

Blue Dart Express

Estimate change	↔
TP change	↓
Rating change	↔

CMP: INR6,580 **TP: INR8,100 (+23%)** **Buy**

In-line performance; focus on expanding surface infrastructure

Bloomberg	BDE IN
Equity Shares (m)	24
M.Cap.(INRb)/(USD\$)	156.1 / 1.8
52-Week Range (INR)	9489 / 5487
1, 6, 12 Rel. Per (%)	-5/-14/-7
12M Avg Val (INR M)	272

Financial Snapshot (INR b)

Y/E MARCH	2025E	2026E	2027E
Sales	58.1	70.0	80.8
EBITDA	5.3	8.5	10.4
Adj. PAT	2.8	4.9	6.2
EBITDA Margin (%)	9.2	12.2	12.9
Adj. EPS (INR)	116.9	208.5	259.7
EPS Gr. (%)	-3.9	78.3	24.6
BV/Sh. (INR)	663.2	811.7	1011.4

Ratios

Net D:E	-0.1	-0.1	-0.2
RoE (%)	18.4	28.3	28.5
RoCE (%)	20.3	29.9	29.8
Payout (%)	51.3	28.8	23.1

Valuations

P/E (x)	56.4	31.6	25.4
P/BV (x)	9.9	8.1	6.5
EV/EBITDA(x)	27.9	17.2	13.8
Div. Yield (%)	0.9	0.9	0.9
FCF Yield (%)	1.4	2.0	3.2

Shareholding Pattern (%)

As On	Dec-24	Sep-24	Dec-23
Promoter	75.0	75.0	75.0
DII	12.5	12.9	11.8
FII	6.0	5.5	5.3
Others	6.5	6.6	7.9

FII includes depository receipts

- Blue Dart Express (BDE)'s revenue grew 9% YoY to INR15.1b, in line with our estimate. The company handled 0.34m tons of cargo volumes (+12% YoY) in 3QFY25. The realization dipped 2% YoY to INR42.1/kg. It carried 96.6m shipments in 3Q.
- EBITDA margin stood at 9.7% vs. our estimate of 9.4%. The margins remained flattish YoY but saw a 130bp improvement QoQ.
- PAT declined 3% YoY to INR791m (against our estimates of INR763m).
- During 9MFY25, revenue was INR43b (+9% YoY), EBITDA was INR3.8b (flat YoY), EBITDA margin came in at 8.8%, and APAT was INR1.9b (-10% YoY).
- During the quarter, surface volumes grew at a faster rate than air volumes. For FY25, surface express is expected to grow in double digits, while air express is expected to report growth of ~5% in FY25.
- EBITDA margin has started to expand as capacity utilization has reached its optimum levels, and BDE has shifted some volumes from third-party cargo to its own aircraft. Additionally, BDE continues to expand in the surface express segment.
- BDE's 3Q saw margin expansion as capacity utilization of the new aircraft began to improve, and the company benefitted from the festive season surcharge. We retain our estimates for FY26 and FY27 and reiterate our BUY rating with a revised TP of INR8,100 (based on 20x Sep'26E EV/EBITDA). With high capacity in place and utilization expected to pick up, we believe BDE is well-placed to capitalize on the growth opportunity ahead.**

BDE operating at optimum utilization levels; B2C segments growing strongly

- BDE saw a 12% YoY increase in tonnage. The company focuses on improving EBITDA margins through better fleet utilization and price hikes.
- Surface express has outpaced air express, and the company continues to strengthen its position in the e-commerce market, particularly in B2C shipments.
- B2C shipments showed strong growth (16.6% QoQ), and BDE aims to further increase its market share in this segment.

Highlights from the management commentary

- The company has achieved optimal capacity utilization and has mechanisms in place to address fluctuations in ATF prices.
- The key drivers of EBITDA margin expansion during 3Q were higher demand during the festive season, improved fleet utilization, festive season surcharge, and effective cost management.
- A price hike was announced in Jan'25, and its actual impact will become evident in the next quarter's results.
- Capex for CY24 stood at INR 622m, significantly lower than the budgeted INR13b. This reduction was influenced by both internal and external factors, including market demand. The company will soon release its CY25 budget, which will provide further details on growth and capex plans.

