

Mahanagar Gas

BSE SENSEX
80,426

S&P CNX
24,655



Stock Info

Bloomberg	MAHGL IN
Equity Shares (m)	99
M.Cap.(INRb)/(USD\$)	122.3 / 1.4
52-Week Range (INR)	1988 / 1075
1, 6, 12 Rel. Per (%)	-3/-13/-31
12M Avg Val (INR M)	900
Free float (%)	67.5

Financials Snapshot (INR b)

Y/E March	FY25	FY26E	FY27E
Sales	69.2	78.3	84.3
EBITDA	15.1	15.9	16.6
PAT	10.4	10.8	11.1
EPS (INR)	105.8	108.9	111.9
EPS Gr. (%)	-18.9	3.0	2.8
BV/Sh. (INR)	596.2	661.6	728.7
Ratios			
Net D:E	0.0	0.0	0.0
RoE (%)	18.9	17.3	16.1
RoCE (%)	19.0	17.4	16.2
Payout (%)	28.4	40.0	40.0
Valuations			
P/E (x)	11.7	11.4	11.1
P/BV (x)	2.1	1.9	1.7
EV/EBITDA (x)	7.9	7.5	7.2
Div. Yield (%)	2.4	3.5	3.6
FCF Yield (%)	2.4	2.2	1.9

Shareholding pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	32.5	32.5	32.5
DII	32.5	33.8	26.7
FII	25.5	23.8	31.5
Others	9.5	9.9	9.3

FII Includes depository receipts

CMP: INR1,238

TP: INR1,700 (+37%)

Buy

Ahead in volume growth, sustaining resilient margins

- **Volume growth with margin tailwinds:** MAHGL is set to deliver robust earnings growth, driven by aggressive CNG network expansion, improving throughput at existing stations, and strategic land tie-ups that strengthen long-term visibility. The company's sharper focus on network-wide IRR assessment and partnerships such as BEST further support accelerated rollout. On the margin front, favorable gas sourcing dynamics – softer crude, lower slopes on new LNG contracts, and resilient CNG price competitiveness – provide a buffer against regulatory cost headwinds and INR depreciation vs. USD. Together, these levers position MAHGL strongly for sustained volume growth and margin expansion through the medium term.
- **Limited EV risk & regulatory tailwinds to drive outperformance vs. peers:** MAHGL remains well-positioned among CGDs with a strong volume growth outlook, limited EV/alternate fuel substitution risk, and emerging regulatory tailwinds. We highlight that the three-wheeler segment, which contributes ~34% of volumes, faces minimal near-term EV risk in Mumbai. Further, policy initiatives such as the High Court's review of phasing out petrol/diesel vehicles in favor of CNG/EVs and the mandated transition of bakeries to cleaner fuels could provide incremental upside. While execution challenges remain in some segments, MAHGL's stable margin profile and favorable demand environment reinforce its relative strength vs. peers.
- **MAHGL remains our preferred pick among CGDs:** As highlighted in our recent sector update ([Era of margin expansion for CGDs](#)), MAHGL remains our preferred pick among CGDs. We retain our estimates as we model MAHGL's volumes to clock a 9% CAGR over FY25-27 and estimate an EBITDA margin of INR9.5-10/scm during the period. MAHGL currently trades at 11.1x FY27E SA P/E. Reiterate BUY with a TP of INR1,700.

CNG volume growth underpinned by aggressive CNG station expansion

- **CNG station additions surged 2.7x over FY21-25:** MAHGL has been significantly accelerating its CNG station rollout, which remains the cornerstone of its future volume growth strategy. On a standalone basis, the company has increased annual CNG station additions from 15 in FY21 to 40 in FY25 and now targets adding ~50 stations in FY26. Under UEPL, the company plans to add another ~30 stations in FY26 (26 additions in FY25). Looking ahead, management has outlined an aggressive plan to add 250 CNG stations by FY30, alongside upgrading existing infrastructure to enhance efficiency.
- **Tie-up with BEST expands CNG access over 15 stations:** MAHGL has partnered with BEST to make 15 depot-based CNG stations available for public use, subject to pre-registration. As of 30th Jun'25, 8 out of these 15 stations have already been opened to all vehicles, providing additional access points and further strengthening the company's CNG distribution network.
- **Improved IRR assessment aligned to network economics:** The company now evaluates returns on a network-wide basis rather than at an individual station level, reflecting incremental investments more accurately. This makes new CNG outlets appear more attractive, enabling quicker approvals and faster rollout.

