11 August 2026

1QFY27 Results Update | Sector: Automobile

MRF

Estimate change	⟷
TP change	⟷
Rating change	⟷

Bloomberg	MRF IN
Equity Shares (m)	4
M.Cap.(INRb)/(USD	556.1 / 5.8
52-Week Range	163600 / 122000
1, 6, 12 Rel. Per (%)	-3/-8/-7
12M Avg Val (INR M)	1058

Financials & valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	311.5	339.8	368.5
EBITDA	49.0	46.6	52.2
Adj. PAT	24.7	21.8	25.4
EPS (INR)	5,834	5,146	5,997
EPS Growth (%)	32.3	-11.8	16.5
BV/Share (INR)	49,468	54,364	60,086
Ratios			
RoE (%)	12.5	9.9	10.5
RoCE (%)	11.8	9.7	10.3
Payout (%)	4.1	4.9	4.6
Valuations			
P/E (x)	22.5	25.5	21.9
P/BV (x)	2.7	2.4	2.2
Div. Yield (%)	0.2	0.2	0.2
FCF yield (%)	5.7	4.3	4.3

Shareholding pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	27.8	27.8	27.8
DII	12.1	12.3	11.7
FII	17.4	18.0	18.7
Others	42.7	42.0	41.9

FII includes depository receipts

CMP: INR131,125 TP: INR113,936 (-13%) Sell

A surge in input costs drives an earnings miss

Margins likely to remain under pressure in the near term

- MRF's 1QFY27 adj. PAT at INR4.7b was largely in line. PAT was supported by higher-than-expected other income despite weak EBITDA margin at 11.4% vs. our est. of 12.6%.
- Management remains cautious about the demand outlook given the risk of a subnormal monsoon. Further, rising raw material costs and supply chain disruptions due to the ongoing Middle East conflict remain key near-term headwinds. As a result, we expect MRF to post just 1% earnings CAGR over FY26-28. While its RoCE has improved to 11.8% from a recent dip to 10% in FY25, it is likely to dip to 10% by FY27E given the sustained margin pressure. Given its subpar returns, valuations at 25.5x/21.9x FY27E/FY28E appear expensive. **Reiterate Sell** with a TP of INR113,936, valued at 19x FY28E EPS.

A spike in input costs hurts margins

- Standalone revenue grew 10% YoY to INR82.9b (in line).
- Demand from OEMs was buoyant as vehicle sales across segments witnessed strong growth. Replacement demand also continued to be robust.
- EBITDA margin contracted 220bp YoY to 11.4% vs. est. of 12.6% on account of higher input costs.
- As a result, EBITDA declined 8% YoY to INR9.5b (9% below our est).
- The company has taken price increases and cost management measures in this quarter, which helped to partially offset cost increases. RM prices continue to remain firm due to the ongoing conflict in the Middle East. The impact of higher costs on margins is expected to continue.
- Other income was significantly higher at INR1.9b vs. our est of INR1.4b, supporting earnings.
- PAT declined 2% YoY to INR4.7b (in line).

Valuation and view

Management remains cautious about the demand outlook given the risk of a sub-normal monsoon. Further, rising raw material costs and supply chain disruptions due to the ongoing Middle East crisis remain key near-term headwinds. As a result, we expect MRF to post just 1% earnings CAGR over FY26-28E. While its RoCE has improved to 11.8% from a recent dip to 10% in FY25, it is likely to decline back to 10% by FY27E given the sustained margin pressure. Given its subpar returns, valuations at 25.5x/21.9x FY27E/FY28E appear expensive. **Reiterate Sell** with a TP of INR113,936, valued at 19x FY28E EPS.

