

Aditya Birla Sun Life AMC

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	ABSLAMC IN
Equity Shares (m)	289
M.Cap.(INRb)/(USDb)	252.8 / 2.9
52-Week Range (INR)	912 / 556
1, 6, 12 Rel. Per (%)	14/15/22
12M Avg Val (INR M)	338

Financials & Valuations (INR b)

Y/E Mar	FY25	FY26E	FY27E
AAUM	3,754	4,095	4,721
MF Yield (bps)	42.7	42.0	41.0
Rev from Ops	16.8	18.1	20.4
Core PAT	7.1	7.6	8.6
PAT	9.3	10.2	11.3
PAT (bps as AAUM)	25	25	24
Core EPS	24	26	30
EPS	32	35	39
EPS Grw. (%)	19	10	10
BVPS	129	145	159
RoE (%)	27	26	26
Div. Payout (%)	74	56	64

Valuations

M cap/AUM (%)	6.7	6.2	5.3
P/E (x)	27.1	24.7	22.4
P/BV (x)	6.8	6.0	5.5
Div. Yield (%)	2.7	2.3	2.9

Shareholding pattern (%)

As On	Jun-25	Mar-25	Jun-24
Promoter	74.9	74.9	75.0
DII	10.8	10.9	11.6
FII	5.5	5.3	4.6
Others	8.8	8.8	8.8

FII Includes depository receipts

CMP: INR876

TP: INR1,050 (+20%)

Buy

PAT beat led by higher other income and lower employee expenses

- Aditya Birla Sun Life AMC's (ABSLAMC) 1QFY26 operating revenue grew 16% YoY to ~INR4.5b (in line), leading to YoY improvement in yields to 44.4bp from 43.9bp in 1QFY25 (vs. our est. of 44.7bp).
- Total opex grew 9% YoY to INR1.8b (in line), with a cost-to-income ratio of 40.5% (vs. 43% in 1QFY25). EBITDA rose 21% YoY to INR2.7b (in line), with margins at 59.5% (vs. 57% in 1QFY25 and our est. 58.2%).
- Higher other income and lower employee costs led to a 7% beat on PAT to INR2.8b, up 18% YoY/22% QoQ.
- 1Q net sales witnessed strong growth, surpassing full-year sales of FY25, driven by improved fund performance across categories and strategic initiatives. Equity schemes continued to deliver consistent and strong returns, supported by process enhancements. Fixed income performance also remained solid across segments, with plans to expand the product suite through one or two new fund launches to meet the evolving needs of investors.
- We have kept our estimates largely unchanged, factoring in favorable market conditions, improved fund performance across categories, stable AUM growth leading to improvement in yields, and strong traction in the passives segment. Reiterate a BUY rating with a TP of INR1,050, based on 35x Mar'27E core EPS.

Strong fund performance across categories:

- Total MF AUM grew 14% YoY/6% QoQ to INR4t, led by 8%/20%/26%/19%/21% YoY growth in Equity/Debt/ETF/ Hybrid/Index funds. The market share stood at 6.24% as of Jun'25, largely stable.
- Overall average AUM increased 21% YoY to INR4.4t in 1QFY26, with the asset mix comprising Equity at 41%, Debt at 36%, Liquid at 14%, and Alternate Assets at 9%.
- Total Alternate AUM rose 67% QoQ to INR398b, led by a sharp 154% QoQ increase in AIF & PMS AUM to INR287b. Real estate AUM remained flat at INR5b, while offshore AUM declined 12% QoQ to INR106b.
- Revenue from the Alternate business came in at ~INR320m.
- Passive AUM grew 22% YoY and 5% QoQ to INR364b, driven by strong growth across categories—Index Funds rose 18% YoY to INR240b, ETFs grew 18% YoY to INR86b, and Fund of Funds (FoFs) surged 73% YoY to INR38b. The product suite expanded to 52 offerings from 44 as of Jun'24, spread across equity and fixed income segments.
- Under the GIFT City platform, fundraising is in progress for the ABSL Flexi Cap Fund (internal remittance) and ABSL Bluechip Fund (external remittance). Some large client withdrawals were observed due to portfolio restructuring.