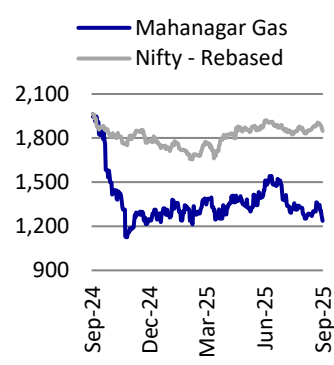
Abhishek Nigam – Research Analyst (Abhishek.Nigam@MotilalOswal.com)

Rishabh Daga – Research Analyst (Rishabh.Daga@MotilalOswal.com)

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

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

Stock performance (one-year)



- **Strategic focus on land acquisition and partnerships:** Taking a stronger approach to land acquisition, which is critical for scaling CNG infrastructure, MAHGL has been actively engaging with government authorities to secure land parcels. This effort should facilitate a smoother rollout process.
- **Enhancing throughput at existing stations:** Alongside network expansion, MAHGL is exploring opportunities to improve asset productivity by adding dispensers at existing stations. This initiative not only increases throughput but also enhances customer accessibility and reduces congestion at high-traffic locations, strengthening MAHGL's service reliability.
- **Mega CNG stations – exciting prospects at prime locations:** MAHGL is developing three mega CNG stations at Sion, Wadala, and Mumbai Port Trust (near Atal Setu), with completion expected in ~1.5 years. These hubs will feature up to 50 dispensers each, a sharp scale-up from the earlier 10. With strategic land parcels already secured, these high-capacity stations in prime locations will strengthen MAHGL's CNG network and ease congestion at existing outlets.

Reducing raw material costs to drive margin expansion

- **Weaker crude and lower slope – the twin emerging tailwinds:** As highlighted in our recent sector update ([Era of margin expansion for CGDs](#)), we expect that a soft crude price outlook, coupled with a lower pricing slope for natural gas amid the upcoming LNG oversupply, will reduce gas costs. This should also ease concerns around the APM deallocation affecting margins.
- **R-LNG cost could dip INR2.5/scm:** While Brent crude prices averaged ~USD69/bbl in 2QFY26YTD, we forecast Brent to average USD65/bbl in FY26/FY27. We estimate every USD5/bbl decline in Brent prices reduces the landed cost of natural gas by ~INR2.5/scm. Further, according to our discussions with the listed and unlisted India CGD companies, new long-term gas contracts are already being signed for a 1.0-1.3% lower slope given the expected surge in LNG supply in 2HFY26 and beyond. Note that the risks of crude oil prices falling below the USD65/bbl mark are mounting as OPEC+ strategy shifts from “managing” oil prices to “protecting market share”.
- **Lower crude outlook to ease APM/NWG gas costs by ~INR4/scm:** Similarly, a weak crude price outlook shall also lower APM & New Well Gas (NWG) price. If the APM/NWG price dips to USD6/7.2 per mmbtu (from USD7/8.4 per mmbtu currently), the cost of natural gas reduces by ~INR3.6/4.3 per scm.
- **Estimate ~INR2/scm margin expansion scope amid favorable fundamentals:** About 40%/12%/6% of MAHGL's gas sourced is APM/NWG/Brent-linked. With respect to APM/NWG, we estimate that a USD10/bbl decline in crude prices can lead to an EBITDA margin improvement of ~INR2/scm for MAHGL. Similarly, for Brent-linked RLNG, a USD10/bbl decline in crude prices and a simultaneous 1% decline in pricing slope can lead to an EBITDA margin improvement of ~INR0.5/scm. However, benefits may partly be offset by rupee weakness, as in 2QFY26YTD the ~2% INR depreciation vs. USD implies a margin drag of ~INR0.6/scm.
- **Impact of zonal tariff reform likely to be passed on:** In the 1QFY26 earnings call, management guided for an INR0.6-0.7/scm CNG EBITDA margin impact from PNGRB's move to a 2-zone tariff regime. We expect MAHGL to pass on the cost increase, supported by CNG's continued price advantage of ~47% vs. petrol and ~12% vs. diesel, limiting any demand risk.