Research analyst - Aniket Mhatre (Aniket.Mhatre@MotilalOswal.com) | **Radha Agarwalla** (Radha.Agarwalla@MotilalOswal.com)
Research analyst - Jeemit Shah (Jeemit.Shah@MotilalOswal.com) | **Uday Nair** (Uday.Nair@MotilalOswal.com)

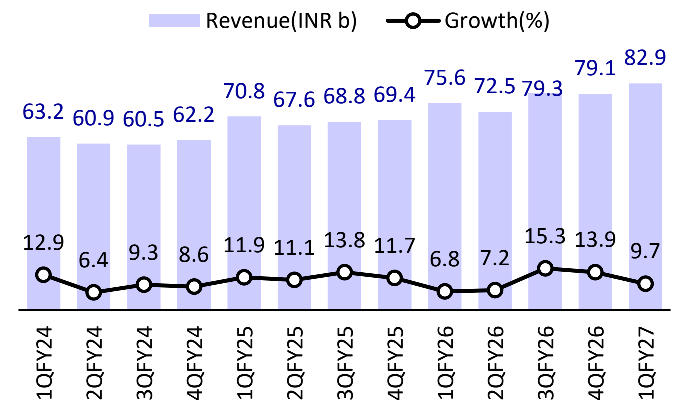
Standalone - Quarterly Earnings Model **(INR M)**

Y/E March	FY26				FY27E				FY26	FY27E	1QE	VAR (%)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
Net Sales	**75,603**	**72,497**	**79,337**	**79,084**	**82,916**	**79,746**	**85,684**	**85,971**	**3,06,521**	**3,34,317**	**83,163**	**0**
YoY Change (%)	6.8	7.2	15.3	13.9	9.7	10.0	8.0	8.7	10.8	9.1	10.0	
Total Expenditure	65,259	61,599	65,693	66,453	73,429	68,901	73,345	73,183	2,58,365	2,88,858	72,685	
EBITDA	**10,343**	**10,898**	**13,644**	**12,632**	**9,486**	**10,846**	**12,338**	**12,788**	**48,156**	**45,458**	**10,479**	**-9**
Margins (%)	13.7	15.0	17.2	16.0	11.4	13.6	14.4	14.9	15.7	13.6	12.6	-120bp
Change (%)	-9.1	11.9	70.2	21.1	-8.3	-0.5	-9.6	1.2	21.7	-5.6	1.3	
Depreciation	4,270	4,433	4,362	4,409	4,458	4,650	4,900	5,178	17,475	19,187	4,500	
Interest	822	708	736	706	697	760	720	824	2,976	3,002	780	
Other Income	1,255	1,067	1,231	1,329	1,915	1,050	1,310	1,224	4,994	5,498	1,400	
PBT before EO expense	**6,507**	**6,824**	**9,777**	**8,846**	**6,245**	**6,486**	**8,028**	**8,009**	**32,699**	**28,768**	**6,599**	
Extra-Ord expense	0	0	772	-152	0	0	0	0	620	0	0	
PBT	**6,507**	**6,824**	**9,005**	**8,998**	**6,245**	**6,486**	**8,028**	**8,009**	**32,079**	**28,768**	**6,599**	
Tax	1,665	1,708	2,214	2,194	1,502	1,641	2,031	2,105	7,925	7,278	1,669	
Rate (%)	25.6	25.0	24.6	24.4	24.0	25.3	25.3	26.3	24.7	25.3	25.3	
Reported PAT	**4,842**	**5,116**	**6,791**	**6,804**	**4,744**	**4,845**	**5,997**	**5,904**	**24,154**	**21,490**	**4,929**	
Adj PAT	**4,842**	**5,116**	**7,373**	**6,690**	**4,744**	**4,845**	**5,997**	**5,904**	**24,621**	**21,490**	**4,929**	**-4**
YoY Change (%)	-13.9	12.3	140.4	34.4	-2.0	-5.3	-18.7	-11.7	35.1	-12.7	1.8	
Margins (%)	6.4	7.1	8.6	8.6	5.7	6.1	7.0	6.9	8.0	6.4	5.9	
E: MOFSL Estimates												
Key Performance Indicators												
RM Cost(% of sales)	65.7	63.6	62.1	61.7	67.3	65.0	64.0	63.4	63.4	64.9	66.5	80bp
Staff Cost(% of sales)	6.1	6.6	6.4	6.8	5.9	6.7	6.8	6.6	6.4	6.5	6.5	-60bp
Other costs(% of sales)	14.5	14.7	14.3	15.6	15.4	14.7	14.8	15.1	14.5	15.0	14.4	100bp
Gross Margin(%)	34.3	36.4	37.9	38.3	32.7	35.0	36.0	36.6	36.6	35.1	33.5	-80bp
EBITDA Margin(%)	13.7	15.0	17.2	16.0	11.4	13.6	14.4	14.9	15.7	13.6	12.6	-120bp

