

Margins Intact; Management Lays Down Focus Growth Areas
Est. Vs. Actual for Q4FY25: Revenue – **BEAT**; EBITDA – **BEAT**; PAT – **BEAT**
Change in Estimates post Q4FY25:
FY26E/FY27E: Revenue -4.0%/-4.0%; EBITDA -4.1%/-4.1%; PAT -3.8%/-3.8%

Recommendation Rationale

- **Outperformance in Exports Market:** Bajaj Auto reported strong export growth of 19% YoY in Q4FY25, with Latin America contributing over 30% of export volumes and 65%+ of the mix coming from premium brands like Pulsar and Dominar. Brazil recorded ~7,000 units sold in Q4—surpassing FY24's full-year sales—prompting a ramp-up in local plant capacity from 20K to 30K units, with a target of 50K by Dec'25. Africa and Asia markets remained stable, while KTM exports from India are set to resume next quarter following the revival of KTM Austria. Management guides for 15–20% QoQ export growth in FY26, supported by strong demand, market recovery, and product mix improvement.
- **EVs Gaining Momentum:** The e3W industry grew ~60% YoY in FY25, and Bajaj's market share increased from 17% to 33%. Post the introduction of the GoGo brand, the e3W business now contributes 20% of commercial vehicle revenue. In e2Ws, Chetak witnessed market share rising from 13% to 25% YoY, driven by the successful launch of the 35 Series in Dec'24. The e2W network stands at 310 Chetak Experience Centres and 3000+ sales points. Further product line expansion is planned for FY26 to capture new sub-segments. (The Co highlighted supply issues related to rare earth metals from China if not resolved, there could be concerns from Jul'25 onward).

Sector Outlook: Positive

Company Outlook & Guidance: In FY26, the management's focus is on gaining leadership in the 125cc+ motorcycle segment, expanding exports—especially in Latin America—and scaling key platforms like Chetak, GoGo, and Freedom. Expanding operations in Brazil, reviving KTM, boosting spares performance, and growing KTM and Triumph in India remain key priorities. The company also aims to balance growth with profitability amid ongoing market volatility.

Current Valuation: 24x P/E on core Mar'27E EPS (earlier 23x) plus PMAG stake and cash reserves at 1x book value.

Current TP: **Rs 9,890/share** (Earlier TP: Rs 9,380/share)

Recommendation: We maintain our BUY rating on the stock.

Financial Performance: Bajaj's Q4FY25 beat our estimates on all fronts. Total revenue grew ~5.8% YoY (down 5.1% QoQ), driven primarily by ~3.2% YoY growth (down 9.9% QoQ) in volumes and better ASP due to higher exports and an improved CV mix. EBITDA increased ~6.3% YoY (down 5% QoQ) and EBITDA margins remained steady at 20.2%, supported by cost reduction initiatives and lower personnel costs. PAT rose 5.9% YoY (down 2.8% QoQ).

Outlook: We model a 10%/11% CAGR for EBITDA/PAT over FY25–27E, driven by expectations of a recovery in exports and growth in EVs. EBITDA margins are expected to remain in the range of 20% for FY25–27E. Key risks include volatility in commodity costs and currency fluctuations.

Valuation & Recommendation: The focus on expanding the premium MC, E2W, and E3W portfolio, along with leveraging new product launches and the gradual recovery in exports, is expected to provide sufficient operational levers to sustain margins despite rising input costs. We value the stock at a sustainable PE multiple of 24x its Mar'27E core EPS (previously 23x Mar'27), adding the company's stake in PMAG and surplus cash reserves at 1x book value to arrive at a TP of Rs 9,890/share (previously Rs 9,380/share). The TP implies an 11% upside from the CMP. We maintain a BUY on the stock from a long-term perspective.