Research Analyst: Prayesh Jain (Prayesh.Jain@MotilalOswal.com) | Nitin Aggarwal (Nitin.Aggarwal@MotilalOswal.com)

Research Analyst: Kartikeya Mohata (Kartikeya.Mohata@MotilalOswal.com) | Muskan Chopra (Muskan.Chopra@MotilalOswal.com)

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

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

- SIP contributions rose 4% YoY to INR11.4b, with SIP accounts increasing to 3.86m from 3.42m in Jun'24. Notably, 95% of total accounts are older than five years, and 90% are older than 10 years.
- The distribution mix remained largely stable in overall AUM. The direct channel continued to dominate the mix with a 42% share, followed by mutual fund distributors or MFDs (34%), national distributors (16%), and banks (8%). However, in equity AUM, MFDs contributed 54% to the distribution mix.
- Investor folios rose to 10.7m from 9.4m in 1QFY25, while the number of MFDs increased by ~2.2k to a total of 89k.
- Opex, as a percentage of QAAUM, stood at 18bp in 1QFY26 vs. 18.9bp in 1QFY25 (est. 18.7bp). Employee costs grew 4% YoY to INR926m (7% lower than estimate), while other expenses grew 13% YoY to INR753m (in line).
- ESOP expenses for the quarter stood at INR16m.
- Other income improved 24% YoY/64% QoQ, mainly due to MTM gains.

Key takeaways from the management commentary

- No near-term plans for rationalizing distribution commissions.
- On the SIF front, the board has approved the creation of a separate brand. Product opportunities have been identified across fixed income, credit, arbitrage, and long-short strategies.
- On the passives front, the company aims to build significant AUM by launching innovative products across ETFs, Index Funds, and FoFs. On the Alternatives side, it intends to hire leadership to drive accelerated growth.

Valuation and view

- ABSL AMC's mutual fund business is witnessing strong and broad-based growth, supported by improved fund performance across equity and fixed income segments, a steady rise in SIP traction, and continued expansion of its distribution network. Strategic initiatives to strengthen market share, along with enhanced product offerings and operational efficiencies, are driving business momentum.
- The company's focus on innovation, including the launch of a separate SIF platform and increasing focus on growth of non-MF segment via innovative product launches, positions it well for sustainable growth.
- We have kept our estimates largely unchanged, factoring in favorable market conditions, improved fund performance across categories, stable AUM growth leading to improvement in yields, and strong traction in the passives segment.
- **Reiterate a BUY rating with a TP of INR1,050, based on 35x Mar'27E core EPS.**

Quarterly Performance

(INR m)

Y/E March	FY25				FY26				FY25	FY26	1Q FY26E	Act v/s Est. (%)	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
Revenue from Operations	3,866	4,242	4,451	4,288	4,474	4,561	4,650	4,423	16,848	18,108	4,473	0	15.7	4.3
Change YoY (%)	24.3	26.6	30.4	17.3	15.7	7.5	4.5	3.1	24.5	7.5	15.7			
Fees & Commission	105	121	124	122	135	139	143	111	471	527	125.2	7.5	28.8	10.8
Employee Expenses	892	894	877	988	926	966	965	1,087	3,652	3,944	999	-7.3	3.8	(6.3)
Other expenses	667	723	707	739	753	766	777	794	2,836	3,091	747	0.8	12.9	1.9
Total Operating Expenses	1,664	1,738	1,708	1,849	1,814	1,871	1,885	1,992	6,958	7,562	1,871	-3	9.0	(1.9)
Change YoY (%)	18	21	16	15	9	8	10	8	17.5	8.7	12.5			
EBITDA	2,203	2,504	2,743	2,439	2,660	2,690	2,765	2,431	9,890	10,546	2,601.6	2	20.8	9.0
EBITDA margin (%)	57.0	59.0	61.6	56.9	59.5	59.0	59.5	55.0	58.7	58.2	58.2	129bps	248bps	257bps
Other Income	948	958	384	720	1,179	800	800	784	3,010	3,563	950	24	24.3	63.8
Depreciation/Reversal	91	98	111	98	103	102	104	105	398	414	100	3	12.5	5.3
Finance Cost	14	14	17	11	13	15	15	16	57	59	14	-6	(8.4)	19.1
PBT	3,045	3,351	2,999	3,050	3,723	3,373	3,446	3,094	12,445	13,635	3,438	8	22.3	22.0
Tax Provisions	688	928	754	770	952	843	861	752	3,139	3,409	859	11	38.3	23.7
Net Profit	2,357	2,423	2,245	2,281	2,771	2,530	2,584	2,341	9,306	10,227	2,578	7	17.6	21.5
Change YoY (%)	27.7	36.1	7.2	9.5	17.6	4.4	15.1	2.6	19.2	9.9	9.4			
Core PAT	1,623	1,730	1,957	1,743	1,894	1,930	1,984	1,748	7,055	7,554	1,866	1	16.7	8.7
Change YoY (%)	30.0	27.0	33.9	15.9	16.7	11.5	1.4	0.3	26.5	7.1	14.9			