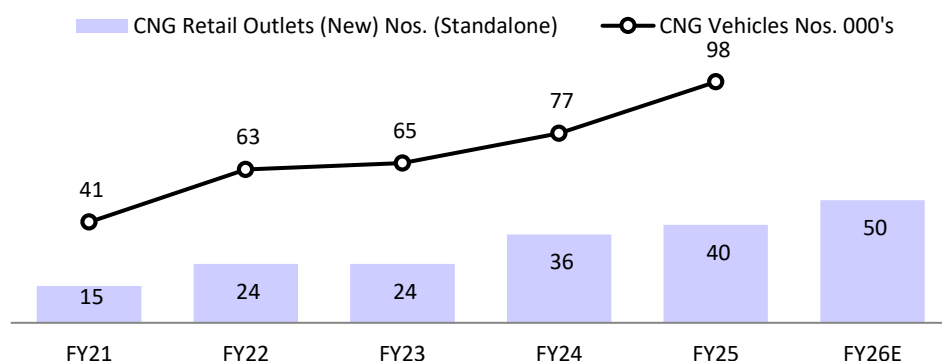
Well-positioned vs. peers: Strong volumes, stable margins!

- **Strong volume growth outlook:** In FY25, volumes for MAHGL grew at 12% YoY (IGL/GUJGA: 6%/3%). Further, we project MAHGL to clock a volume CAGR of 9% over FY25-27 (guidance: 9-10%), vs. 7%/3% for IGL/GUJGA (guidance by IGL: 10%).
- **Limited EV substitution risk in the three-wheeler segment:** Three-wheelers contribute ~34% of MAHGL's volumes, with limited risk of substitution by EVs in the near term (unlike in Delhi). No directive has been issued mandating a shift to EV autos, and penetration in Mumbai remains negligible due to structural challenges – lack of charging infrastructure, roadside parking, and round-the-clock vehicle usage by multiple drivers, which makes charging downtime unfeasible.
- **Regulatory tailwinds: CNG and cleaner fuel adoption in Mumbai:**
 - The Bombay High Court has directed a committee to evaluate the phased replacement of petrol and diesel vehicles in Mumbai and the wider MMR with CNG and EV alternatives ([link](#)). While the final recommendations are still pending, such a move could structurally favor CNG adoption in the medium term given the relatively limited penetration of EVs and the existing scalability of CNG infrastructure. For MAHGL, this presents a potential upside risk to volumes, though policy contours and implementation timelines remain uncertain.
 - The Bombay High Court has also mandated bakeries to shift from coal/wood to cleaner fuels by Jul'25 ([link](#)) and dismissed a plea by 12 bakeries seeking more time, stressing public health over business concerns ([link](#)). For MAHGL, the opportunity set is modest – individual bakery volumes are typically ~25scmd, and network connectivity is not always feasible – yet the company benefits from higher margins in the commercial segment. While the overall volume impact may be limited and execution challenging, the policy push underscores the government's intent to drive cleaner fuel adoption.

