

Rubicon Research

Estimate change 

TP change 

Rating change 

CMP: INR1,006

TP: INR1,160 (+15%)

Buy

Another quarter, another beat: The compounder delivers

R&D productivity, Arinna, and the US brand fuel the next leg of growth

Bloomberg	RUBICON IN
Equity Shares (m)	165
M.Cap.(INRb)/(USDb)	166 / 1.7
52-Week Range (INR)	1020 / 571
1, 6, 12 Rel. Per (%)	6/63/-
12M Avg Val (INR M)	377

Financials & Valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	17.5	22.9	27.2
EBITDA	4.0	4.9	6.2
Adjusted PAT	2.5	3.2	4.2
EBITDA Margin (%)	22.8	21.6	22.9
Cons. Adj EPS (INR)	14.9	19.2	25.3
EPS Growth (%)	83.6	28.4	32.0
BV/Share (INR)	78.1	95.0	117.4

Ratios

Net D-E	-0.1	-0.1	-0.1
RoE (%)	27.0	22.2	23.9
RoCE (%)	26.6	24.8	27.2
Payout (%)	11.8	11.8	11.8

Valuations

P/E (x)	67.2	52.3	39.6
EV/EBITDA (x)	41.3	33.4	26.2
Div. Yield (%)	0.1	0.2	0.3
FCF Yield (%)	-0.1	0.5	1.4
EV/Sales (x)	9.4	7.2	6.0

Shareholding Pattern (%)

As On	Mar-26	Dec-25
Promoter	59.9	60.0
DII	10.0	9.5
FII	7.5	8.0
Others	22.6	22.6

FII includes depository receipts

- Rubicon Research (Rubicon) delivered another outstanding quarter, beating revenue, EBITDA, and PAT estimates by 4%, 11%, and 15%, respectively. Growth was well-diversified, driven by healthy momentum from recent launches alongside sustained traction in the existing portfolio.
- Commercialization quality was strong, with 92% of approved products generating revenue, while pricing stability was aided by Rubicon's differentiated product focus. Specialty products maintained a steady contribution of 32.8% to gross profit, reaffirming the structural shift in portfolio mix.
- On R&D productivity, Rubicon exited FY26 at 5.9x, which was measured as incremental revenue in FY26 over R&D spending across FY22, FY23, and 1QFY24. Management remains confident of sustaining 5x+ productivity going forward, reflecting the compounding returns from its innovation pipeline.
- Working capital efficiency improved meaningfully, with net working capital days declining from 137 in FY25 to 126 in FY26 — a noteworthy achievement considering the deliberately elevated inventory levels maintained to capture near-term demand opportunities.
- For Arinna Lifesciences integration, management has outlined a phased approach. Phase 1 and 2 will prioritize revenue scale-up with a target of outperforming IPM growth by FY28, while Phase 3 will shift focus towards profitability improvement.
- We marginally raise our earnings for FY27/FY28. Rubicon has delivered an exceptional 54% revenue CAGR over FY22–26, with gross profit compounding at 50% over the same period. The company has transformed from an EBITDA loss of INR392m in FY22 to INR4b in FY26 — a testament to the consistent and disciplined R&D investment cycle. The outlook remains equally compelling, with multiple growth levers in place: differentiated products within the US generics space, prescription-led brand building in the US market, and domestic formulation scale-up through Arinna. We expect earnings to compound at 30% over FY26–28.
- Given the strong track record, robust earnings compounding outlook, and superior return ratios, we expand our P/E multiple to 45x (from 37x previously), arriving at our revised TP of INR1,160. **Reiterate BUY.**

Operating leverage boosts EBITDA and PAT despite higher outsourcing

- Rubicon's 4QFY26 revenue grew 43.5% YoY to INR5.1b (our est: INR4.9b).
- Gross margin contracted 170bp YoY to 67.1%, mainly due to higher outsourcing.
- However, the EBITDA margin expanded 290bp YoY to 23.1% (our est: 21.6%), due to better operating leverage (employee expense/other expenses down 250bp/210bp YoY as % of sales).
- Interestingly, R&D expense increased 150bp YoY as a % of sales to 11.6% for the quarter (INR594m on an absolute basis).
- EBITDA grew 63.8% YoY to INR1.2b (our est: INR1.1b).