Key Operating Parameters (%)

	1QFY25	2QFY25	3QFY25	4QFY25	1QFY25	2QFY25	3QFY25	4QFY25	FY25	FY26	1Q FY26E	Act v/s Est.	YoY	QoQ
Revenue / AUM (bps)	43.9	44.3	46.4	44.9	44.4	44.1	43.9	40.7	44.9	44.2	44.7	-33 bps	49bps	-58bps
Opex / AUM (bps)	18.9	18.1	17.8	19.4	18.0	18.1	17.8	18.3	18.5	18.5	18.7	-71 bps	-89bps	-139bps
PAT / AUM (bps)	26.7	25.3	23.4	23.9	27.5	24.5	24.4	21.5	24.8	25.0	25.8	171 bps	73bps	357bps
Cost to Oper. Inc. Ratio	43.0	41.0	38.4	43.1	40.5	41.0	40.5	45.0	41.30	41.76	41.8	-129bps	-248bps	-257bps
EBITDA Margin	57.0	59.0	61.6	56.9	59.5	59.0	59.5	55.0	58.7	58.2	58.2	129 bps	248bps	257bps
Tax Rate	22.6	27.7	25.2	25.2	25.6	25.0	25.0	24.3	25.2	25.0	25.0	56 bps	297bps	33bps
PAT Margin	61.0	57.1	50.4	53.2	61.9	55.5	55.6	52.9	55.2	56.5	57.6	430 bps	97bps	875bps
Core PAT Margin	42.0	40.8	44.0	40.6	42.3	42.3	42.7	39.5	41.9	41.7	41.7	62 bps	34bps	169bps



Key takeaways from the management commentary

MF Business:

- 1Q net sales registered strong growth, surpassing full-year net sales of FY25, reflecting solid business momentum. Growth was supported by improved fund performance across categories and various ongoing initiatives aimed at sustaining market share over the past two quarters.
- Equity investments continued to show consistent performance improvement, with strong returns delivered across multiple schemes, aided by process enhancements implemented across offerings.
- Fixed income performance remained strong across all categories. The company is also planning to broaden its product suite, with one or two new funds in the pipeline to cater to the evolving needs of a growing investor base.
- Achieved a significant milestone during the quarter by crossing INR4t in AUM.
- SIP AUM for the quarter stood at ~INR840b, accounting for ~45% of equity AUM.
- SIP contributions stood at INR11.4b, supported by 3.86m active SIP accounts.
- The company serviced 10.7m folios as of Jun'25, marking a 14% YoY increase.

- Continued expansion of the distributor network with the addition of over 2.2k new MFDs in 1Q, bringing the total to more than 89k.
- No immediate plans for distribution commission rationalization.
- On the SIF front, the board has approved the creation of a separate brand. Product opportunities have been identified across fixed income, credit, arbitrage, and long-short strategies.
- A regional growth summit for distributors is planned shortly to drive deeper market penetration and ensure sustained business growth.

