




Adani Ports & SEZ

Estimate change 
TP change 
Rating change 

CMP: INR1,077 TP: INR1,400 (+30%) Buy

Performance broadly in line; FY25 EBITDA guidance raised

Bloomberg	ADSEZ IN
Equity Shares (m)	2160
M.Cap.(INRb)/(USDb)	2326.6 / 26.9
52-Week Range (INR)	1621 / 994
1, 6, 12 Rel. Per (%)	-10/-24/-17
12M Avg Val (INR M)	5875

Financial Snapshot (INR b)

Y/E MARCH	2025E	2026E	2027E
Sales	298.2	341.9	396.2
EBITDA	181.0	209.7	242.0
Adj. PAT	102.9	126.3	151.3
EBITDA Margin (%)	60.7	61.3	61.1
Adj. EPS (INR)	47.7	58.5	70.0
EPS Gr. (%)	15.5	22.7	19.8
BV/Sh. (INR)	286.8	336.5	396.0

Ratios

Net D:E	0.6	0.5	0.4
RoE (%)	17.9	18.8	19.1
RoCE (%)	11.8	12.8	13.6
Payout (%)	15.4	12.6	10.5

Valuations

P/E (x)	22.1	18.0	15.0
P/BV (x)	3.7	3.1	2.7
EV/EBITDA(x)	14.6	12.5	10.7
Div. Yield (%)	0.7	0.7	0.7
FCF Yield (%)	2.8	3.6	4.7

Shareholding pattern (%)

As On	Dec-24	Sep-24	Dec-23
Promoter	65.9	65.9	65.9
DII	14.2	13.3	12.0
FII	13.9	15.2	14.7
Others	6.0	5.6	7.4

FII Includes depository receipts

- Adani Ports & SEZ (APSEZ) reported a revenue growth of 15% YoY to INR79.6b in 3QFY25 (our estimate was INR75b). Cargo volumes grew 4% YoY to 113mmt. The growth was primarily led by containers. In 9MFY25, APSEZ managed ~27.2% of the country's total cargo and ~45% of container cargo.
- EBITDA margin came in at 60.3% in 3QFY25 vs. our estimate of 58.6% (-20bp YoY, -150bp QoQ). EBITDA grew 15% YoY to INR48b (9% above our estimate), while APAT increased 14% YoY to INR26.7b (in line).
- During 3Q FY25, Port revenues grew 8% YoY to INR59.9b. Port EBITDA margins stood at 73% in 3Q FY25 (+200bp YoY). Logistics revenues grew 31% YoY to INR6.9b. EBITDA margins in the Logistics business stood at 23% in 3Q FY25 (28% in 3QFY24).
- During 9MFY25, Revenue was INR 220b (+11% YoY), EBITDA was INR 134b (+13% YoY), EBITDA margin came in at 61%, and APAT was INR 78b (+17% YoY).
- Management has raised its FY25 EBITDA guidance to INR188-189b (vs. previous guidance of INR170-180b). It has reiterated its FY25 cargo volume guidance of 460-480 MMT.
- APSEZ's 3QFY25 performance was in line and the company is projected to grow at 1.5-2.0x India's cargo volume, driven by market share gains and capacity expansion. Additionally, its logistics business will enhance last-mile connectivity, adding value to domestic port operations. We largely retain our estimates for FY26/FY27. We expect APSEZ to report 10% growth in cargo volumes over FY24-27. This would drive a CAGR of 14%/15%/19% in revenue/EBITDA/PAT over FY24-27. **We reiterate our BUY rating with a revised TP of INR1,400 (premised on 15x on Sep-26 EV/EBITDA).**

In-line performance led by strong growth in container cargo; new ports to add to volume growth in 4Q

- During the quarter, APSEZ clocked a cargo volume of 113mmt (up 4% YoY) and 332mmt in 9MFY25 (+7% YoY), driven by growth in containers (+19% YoY), liquids and gas (+8% YoY), and dry bulk cargo, partially offset by a decline in imported non-coking coal.
- APSEZ strengthened its presence along the Eastern coast with a 95% stake acquisition in Gopalpur Port and expanded into the global marine services market with an 80% stake in Astro Offshore.
- APSEZ remains on track to commission the Colombo Port by 2026, with trial volumes expected in 4QFY25. Growth will be further driven by new volumes from Vizhinjam, Gopalpur, and Tanzania ports, with Vizhinjam now commercially operational and the other two expected to handle ~1 MMT monthly from Jan'25.