Tushar Manudhane - Research Analyst (Tushar.Manudhane@MotilalOswal.com)

Vipul Mehta - Research Analyst (Vipul.Mehta@MotilalOswal.com) **Eshita Jain - Research Analyst** (Eshita.Jain@MotilalOswal.com)

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

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

- PAT grew 112% YoY to INR768m (our estimate: INR670m).
- Rubicon's revenue/EBITDA/PAT grew 37%/52%/84% YoY to INR17.5b/INR4b/INR2.5b in FY26.

Highlights from the management commentary

- Rubicon is witnessing broad-based demand across the portfolio for products that have been in the market for a few years now, as well as the recently launched products.
- Management guided a 22-23% EBITDA margin for FY27, factoring in the Pithampur-related opex, ESOP expenses, and Arinna-related expenses, as well as any RM cost/logistics cost escalation.
- While net working capital (NWC) days have reduced from 137 to 126, management indicated NWC days to be in this range (~126) to ensure adequate inventory levels for existing products and upcoming launches.
- Products are filed from the site acquired from Alkem, and Rubicon awaits USFDA inspection. Ramp-up of production from 1QCY27 is on track as guided earlier.
- Strategically, the acquisition of Arinna Life is the extension of go-to-market and not the shift of focus to an alternate geography.
- Rubicon is targeting outperforming IPM growth for the Arinna business by FY28.

Quarterly result snapshot

Y/E March	FY25				FY26				FY25	FY26	FY26	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	vs Est.
Gross Sales	3,167	2,960	3,134	3,581	3,525	4,120	4,755	5,139	12,843	17,540	4,933	4%
YoY Change (%)				NA	11.3	39.2	51.7	43.5	50.4	36.6	37.7	
EBITDA	602	617	699	725	791	943	1,081	1,187	2,643	4,002	1,067	11%
YoY Change (%)					31.4	52.9	54.7	63.8		51.5	47	
Margins (%)	19.0	20.8	22.3	20.2	22.4	22.9	22.7	23.1	20.6	22.8	21.6	
Depreciation	94	81	94	97	96	119	116	123	366	453	136	
Interest	101	70	78	119	106	114	98	104	368	422	30	
Other Income	4	27	5	1	6	7	38	26	36	77	18	
PBT	412	492	532	511	596	717	906	987	1,945	3,205	920	
Tax	156	147	151	148	163	179	178	219	602	738	250	
Rate (%)	37.9	29.9	28.4	29.0	27.3	24.9	19.6	22.2	30.9	23.0	27.2	
Reported PAT	256	345	381	362	433	539	728	768	1,344	2,467	670	
Adj PAT	256	345	381	362	433	539	728	768	1,344	2,467	670	15%
YoY Change (%)	NA	NA	NA	NA	69.4	56.2	91.2	111.8	47.6	83.6	84.8	
Margins (%)	8.1	11.6	12.1	10.1	12.3	13.1	15.3	14.9	10.5	14.1	13.6	
EPS (INR)	1.5	2.1	2.3	2.2	2.6	3.3	4.4	4.7	8.1	14.9	4.1	15%

Key Performance Indicators

Cost Break-up	FY25				FY26				FY25	FY26
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
RM Cost (% of Sales)	27.1	26.7	31.5	31.2	29.2	30.7	33.1	32.9	29.2	31.7
Staff Cost (% of Sales)	15.6	17.3	17.2	15.8	16.5	15.4	14.0	13.3	16.4	14.6
Other Cost (% of Sales)	38.3	35.1	29.0	32.8	31.8	31.0	30.2	30.7	33.8	30.9
Gross Margins(%)	72.9	73.3	68.5	68.8	70.8	69.3	66.9	67.1	70.8	68.3
EBITDA Margins(%)	19.0	20.8	22.3	20.2	22.4	22.9	22.7	23.1	20.6	22.8
PBT Margins(%)	13.0	16.6	17.0	14.3	16.9	17.4	19.0	19.2	15.1	18.3
PAT Margins(%)	8.1	11.6	12.1	10.1	12.3	13.1	15.3	14.9	10.5	14.1