E: MOFSL Estimates

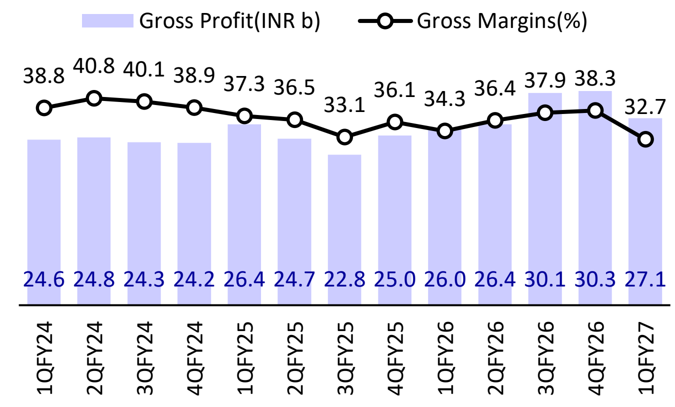
Key exhibits

Exhibit 1: Revenue trend



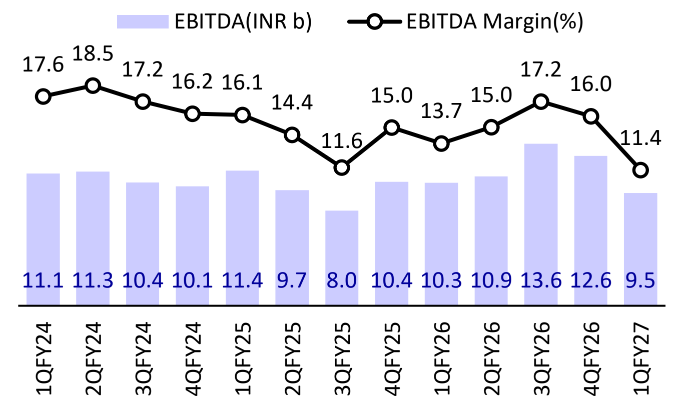
Source: MOFSL, Company

Exhibit 2: Gross margin trend



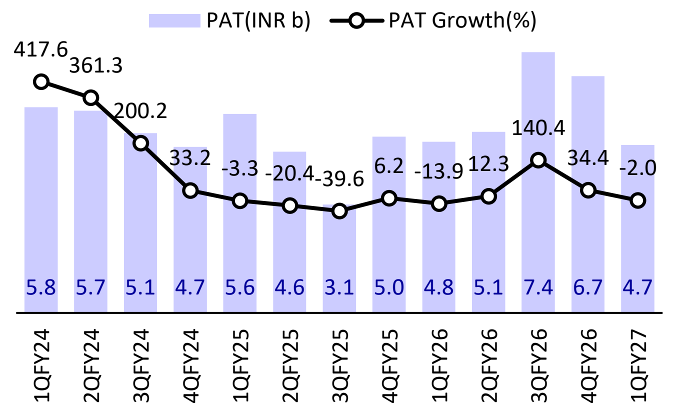
Source: MOFSL, Company

Exhibit 3: EBITDA and EBITDA margin trends



Source: MOFSL, Company

Exhibit 4: PAT and PAT growth trends



Source: MOFSL, Company

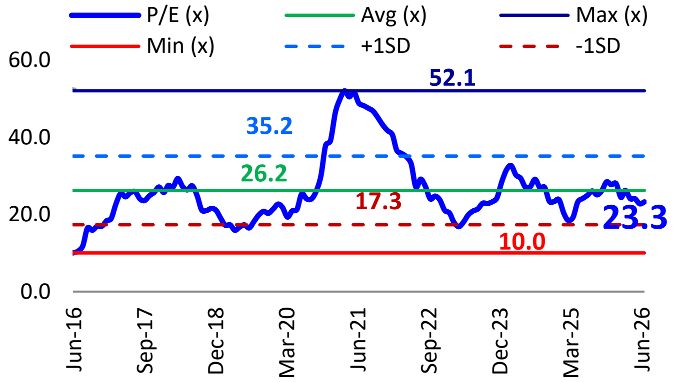
Valuation and view

- Management remains cautious about the demand outlook given the risk of a sub-normal monsoon. Further, rising raw material costs and supply chain disruptions due to the ongoing Middle East crisis remain key near-term headwinds. As a result, we expect MRF to post just 1% earnings CAGR over FY26-28E. While its RoCE has improved to 11.8% from a recent dip to 10% in FY25, it is likely to decline back to 10% by FY27E given the sustained margin pressure. Given its subpar returns, valuations at 25.5x/21.9x FY27E/FY28E appear expensive. **Reiterate Sell** with a TP of INR113,936, valued at 19x FY28E EPS.

Exhibit 5: Our revised estimates (Consolidated)

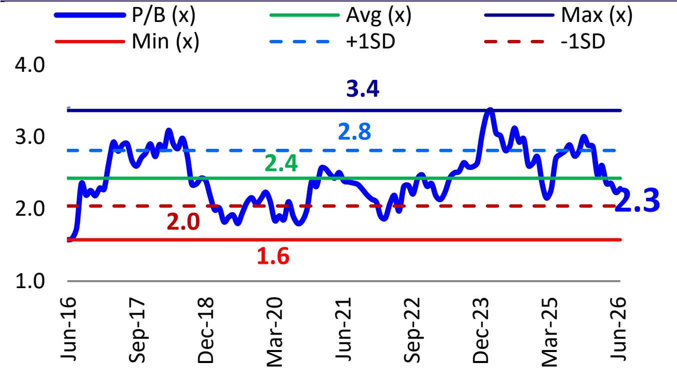
(INR m)	FY27E			FY28E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	3,39,783	3,39,783	0.0	3,68,469	3,68,469	0.0
EBITDA	46,595	47,614	-2.1	52,159	52,159	0.0
EBITDA (%)	13.7	14.0	-30bp	14.2	14.2	0bp
Adj. PAT	21,819	22,581	-3.4	25,426	25,426	0.0
EPS (INR)	5146	5326	-3.4	5997	5997	0.0