Key Financials (Standalone)

(Rs Cr)	Q4FY25	QoQ (%)	YoY (%)	Axis Est.	Variance
Net Sales	12,148	-5.1%	5.8%	11,793	3.0%
EBITDA	2,451	-5.0%	6.3%	2,357	4.0%
EBITDA Margin	20.17%	2	9	19.99%	19
Adj Net Profit	2,049	-2.8%	5.9%	1,915	7.0%
Adj EPS (Rs)	73.4	-2.8%	7.2%	67.8	8.3%

Source: Company, Axis Securities Research

(CMP as of 29th May 2025)

CMP (Rs)	8,873
Upside /Downside (%)	11%
High/Low (Rs)	12,772/7,088
Market cap (Cr)	2,47,793
Avg. daily vol. (6m) Shrs.	446252
No. of shares (Cr)	27.93

Shareholding (%)

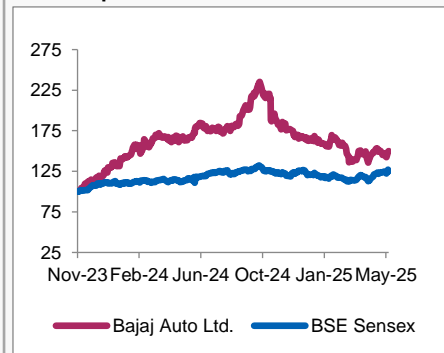
	Sep-24	Dec-24	Mar-25
Promoter	55.0	55.0	55.0
FII	14.3	12.5	11.6
Mutual Funds	5.3	6.2	6.5
Fin Institutions	0.0	0.0	0.1
Others	25.3	26.3	26.8

Financial & Valuations

Y/E Mar (Rs Cr)	FY25	FY26E	FY27E
Net Sales	50,010	56,364	61,080
EBITDA	10,099	11,389	12,273
Adj. Net Profit	8,151	9,369	10,041
EPS (Rs.)	288.3	331.4	355.1
PER (x)	30.8	26.8	25.0
EV/EBITDA (x)	24.8	21.6	19.5
P/BV (x)	8.6	7.3	6.2
ROE (%)	28.2	27.8	25.4

Change in Estimates (%)

Y/E Mar	FY26E	FY27E
Sales	-4.0%	-4.0%
EBITDA	-4.1%	-4.1%
PAT	-3.8%	-3.8%

Relative performance


Source: Ace Equity, Axis Securities Research

Shridhar Kallani

Research Analyst

Email: shridhar.kallani@axissecurities.in

Key Concall Highlights

Bajaj Auto – FY25 Review & FY26 Outlook

- Market Outlook:** Bajaj Auto witnessed a slowdown in demand during Q4FY25, especially in smaller urban and deep rural markets, while performance in mid-tier towns remained robust and metro regions stable. Inflationary pressures, particularly on rentals, impacted customer affordability in larger cities. Geographically, demand from southern markets was subdued, whereas northern states like Uttar Pradesh, Delhi, and Haryana were relatively resilient. While management remains cautious about short-term demand trends, it expects the overall two-wheeler industry to grow by 5–6% YoY in FY26E.
- Market Share Trends:** Industry growth in FY25 was driven by the 125cc+ motorcycle segment, which grew 12% YoY, while the entry-level 100cc segment remained flat. Bajaj Auto, with a strong foothold in the 125cc+ segment, maintained its No. 2 position. Based on VAHAN data, the company's market share improved from 21% in FY23 to 26% in FY24 but moderated to 24% in FY25. To regain market share and target leadership, Bajaj revitalised its Pulsar portfolio (125cc–400cc), launching six new variants in Q4FY25, which were well received.
- Premium Segment (KTM and Triumph):** KTM and Triumph reported robust performance in FY25, clocking combined volumes of nearly 1 Lc units (+12% YoY). KTM saw a sharp rebound in H2FY25, led by strategic pricing and model upgrades (Duke 200/250 and Adventure 390). Triumph volumes doubled YoY to 11K units, supported by the launch of Triumph T4 and the refreshed Speed 400. The premium retail footprint expanded to 136 outlets across 100 cities. Currently, KTM's offerings are limited to sub-400cc motorcycles; however, the company aims to enter higher displacement categories (up to 990cc) subject to regulatory and acquisition approvals.
- Commodity & Currency Dynamics:** Q4FY25 saw a relatively stable commodity cost environment. Firming prices in precious metals like palladium, rhodium, and platinum were balanced by softness in aluminium, steel, and rubber. On the currency side, USD-INR realisations improved to Rs 86.5 (vs Rs 84.3 QoQ), supporting margins. However, late-quarter rupee appreciation created some FX headwinds.
- Looking ahead to Q1FY26, the macro backdrop is expected to be less favourable. USD-INR has weakened, impacting ~Rs 500 Mn of quarterly FX-linked revenue. Commodity inflation is likely to rise moderately, driven by firmer steel, aluminium, and rubber prices, despite some easing in precious metals. The implementation of OBD 2 norms will add to input costs, with Bajaj estimating a ~100 bps material cost impact in Q1FY26.
- Financial Performance:** For FY25, Bajaj Auto reported strong standalone PAT of Rs 8,151 Cr, up 9% YoY. However, consolidated PAT was lower at Rs 7,325 Cr due to a Rs 900 Cr loss share from the global KTM business, consolidated through the Netherlands entity. Despite capex and investment outflows, the company ended the year with a strong cash balance of Rs 17,000 Cr. Key investments included Rs 2,100 Cr in captive financing (BSEM), Rs 700 Cr in capex (60% toward EVs), and Rs 2,200 Cr in dividends. Free cash flows remained strong at Rs 6,500 Cr. A final dividend of Rs 210/share (Rs 5,900 Cr payout) was declared, translating to a 72% payout ratio—highlighting Bajaj Auto's shareholder-focused approach.
- Bajaj Auto Credit Ltd (BACL):** BACL turned profitable in FY25, posting a PAT of ~Rs 60 Cr. Total disbursements crossed Rs 10,000 Cr, and AUM stood at Rs 9,500 Cr by year-end, underscoring strong traction in the captive financing ecosystem.
- Spares Revenue:** Spares contributed 12% to overall revenue, with quarterly sales exceeding Rs 1,566 Cr, reflecting the strength of the aftermarket and replacement business.