Non-MF Business:

- In the passive space, the company aims to build significant AUM by launching innovative products across ETFs, Index Funds, and FoFs.
- **Alternates business revenue came in at ~INR320m.** The company intends to hire leadership to drive accelerated growth in the Alternates segment.
- The PMS and AIF product suite covers both fixed income and equity segments. A new offering under development is the ABSL India Equity Innovation Fund.
- Real estate AUM stood at INR5b, with ongoing fundraising in the Credit Opportunities Scheme.
- Under the GIFT City platform, fundraising is in progress for the ABSL Flexi Cap Fund (internal remittance) and ABSL Bluechip Fund (external remittance). Some large client withdrawals were observed due to portfolio restructuring.
- Following the ESIC mandate secured last year, AUM under this mandate now stands at ~INR242.6b.

Yields:

- Yields: Equity/Debt/Liquid stood at 67-68bp/24-25bp/13-14bp

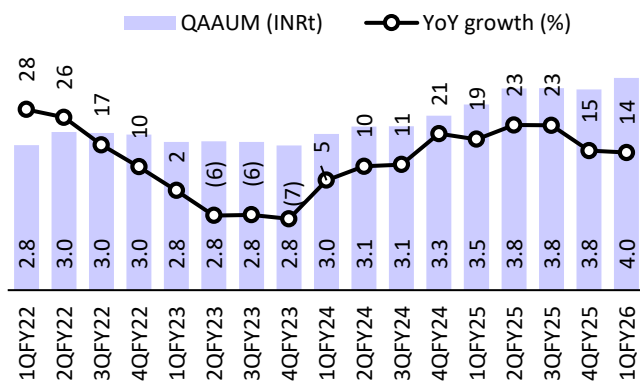
Financials:

- Employee costs declined 6% QoQ due to higher variable pay being recorded in the previous quarter.
- ESOP expenses for the quarter stood at INR16m.

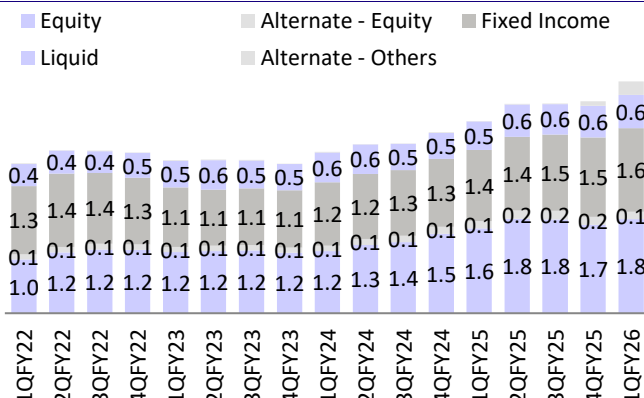
Exhibit 1: Summary of our revised estimates

Financials & Valuation (INR b)	New Estimates		Old Estimates		Change in Estimates	
	2026E	2027E	2026E	2027E	2026E	2027E
Y/E March						
AAUM (INRb)	4,095	4,721	4,158	4,797	-2%	-2%
MF Yield (bps)	42.0	41.0	42.0	41.0	0bps	0bps
Rev from Ops	18.1	20.4	18.4	20.7	-1%	-2%
Core PAT	7.6	8.6	7.7	8.8	-2%	-2%
PAT	10.2	11.3	10.2	11.4	0%	-2%
PAT (bp/AAUM)	25	24	25	24	4bps	0bps
Core EPS	26	30	27	31	-2%	-2%
EPS	35	39	35	40	0%	-2%
EPS Grw. (%)	10	10	10	12		
BVPS	145	159	145	160	0%	0%
RoE (%)	26	26	26	26		
Div. Payout (%)	56	64	56	63		
Valuations						
Mcap/AUM	6.2	5.3	6.0	5.2		
P/E (x)	24.7	22.4	24.4	21.7		
P/BV (x)	6.0	5.5	6.0	5.4		
Div. Yield (%)	2.3	2.9	2.3	2.9		