Exhibit 6: One-year forward P/E



Source: MOFSL, Company

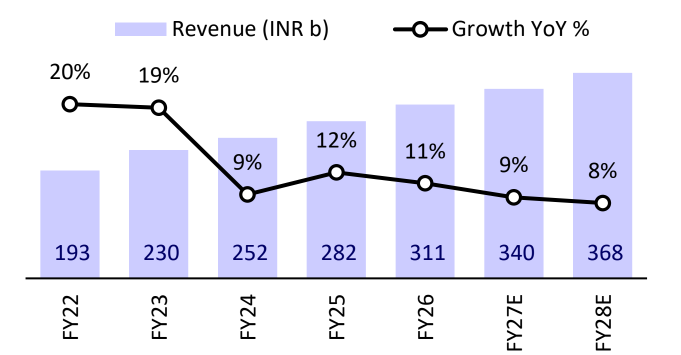
Exhibit 7: One-year forward P/B



Source: MOFSL, Company

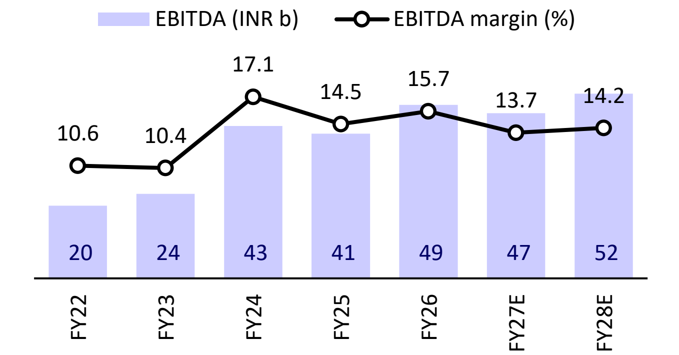
Story in charts

Exhibit 8: Revenue and growth trends



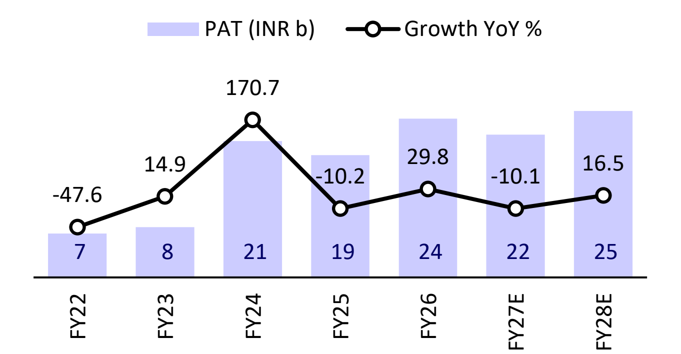
Source: MOFSL, Company

Exhibit 9: Trend in EBITDA



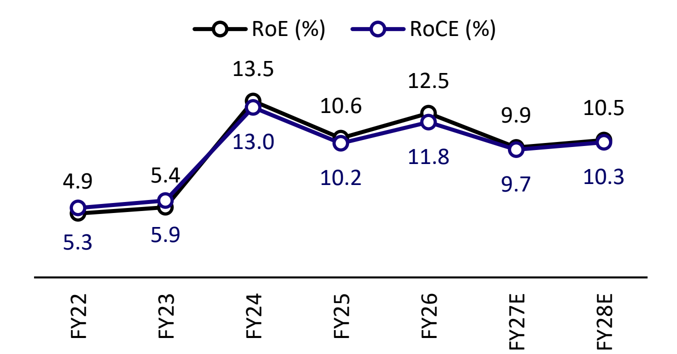
Source: MOFSL, Company

Exhibit 10: Trend in PAT



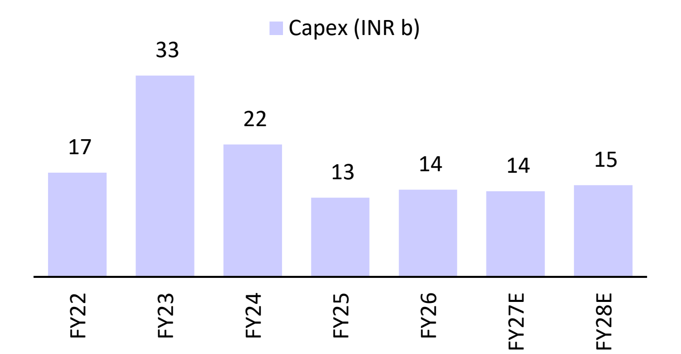
Source: MOFSL, Company

Exhibit 11: Trend in capital efficiency



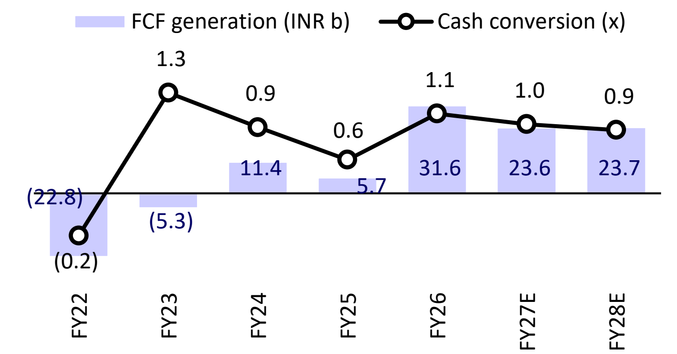
Source: MOFSL, Company

Exhibit 12: Trend in capex



Source: MOFSL, Company

Exhibit 13: FCF generation to be consistently positive



Source: MOFSL, Company

Financials and valuations

Consolidated - Income Statement								INR m
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Total Income from Operations	**1,61,632**	**1,93,167**	**2,30,085**	**2,51,692**	**2,81,532**	**3,11,490**	**3,39,783**	**3,68,469**
Change (%)	-0.5	19.5	19.1	9.4	11.9	10.6	9.1	8.4
EBITDA	**29,423**	**20,498**	**23,891**	**42,999**	**40,845**	**49,006**	**46,595**	**52,159**
EBITDA Margin (%)	18.2	10.6	10.4	17.1	14.5	15.7	13.7	14.2
Depreciation	11,408	12,051	12,531	14,300	16,536	17,536	19,248	20,379
EBIT	**18,016**	**8,447**	**11,361**	**28,700**	**24,309**	**31,470**	**27,346**	**31,779**
