenues	9,200	9,154	13,871	15,650	18,455	21,740	24,649	
Change (%)	-10.1	-0.5	51.5	12.8	17.9	17.8	13.4	
Operating Expenses	5,645	5,679	7,841	7,184	9,565	10,663	11,729	
Core Profit Before Tax	3,555	3,474	6,030	8,466	8,891	11,077	12,919	
Change (%)	-28.0	-2.3	73.6	40.4	5.0	24.6	16.6	
Other Income	-691	1,375	1,372	37	1,195	1,000	1,200	
Profit Before Tax	2,864	4,849	7,402	8,503	10,085	12,077	14,119	
Change (%)	-46.8	69.3	52.7	14.9	18.6	19.7	16.9	
Tax	853	1,157	1,736	1,924	2,043	2,415	2,824	
Tax Rate (%)	29.8	23.9	23.4	22.6	20.3	20.0	20.0	
PAT	2,011	3,692	5,667	6,579	8,042	9,662	11,296	
Change (%)	-46.3	83.5	53.5	16.1	22.2	20.1	16.9	
Proposed Dividend	2,018	6,150	4,858	4,418	6,023	7,729	9,036	

Balance Sheet							(INR m)	
Y/E March	2020	2021	2022	2023	2024	2025E	2026E	
Equity Share Capital	174	176	177	356	359	359	359	
Reserves & Surplus	29,741	28,102	29,798	30,685	34,138	36,071	38,330	
Net Worth	29,915	28,278	29,976	31,041	34,497	36,430	38,689	
Borrowings	88,381	47,116	58,075	67,473	94,111	1,03,883	1,12,749	
Other Liabilities	11,967	12,006	19,345	13,406	22,581	24,839	27,323	
Total Liabilities	1,30,263	87,400	1,07,396	1,11,921	1,51,189	1,65,151	1,78,761	
Cash and Investments	76,911	33,010	49,566	43,347	65,859	71,062	76,312	
Change (%)	131.0	-57.1	50.2	-12.5	51.9	7.9	7.4	
Loans	36,319	37,206	40,549	49,101	63,687	70,300	76,300	
Net Fixed Assets	5,754	8,153	8,163	8,798	9,397	10,337	11,371	
Net Current Assets	11,278	9,030	9,117	10,675	12,246	13,452	14,778	
Total Assets	1,30,263	87,400	1,07,396	1,11,921	1,51,189	1,65,151	1,78,761	

E: MOFSL Estimates

Cash Flow (INR m)								
	2020	2021	2022	2023	2024	2025E	2026E	
PAT	2,011	3,692	5,667	6,579	8,042	9,662	11,296	
Dep	410	430	417	463	486	511	536	
Changes in working capital	-1,541	2,248	-87	-1,558	-1,571	-1,206	-1,326	
Op Cash flow	881	6,369	5,997	5,484	6,957	8,966	10,505	
Capex	-1,064	-2,828	-427	-1,098	-1,086	-1,450	-1,570	
Loans	13,346	-887	-3,344	-8,551	-14,586	-6,613	-6,000	
Changes in equity	817	821	889	-1,095	1,436	-	-	
Debt	31,650	-41,226	18,298	3,459	35,812	12,031	11,350	
Dividend	-2,018	-6,150	-4,858	-4,418	-6,023	-7,729	-9,036	
Cash generation	43,612	-43,901	16,556	-6,219	22,512	5,204	5,249	
Op Cash	33,300	76,911	33,010	49,566	43,347	65,859	71,062	
Cl Cash	76,911	33,010	49,566	43,347	65,859	71,062	76,312	
FCFF	-183	3,541	5,570	4,386	5,872	7,516	8,936	

Financials and valuations

Y/E March	2020	2021	2022	2023	2024	2025E	2026E
AUM (Ex Custody assets) (INR b)	1,569	2,461	3,272	3,408	4,669	5,152	5,764
Change (%)	0.9	56.8	33.0	4.2	37.0	10.3	11.9
Annual Recurring Revenue Assets	626	1,020	1,444	1,672	2,279	2,762	3,373
Transactional/Brokerage Assets	943	1,441	1,828	1,737	2,390	2,390	2,390

E: MOFSL Estimates

Y/E March	2020	2021	2022	2023	2024	2025E	2026E
As a percentage of Net Revenues							
ARR Income	58.1	63.7	65.7	74.8	72.1	76.9	79.6
TRB Income	41.9	36.3	34.3	25.2	27.9	23.1	20.4
Total Cost (Cost to Income Ratio)	61.4	62.0	56.5	45.9	51.8	49.0	47.6
Employee Cost	40.5	44.7	43.4	33.2	38.4	36.5	35.4
PBT	38.6	38.0	43.5	54.1	48.2	51.0	52.4
Profitability Ratios (%)							
RoE	6.8	12.7	19.5	21.6	24.5	27.2	30.1
Dividend Payout Ratio	100.3	166.6	85.7	67.2	74.9	80.0	80.0

Dupont Analysis (Bps of AAAUM)

Y/E March	2020	2021	2022	2023	2024	2025E	2026E
Operating Income	58.9	45.4	48.4	46.9	45.7	44.3	45.2
Operating Expenses	36.1	28.2	27.4	21.5	23.7	21.7	21.5
Core Profit Before Tax	22.8	17.2	21.0	25.3	22.0	22.6	23.7
Other Income	-4.4	6.8	4.8	0.1	3.0	2.0	2.2
Profit Before Tax	18.3	24.1	25.8	25.5	25.0	24.6	25.9
Tax	5.5	5.7	6.1	5.8	5.1	4.9	5.2
ROAAAUM	12.9	18.3	19.8	19.7	19.9	19.7	20.7

Valuations	2020	2021	2022	2023	2024	2025E	2026E
BVPS (INR)	86	80	84	87	96	102	108
Change (%)	-0.4	-6.3	5.0	3.2	10.3	5.6	6.2
Price-BV (x)	9.3	9.9	9.4	9.1	8.3	7.9	7.4
EPS (INR)	6	11	16	18	22	27	31
Change (%)	-47.9	82.0	52.1	15.7	21.3	20.1	16.9
Price-Earnings (x)	138.1	75.9	49.9	43.1	35.6	29.6	25.3
DPS (INR)	5	17	14	12	17	22	25
Dividend Yield (%)	0.6	2.2	1.7	1.6	2.1	2.7	3.2

E: MOFSL Estimates

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

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

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

Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://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 website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani

Email: nainesh.raiani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

- 1 MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- 2 MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- 5 Research Analyst has not served as director/officer/employee in the subject company
- 6 MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 7 MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- 8 MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 9 MOFSL has not received any compensation or other benefits from 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:

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

Disclaimer:

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

This report is meant for the clients of Motilal Oswal only.

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

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com.

Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal,

Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.