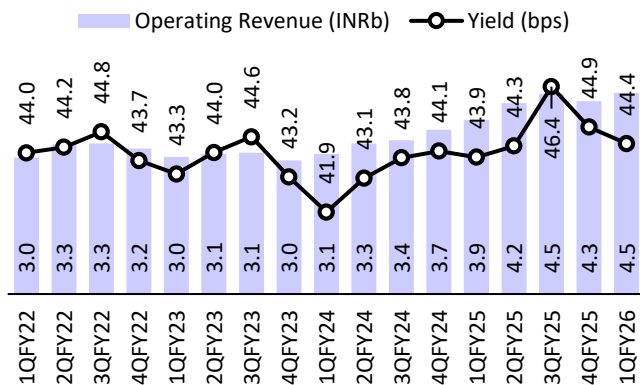
Key exhibits

Exhibit 1: AUM grew 14% YoY in 1QFY26


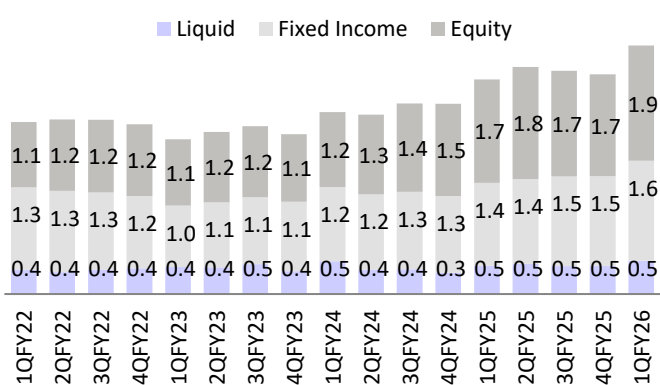
Source: MOFSL, Company

Exhibit 2: AUM mix (INR t)


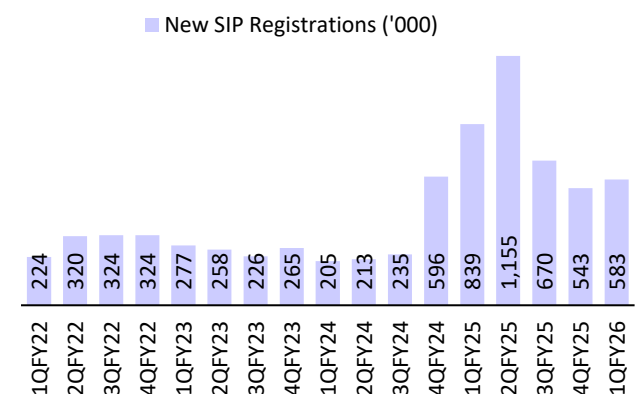
Source: MOFSL, Company

Exhibit 3: Yields improved on a YoY basis in 1QFY26


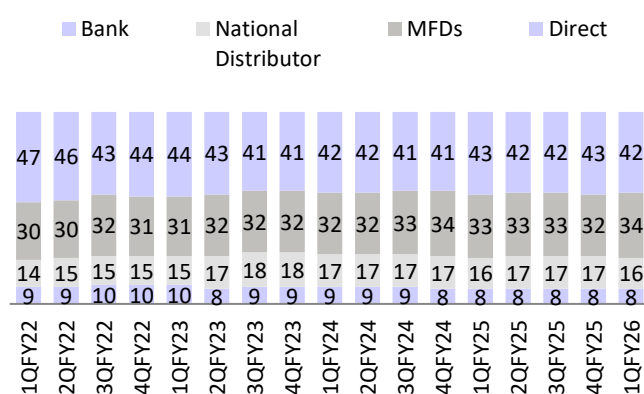
Source: MOFSL, Company

Exhibit 4: Equity AUM improved (INR t)