Valuation and view

- We expect a 9% CAGR in volume over FY25-27, driven by multiple initiatives implemented by the company, such as collaborating with OEMs to drive conversions of commercial CNG vehicles and providing guaranteed price discounts to new I/C-PNG customers.
- Management guides a 40% YoY volume growth in UEPL volumes in FY26, with a long-term target volume of 1.2-1.3mmscmd (0.2-0.3mmscmd currently). Further, MAHGL's foray into battery manufacturing, LNG, and CBG businesses shall provide a boost to earnings in the long run.
- The stock trades at 11.1x FY27E EPS of INR112. We value the stock at 15x FY27E EPS to arrive at our TP of INR1,700. **Reiterate BUY.**

Exhibit 1: MAHGL plans to add 50 standalone CNG retail outlets in FY26



Source: Company, MOFSL

Exhibit 2: Brent-linked R-LNG landed cost (pre-state-specific VAT and S&D costs) analysis

Particulars	Unit	Current	Scenario 1	Scenario 2
Crude price	USD/mmbtu	69.0	64.0	64.0
Slope (including shipping cost)	%	13.4%	13.4%	12.4%
LNG price including shipping	USD/mmbtu	9.3	8.6	7.9
Custom duty (@2.75%)	USD/mmbtu	0.3	0.3	0.3
Handling losses (@0.66%)	USD/mmbtu	0.1	0.1	0.1
LNG price before regas (Ex-terminal price)	USD/mmbtu	9.6	8.9	8.3
Regas charges by PLNG at Dahej @62.91/mmbtu	USD/mmbtu	0.7	0.7	0.7
GST on regas @12%	USD/mmbtu	0.1	0.1	0.1
Price after regas	USD/mmbtu	10.4	9.7	9.1
Gujarat VAT (@15%)	USD/mmbtu	1.6	1.5	1.4
Marketing margin of seller @INR16.62/mmbtu	USD/mmbtu	0.2	0.2	0.2
Transportation tariff for pipeline - Zone 2 INR80.08/mmbtu	USD/mmbtu	0.9	0.9	0.9
GST on transportation @12%	USD/mmbtu	0.1	0.1	0.1
LNG landed cost (pre-state-specific VAT and S&D costs)	USD/mmbtu	13.2	12.4	11.7
LNG landed cost (pre-state-specific VAT and S&D costs)	INR/scm	42.0	39.5	37.2

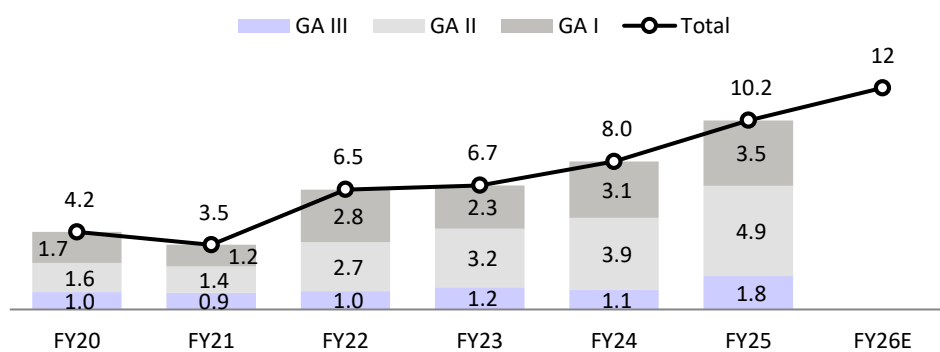
Source: PNGRB, MOFSL

Exhibit 3: APM/New Well Gas landed cost (pre-state-specific VAT and S&D cost) analysis

Particulars	Unit	APM		New Well Gas	
		Current	Scenario 1	Current	Scenario 1
Gas Cost (Ex-Hazira/Ex-Dahej)	USD/mmbtu	7.0	6.0	8.4	7.2
Gujarat VAT (@15%)	USD/mmbtu	1.0	0.9	1.3	1.1
Gas Cost (incl. Gujarat VAT)	USD/mmbtu	8.0	6.9	9.6	8.3
Exchange Rate	INR/USD	86.0	86.0	86.0	86.0
Gas Cost	INR/mmbtu	690.9	593.4	829.1	712.1
Marketing Margin	INR/mmbtu	11.7	11.7	11.7	11.7
Applicable Unified Tariff	INR/mmbtu	80.1	80.1	80.1	80.1
12% GST on Transportation charges	INR/mmbtu	9.6	9.6	9.6	9.6
LNG landed cost (pre-state-specific VAT and S&D cost)	INR/mmbtu	792.3	694.8	930.5	813.4
LNG landed cost (pre-state-specific VAT and S&D cost)	INR/scm	29.3	25.7	34.5	30.1