Alok Deora - Research analyst (Alok.Deora@MotilalOswal.com)

Saurabh Dugar - Research analyst (Saurabh.Dugar@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.

Valuation and view

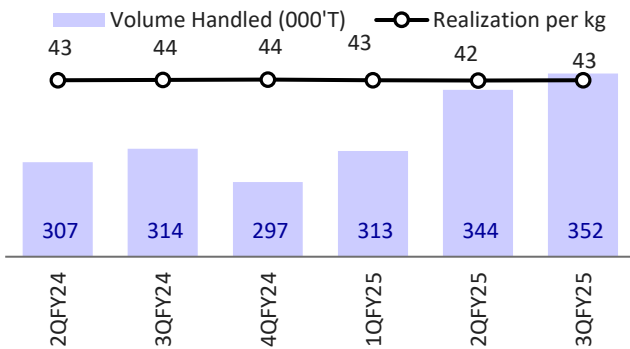
- The recent increase in volumes, driven by the enhanced utilization of newly added aircraft, the growth on newly introduced routes, and ongoing network expansion, is expected to further boost BDE's performance and volumes.
- Given the increasing market share of BDE in the surface express segment, along with network expansion, we expect the company to post a CAGR of ~15%/26%/29% in revenue/EBITDA/PAT over FY24-27. **We reiterate our BUY rating with a revised TP of INR8,100 (based on 20x Sep'26E EV/EBITDA).**

Quarterly snapshot - Standalone

Y/E March (INR m)	INR m											
	FY24				FY25E				FY24	FY25E	FY25	Var. vs Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		3QE		
Net Sales	12,376	13,245	13,829	13,229	13,427	14,485	15,117	15,022	52,678	58,051	15,102	0
YoY Change (%)	-4.3	-0.1	3.4	8.7	8.5	9.4	9.3	13.6	1.8	10.2	9.2	
EBITDA	1,133	1,305	1,343	1,394	1,094	1,219	1,462	1,571	5,175	5,346	1,422	3
Margins (%)	9.2	9.9	9.7	10.5	8.1	8.4	9.7	10.5	9.8	9.2	9.4	
YoY Change (%)	-40.6	-19.8	-10.8	8.7	-3.4	-6.6	8.9	12.7	-18.2	3.3	5.9	
Depreciation	444	456	473	500	523	519	522	528	1,873	2,092	522	
Interest	45	48	47	53	70	70	73	72	193	285	65	
Other Income	157	151	228	183	191	190	196	177	718	754	185	
PBT before EO expense	801	952	1,050	1,024	693	819	1,064	1,148	3,828	3,724	1,020	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	801	952	1,050	1,024	693	819	1,064	1,148	3,828	3,724	1,020	
Tax	204	240	235	263	178	212	273	287	942	950	257	
Rate (%)	25.4	25.2	22.4	25.7	25.7	25.9	25.6	25.0	24.6	25.5	25.2	
Reported PAT	598	713	816	761	515	608	791	860	2,886	2,774	763	
Adj PAT	598	713	816	761	515	608	791	860	2,886	2,774	763	4
YoY Change (%)	-49.0	-22.5	-6.2	8.1	-13.8	-14.8	-3.0	13.1	-21.2	-3.9	-6.4	
Margins (%)	4.8	5.4	5.9	5.7	3.8	4.2	5.2	5.7	5.5	4.8	5.1	