Source: MOFSL, Company

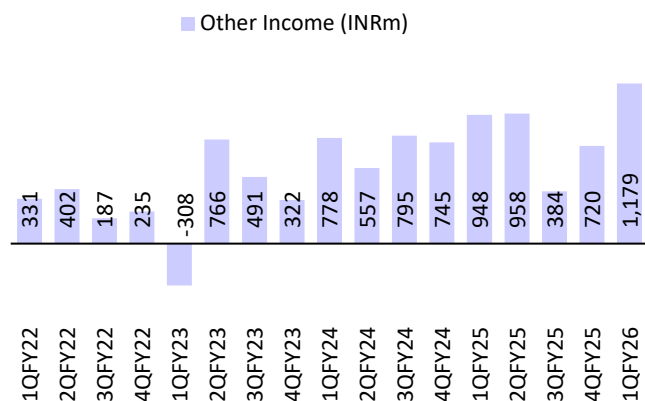
Exhibit 5: New SIP registrations trends


Source: MOFSL, Company

Exhibit 6: Distribution mix (%)


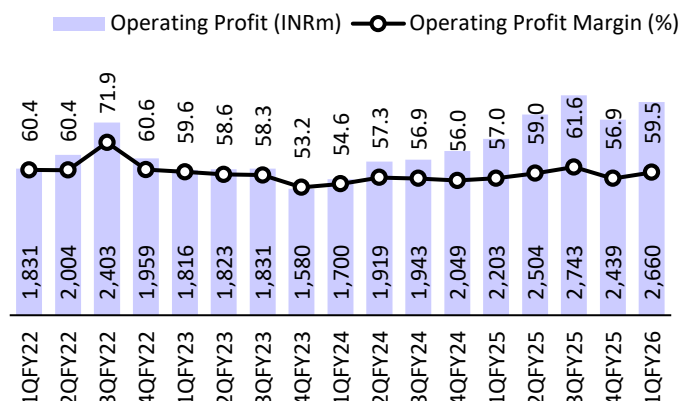
Source: MOFSL, Company

Exhibit 7: Other income grew to INR1.2b in 1QFY26



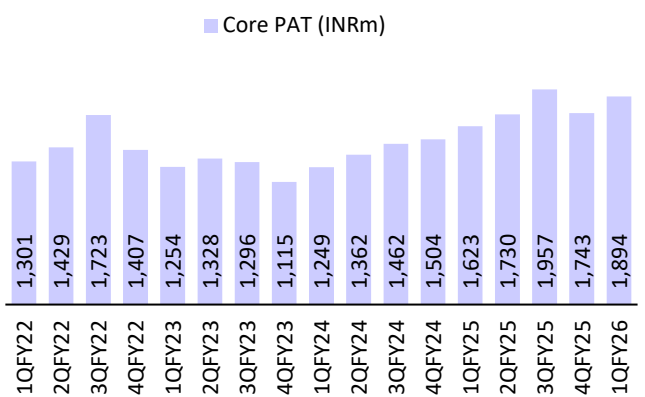
Source: MOFSL, Company

Exhibit 8: Operating profit trends



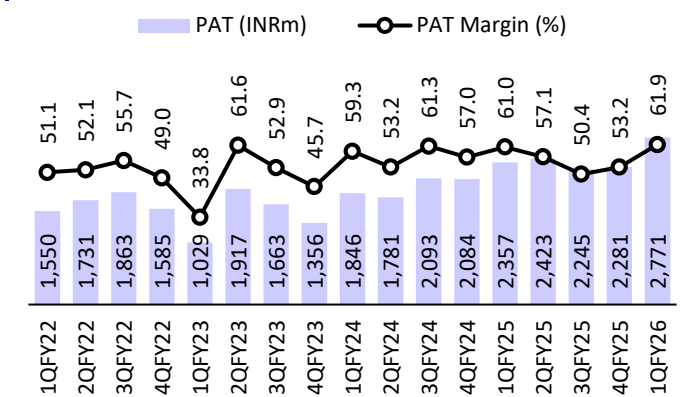
Source: MOFSL, Company

Exhibit 9: Core PAT trends



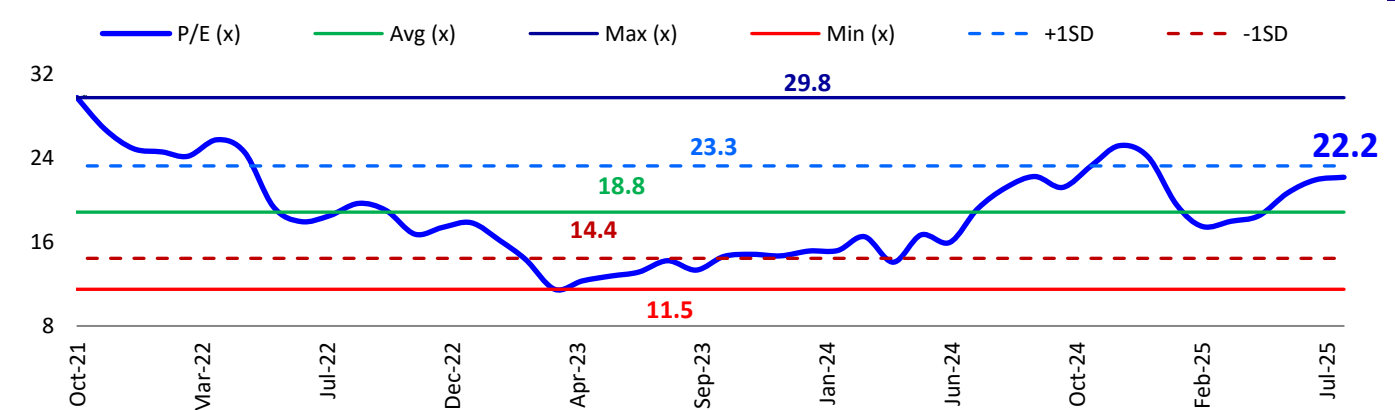
Source: MOFSL, Company

Exhibit 10: PAT trends



Source: MOFSL, Company

Exhibit 11: One year forward P/E



Source: MOFSL, Company

Financials and valuations

Income Statement							INR m	
Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E
Investment management fees	11,597	10,679	12,930	12,266	13,532	16,848	18,108	20,376
Change (%)	(12.6)	(7.9)	21.1	(5.1)	10.3	24.5	7.5	12.5
Operating Expenses	5,321	4,670	4,992	5,216	5,922	6,958	7,562	8,371
Core Operating Profits	6,276	6,010	7,937	7,050	7,610	9,890	10,546	12,005
Change (%)	4.0	-4.2	32.1	-11.2	7.9	30.0	6.6	13.8
Dep/Interest/Provisions	420	430	147	382	402	455	473	493
Core PBT	5,856	5,580	7,791	6,668	7,208	9,435	10,073	11,512
Change (%)	3.6	-4.7	39.6	-14.4	8.1	30.9	6.8	14.3
Other Income	751	1,379	1,156	1,271	2,874	3,010	3,563	3,519