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

Saurabh Dugar - Research analyst(Saurabh.Dugar@MotilalOswal.com)

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

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

Last-mile connectivity to bolster growth in the Logistics business

- In 3QFY25, Adani Logistics (ALL) posted ~31% YoY growth in revenue and an EBITDA margin of 23% (28% in 3QFY24).
- The rake count has risen to 132 (with 68 for Containers, 54 for GPWIS, 7 for Agri, and 3 for AFTO) from 127 at the end of FY24.
- APSEZ launched Trucking Management Solution (TMS), a tech-driven platform to streamline supply chains through marketplace and fulfillment services. EBITDA margin for the Trucking business will be ~10%.
- ALL expanded its services to cover container train operations, container handling in logistic parks, and warehouses offering storage and trucking solutions. With 12 multi-modal logistics parks, 132 trains, 3.1m sq. ft. of warehousing space, and 1.2mmt of grain silos, ALL aims to establish a nationwide presence by further developing logistic parks and warehouses.

Highlights from the management commentary

- The proportion of non-Mundra domestic ports in the overall cargo distribution stood at 53% in 9MFY25, from 56% in 9MFY24.
- APSEZ remains on track to commission the Colombo port by 2026 and expects trial volumes in 4Q.
- New volumes from Vizhinjam, Gopalpur, and Tanzania ports will further boost growth. Vizhinjam port commenced commercial operations post-extensive trials. Tanzania and Gopalpur ports are expected to handle ~1 MMT of monthly volumes from January 2025
- During FY25, cargo volumes are expected to range from 460mmt to 480mmt, with revenue projected to be between INR290b and INR310b. The company has raised its EBITDA guidance for FY25 to INR188-189b (earlier guidance was INR170-180b) with a net debt-to-EBITDA ratio of 2.2-2.5x.

Valuation and view

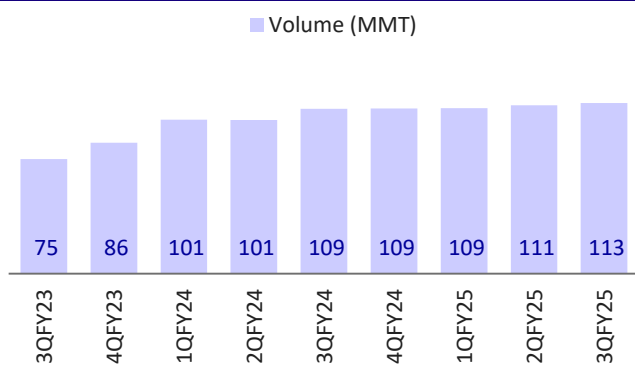
- APSEZ is anticipated to outpace India's overall growth, driven by a balanced port mix along India's western and eastern coastlines and a diversified cargo mix. The company continues to invest heavily in the ports and logistics business to drive growth. The commencement of operations at Gopalpur and Vizhinjam Ports will enable the company to further boost volumes.
- **We broadly maintain our estimates for FY26/27 and expect APSEZ to report 10% growth in cargo volumes over FY24-27. This would drive a CAGR of 14%/15%/19% in revenue/EBITDA/PAT over FY24-27. We reiterate our BUY rating with a revised TP of INR1,400 (premised on 15x Sep-26 EV/EBITDA).**

Quarterly Snapshot – Consolidated (INR b)

Y/E March	FY24				FY25E				FY24	FY25E	FY25	Var. vs Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
Net Sales	62	66	69	69	70	71	80	78	267	298	75	6
YoY Change (%)	23.5	27.6	44.6	19.0	11.3	6.3	15.1	13.5	28.1	11.6	8.3	
EBITDA	38	39	42	40	42	44	48	47	159	181	44	9
Margins (%)	60.1	58.4	60.5	58.6	61.0	61.8	60.3	59.8	59.4	60.7	58.6	
Depreciation	9	10	10	10	10	11	11	12	39	43	11	
Interest	7	7	7	7	7	7	8	7	28	29	7	
Other Income	4	3	5	3	5	3	2	3	15	13	5	
PBT before EO expense	25	25	30	27	31	29	32	31	107	122	32	0
Extra-Ord expense	-1	0	2	3	-6	0	2	0	4	-4	0	
PBT	26	25	28	24	37	29	30	31	103	126	32	
Tax	4	8	5	3	5	5	5	6	20	20	5	
Rate (%)	14.5	30.7	18.8	13.7	13.2	16.4	16.9	18.1	19.4	16.0	17.3	
MI and Associates	1	0	1	0	1	0	-1	0	2	0	0	
Reported PAT	21	17	22	20	31	24	25	25	81	106	26	
Adj PAT	20	22	24	23	26	25	27	25	89	103	26	2
YoY Change (%)	-2.6	15.2	51.0	11.0	28.7	10.9	13.6	10.0	16.5	15.5	11.8	

