

Dalmia Bharat

BSE SENSEX

83,675

S&P CNX

25,807



Stock Info

Bloomberg	DALBHARA IN
Equity Shares (m)	188
M.Cap.(INRb)/(USDb)	407.4 / 4.5
52-Week Range (INR)	2496 / 1601
1, 6, 12 Rel. Per (%)	5/-9/9
12M Avg Val (INR M)	747
Free float (%)	44.2

Financials Snapshot (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Sales	150.2	162.2	176.9
EBITDA	31.0	34.9	39.9
Adj. PAT	11.5	12.2	13.7
EBITDA Margin (%)	20.6	21.5	22.6
Adj. EPS (INR)	61.3	64.9	73.3
EPS Gr. (%)	65.3	6.0	12.8
BV/Sh. (INR)	976	1,026	1,084

Ratios

Net D:E	0.1	0.1	0.2
RoE (%)	6.4	6.5	6.9
RoCE (%)	6.5	6.6	6.9
Payout (%)	19.6	23.1	20.5

Valuations

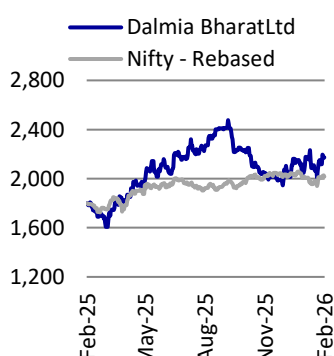
P/E (x)	35.5	33.5	29.7
P/BV (x)	2.2	2.1	2.0
EV/EBITDA(x)	13.2	12.0	10.9
EV/ton (USD)	91	83	79
Div. Yield (%)	0.6	0.7	0.7
FCF Yield (%)	-1.2	-1.8	-0.7

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	55.8	55.8	55.8
DII	19.1	18.0	14.9
FII	7.9	8.8	9.1
Others	17.1	17.5	20.2

FII Includes depository receipts

Stock performance (one-year)



CMP: INR2,172 TP: INR2,570 (+18%)

Buy

Growth visibility improves; volume ramp-up to unlock value

We recently met with Dalmia Bharat's (DALBHARA) management to understand current industry demand, pricing environment and the company's growth plans. Management noted that overall cement demand momentum is strong. Regionally, the east is subdued amid weak demand in West Bengal and Jharkhand and slow project execution in Odisha. South and northeast are performing better. On pricing, after a sharp correction in 3Q, recent hikes of INR5-15/bag (trade) and INR10-15/bag (non-trade) have been observed. The company is targeting cost savings of INR150-200/t, with INR45-50/t having already been achieved and a further INR50-100/t expected over the next 12-18 months. The company's expansion remains firmly on track, with new clinker capacity commissioned in the northeast, and the large-scale expansion in the south region is expected to increase clinker/grinding capacity to 34.3mtpa/61.5mtpa by 1HFY28. Over the past two years, muted volumes, weak profitability, and uncertainty around the JPA acquisition weighed on stock performance. With clarity on expansions, capacity utilization and profitability improvement, there is potential for further re-rating. The stock currently trades at 12x/11x FY27/FY28E EV/EBITDA. We value the stock at 13x FY28E EV/EBITDA to arrive at our TP of INR2,570. Reiterate BUY.

Divergent regional trends – East lags, south and northeast drive growth

- Regionally, the east continues to face challenges in cement demand. West Bengal remains weak due to election-related disruptions, while Jharkhand demand has also been soft. Odisha witnessed a weak 1HFY26, largely due to delays in project execution, although the infrastructure pipeline remains large, and execution has yet to meaningfully pick up. Over the last two to three years, cement demand growth in the east has been limited to ~4-5%.
- In contrast, the south is performing materially better, with stronger demand traction and improving market conditions. The northeast has also emerged as a relatively bright spot, with demand trends improving over the last 3-4 years. In northeast, DALBHARA and Star Cement together command over 50% market share in the region. Moreover, budgetary allocation toward infrastructure is higher in the northeast, alongside the emergence of new industries, making it a structurally promising market over the medium term.
- Over FY24-26E, DALBHARA's estimated volume CAGR is ~3% vs. the industry CAGR of ~5-6%. Consequently, the company's capacity utilization dropped to ~61-62% vs. ~70% over FY19-24. In the past two years, the company has undergone leadership restructuring and appointed Mr. Navin Tewari as Chief Marketing Officer. In the east region, it has lost market share due to changes in its marketing strategy.
- The company is now focusing on ramping up volume growth in its key markets, actively strengthening its dealer and distribution network by increasing dealer engagements and investing in brand-building. We believe the company's volume should improve and we estimate a volume CAGR of ~7% over FY26-28. Average capacity utilization remains range-bound at ~60-62% mainly due to the addition of new capacity during that period.