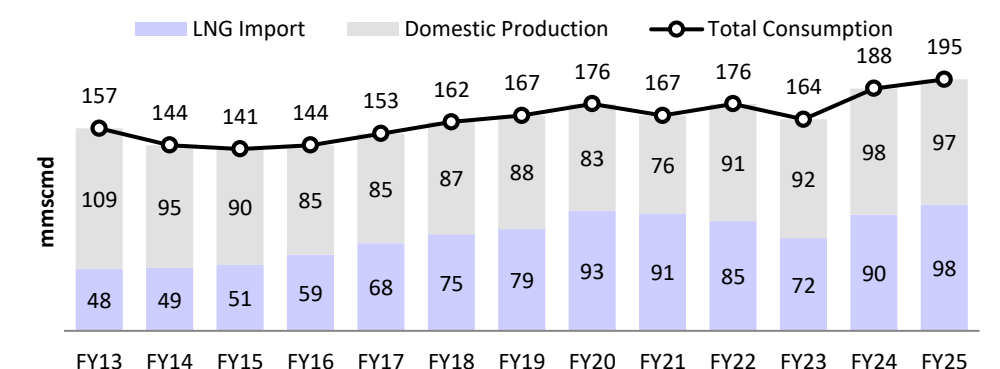
Source: PNGRB, MOFSL

Exhibit 4: MAHGL's GA wise capex trend



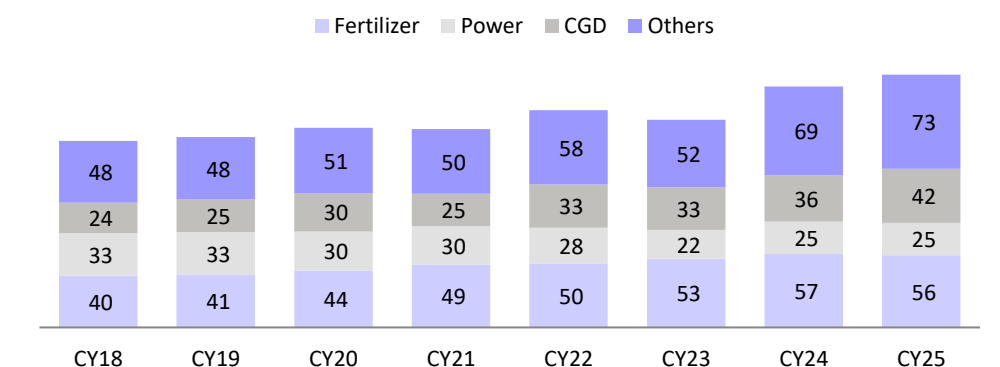
Source: Company, MOFSL

Exhibit 5: Natural gas consumption pattern in India over FY13-25



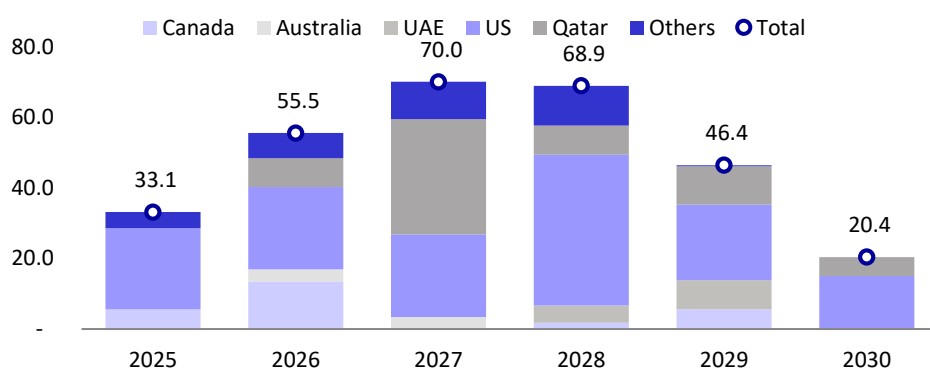
Source: Industry, MOFSL

Exhibit 6: Sectoral natural gas consumption pattern in India over FY18-25



Source: Industry, MOFSL

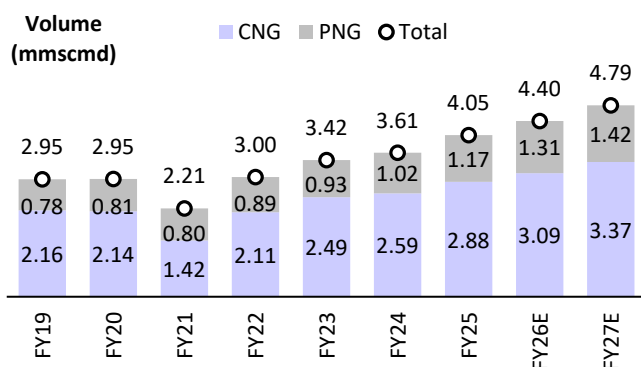
Exhibit 7: ~295bcm/year LNG liquefaction capacity upcoming globally during CY25-30