Key Risks to Our Estimates and TP

- Disruption in the supply of rare earth magnets from China.
- An increase in commodity prices from the current level would impact the company's gross margins negatively.

Change in Estimates

	Revised			Old			% Change		
	FY25A	FY26E	FY27E	FY25	FY26E	FY27E	FY25	FY26E	FY27E
Revenue	50,010	56,364	61,080	51,741	58,692	63,597	-3.3%	-4.0%	-4.0%
EBITDA	10,099	11,389	12,273	10,485	11,879	12,801	-3.7%	-4.1%	-4.1%
PAT	8,151	9,369	10,041	8,403	9,742	10,443	-3.0%	-3.8%	-3.8%
EPS	288.3	331.4	355.1	297.2	344.5	369.3	-3.0%	-3.8%	-3.8%
Sales Volume (Mn units)	4.65	5.19	5.51	4.81	5.36	5.70	-3.3%	-3.2%	-3.3%
EBITDA %	20.2%	20.2%	20.1%	20.3%	20.2%	20.1%	-11bps	1bps	-1bps

Source: Company, Axis Securities Research

Q4FY25 Results Review

YE Mar (Rs Cr)	Q4FY25	Axis Sec Estimates	Var (%)	Q3FY25	QoQ (%)	Q4FY24	YoY (%)
Domestic							
2W (Units)	5,01,096		NA	5,87,855	-14.8%	5,46,881	-8.4%
CV :3W + Quadricycle	1,12,152		NA	1,19,250	-6.0%	1,10,449	1.5%
Total Domestic	6,13,248	6,13,248	0.0%	7,07,105	-13.3%	6,57,330	-6.7%
Exports							
2W (Units)	4,42,467		NA	4,66,766	-5.2%	3,69,936	19.6%
CV :3W + Quadricycle	47,219		NA	50,601	-6.7%	41,310	14.3%
Total Exports	4,89,686	4,89,686	0.0%	5,17,367	-5.4%	4,11,246	19.1%
Total							
2W (Units)	9,43,563		NA	10,54,621	-10.5%	9,16,817	2.9%
CV :3W + Quadricycle	1,59,371		NA	1,69,851	-6.2%	1,51,759	5.0%
Total Volume (Domestic + Exports) (Units)	11,02,934	11,02,934	0.0%	12,24,472	-9.9%	10,68,576	3.2%
Financials							
Net Sales	11,695	11,307	3.4%	12,317	-5.0%	11,178	4.6%
Other Operating Income	453	486	-6.9%	490	-7.6%	306	47.8%
Total Revenue	12,148	11,793	3.0%	12,807	-5.1%	11,485	5.8%
ASP (Rs/unit)	1,06,037	1,02,517	3.4%	1,00,587	5.4%	1,04,610	1.4%
Less:							
Net Raw Material consumed	8,488	8,338	1.8%	9,133	-7.1%	8,070	5.2%
Other Manufacturing & Sales Exp.	845	696	21.4%	707	19.5%	721	17.1%
Personnel Cost	365	403	-9.5%	386	-5.7%	387	-5.9%
Total Expenditure	9,697	9,436	2.8%	10,226	-5.2%	9,178	5.7%
EBIDTA	2,451	2,357	4.0%	2,581	-5.0%	2,306	6.3%
Less: Depreciation	111	104	7.0%	100	11.5%	91	22.7%
EBIT	2,339	2,253	3.8%	2,481	-5.7%	2,216	5.6%
Less: Interest	17	14	21.4%	14	17.5%	23	-26.2%
Add: Other income	381	314	21.1%	335	13.8%	349	9.2%
Profit Before Extraordinary and Tax	2,703	2,553	5.9%	2,801	-3.5%	2,542	6.4%
Less: Extraordinary Expense (net)	0	0	NA	0	NA	0	NA