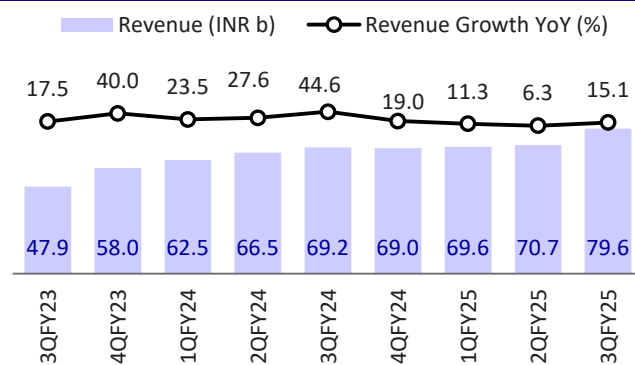
Story in charts – 3QFY25

Exhibit 1: Port cargo volume increased ~4% YoY



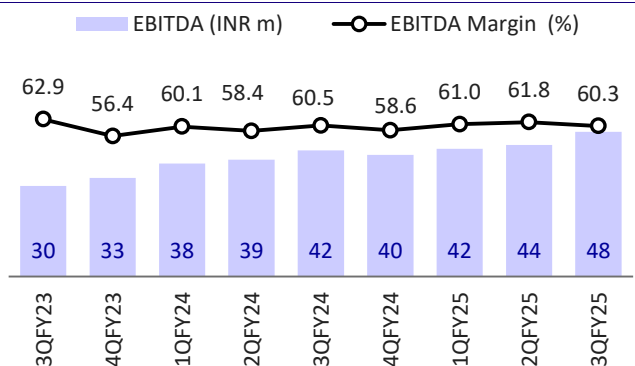
Source: Company, MOFSL

Exhibit 2: Growth in revenue led by higher realization



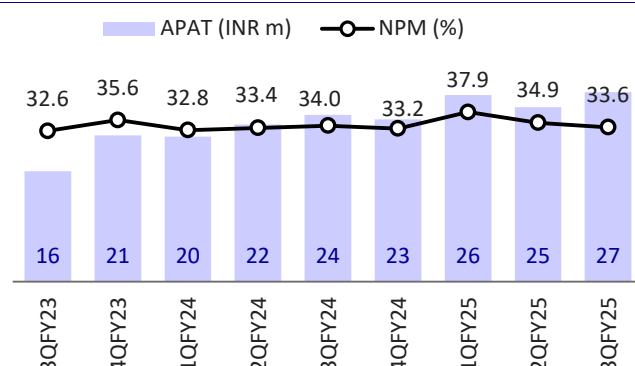
Source: Company, MOFSL

Exhibit 3: EBITDA and margin trends



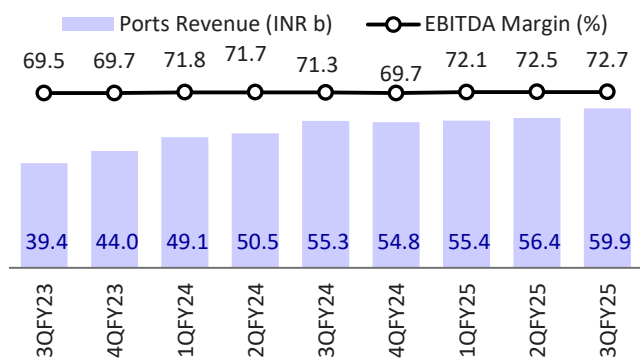
Source: Company, MOFSL

Exhibit 4: APAT increased 14% YoY



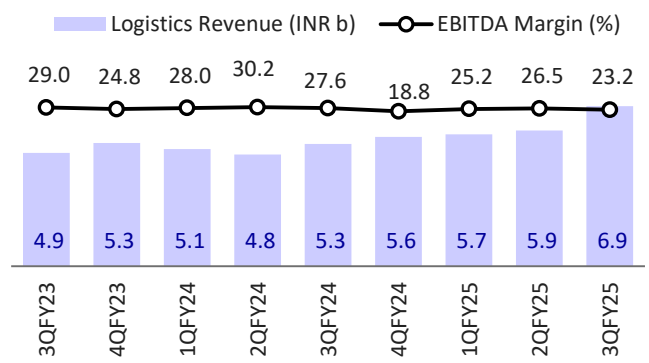
Source: Company, MOFSL

Exhibit 5: Port revenue increased 8% YoY



Source: Company, MOFSL

Exhibit 6: Logistics revenue increased 31% YoY



Source: Company, MOFSL

Exhibit 7: Volume trend across ports (m tons)

Ports	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	Port Contribution (%)
Mundra	35.6	38.4	41.5	44.5	47.8	45.9	51.1	50.0	48.8	46.9
Dahej	2.1	2.3	2.6	3.0	2.8	2.8	2.8	2.5	2.5	2.2
Hazira	6.2	6.2	6.7	7.3	6.2	6.1	6.8	6.9	7.1	6.3
Dhamra	7.0	7.1	9.9	9.9	11.3	11.7	12.0	11.5	11.4	10.1
Kattupalli	2.9	2.8	3.0	2.8	2.8	3.4	3.6	3.7	3.1	2.8
Krishnapatnam	10.2	12.9	16.1	13.2	14.2	15.6	15.4	14.1	12.6	11.2
Gangavaram	6.5	8.6	9.4	8.7	9.4	9.8	4.6	6.8	7.3	6.5
Others	4.9	8.0	12.2	11.8	14.1	13.5	12.7	15.5	19.7	17.5
Total (MMT)	75.4	86.3	101.4	101.2	108.6	108.8	109.0	111.0	112.5	