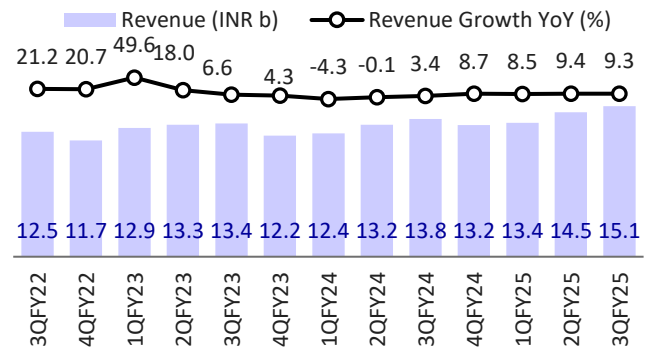
The quarter in charts

Exhibit 1: Volume and realization trends



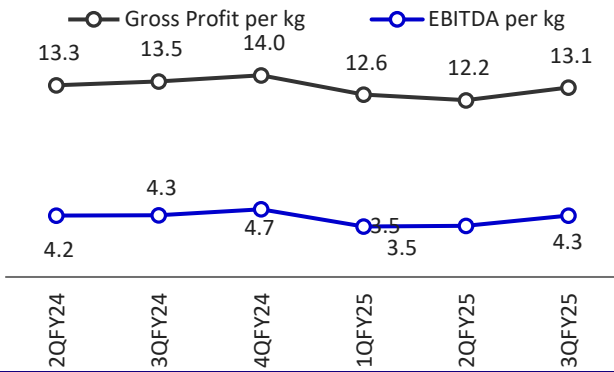
Source: Company, MOFSL

Exhibit 2: Revenue increased 9% YoY



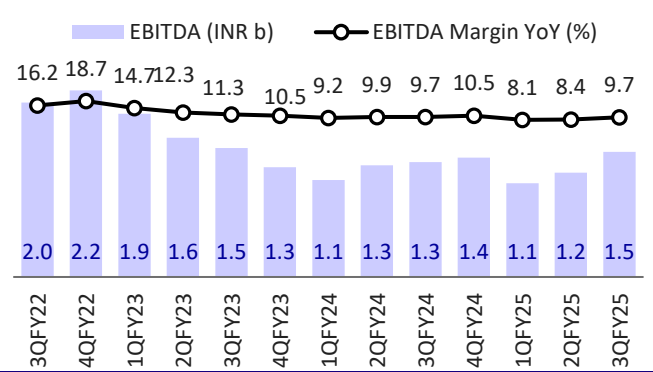
Source: Company, MOFSL

Exhibit 3: Operating profitability per kg



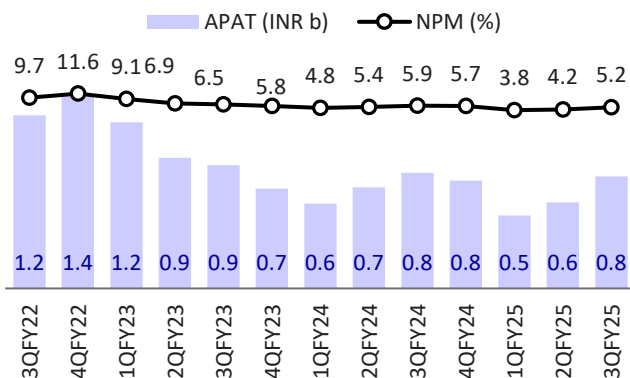
Source: Company, MOFSL

Exhibit 4: EBITDA margin expanded 120bp QoQ



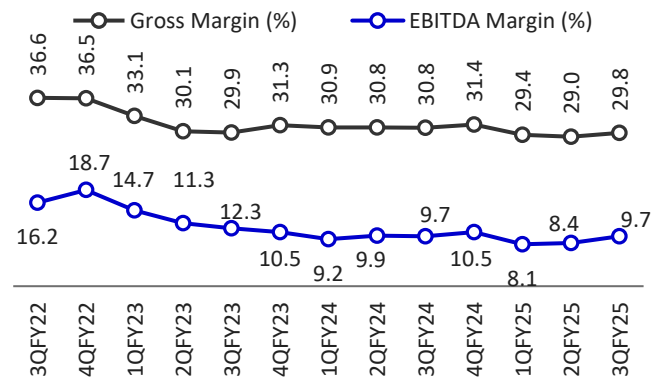
Source: Company, MOFSL

Exhibit 5: APAT remained flattish YoY



Source: Company, MOFSL

Exhibit 6: Margin trend



Source: Company, MOFSL



Highlights from the management interaction

Volume and other highlights

- BDE reported a 12% YoY growth in tonnage for 3Q FY25, with absolute tonnage reaching 0.35mt. The company also saw a 7.2% YoY increase in shipment volumes, totaling 98.6m shipments during the quarter.
- The company has achieved optimal capacity utilization and has mechanisms in place to address fluctuations in ATF prices.
- The key drivers of EBITDA margin expansion during 3Q were higher demand during the festive season, improved fleet utilization, festive season surcharge, and effective cost management.
- A price hike was announced in Jan'25, and its actual impact will become evident in the next quarter's results.
- The company has provided a consolidated EBIT margin guidance of 8-9% in the coming period.
- There has been no significant change in BDE's market share, which remains strong.

Operations

- BDE is witnessing consistent growth in ground-based e-commerce, catering to niche customer requirements with a strong focus on service quality. The volume growth in 3Q was primarily driven by surface express, rather than air express.
- The Dart Plus service has been a game-changer for the company, enhancing its competitiveness in the e-commerce sector.