Highlights from the management commentary

- Rubicon indicated the capex spend is disciplined and calibrated based on the product economics and visibility of the business.
- Considering the superior demand for the products, there has been higher outsourcing of manufacturing, dragging the GM to some extent in 4QFY26.
- 24 products are under USFDA review at the end of FY26.
- Out of the total tax payout of INR1b for FY26, INR501m was paid in 4QFY26. Despite this, the CFO was healthy at INR656m in 4QFY26.
- Rubicon is expected to incur capex of INR3b across various sites over the next two years.
- Rubicon pre-tax ROACE of 36% (annualized) is after considering the Pithampur-related operational expenses.
- As of Mar'26, the company has utilized INR3.24b (~68%) out of the total INR4.71b IPO proceeds, primarily toward debt repayment/prepayment (INR2.65b) and inorganic growth initiatives/general corporate purposes (INR590m), with INR1.5b remaining unutilized.

Deeper pipeline, wider reach – Rubicon’s dual growth engine

US – building a differentiated product pipeline; superior execution drives growth

- Rubicon delivered strong FY26 revenue growth of 37% YoY to INR17.5b. In cc terms, we estimate it delivered 31% YoY growth in revenue for FY26, reflecting healthy growth momentum across the portfolio. Nearly 98% of revenue remains USD-denominated.
- Growth remained diversified, with contribution from top-5 products moderating to 39% in 4QFY26 vs. 56% in FY23, indicating improving portfolio diversification and reduced concentration dependence.
- Rubicon had 84 approvals to date (12 in FY26), and 24 products remained under USFDA review.
- Commercial execution continued to remain robust with ~92% commercialization rate for approved products, reflecting a strong ability to monetize approvals efficiently.
- Specialty portfolio contribution continued to improve meaningfully, with specialty products contributing ~32% of gross profit in FY26 vs. 13% in FY23, highlighting a successful transition toward differentiated opportunities.
- Rubicon maintained stable pricing trends, aided by increasing focus on specialty products, drug-device combinations, and limited-competition products.
- R&D investments remained elevated at INR1.9b in FY26 (~11% of sales), while R&D productivity improved materially with incremental revenue generated on lagged R&D spend increasing to 5.9x in FY26 versus 3.3x in FY24.
- The company continued scaling its nasal spray and drug-device combination portfolio with five approved nasal spray products and additional opportunities under development, strengthening its differentiated pipeline.
- Capacity expansion initiatives progressed during FY26 with qualification and filing completed for the acquired Pithampur facility, which is expected to support future growth and reduce outsourcing dependence from 1QCY27.

India – R&D leverage through the Arinna platform

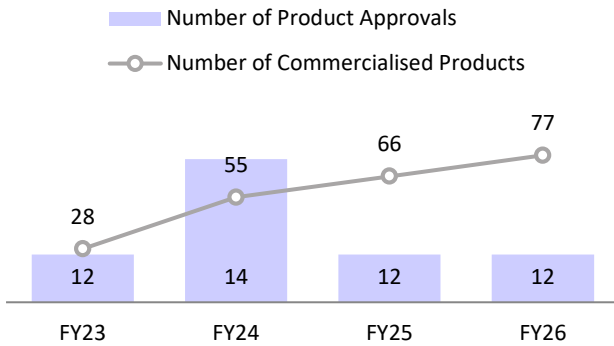
- Rubicon strengthened its India formulations presence through the acquisition of Arinna Lifesciences, a CNS-focused branded formulations company with 60 brands, ~160 sales representatives, 4,000 active prescribers, and distribution reach across 5,000+ pharmacies.