Sanjeev Kumar Singh - Research analyst (Sanjeev.Singh@MotilalOswal.com)

Research analyst - Mudit Agarwal (Mudit.Agarwal@MotilalOswal.com) | **Abhishek Sheth** (Abhishek.Sheth@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.

Expansions on track; remains among the top-four cement players in India

- Earlier in 4QFY25, DALBHARA commissioned 2.4mtpa grinding capacity at Lanka, Assam. It has recently commissioned 3.6mtpa clinker capacity at Umrangso, Assam. Now the company has excess clinker capacity, which can be converted into 1.0-1.5mtpa cement in the northeast. It is evaluating options to add additional grinding capacity in the northeast to utilize excess clinker.
- Apart from that, the company announced a strategic expansion in the south region – 1) clinker/grinding capacity of 3.6mtpa/3.0mtpa at its Belgaum, Karnataka plant, along with a 3.0mtpa greenfield grinding unit in Pune, likely to be completed in FY27; and 2) clinker/grinding capacity of 3.6mtpa/6.0mtpa at its Kadapa plant in Andhra Pradesh (alongside a 3mtpa bulk terminal in Chennai to deepen its access to the North Tamil Nadu market), to be completed in 1HFY28. Total estimated capex for these expansions in the south region is ~INR68.1b (capex cost of USD63/t).
- Following these expansions, the company's clinker/grinding capacity will surge to 34.3mtpa/61.5mtpa by 1HFY28 vs. 27.1mtpa/49.5mtpa currently (registering grinding capacity CAGR of ~12%). Moreover, to diversify its geographic footprint and become a pan-India player, the company is planning to set up facilities in the north and central regions. Within that, it has prioritized a greenfield expansion in Jaisalmer, Rajasthan. While other project-related work is going as per the plans (land acquisitions, EC application, etc.), it is likely to announce expansion in the coming months, after board approvals. Given the company's expansion plans, we believe it will continue to be among the top-four cement companies in India (in terms of cement capacity).

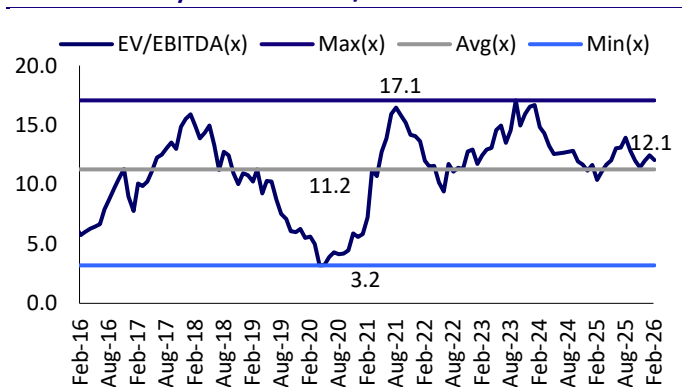
Cost efforts continuing; price hike sustainability remains vital

- The company is targeting a cost reduction of INR150–200/t, with INR45-50/t having been achieved in the past six quarters, supported by higher RE share, logistics cost optimization and higher clinker conversion ratio. A part of the benefit was offset by the levy of additional mineral tax by Tamil Nadu. Fuel cost is also trending favorably so far, as the company is sourcing domestic petcoke (in its fuel mix), which is cheaper than imported petcoke. It does not expect the recent rise in fuel prices to impact near-term performance, given low-cost inventory.
- It expects further cost savings of INR50-100/t in the next one-and-a-half years by ramping up green power share to 60% by FY27 from 48% currently, improving clinker conversion ratio by producing more blended cement (~80% currently), and increasing alternative fuel share. On logistics side, it has a lower lead distance of 270-280km vs. industry average of ~350km, and it is scaling up direct dispatches, reducing handling costs, improving fleet utilization and streamlining warehousing to reduce overall freight cost/t.
- While cement prices fell in 3QFY26 beyond the GST rate cut, our recent channel checks suggest a price hike of INR5-15/bag in trade segment and INR10-15/bag in non-trade segment across regions. Cement prices remained highly volatile in the company's core markets (east and south) due to high competitive intensity. The near-term pricing outlook remains difficult to predict; however, the medium term outlook for pricing remains positive, supported by increased consolidation, rising entry barriers, and steady capacity utilization of ~70% at the all-India level.