Source: IEA, MOFSL

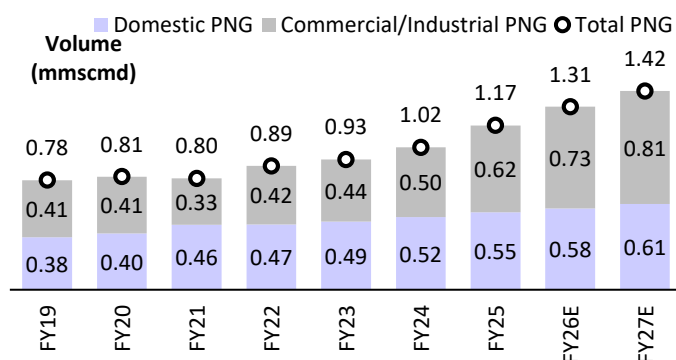
Story in charts

Exhibit 8: Volume growth snapshot



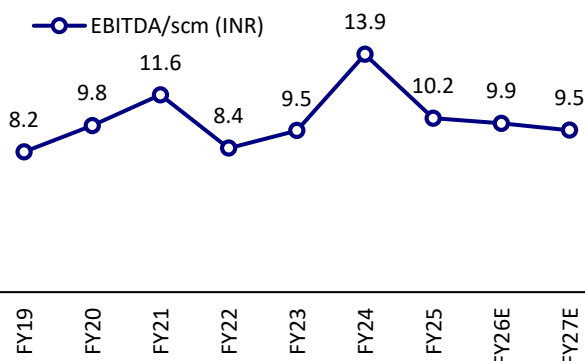
Source: Company, MOFSL

Exhibit 9: PNG segment-wise volumes



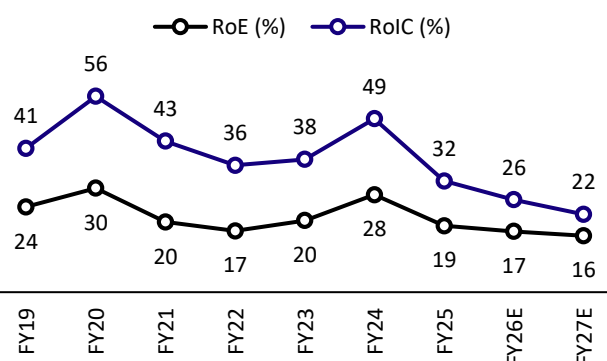
Source: Company, MOFSL

Exhibit 10: EBITDA/scm snapshot



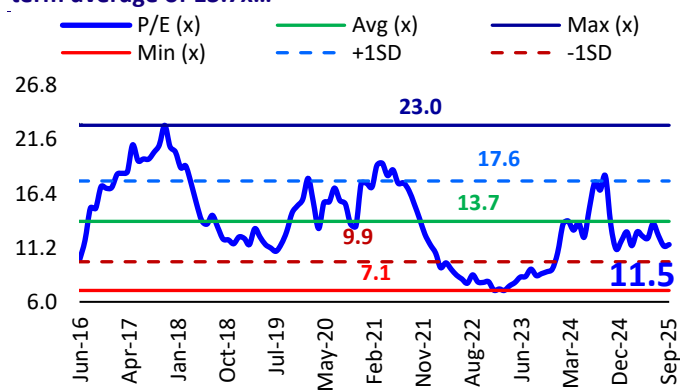
Source: Company, MOFSL

Exhibit 11: Return ratios for MAHGL



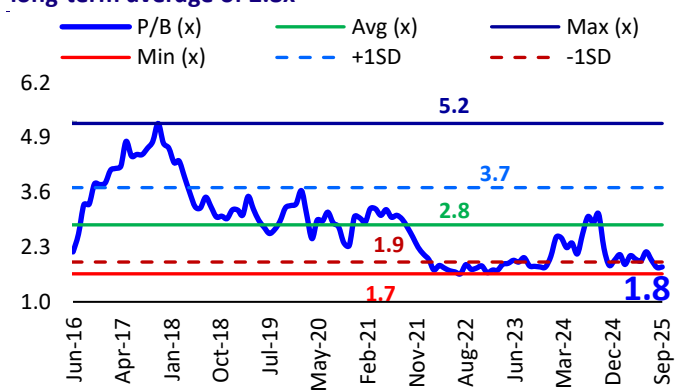
Source: Company, MOFSL

Exhibit 12: One-year fwd P/E trades at 11.5x, with a long-term average of 13.7x...



Source: Company, MOFSL

Exhibit 13: ...and one-year fwd P/B trades at 1.8x, with a long-term average of 2.8x



Source: Company, MOFSL

Financials and valuations

Standalone - Income Statement

(InR m)

Y/E March	FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations	62,993	62,445	69,237	78,315	84,310
Change (%)	76.9	-0.9	10.9	13.1	7.7
EBITDA	11,842	18,426	15,098	15,911	16,626
Margin (%)	18.8	29.5	21.8	20.3	19.7
Depreciation	2,311	2,736	3,063	3,277	3,636
EBIT	9,531	15,690	12,035	12,634	12,990
Int. and Finance Charges	94	115	134	150	138
Other Income	1,119	1,753	1,840	1,894	1,923
PBT bef. EO Exp.	10,555	17,328	13,741	14,378	14,775
PBT after EO Exp.	10,555	17,328	13,741	14,378	14,775
Total Tax	2,655	4,437	3,292	3,619	3,719
Tax Rate (%)	25.2	25.6	24.0	25.2	25.2
Reported PAT	7,901	12,891	10,449	10,759	11,056