Profit Before Tax	2,703	2,553	5.9%	2,801	-3.5%	2,542	6.4%
Less: Total Tax	654	638	2.5%	693	-5.6%	606	8.0%
Profit After Tax	2,049	1,915	7.0%	2,109	-2.8%	1,936	5.9%
Adj. Profit After Tax	2,049	1,915	7.0%	2,109	-2.8%	1,936	5.9%
Diluted Shares Outstanding (Cr)	28	28	-1.2%	28	0.0%	28	-1.2%
Reported EPS (Rs.)	73.4	67.8	8.3%	75.5	-2.8%	68.5	7.2%
Adj. EPS (Rs.)	73.4	67.8	8.3%	75.5	-2.8%	68.5	7.2%

Margin Analysis	Q4FY25	Axis Sec Estimates	Change in bps	Q2FY25	Change in bps	Q3FY24	Change in bps
EBIDTA Margin	20.2%	20.0%	19	20.2%	2	20.1%	9
Adj. NPM	16.9%	16.2%	63	16.5%	40	16.9%	1
Effective Tax Rate	24.2%	25.0%	-80	24.7%	-53	23.8%	37
Cost Analysis							
Gross Margin	30.1%	29.3%	83	28.7%	144	29.7%	40
Other Expenses/Net Sales	7.0%	5.9%	105	5.5%	143	6.3%	67
Personnel/Net Sales	3.0%	3.4%	-41	3.0%	-2	3.4%	-37

Source: Company, Axis Securities Research.

Financials (Standalone)

Profit & Loss

(Rs Cr)

Y/E March (Rs. Cr)	FY24A	FY25	FY26E	FY27E
Net revenues	44,685	50,010	56,364	61,080
Operating expenses	35,723	39,912	44,975	48,808
EBIDTA	8,962	10,099	11,389	12,273
EBITDA margin (%)	20.1	20.2	20.2	20.1
Other income	1,402	1,421	1,392	1,392
Interest	54	68	38	38
Depreciation	350	400	415	415
Profit Before Tax	9,822	11,052	12,328	13,212
Tax	2,343	2,900	2,959	3,171
Reported Net Profit	7,479	8,151	9,369	10,041
Net Margin (%)	16.7	16.3	16.6	16.4
Adjusted Net Profit	7,585	8,151	9,369	10,041

Source: Company, Axis Securities Research

Balance Sheet

(Rs Cr)

Y/E March (Rs. Cr)	FY24A	FY25	FY26E	FY27E
Equity capital	279.2	279.2	279.2	279.2
Reserves & surplus	24,581	28,771	34,179	40,259
Shareholders' funds	24,860	29,050	34,458	40,538
Total Loans	126	126	126	126
Deferred tax liability	507	507	507	507
Total Liabilities and Equity	25,493	29,683	35,091	41,171
Gross block	6,166	6,820	7,995	8,190
Depreciation	3,013	3,413	3,828	4,243
Net block	3,153	3,407	4,167	3,947
Capital WIP	24	70	195	150
Investments	24,541	24,541	24,541	24,541
Inventory	1,696	1,514	1,707	1,852
Debtors	2,122	2,375	2,677	2,901
Cash & Bank Bal	537	794	5,374	11,758
Loans & Advances	2,177	2,562	2,689	2,783
Current Assets	6,532	7,246	12,447	19,295
Sundry Creditors	5,936	4,376	4,931	5,344
Other Current Liability	2,821	1,205	1,328	1,419
Current Liability & Provisions	8,757	5,581	6,259	6,763
Net current assets	(2,225)	1,665	6,188	12,532
Total Assets	25,493	29,683	35,091	41,171