Source: Company, MOFSL



Highlights from the management commentary

Operational highlights

- APSEZ domestic cargo volumes grew 4% YoY to 113mmt. APSEZ clocked 332mmt (+7% YoY) cargo volume in 9MFY25 led by growth in containers (+19% YoY), liquids and gas (+8% YoY) and dry and dry bulk cargo (iron ore, limestone, minerals, coking coal, etc.), partially offset by the decline in imported non-coking coal.
- In 3QFY25, port revenue rose 8% YoY to INR59.9b and the EBITDA margin stood at 73% (+200bp YoY). Logistics revenues grew 31% YoY to INR6.3b and EBITDA margins stood at 23% (vs. 28% in 3QFY24).
- The net debt-to-EBITDA ratio stood at 2.1x from 2.3x in Mar'24. As of Dec'24, gross debt was INR450b, net debt was INR 380b, and short-term debt was INR23b
- In 9MFY25, APSEZ managed ~27.2% (up from 26.5% in FY24) of the country's total cargo and ~45.2% of container cargo (up from 44.2% in FY24).
- Of the INR 75b capex in 9MFY25, 20% was allocated to non-port investments, while the rest focused on ports.
- Container volumes grew 14-15% YoY in 9M FY25, outpacing the 7-8% growth in all-India container volumes, leading to market share gains.
- The trucking business operates at ~10% margins, while traditional logistics had 28% margins in 3Q FY25. The introduction of new services like trucking has impacted logistics margins YoY, but the segment continues to grow.
- Focus continues to be a transport utility with Logistics being an integral part of the business.

Port vertical

- APSEZ completed the acquisition of a 95% stake in Gopalpur Port, enhancing its presence along the Eastern coast of India. As a deep-draft, a multi-cargo port plays an important role in supporting the growth of mineral-based industries in its hinterland.
- Completed acquisition of 80% stake in Astro Offshore group. This investment is in line with the company's strategy to increase its footprint in the global marine service market.
- APSEZ remains on track to commission the Colombo port by 2026 and expects trial volumes in 4Q.
- New volumes from Vizhinjam, Gopalpur, and Tanzania ports will further boost growth. Vizhinjam port commenced commercial operations, post extensive trials. Tanzania and Gopalpur ports are expected to handle ~1 MMT of monthly volumes from January 2025.
- Adani Ports aims to expand its market share over the next five years through both organic and inorganic growth.
- The company is leveraging its port network to drive growth in the logistics business and will invest in ICDs, warehousing, and trucking expansion.
- Domestic port acquisition opportunities are limited, but the company remains open to opportunities as they arise.
- Lower margins at Krishnapatnam and Gangavaram were due to lower coal volumes, but business at Gangavaram is ramping up.
- Gopalpur handled 1.3 MMT, with higher revenue due to other income sources; normal realizations are expected to return.

Logistics business

- Logistics revenue grew 31% YoY to INR6.9b. EBITDA margin stood at 23% in 3QFY25 (28% in 3QFY24).
- The total number of rakes at the end of Dec'24 increased to 132 (127 rakes at the end of Mar'24).
- The total warehousing capacity at the end of Dec'24 expanded to 3.1m sq. ft.
- Started Trucking Management Solution (TMS), a technology platform that acts as a transformational marketplace plus fulfillment solution to streamline the supply chain for customers.

Guidance

- During FY25, cargo volumes are expected to range from 460mmt to 480mmt, with revenue projected to be between INR290b and INR310b.
- EBITDA margins for international operations are expected to remain around 30% (USD).
- Management has raised its EBITDA guidance for FY25 to INR 188-189b (earlier guidance was INR 170-180b) with a net debt-to-EBITDA ratio of 2.2-2.5x. The increase is despite no change in the tonnage guidance or revenue guidance. The focus on value-added solutions is aiding to higher margins which is leading to an improved outlook on EBITDA.
- The container business remains a key driver of market share gains and is expected to sustain growth into FY26.