Adjusted PAT	7,901	12,891	10,449	10,759	11,056
Change (%)	32.3	63.2	-18.9	3.0	2.8
Margin (%)	12.5	20.6	15.1	13.7	13.1

Standalone - Balance Sheet

(InR m)

Y/E March	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	988	988	988	988	988
Total Reserves	40,354	50,441	57,905	64,361	70,995
Net Worth	41,342	51,429	58,893	65,349	71,983
Total Loans	208	231	293	293	293
Deferred Tax Liabilities	2,086	2,441	2,771	2,771	2,771
Capital Employed	43,636	54,101	61,956	68,412	75,046
Gross Block	40,096	47,725	56,252	69,796	81,704
Less: Accum. Deprn.	11,727	14,463	17,526	20,803	24,439
Net Fixed Assets	28,369	33,262	38,727	48,993	57,265
Capital WIP	7,086	7,743	9,742	7,698	7,290
Total Investments	13,098	16,360	17,400	17,400	17,400
Rights to use assets	1,888	2,167	2,316	2,316	2,316
Curr. Assets, Loans&Adv.	9,882	12,728	13,855	12,677	13,061
Inventory	338	398	489	413	448
Account Receivables	2,940	2,806	3,456	3,656	3,935
Cash and Bank Balance	2,279	3,985	3,150	3,233	2,890
Cash	1,179	1,027	1,343	1,425	1,083
Bank Balance	1,100	2,958	1,807	1,807	1,807
Loans and Advances	4,324	5,539	6,759	5,376	5,788
Curr. Liability & Prov.	16,687	18,159	20,082	20,671	22,285
Account Payables	3,222	3,342	4,154	3,931	4,264
Other Current Liabilities	12,967	14,224	15,188	16,122	17,356
Provisions	498	593	740	619	666
Net Current Assets	-6,806	-5,431	-6,227	-7,994	-9,224
Appl. of Funds	43,636	54,101	61,956	68,412	75,046