Source: Company, Axis Securities Research

Cash Flow

(Rs Cr)

Y/E March (Rs Cr)	FY24A	FY25	FY26E	FY27E
EBIT	8,612	9,699	10,974	11,858
Other Income	1,402	1,421	1,392	1,392
Depreciation & Amortization	350	400	415	415
Interest paid(-)	(54)	(68)	(38)	(38)
Tax paid(-)	(2,343)	(2,900)	(2,959)	(3,171)
Extra Ord Income	(139)	-	-	-
Operating Cash Flow	7,829	8,552	9,784	10,456
Change in Working Capital	2,650	(3,632)	57	40
Cash flow from Operations	10,479	4,919	9,841	10,496
Capex	(779)	(700)	(1,300)	(150)
Strategic Investment	(302)	-	-	-
Non-Strategic Investment	(1,266)	-	-	-
Cash flow from Investing	(2,347)	(700)	(1,300)	(150)
Change in borrowing	2	-	-	-
Other	(3,921)	0	-	-
Dividends paid (-)	(3,961)	(3,961)	(3,961)	(3,961)
Cash Flow from Financial Activities	(7,881)	(3,961)	(3,961)	(3,961)
Change in Cash	251	258	4,580	6,384
Opening cash	286	537	794	5,374
Closing cash	537	794	5,374	11,758

Source: Company, Axis Securities research

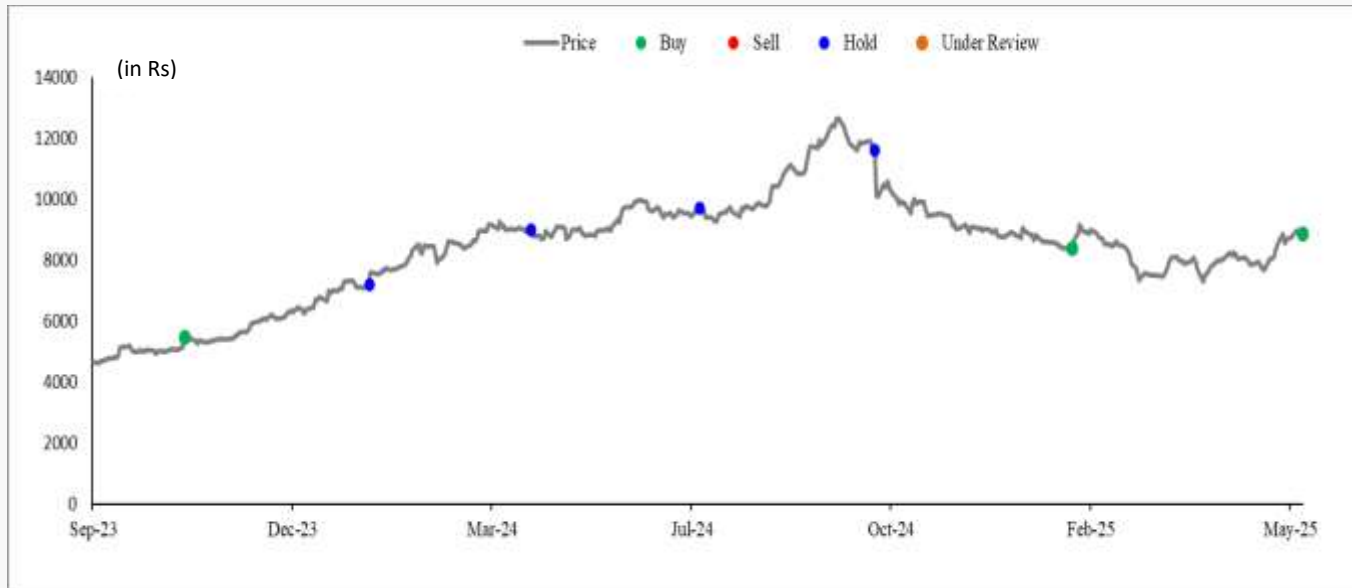
Ratio Analysis

(%)