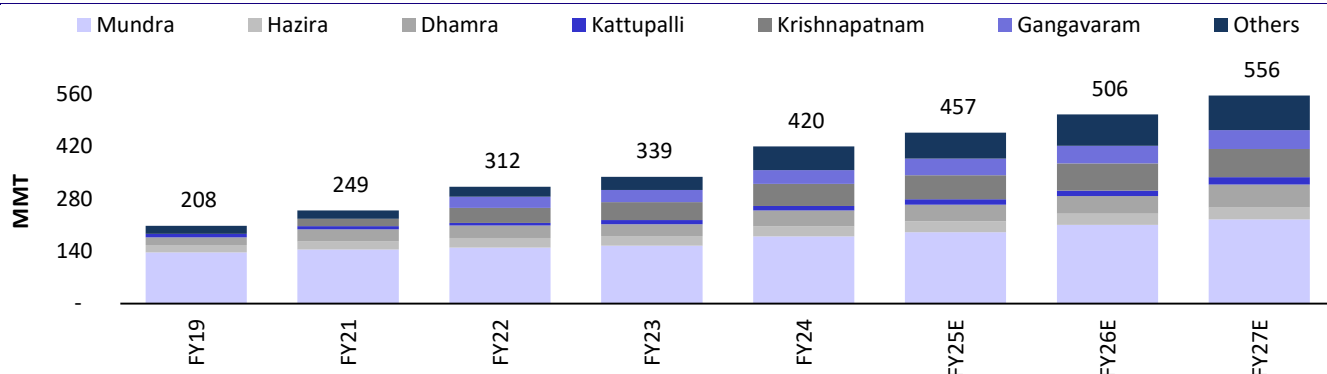
Exhibit 8: Our revised estimates

(INR m)	FY25E			FY26E			FY27E		
	Rev	Old	Chg(%)	Rev	Old	Chg(%)	Rev	Old	Chg(%)
Net Sales	298	296	0.7	342	340	0.7	396	394	0.6
EBITDA	181	177	2.3	210	206	1.6	242	239	1.3
EBITDA Margin (%)	60.7	59.8	94	61.3	60.7	60	61.1	60.7	38
PAT	103	106	-2.9	126	128	-1.3	151	153	-1.0
EPS (INR)	47.7	49.1	-2.9	58.5	59.2	-1.3	70.0	70.8	-1.0

Source: Company, MOFSL

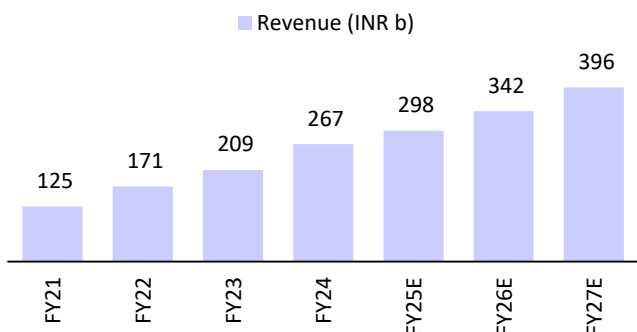
Story in charts

Exhibit 9: APSEZ – volumes (MMT)