- The B2C segment has been a key growth driver in recent quarters, and the company aims to increase its market share in this space.
- Regarding segment margins, the margin difference between surface and air express is minimal. B2B shipments grew 16.8% quarter-over-quarter, while B2C shipments grew 16.6%.
- In the surface express segment, competition remains intense, whereas in air express, competition is primarily limited to commercial airline operators. The quality of service continues to be BDE's key differentiator in the market.

Guidance

- BDE remains optimistic about expanding its ground infrastructure and increasing its focus on the B2C segment. Investments will continue to be directed toward the ground express business. The company plans structured investments aimed at profitable growth.
- Capex for CY24 stood at INR 622m, significantly lower than the budgeted INR13b. This reduction was influenced by both internal and external factors, including market demand. The company will soon release its CY25 budget, which will provide further details on growth and capex plans.
- Looking ahead, margins are expected to remain stable or expand compared to Q3 FY25 levels. Over the last 3-4 years, there has been a 10-15% shift from air to surface express, with the ground segment growing at double-digit rates, while air express is expanding at a slower pace of 5%.
- No new aircraft addition is expected in the near term, considering the pace of industry growth.

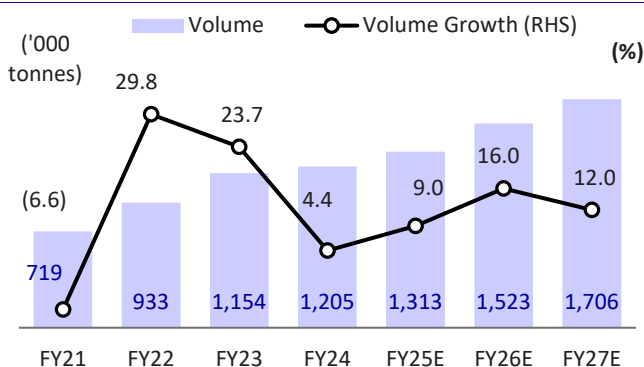
Exhibit 7: Our revised estimates

(INR m)	FY25E			FY26E			FY27E		
	Rev	Old	Chg(%)	Rev	Old	Chg(%)	Rev	Old	Chg(%)
Net Sales	58,051	58,057	0.0	70,033	70,040	0.0	80,790	80,798	0.0
EBITDA	5,346	5,232	2.2	8,538	8,540	0.0	10,385	10,387	0.0
EBITDA Margin (%)	9.2	9.0	20	12.2	12.2	0	12.9	12.9	0
PAT	2,774	2,711	2.3	4,947	4,949	0.0	6,163	6,165	0.0
EPS (INR)	116.9	114.2	2.3	208.5	208.5	0.0	259.7	259.8	0.0