Y/E March	FY24A	FY25	FY26E	FY27E
Revenue Growth	22.7	11.9	12.7	8.4
EBITDA Margin	20.1	20.2	20.2	20.1
Net Profit Margin	17.0	16.3	16.6	16.4
ROCE (%)	27.6	27.7	27.3	25.1
ROE (%)	28.0	28.2	27.8	25.4
EPS (Rs)	268.3	288.3	331.4	355.1
P/E (x)	34.1	30.8	26.8	25.0
P/ BV (x)	10.4	8.6	7.3	6.2
EV/ EBITDA (x)	28.8	24.8	21.6	19.5
Fixed Assets Turnover Ratio (x)	13.7	13.9	12.5	14.4
Debt / Equity (x)	0.0	0.0	0.0	0.0
EV/ Sales (x)	5.8	5.0	4.4	3.9

Source: Company, Axis Securities Research

Bajaj Auto Price Chart and Recommendation History



Source: Axis Securities Research

Date	Reco	TP	Research
19-Oct-23	BUY	5,900	Result Update
25-Jan-24	HOLD	7,050	Result Update
19-Apr-24	HOLD	8,675	Result Update
18-Jul-24	HOLD	9,790	Result Update
17-Oct-24	HOLD	11,950	Result Update
29-Jan-25	BUY	9,380	Result Update
30-May-25	BUY	9,890	Result Update

Source: Axis Securities Research

DISCLAIMER:

Axis Securities Limited is a subsidiary company of Axis Bank Ltd. Axis Bank Ltd. is a listed public company and one of India's largest private sector banks and has its various subsidiaries engaged in businesses of Asset management, NBFC, Merchant Banking, Trusteeship, Venture Capital, Stock Broking, the details in respect of which are available on www.axisbank.com.

Axis Securities Limited, is registered as a

- Stock Broker, Depository Participant, Portfolio Manager, Investment Adviser and Research Analyst with Securities and Exchange Board of India
- Corporate Agent with Insurance Regulatory and Development Authority of India
- Point of Presence with Pension Fund Regulatory and Development Authority
- Distributor for Mutual Funds with AMFI

Registration Details:

SEBI Single Reg. No.- NSE, BSE, MSEI, MCX & NCDEX – INZ000161633 | SEBI Depository Participant Reg. No. IN-DP-403-2019 | Portfolio Manager Reg. No.- INP000000654 | Investment Advisor Reg No. INA000000615 | SEBI-Research Analyst Reg. No. INH000000297 | IRDA Corporate Agent (Composite) Reg. No. CA0073 | PFRDA – POP Reg. No. POP387122023 | Mutual Fund Distributor ARN- 64610.

Compliance Officer Details: Name – Mr. Rajiv Kejriwal, Tel No. – 022-68555574, Email id – compliance.officer@axisdirect.in;

Registered Office Address – Axis Securities Limited, Unit No.002, Building- A, Agastya Corporate Park, Piramal Realty, Kamani Junction, Kurla (W), Mumbai – 400070.

Administrative office address: Axis Securities Limited, Arium Q Parc, Q2 Building, Unit No. 1001, 10th Floor, Level – 6, Plot No. 4/1 TTC, Thane – Belapur Road, Ghansoli, Navi Mumbai, Pin Code – 400710.

In case of any grievances please call us at 022-40508080 or write to us helpdesk@axisdirect.in.

We hereby declare that our activities were neither suspended nor we have defaulted with any stock exchange authority with whom we are registered in last five years. However, SEBI, Exchanges, Clearing Corporations and Depositories etc. have conducted the routine inspection and based on their observations have issued advise/warning/show cause notices/deficiency letters/ or levied penalty or imposed charges for certain deviations observed in inspections or in normal course of business, as a Stock Broker / Depository Participant/Portfolio Manager. We have not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has our certificate of registration been cancelled by SEBI at any point of time.

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

By referring to any particular sector, Axis Securities does not provide any promise or assurance of favourable view for a particular industry or sector or business group in any manner.