Reiterate BUY

- We marginally raise our earnings for FY27/FY28. Rubicon has delivered an exceptional 54% revenue CAGR over FY22–26, with gross profit compounding at 50% over the same period. The company has transformed from an EBITDA loss of INR392m in FY22 to INR4b in FY26 — a testament to the consistent and disciplined R&D investment cycle. The outlook remains equally compelling, with multiple growth levers in place: differentiated products within the US generics space, prescription-led brand building in the US market, and domestic formulation scale-up through Arinna. We expect earnings to compound at 30% over FY26–28.
- Given the strong track record, robust earnings compounding outlook, and superior return ratios, we expand our P/E multiple to 45x (from 37x previously), arriving at our revised TP of INR1,160. **Reiterate BUY.**

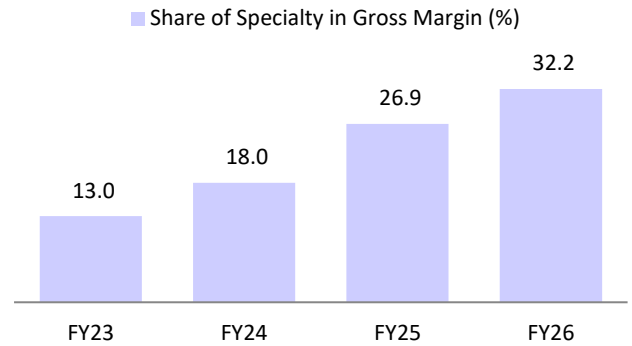
Story in charts

Exhibit 1: 12 approvals in FY26; 77 commercialized until FY26



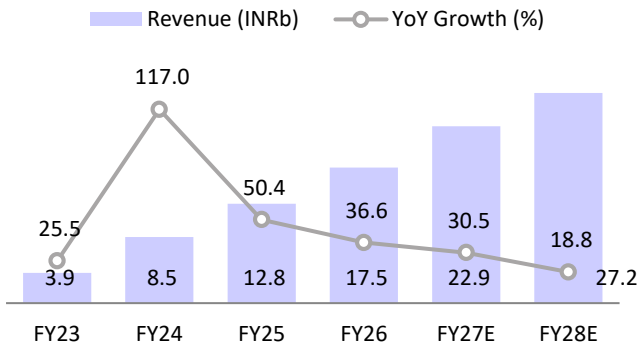
Source: MOFSL, Company

Exhibit 2: The share of specialty products improved to 32.2% of gross profit



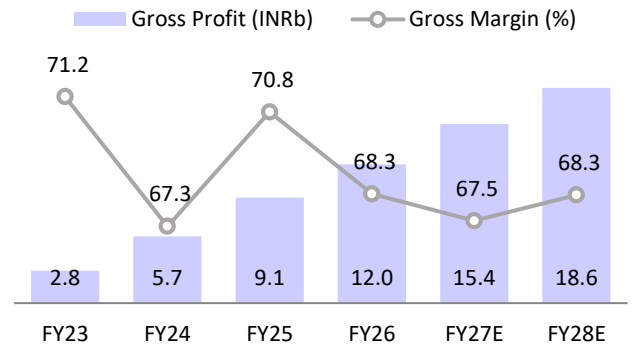
Source: MOFSL, Company

Exhibit 3: Revenue to post ~25% CAGR over FY26-28



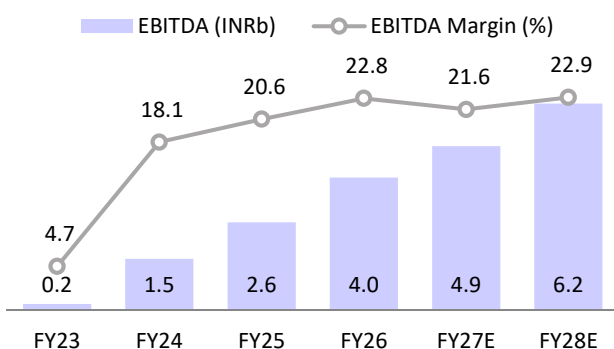
Source: MOFSL, Company

Exhibit 4: Gross margin to gradually recover by FY28



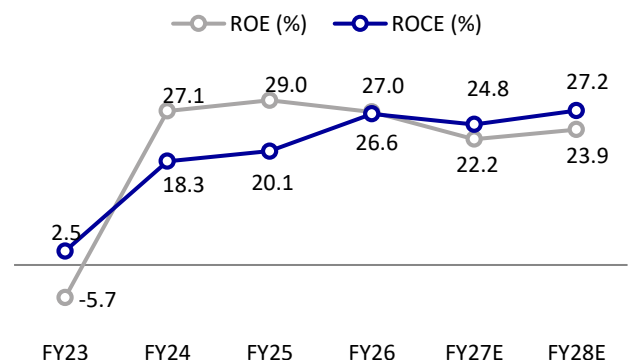
Source: MOFSL, Company

Exhibit 5: Expect EBITDA CAGR of 25% over FY26-28



Source: MOFSL, Company

Exhibit 6: RoCE to improve with better utilization of assets



Source: MOFSL, Company

Financials and valuations

Income statement

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Net sales	3,136	3,935	8,539	12,843	17,540	22,888	27,192
Change (%)	-0.4	25.5	117.0	50.4	36.6	30.5	18.8
Total Expenditure	3,528	3,750	6,993	10,200	13,537	17,939	20,960
% of Sales	112.5	95.3	81.9	79.4	77.2	78.4	77.1