EBIT Margin (%)	11.1	4.4	4.9	11.4	8.6	10.1	8.0	8.6
Int. and Finance Charges	2,747	2,538	3,190	3,530	3,600	3,662	3,688	3,848
Other Income	2,099	3,170	2,527	3,168	4,081	5,046	5,551	6,106
PBT bef. EO Exp.	**17,368**	**9,079**	**10,697**	**28,338**	**24,790**	**32,854**	**29,210**	**34,037**
EO Items	0	0	0	-464	0	-632	0	0
PBT after EO Exp.	**17,368**	**9,079**	**10,697**	**27,874**	**24,790**	**32,221**	**29,210**	**34,037**
Tax Rate (%)	26.5	26.3	28.1	25.3	24.6	24.7	25.3	25.3
Reported PAT	**12,771**	**6,692**	**7,690**	**20,812**	**18,693**	**24,261**	**21,819**	**25,426**
Adjusted PAT	**12,771**	**6,692**	**7,690**	**21,158**	**18,693**	**24,737**	**21,819**	**25,426**
Change (%)	-10.2	-47.6	14.9	170.7	-10.2	29.8	-10.1	16.5

Consolidated - Balance Sheet								INR m
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Equity Share Capital	42	42	42	42	42	42	42	42
Total Reserves	1,34,094	1,40,275	1,47,034	1,66,988	1,84,842	2,09,703	2,30,463	2,54,722
Net Worth	**1,34,137**	**1,40,318**	**1,47,077**	**1,67,030**	**1,84,885**	**2,09,746**	**2,30,505**	**2,54,765**
Deferred Tax Liabilities	3,802	1,537	1,214	1,075	1,219	2,422	2,422	2,422
Total Loans	20,398	28,180	24,295	28,215	37,712	32,067	32,067	32,067
Capital Employed	**1,58,339**	**1,70,036**	**1,72,587**	**1,96,321**	**2,23,817**	**2,44,236**	**2,64,995**	**2,89,255**