Registration granted by SEBI, membership of BASL (in case of IAs) and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. None of the research recommendations promise or guarantee any assured, minimum or risk-free return to the investors. Our research should not be considered as an advertisement or advice, professional or otherwise. This research report and its respective content by Axis Securities made available on this page or otherwise do not constitute an offer to sell or purchase or subscribe for any securities or solicitation of any investments or investment services for the residents of Canada and / or USA or any jurisdiction where such an offer or solicitation would be illegal.

Subject company(ies) may have been client during twelve months preceding the date of distribution of the research report. Derivatives are a sophisticated investment device. The investor is requested to take into consideration all the risk factors before actually trading in derivative contracts.

Past performance should not be taken as an indication or guarantee of future performance, and no representation or warranty, express or implied, is made regarding future performance. Information, opinions and estimates contained in this report reflect a judgment of its original date of publication by ASL and are subject to change without notice. The price, value of and income from any of the securities or financial instruments mentioned in this report can fall as well as rise. The value of securities and financial instruments is subject to exchange rate fluctuation that may have a positive or adverse effect on the price or income of such securities or financial instruments.

The information and opinions in this report have been prepared by Axis Securities and are subject to change without any notice. 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 of Axis Securities. The report must not be used as a singular basis of any investment decision. The views herein are of a general nature and do not consider the risk appetite, investment objective or the particular circumstances of an individual investor. The investor is requested to take into consideration all the risk factors including their financial condition, suitability to risk return profile and the like and take professional advice before investing.

While we would endeavour to update the information herein on a reasonable basis, Axis Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent Axis Securities from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or Axis Securities policies, in circumstances where Axis Securities might be acting in an advisory capacity to this company, or in certain other circumstances.

This report is based on information obtained in good faith from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall 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. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. Axis Securities will not treat recipients as customers by virtue of their receiving this report. 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. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. Axis Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance. Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice. Axis Securities or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months. Axis Securities or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction. Axis Securities or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the companies mentioned in the report in the past twelve months. Axis Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. Axis Securities or its associates or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation

of the research report. Accordingly, neither Axis Securities nor Research Analysts and / or their relatives have any material conflict of interest at the time of publication of this report. Please note that Axis Securities has a proprietary trading desk. This desk maintains an arm's length distance with the Research team and all its activities are segregated from Research activities. The proprietary desk operates independently, potentially leading to investment decisions that may deviate from research views.

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

Research Analyst may have served as an officer, director or employee of subject company(ies). Axis Securities or Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report. Since associates of Axis Securities and Axis Securities as an entity are engaged in various financial service businesses, they might have financial interests or actual/beneficial ownership of one percent or more or other material conflict of interest in various companies including the subject company/companies mentioned in this report. Axis Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report. Certain transactions -including those involving futures, options and other derivatives as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. Reports based on technical analysis centres on studying charts of a stock's price movement and trading volume, as opposed to focusing on a company's fundamentals and as such, may not match with a report on a company's fundamentals.

We and our affiliates/associates, officers, directors, and employees, Research Analyst(including relatives) worldwide may: (a) from time to time, have long or short positions in, and buy or sell the securities thereof, of company (ies) mentioned herein or (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 subject company/company (ies) discussed herein or act as advisor or lender / borrower to such company (ies) or have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of Research Report or at the time of public appearance. Axis Securities may have proprietary long/short position in the above mentioned scrip(s) and therefore may be considered as interested. This should not be construed as invitation or solicitation to do business with Axis Securities. Axis Securities is also a Portfolio Manager. Portfolio Management Team (PMS) takes its investment decisions independent of the PCG research and accordingly PMS may have positions contrary to the PCG research recommendation.

RATING SCALE: Definitions of ratings

Ratings	Expected absolute returns over 12 – 18 months
BUY	More than 10%
HOLD	Between 10% and -10%
SELL	Less than -10%
NOT RATED	We have forward looking estimates for the stock, but we refrain from assigning valuation and recommendation.
UNDER REVIEW	We will revisit our recommendation, valuation and estimates on the stock following recent events
NO STANCE	We do not have any forward-looking estimates, valuation or recommendation for the stock

Note: Returns stated in the rating scale are our internal benchmark.