Source: Company, MOFSL

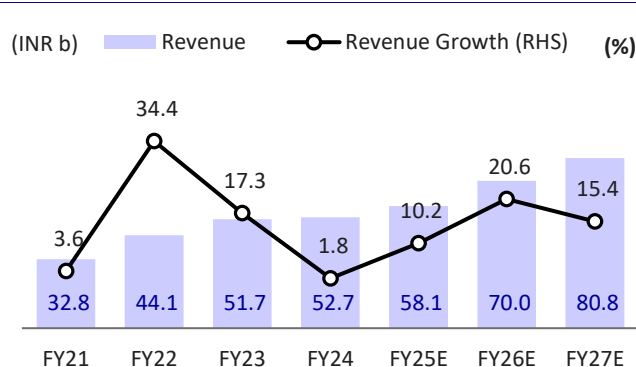
Financial story in charts

Exhibit 8: Volume growth to improve going forward



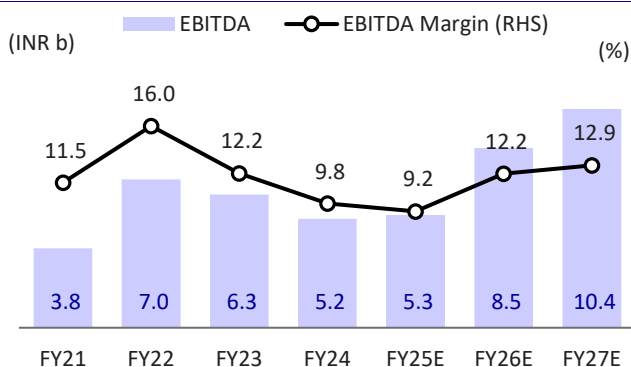
Source: Company, MOFSL

Exhibit 9: Revenue to largely mirror volume growth



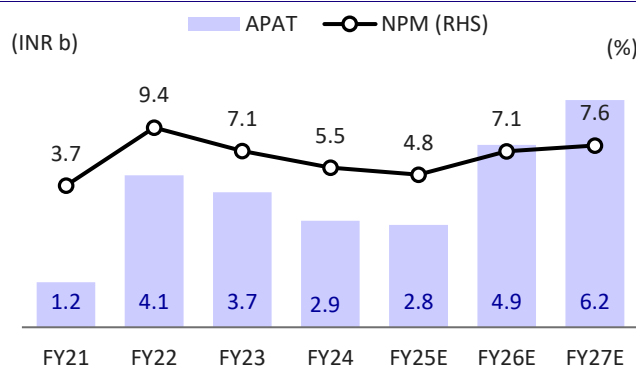
Source: Company, MOFSL

Exhibit 10: Margin to expand as costs stabilize and utilization improves