Gross Block	1,40,786	1,52,874	1,69,729	1,98,467	2,24,779	2,42,361	2,56,361	2,71,361
Less: Accum. Deprn.	46,378	57,656	68,549	78,004	92,572	1,12,697	1,31,945	1,52,324
Net Fixed Assets	**94,408**	**95,218**	**1,01,180**	**1,20,462**	**1,32,208**	**1,29,664**	**1,24,416**	**1,19,037**
Capital WIP	10,022	12,331	30,459	23,845	11,686	10,338	10,338	10,338
Total Investments	**58,740**	**36,565**	**30,851**	**33,830**	**45,482**	**52,759**	**76,978**	**1,01,978**
Curr. Assets, Loans&Adv.	**62,649**	**84,066**	**78,572**	**86,749**	**1,02,888**	**1,24,017**	**1,27,426**	**1,37,459**
Inventory	29,388	41,297	41,411	44,686	56,248	54,168	50,605	54,596
Account Receivables	22,543	23,327	25,033	29,120	33,703	35,416	39,098	42,399
Cash and Bank Balance	1,694	2,561	2,585	3,454	3,765	3,046	3,279	3,112
Loans and Advances	9,024	16,881	9,544	9,490	9,173	31,387	34,444	37,352
Curr. Liability & Prov.	**67,480**	**58,144**	**68,475**	**68,565**	**68,448**	**72,543**	**74,163**	**79,556**
Account Payables	34,414	20,568	24,358	26,528	28,220	32,108	30,524	32,931
Other Current Liabilities	28,915	33,541	39,629	35,033	33,931	32,171	35,375	38,361
Provisions	4,150	4,035	4,488	7,004	6,297	8,264	8,264	8,264
Net Current Assets	**-4,831**	**25,923**	**10,098**	**18,184**	**34,440**	**51,474**	**53,263**	**57,902**
Appl. of Funds	**1,58,339**	**1,70,036**	**1,72,587**	**1,96,321**	**2,23,817**	**2,44,236**	**2,64,995**	**2,89,255**