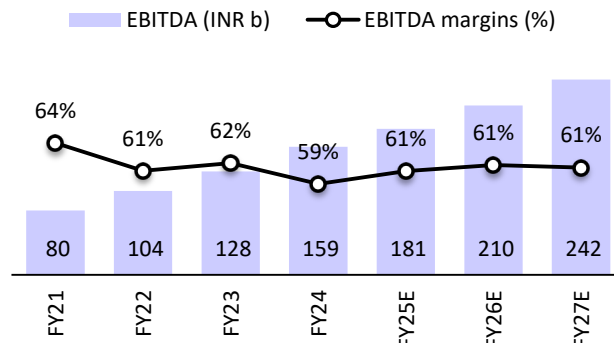
Source: Company, MOFSL

Exhibit 1: Revenue growth to remain strong



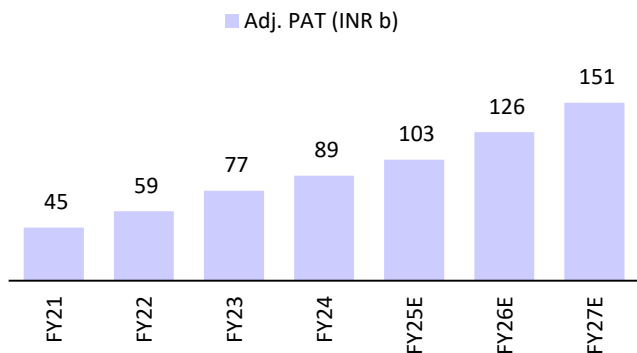
Source: Company, MOFSL

Exhibit 2: Margin to stabilize at ~60%



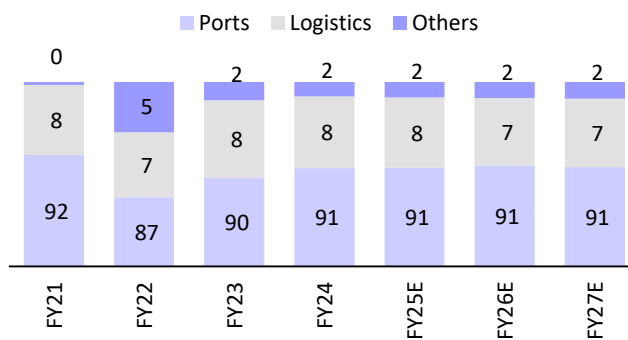
Source: Company, MOFSL

Exhibit 3: Strong operating performance to drive PAT



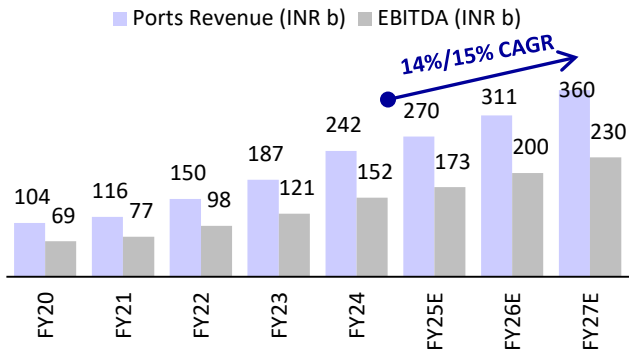
Source: Company, MOFSL

Exhibit 4: Revenue share (%)