EBITDA	-392	185	1,546	2,643	4,002	4,948	6,232
Margin (%)	-12.5	4.7	18.1	20.6	22.8	21.6	22.9
Depreciation	340	361	390	366	453	636	730
EBIT	-732	-176	1,156	2,277	3,550	4,312	5,501
Int. and Finance Charges	97	190	313	368	422	331	276
Other Income	169	255	185	36	77	92	163
PBT after EO Exp.	-661	-110	1,029	1,945	3,205	4,073	5,389
Tax Rate (%)	-1.5	-52.8	11.5	30.9	23.0	22.2	22.4
Reported PAT	-671	-169	911	1,344	2,467	3,169	4,182
Adjusted PAT	-671	-169	911	1,344	2,467	3,169	4,182
Change (%)	NA	NA	NA	47.6	83.6	28.4	32.0
Margin (%)	-21.4	-4.3	10.7	10.5	14.1	13.8	15.4

Balance Sheet

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	51	51	152	154	165	165	165
Total Reserves	3,003	2,813	3,698	5,256	12,723	15,520	19,210
Net Worth	3,054	2,864	3,850	5,410	12,888	15,685	19,375
Total Loans	1,800	3,197	4,245	4,176	3,110	2,310	2,210
Deferred Tax Liabilities	39	15	-9	-18	-130	-130	-130
Capital Employed	4,893	6,075	8,086	9,568	15,868	17,865	21,455
Gross Block	3,143	3,568	4,404	4,924	7,364	8,539	9,723
Less: Accum. Deprn.	1,235	1,596	1,845	2,131	2,583	3,220	3,950
Net Fixed Assets	1,908	1,972	2,559	2,793	4,781	5,319	5,773
Goodwill on Consolidation	22	22	513	476	539	539	539
Capital WIP	26	245	97	69	406	481	571
Total Investments	71	77	80	74	358	358	358
Curr. Assets, Loans&Adv.	3,617	5,181	7,837	11,084	17,054	20,493	25,218
Inventory	896	1,672	3,005	5,216	7,290	9,594	11,473
Account Receivables	1,396	2,250	3,015	3,238	5,087	6,459	7,450
Cash and Bank Balance	526	589	584	1,162	3,460	2,853	4,409
Loans and Advances	800	670	1,233	1,468	1,217	1,588	1,886
Curr. Liability & Prov.	752	1,422	3,000	4,928	7,269	9,325	11,005
Account Payables	570	969	1,767	2,391	3,775	4,766	5,587
Other Current Liabilities	147	282	660	1,122	1,016	1,325	1,574
Provisions	35	171	573	1,415	2,479	3,234	3,843
Net Current Assets	2,865	3,759	4,837	6,156	9,785	11,168	14,214
Appl. of Funds	4,892	6,075	8,086	9,568	15,868	17,865	21,455