Financials and valuations

Ratios

Y/E March	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)					
EPS	80.0	130.5	105.8	108.9	111.9
Cash EPS	103.4	158.2	136.8	142.1	148.7
BV/Share	418.5	520.6	596.2	661.6	728.7
DPS	26.0	52.2	30.0	43.6	44.8
Payout (%)	32.5	40.0	28.4	40.0	40.0
Valuation (x)					
P/E	15.5	9.5	11.7	11.4	11.1
Cash P/E	12.0	7.8	9.1	8.7	8.3
P/BV	3.0	2.4	2.1	1.9	1.7
EV/Sales	1.9	1.9	1.7	1.5	1.4
EV/EBITDA	10.2	6.4	7.9	7.5	7.2
Dividend Yield (%)	2.1	4.2	2.4	3.5	3.6
FCF per share	26.0	80.2	29.7	26.7	23.2
Return Ratios (%)					
RoE	20.4	27.8	18.9	17.3	16.1
RoCE	20.5	27.8	19.0	17.4	16.2
RoIC	37.9	49.5	31.7	26.4	22.2
Working Capital Ratios					
Fixed Asset Turnover (x)	1.6	1.3	1.2	1.1	1.0
Asset Turnover (x)	1.4	1.2	1.1	1.1	1.1
Inventory (Days)	2	2	3	2	2
Debtor (Days)	17	16	18	17	17
Creditor (Days)	19	20	22	18	18
Leverage Ratio (x)					
Current Ratio	0.6	0.7	0.7	0.6	0.6
Net Debt/Equity	-0.1	-0.1	0.0	0.0	0.0

Standalone - Cash Flow Statement

Y/E March	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	10,555	17,328	13,741	14,378	14,775
Depreciation	2,311	2,736	3,063	3,277	3,636
Direct Taxes Paid	-2,638	-4,240	-2,687	-3,619	-3,719
(Inc)/Dec in WC	134	907	830	1,849	888
Others	-764	-1,215	-1,397	-1,894	-1,923
CF from Operations	9,693	15,631	13,685	14,141	13,794
(Inc)/Dec in FA	-7,127	-7,709	-10,754	-11,500	-11,500
Free Cash Flow	2,566	7,922	2,931	2,641	2,294
(Pur)/Sale of Investments	-1,748	-65,334	-63,554	0	0
Others	2,384	60,375	64,298	1,894	1,923
CF from Investments	-6,491	-12,668	-10,010	-9,606	-9,577
Dividend Paid	-2,518	-2,766	-2,964	-4,304	-4,423
CF from Fin. Activity	-2,848	-3,116	-3,359	-4,454	-4,560
Inc/Dec of Cash	354	-152	316	82	-342
Opening Balance	825	1,179	1,027	1,343	1,425
Closing Balance	1,179	1,027	1,343	1,425	1,083

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 and BSE enlistment no. 5028. 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 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 and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://online.reports.motilaloswal.com/Dormant/documents/Associate%20Details.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

- Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies). MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: No.
Nature of Financial interest is holding equity shares or derivatives of the subject company
- Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No
- Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
- Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
- MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
- 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 alterations 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, enlistment as RA with Exchange 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
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@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, BSE enlistment no. 5028 . AMFI: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. 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.