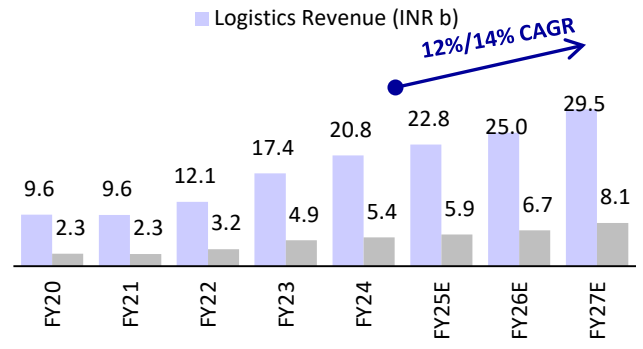
Source: Company, MOFSL

Exhibit 5: Port segment's revenue to report 14% CAGR



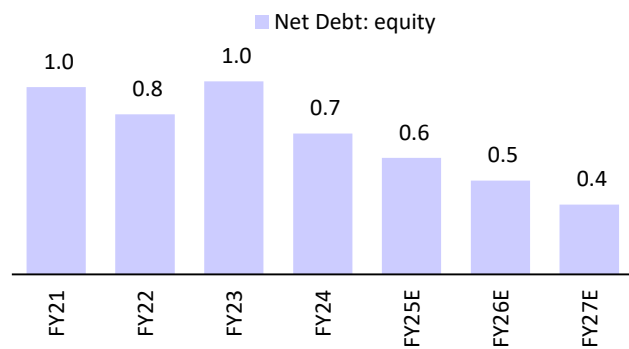
Source: Company, MOFSL

Exhibit 6: Logistics segment to report 12% CAGR in revenue



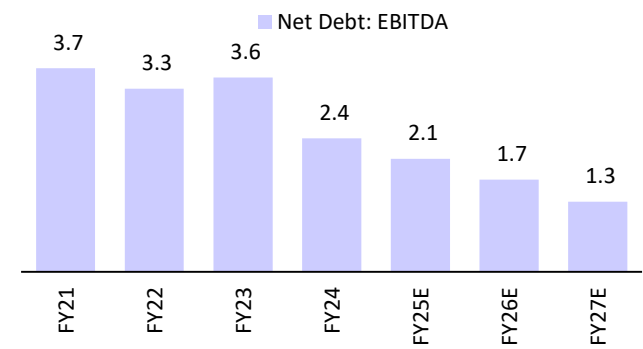
Source: Company, MOFSL

Exhibit 7: Net debt/equity to decrease



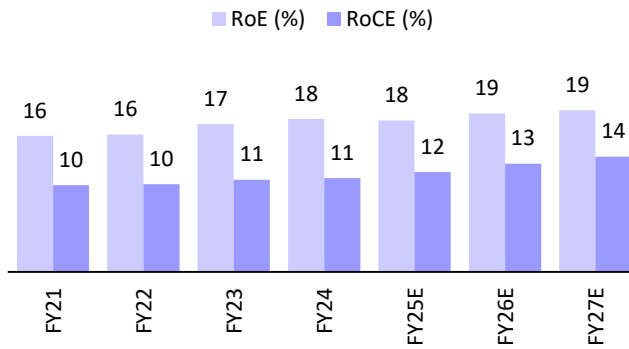
Source: Company, MOFSL

Exhibit 8: Net debt/EBITDA to improve with better efficiency



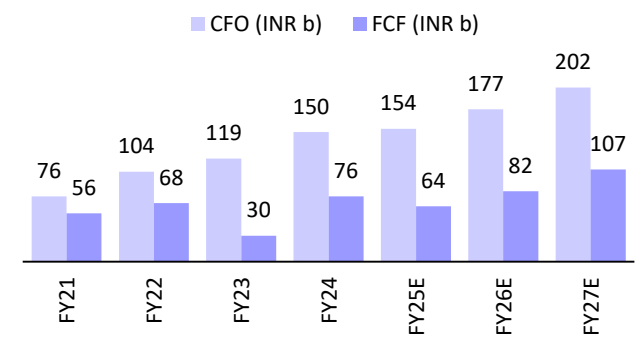
Source: Company, MOFSL

Exhibit 9: Return ratios to remain stable



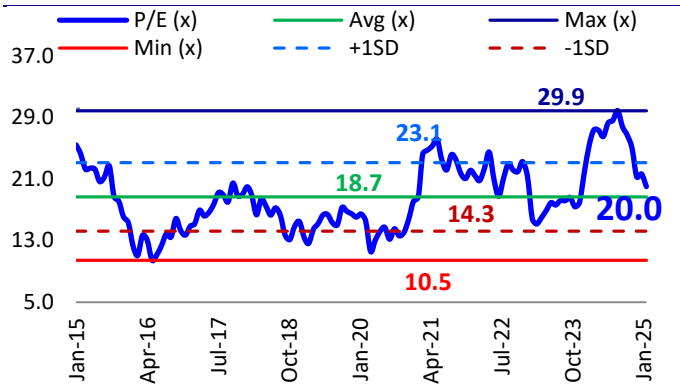
Source: Company, MOFSL

Exhibit 10: CFO and FCF generation to pick up



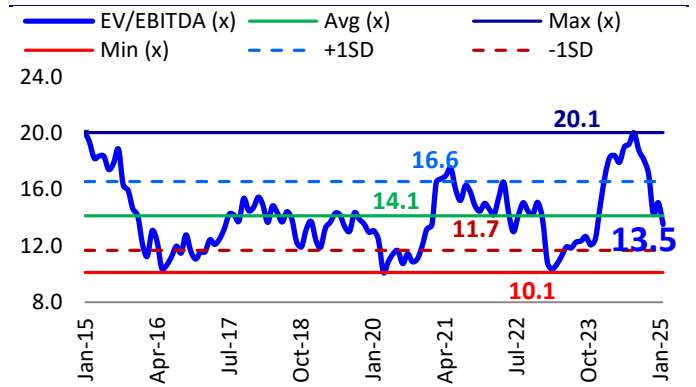
Source: Company, MOFSL

Exhibit 11: APSEZ – P/E trend



Source: Company, MOFSL

Exhibit 12: APSEZ – EV/EBITDA trend



Source: Company, MOFSL

Financials and valuation

Consolidated Income Statement

Y/E March (INR b)	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Net Sales	125	171	209	267	298	342	396
Change in Net Sales (%)	5.7	36.4	21.8	28.1	11.6	14.7	15.9
Total Expenses	46	67	80	108	117	132	154
EBITDA	80	104	128	159	181	210	242
Margin (%)	63.6	60.7	61.5	59.4	60.7	61.3	61.1
Deprn. & Amortization	21	31	34	39	43	47	52
EBIT	59	73	94	120	138	163	190
Net Interest	21	26	26	28	29	27	27
Other income	20	22	16	15	13	15	16
PBT	57	70	84	107	122	150	180
EO expense	-6	13	29	4	-4	0	0
PBT after EO	63	57	54	103	126	150	180
Tax	12	8	1	20	20	24	29
Rate (%)	19.7	13.4	1.8	19.4	16.0	16.0	16.0
PAT before JV, MI	51	49	53	83	106	126	151
Share of loss from JV, MI	-1	0	0	-2	-0.1	-0.1	0.0
Reported PAT	50	49	53	81	106	126	151
Adjusted PAT	45	59	77	89	103	126	151
Change (%)	-9.6	30.3	29.8	16.5	15.5	22.7	19.8
Margin (%)	36.0	34.4	36.7	33.4	34.5	36.9	38.2

Source: MOFSL, Company

Consolidated Balance Sheet

Y/E March (INR b)	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Share Capital	4	4	4	4	4	4	4
Reserves	302	416	452	525	615	723	851
Net Worth	306	420	456	529	620	727	856
Minority Interest	15	4	13	16	17	18	19
Total Loans	344	455	498	463	458	448	438
Deferred Tax Liability	3	17	10	23	23	23	23
Capital Employed	668	895	977	1,031	1,117	1,215	1,335
Gross Block	552	700	782	848	938	1,033	1,128
Less: Accum. Deprn.	111	142	148	179	222	269	321
Net Fixed Assets	441	558	634	669	715	763	807
Capital WIP	37	40	68	109	109	109	109
Investments	22	32	101	56	76	106	136
Curr. Assets	244	353	324	335	353	377	427
Inventories	10	4	5	4	5	6	6
Account Receivables	24	22	32	37	45	56	71
Cash and Bank Balance	47	107	42	76	84	95	129
-Cash and cash equivalents	42	87	9	16	24	34	68
-Bank balance	5	20	33	61	61	61	61
Loans & advances	21	19	20	3	3	4	4
Other current assets	143	201	225	215	216	216	217
Curr. Liability & Prov.	76	88	150	139	138	141	144
Account Payables	10	12	18	22	20	23	27
Provisions	1	1	17	13	13	13	13
Other current liabilities	65	75	114	105	105	105	105
Net Curr. Assets	168	265	175	196	216	236	282
Appl. of Funds	668	895	977	1,031	1,117	1,215	1,335