PBT	6,607	6,959	8,947	7,938	10,082	12,445	13,635	15,031
Change (%)	2.3	5.3	28.6	-11.3	27.0	23.4	9.6	10.2
Tax	1,663	1,696	2,219	1,975	2,278	3,139	3,409	3,758
Tax Rate (%)	25.2	24.4	24.8	24.9	22.6	25.2	25.0	25.0
PAT	4,944	5,263	6,728	5,964	7,804	9,306	10,227	11,273
Change (%)	10.7	6.4	27.8	-11.4	30.9	19.3	9.9	10.2
Core PAT	4,382	4,220	5,858	5,009	5,579	7,055	7,554	8,634
Change (%)	12.0	-3.7	38.8	-14.5	11.4	26.5	7.1	14.3
Dividend	3,978	1,400	3,298	2,952	3,889	6,924	5,760	7,200

Balance Sheet							INR m	
Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E
Equity Share Capital	180	180	1,440	1,440	1,441	1,442	1,440	1,440
Reserves & Surplus	12,989	16,866	20,525	23,730	30,248	35,826	40,293	44,366
Net Worth	13,169	17,046	21,965	25,170	31,689	37,269	41,733	45,806
Borrowings	0	0	0	0	0	0	0	0
Other Liabilities	2,551	2,799	2,382	2,711	3,330	3,876	4,263	4,689
Total Liabilities	15,720	19,846	24,347	27,881	35,019	41,144	45,996	50,495
Cash and Investments	14,038	18,393	22,848	25,896	33,167	39,120	43,770	48,046
Change (%)	5.4	31.0	24.2	13.3	28.1	18.0	11.9	9.8
Loans	1	0	0	0	0	0	0	0
Net Fixed Assets	872	782	750	723	1,128	1,081	1,189	1,308
Current Assets	808	670	750	1,263	724	943	1,037	1,141
Total Assets	15,720	19,846	24,347	27,881	35,019	41,144	45,996	50,495