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)							
EPS	-4.1	-1.0	5.5	8.1	14.9	19.2	25.3
Cash EPS	-2.2	1.3	8.5	11.1	17.7	23.0	29.8
BV/Share	20.1	18.8	25.3	35.1	78.1	95.0	117.4
DPS	0.0	0.0	0.0	0.0	1.5	1.9	2.5
Payout (%)	0.0	0.0	0.0	0.0	11.8	11.8	11.8
Valuation (x)							
P/E	-247.0	-981.5	182.0	123.4	67.2	52.3	39.6
EV/Sales	16.6	13.6	18.3	12.3	9.4	7.2	6.0
EV/EBITDA	-133.0	289.4	101.1	59.7	41.3	33.4	26.2
Return Ratios (%)							
RoE	-19.8	-5.7	27.1	29.0	27.0	22.2	23.9
RoCE	-14.2	2.5	18.3	20.1	26.6	24.8	27.2
RoIC	-18.8	-5.7	16.4	20.2	27.5	26.0	28.2
Working Capital Ratios							
Fixed Asset Turnover (x)	1.0	1.1	1.9	2.6	2.4	2.7	2.8
Inventory (Days)	104	155	128	148	152	153	154
Debtor (Days)	162	209	129	92	106	103	100
Creditor (Days)	66	90	76	68	79	76	75
Leverage Ratio (x)							
Current Ratio	4.8	3.6	2.6	2.2	2.3	2.2	2.3
Interest Cover Ratio	-7.5	-0.9	3.7	6.2	8.4	13.0	20.0
Net Debt/Equity	0.4	0.9	0.9	0.5	-0.1	-0.1	-0.1

Cash Flow statement

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
OP/(Loss) before Tax	-662	-110	1,029	1,945	3,205	4,073	5,389
Depreciation	340	361	390	366	453	636	730
Interest & Finance Charges	97	190	313	368	422	331	276
Direct Taxes Paid	-85	-18	-181	-387	-1,085	-904	-1,207
(Inc)/Dec in WC	-156	-1,081	-1,351	-900	-1,146	-1,990	-1,489
CF from Operations	-465	-660	199	1,391	1,849	2,145	3,699
Others	-162	-88	11	200	202	-92	-163
CF from Operating incl EO	-627	-747	210	1,592	2,050	2,054	3,536
(Inc)/Dec in FA	-545	-444	-560	-678	-2,289	-1,249	-1,275
Free Cash Flow	-1,172	-1,192	-350	914	-238	804	2,261
(Pur)/Sale of Investments	143	0	0	0	0	0	0
CF from Investments	-549	-338	-685	-648	-4,097	-1,158	-1,112
Issue of Shares	0	0	0	81	4,832	0	0
Inc/(Dec) in Debt	729	1,405	736	-148	-1,633	-800	-100
Interest Paid	-93	-174	-298	-328	-365	-331	-276
CF from Fin. Activity	631	1,228	436	-398	2,831	-1,503	-867
Inc/Dec of Cash	-546	142	-40	545	784	-607	1,557
Opening Balance	842	526	589	584	1,163	3,460	2,853
Closing Balance	526	589	584	1,163	3,460	2,853	4,409

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

NOTES

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://onlinereports.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>. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

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: Yes.
Nature of Financial interest is holding equity shares or derivatives of the subject company
- Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report:No
- 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, 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, 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 registered Mutual Fund Distributor and SIF Distributor: 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.