Financials and valuation

Ratios

	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
Basic (INR)							
EPS	22.3	27.9	35.4	41.3	47.7	58.5	70.0
EPS Growth	-9.6	25.4	26.9	16.5	15.5	22.7	19.8
Cash EPS	32.6	42.6	51.3	59.3	67.8	80.2	93.9
BV/Share	150.7	198.8	211.0	245.1	286.8	336.5	396.0
Payout (%)	22.5	17.9	14.1	14.5	15.4	12.6	10.5
Dividend yield (%)	0.5	0.5	0.5	0.6	0.7	0.7	0.7
Valuation (x)							
P/E	47.2	37.7	29.7	25.5	22.1	18.0	15.0
Cash P/E	32.2	24.7	20.5	17.7	15.5	13.1	11.2
P/BV	7.0	5.3	5.0	4.3	3.7	3.1	2.7
EV/EBITDA	31.9	24.4	20.5	16.4	14.6	12.5	10.7
Dividend Yield (%)	0.5	0.5	0.5	0.6	0.7	0.7	0.7
Return Ratios (%)							
RoE	16.1	16.2	17.5	18.1	17.9	18.8	19.1
RoCE (post-tax)	10.3	10.4	10.9	11.1	11.8	12.8	13.6
RoIC (post-tax)	9.5	9.9	12.5	12.4	14.1	15.6	17.2
Working Capital Ratios							
Fixed Asset Turnover (x)	0.3	0.3	0.3	0.3	0.4	0.4	0.5
Asset Turnover (x)	0.2	0.2	0.2	0.3	0.3	0.3	0.3
Debtor (Days)	69	47	57	50	55	60	65
Creditors (Days)	29	25	32	30	25	25	25
Inventory (Days)	29	8	8	6	6	6	6
Leverage Ratio (x)							
Current Ratio	3.2	4.0	2.2	2.4	2.6	2.7	3.0
Interest Cover Ratio	3.7	3.7	4.2	4.8	5.3	6.5	7.8
Net Debt/EBITDA	3.7	3.3	3.6	2.4	2.1	1.7	1.3
Net Debt/Equity	1.0	0.8	1.0	0.7	0.6	0.5	0.4

Cash Flow Statement (INR b)

	FY21	FY22	FY23	FY24	FY25E	FY26E	FY27E
OP/(Loss) before Tax	63	57	55	101	127	151	181
Depreciation	21	31	34	39	43	47	52
Direct Taxes Paid	-9	-10	-8	-13	-20	-24	-29
(Inc)/Dec in WC	4	8	-9	0	-11	-10	-13
Other Items	-4	18	47	23	15	12	10
CF from Operations	76	104	119	150	154	177	202
(Inc)/Dec in FA	-19	-36	-89	-74	-90	-95	-95
Free Cash Flow	56	68	30	76	64	82	107
Acquisitions/Divestment	-150	-7	-144	-31	0	0	0
Change in Investments	6	-28	23	-5	-20	-30	-30
Others	22	18	15	41	13	15	16
CF from Investments	-141	-53	-196	-69	-97	-110	-109
Share issue	0	9	9	2	0	0	0
Inc/(Dec) in Debt	55	75	3	-41	-5	-10	-10
Interest	-20	-26	-24	-28	-29	-27	-27
Dividend	0	-10	-11	-11	-16	-19	-23
Others	0	-54	-6	0	0	0	0
Cash from financing activity	35	-6	-27	-78	-49	-56	-59
Net change in cash & equi.	-31	46	-104	3	8	10	34
Opening cash balance	72	43	87	11	16	24	34
change in control of subs.	1	-2	27	2	0	0	0
Closing cash balance	42	87	9	16	24	34	68

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. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered/qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisers Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

Specific Disclosures

- 1 MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- 2 MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- 5 Research Analyst has not served as director/officer/employee in the subject company
- 6 MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 7 MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- 8 MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 9 MOFSL has not received any compensation or other benefits from third party in connection with the research report
- 10 MOFSL has not engaged in market making activity for the subject company

The associates of MOFSL may have:

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

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

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

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

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

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

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 dp grievances@motilaloswal.com.