E: MOSL Estimates

Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E
AAAUM (INR B)	2,513	2,445	2,926	2,802	3,127	3,754	4,095	4,721
Change (%)	1.3	-2.7	19.7	-4.2	11.6	20.0	9.1	15.3
Equity (Including Hybrid)	36.5	34.9	39.5	42.1	42.6	45.4	42.9	43.9
Debt	35.0	40.7	32.7	23.0	21.9	20.3	21.8	21.1
Liquid	28.2	23.7	26.4	28.6	26.2	25.9	26.2	25.5
Others	0.4	0.6	1.4	6.3	9.3	8.4	9.1	9.4

E: MOSL Estimates

Financials and valuations

Cashflow							INR m	
Y/E March	2020	2021	2022	2023	2024	2025	2026E	2027E
Cashflow from operations	5014	6067	6624	6153	9350	10074	10978	12073
PBT	6,607	6,959	8,947	7,938	10,082	12,445	13,635	15,031
Depreciation and amortization	365	374	356	343	346	398	414	431
Tax Paid	-1,663	-1,696	-2,219	-1,975	-2,278	-3,139	-3,409	-3,758
Deferred tax	76	-9	115	96	266	194	81	89
Interest, dividend income (post-tax)	0	0	0	0	0	0	0	0
Interest expense (post-tax)	41	42	37	29	44	42	45	47
Change in Working Capital	(412)	396	(611)	(279)	891	134	213	234
Cash from investments	-908	-4540	-4368	-3077	-8440	-6119	-5522	-5549
Capex	-268	-284	-324	-317	-751	-352	-522	-549
Others	-641	-4,255	-4,044	-2,761	-7,689	-5,768	-5,000	-5,000
Cash from financing	-4022	-1427	-1845	-2788	-1328	-3767	-5809	-7247
Equity	0	0	0	0	1	2	-2	0
Interest costs	-41	-42	-37	-29	-44	-42	-45	-47
Dividend Expense	-3,978	-1,400	-3,298	-2,952	-3,889	-6,924	-5,760	-7,200
Others	-3	15	1,489	193	2,605	3,197	-2	0
Change of cash	84	99	411	287	-418	188	-353	-723
Opening Cash	385	469	568	979	1,266	848	1,034	683
Closing Cash	469	568	979	1,266	848	1,034	683	-40
FCFF	4,746	5,782	6,300	5,836	8,599	9,722	10,456	11,524

Valuations	2020	2021	2022	2023	2024	2025	2026E	2027E
BVPS (INR)	46	59	76	87	110	129	145	159
Change (%)	7.9	29.4	28.9	14.6	25.9	17.6	12.0	9.8
Price-BV (x)	19.2	14.8	11.5	10.0	8.0	6.8	6.0	5.5
EPS (INR)	17.2	18.3	23.4	20.7	27.1	32.3	35.5	39.1
Change (%)	10.7	6.4	27.8	-11.4	30.9	19.3	9.9	10.2
Price-Earnings (x)	51.0	48.0	37.5	42.3	32.3	27.1	24.7	22.4
Core EPS (INR)	15.2	14.6	20.3	17.4	19.4	24.5	26.2	30.0
Change (%)	12.0	-3.7	38.8	-14.5	11.4	26.5	7.1	14.3
Core Price-Earnings (x)	57.6	59.8	43.1	50.4	45.2	35.8	33.4	29.2
DPS (INR)	183.3	77.8	11.5	10.3	13.5	24.0	20.0	25.0
Dividend Yield (%)	20.9	8.9	1.3	1.2	1.5	2.7	2.3	2.9

E: MOSL Estimates

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

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. 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://online.reports.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") (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 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/NCDX); 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@motilaloswal.com.