E: MOFSL Estimates

Financials and valuations

Ratios								
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
Basic (INR)								
EPS	**3,012**	**1,578**	**1,814**	**4,990**	**4,409**	**5,834**	**5,146**	**5,997**
Cash EPS	5,702	4,420	4,769	8,363	8,309	9,970	9,686	10,803
BV/Share	31,636	33,094	34,688	39,394	43,605	49,468	54,364	60,086
FCF per share	8,191	-5,384	-1,261	2,684	1,352	7,463	5,577	5,599
DPS	150	150	175	200	235	235	250	275
Payout (%)	5.0	9.5	9.6	4.1	5.3	4.1	4.9	4.6
Valuation (x)								
P/E	43.6	83.1	72.3	26.3	29.8	22.5	25.5	21.9
P/BV	4.1	4.0	3.8	3.3	3.0	2.7	2.4	2.2
EV/Sales	3.2	2.8	2.4	2.2	1.9	1.8	1.5	1.3
EV/EBITDA	17.5	26.6	22.9	12.7	13.3	11.3	10.9	9.3
Dividend Yield (%)	0.1	0.1	0.1	0.2	0.2	0.2	0.2	0.2
Return Ratios (%)								
RoE	10.0	4.9	5.4	13.5	10.6	12.5	9.9	10.5
RoCE	10.0	5.3	5.9	13.0	10.2	11.8	9.7	10.3
ROIC	14.1	6.0	7.2	17.6	12.3	13.9	11.6	13.6
Working Capital Ratios								
Fixed Asset Turnover (x)	1.1	1.3	1.4	1.3	1.3	1.3	1.3	1.4

Consolidated - Cash Flow Statement								INR m
Y/E March	**FY21**	**FY22**	**FY23**	**FY24**	**FY25**	**FY26**	**FY27E**	**FY28E**
OP/(Loss) before Tax	17,368	9,079	10,697	27,874	24,790	32,221	29,210	34,037
Depreciation	11,408	12,051	12,531	14,300	16,536	17,536	19,248	20,379
Interest & Finance Charges	2,747	2,538	3,190	3,530	3,600	3,662	3,688	3,848
Direct Taxes Paid	-5,168	-2,135	-3,278	-7,222	-5,925	-6,820	-7,390	-8,611
(Inc)/Dec in WC	18,222	-25,088	6,357	-3,283	-17,109	2,502	-1,556	-4,806
Others	-1,331	-2,226	-1,943	-2,194	-3,214	-3,200	-5,551	-6,106
CF from Operating incl EO	**43,246**	**-5,780**	**27,555**	**33,005**	**18,678**	**45,903**	**37,648**	**38,741**
(Inc)/Dec in FA	-8,516	-17,046	-32,901	-21,623	-12,945	-14,260	-14,000	-15,000
Free Cash Flow	**34,730**	**-22,827**	**-5,346**	**11,382**	**5,733**	**31,643**	**23,648**	**23,741**
(Pur)/Sale of Investments	-43,336	23,831	6,512	-1,297	-9,259	13,734	-43,000	-25,000
Others	989	-5,097	7,171	-857	1,381	-34,835	24,332	6,106
CF from Investments	**-50,862**	**1,687**	**-19,218**	**-23,777**	**-20,823**	**-35,362**	**-32,668**	**-33,894**
Inc/(Dec) in Debt	1,435	8,199	-3,854	-3,526	8,195	-3,866	0	0
Interest Paid	-2,540	-2,361	-2,698	-2,896	-2,726	-2,896	-3,688	-3,848
Dividend Paid	-424	-636	-636	-742	-848	-997	-1,060	-1,166
Others	-971	-965	-1,207	-1,518	-1,800	-3,444	0	0
CF from Fin. Activity	**-2,500**	**4,238**	**-8,395**	**-8,682**	**2,821**	**-11,202**	**-4,748**	**-5,014**
Inc/Dec of Cash	**-10,117**	**145**	**-59**	**546**	**676**	**-661**	**233**	**-167**
Opening Balance	11,785	2,399	2,544	2,485	3,031	3,706	3,046	3,278
Closing Balance	**1,668**	**2,544**	**2,485**	**3,031**	**3,706**	**3,046**	**3,278**	**3,111**

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

1. 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
2. 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
3. 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.
4. 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.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).
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(ies) in the past 12 months.
8. 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.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

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

Disclaimer:

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

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

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

Registration granted by SEBI, 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.