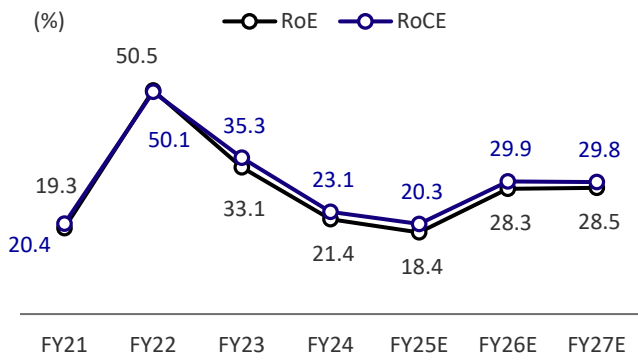
Source: Company, MOFSL

Exhibit 11: PAT to see healthy growth ahead



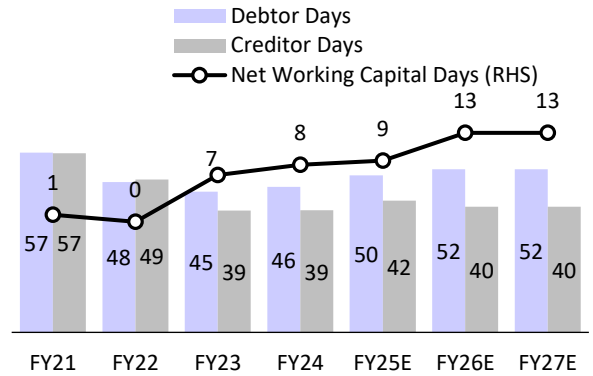
Source: Company, MOFSL

Exhibit 12: Return ratios to remain healthy



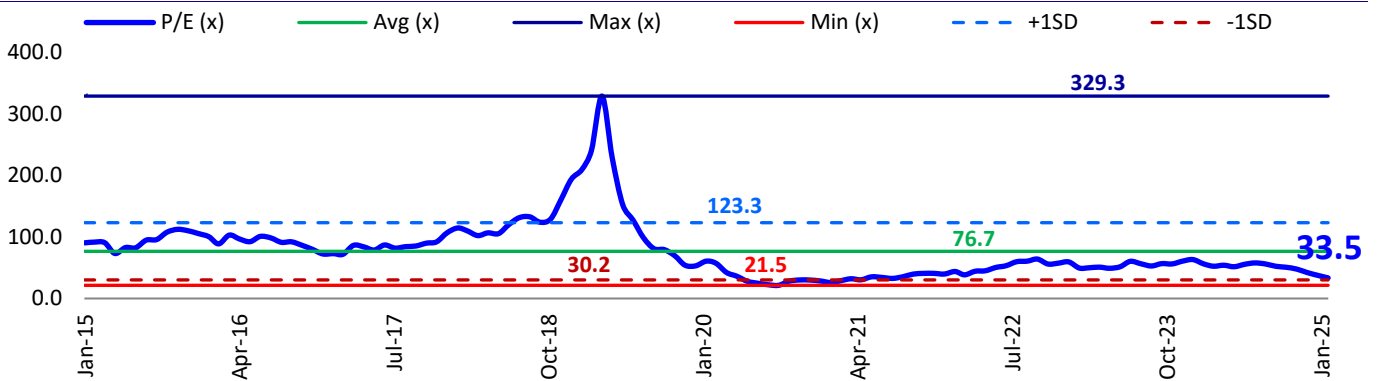
Source: Company, MOFSL

Exhibit 13: Working capital position comfortable



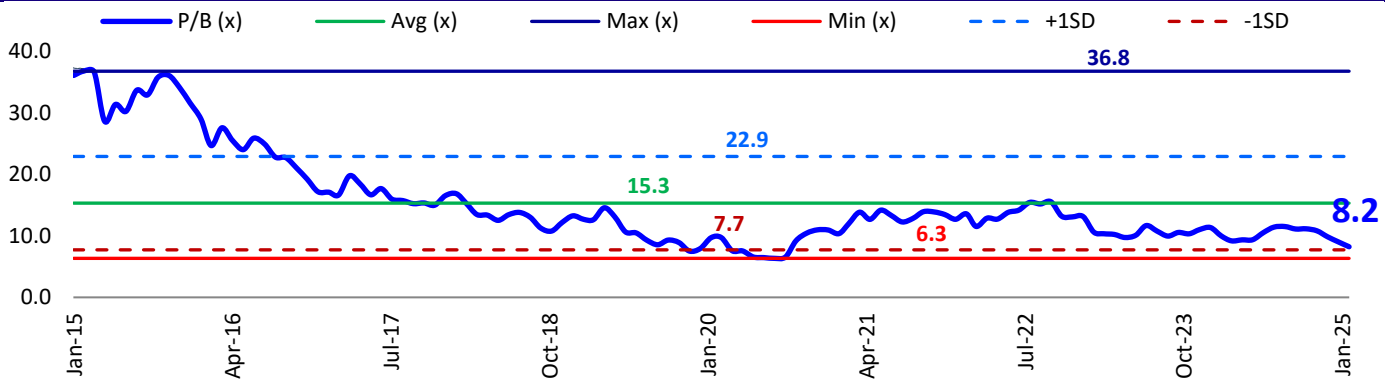
Source: Company, MOFSL

Exhibit 14: One-year forward P/E (x)



Source: Company, MOFSL

Exhibit 15: One-year forward P/B (x)



Source: Company, MOFSL

Financials and valuations

Standalone – Income Statement

Y/E March (INR m)	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Net Sales	32,797	44,090	51,722	52,678	58,051	70,033	80,790
Change (%)	3.6	34.4	17.3	1.8	10.2	20.6	15.4
Gross Margin (%)	36.2	36.4	31.1	31.0	29.5	31.2	31.2
EBITDA	3,766	7,038	6,323	5,175	5,346	8,538	10,385
Margin (%)	11.5	16.0	12.2	9.8	9.2	12.2	12.9
Depreciation	2,007	1,687	1,666	1,873	2,092	2,477	2,758
EBIT	1,760	5,351	4,656	3,302	3,255	6,061	7,627
Int. and Finance Charges	317	241	174	193	285	239	219
Other Income	127	285	505	718	754	792	832
PBT	1,569	5,395	4,987	3,828	3,724	6,614	8,240
Tax	347	1,271	1,323	942	950	1,667	2,076
Effective Tax Rate (%)	26.5	25.2	26.5	24.6	25.5	25.2	25.2
PAT before EO. Items	1,222	4,124	3,664	2,886	2,774	4,947	6,163
Extraordinary Items	259	360	0	0	0	0	0
Reported PAT	963	3,764	3,664	2,886	2,774	4,947	6,163
Adjusted PAT	1,222	4,124	3,664	2,886	2,774	4,947	6,163
Change (%)	373.1	237.6	-11.1	-21.2	-3.9	78.3	24.6
Margin (%)	3.7	9.4	7.1	5.5	4.8	7.1	7.6

Standalone – Balance Sheet

Y/E March (INR m)	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Equity Share Capital	238	238	238	238	238	238	238
Total Reserves	6,554	9,311	12,366	14,149	15,499	19,023	23,762
Net Worth	6,792	9,549	12,604	14,386	15,737	19,261	24,000
Deferred Tax Liabilities	-284	-310	-336	-377	-377	-377	-377
Total Loans	1,425	0	0	0	0	0	0
Capital Employed	7,933	9,239	12,268	14,010	15,360	18,884	23,623
Gross Block	8,071	7,924	8,867	12,326	13,826	15,326	17,126
Less: Accum. Deprn.	3,100	3,419	3,799	6,911	9,003	11,480	14,238
Net Fixed Assets	4,972	4,505	5,068	5,415	4,823	3,846	2,888
Capital WIP	5	1	17	21	21	21	21
Total Investments	2,941	3,515	3,150	4,513	6,213	7,713	9,213
Curr. Assets, Loans, and Adv.	10,164	12,005	14,760	15,423	16,714	20,911	26,446
Inventory	58	70	78	86	95	115	133
Account Receivables	5,149	5,788	6,350	6,683	7,952	9,977	11,510
Cash and Bank Balances	3,077	1,829	948	1,658	957	1,517	4,074
Loans and Advances	0	2,501	4,504	4,277	4,713	5,686	6,560
Others	1,880	1,818	2,879	2,719	2,996	3,615	4,170
Current Liab. and Prov.	10,149	10,786	10,727	11,363	12,412	13,607	14,946
Account Payables	5,131	5,876	5,502	5,611	6,680	7,675	8,854
Other Current Liabilities	3,808	3,680	4,105	4,552	4,532	4,733	4,892
Provisions	1,211	1,230	1,120	1,200	1,200	1,200	1,200
Net Current Assets	15	1,219	4,033	4,060	4,302	7,303	11,500
Application of Funds	7,933	9,239	12,268	14,010	15,360	18,884	23,623

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)							
EPS	51.5	173.8	154.4	121.6	116.9	208.5	259.7
EPS growth (%)	373.1	237.6	-11.1	-21.2	-3.9	78.3	24.6
Cash EPS	136.0	244.9	224.6	200.5	205.1	312.9	375.9
BV/Share	286.2	402.4	531.1	606.2	663.2	811.7	1,011.4
DPS	15.0	60.0	30.0	25.0	60.0	60.0	60.0
Payout (Incl. Div. Tax, %)	0.0	37.8	19.4	20.6	51.3	28.8	23.1
Valuation (x)							
P/E	128.1	37.9	42.7	54.2	56.4	31.6	25.4
Cash P/E	48.5	26.9	29.4	32.9	32.2	21.1	17.5
EV/EBITDA	40.3	21.5	24.1	29.1	27.9	17.2	13.8
EV/Sales	4.6	3.4	2.9	2.9	2.6	2.1	1.8
P/BV	23.0	16.4	12.4	10.9	9.9	8.1	6.5
Dividend Yield (%)	0.2	0.9	0.5	0.4	0.9	0.9	0.9
Return Ratios (%)							
RoE	19.3	50.5	33.1	21.4	18.4	28.3	28.5
RoCE	20.4	50.1	35.3	23.1	20.3	29.9	29.8
RoIC	44.8	137.9	56.8	31.2	30.3	50.9	57.2
Working Capital Ratios							
Fixed Asset Turnover (x)	4.1	5.5	6.2	4.5	4.4	4.8	5.0
Asset Turnover (x)	4.1	4.8	4.2	3.8	3.8	3.7	3.4
Inventory (Days)	1	1	1	1	1	1	1
Debtors (Days)	57	48	45	46	50	52	52
Creditors (Days)	57	49	39	39	42	40	40
Leverage Ratio (x)							
Net Debt/Equity	-0.2	-0.2	-0.1	-0.1	-0.1	-0.1	-0.2

Standalone – Cash Flow Statement

Y/E March (INR m)	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	1,311	5,035	4,987	3,828	3,724	6,614	8,240
Depreciation	2,007	1,687	1,666	1,873	2,092	2,477	2,758
Direct Taxes Paid	-276	-1,261	-1,388	-636	-950	-1,667	-2,076
(Inc.)/Dec. in WC	1,219	360	-1,849	-224	-743	-2,240	-1,440
Other Items	229	6	-225	-378	-469	-553	-613
CF from Operations	4,489	5,827	3,193	4,463	3,653	4,631	6,868
(Inc.)/Dec. in FA	-258	-517	-918	-767	-1,500	-1,500	-1,800
Free Cash Flow	4,230	5,310	2,275	3,695	2,153	3,131	5,068
Change in Investments	-3,710	-759	-1,467	-1,209	-1,700	-1,500	-1,500
Others	25	160	211	643	754	792	832
CF from Investments	-3,944	-1,115	-2,173	-1,334	-2,446	-2,208	-2,468
Inc./(Dec.) in Debt	675	-1,425	0	-1,438	0	0	0
Dividends Paid	0	-949	-563	-979	-1,424	-1,424	-1,424
Others	-1,373	-1,334	-1,338	0	-485	-439	-419
CF from Fin. Activity	-698	-3,708	-1,901	-2,417	-1,909	-1,863	-1,843
Inc./(Dec.) in Cash	-153	1,004	-881	712	-701	560	2,557
Opening Balance (includes Bank Bal.)	985	3,077	1,829	946	1,658	957	1,517
Inc/(Dec) in Bank Bal.	2,245	-2,252	0	0	0	0	0
Closing Balance (includes Bank Bal.)	3,077	1,829	948	1,658	957	1,517	4,074

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.rajani@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, nor 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.

Exhibit 1: 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.

Exhibit 2: 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

Exhibit 3: 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.

Exhibit 4: 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.