Valuation and view

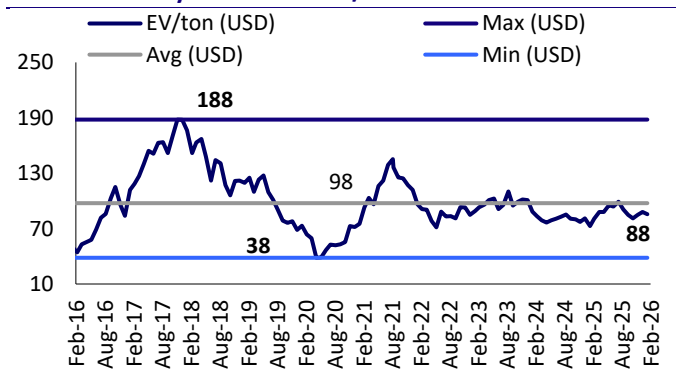
- Over the past two years, muted volume growth and weak profitability, coupled with limited visibility on the expansion roadmap amid the pending JPA cement acquisition, acted as key overhangs on the stock's performance. While the stock witnessed an initial re-rating following the announced south expansion and exit from the JPA acquisition race, we believe there is a potential for further re-rating, driven by improving capacity utilization and a recovery in profitability.
- We estimate a CAGR of 9%/14%/9% in revenue/EBITDA/PAT over FY26-28. We estimate a volume CAGR of ~7% over FY26-28E and EBITDA/t of INR1,079/ INR1,142 in FY27E/FY28E vs. INR1,019 in FY26E (avg. EBITDA/t of INR1,013 over FY21-25). The company's net debt is estimated to rise to INR37.3b by FY28 from INR15.6b in FY26E. Its net debt-to-EBITDA ratio is estimated at 0.9x vs. 0.5x in FY26E.
- The stock currently trades at 12x/11x FY27/FY28E EV/EBITDA. We value the stock at 13x FY28E EV/EBITDA to arrive at our TP of INR2,570. **Reiterate BUY.**

Exhibit 1: One-year forward EV/EBITDA



Source: MOFSL, Company

Exhibit 2: One-year forward EV/t

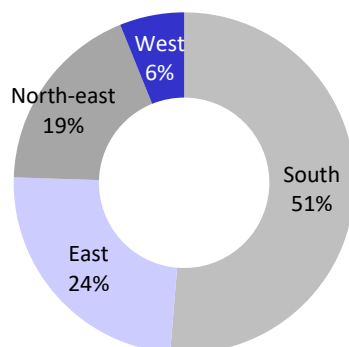


Source: MOFSL, Company

Story in charts

Exhibit 3: DALBHARA's clinker capacity regional break-up

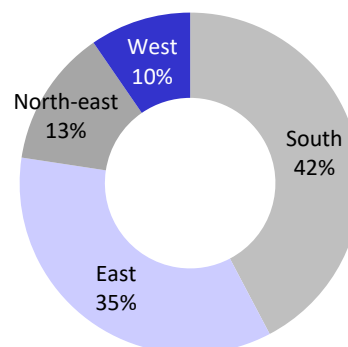
FY27E



Source: MOFSL, Company

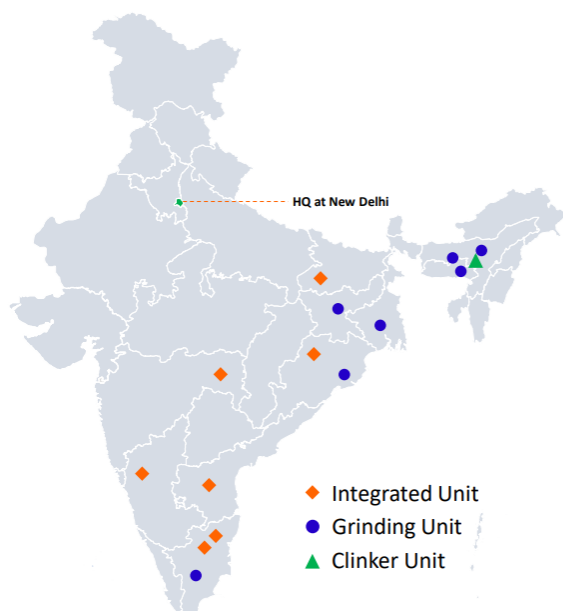
Exhibit 4: DALBHARA's grinding capacity regional break-up

FY27E



Source: MOFSL, Company

Exhibit 5: Snapshot of DALBHARA's Geographical footprint



Region	Cement	Clinker
South	17.0	10.4
East	21.6	8.3
North East	8.0	6.3
West	2.9	2.1
Total	49.5	27.1



15 Plants



23 States Served



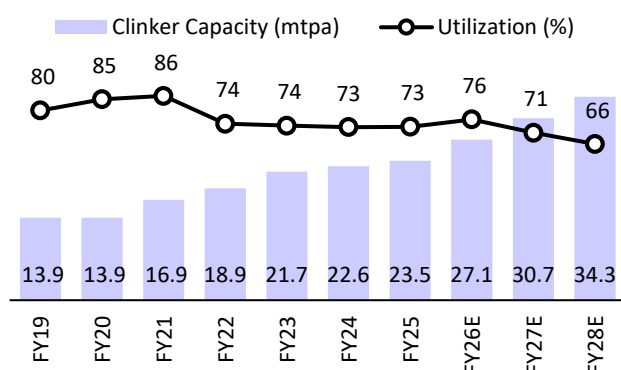
29 Sales Offices



46,600+ Channel Partners*

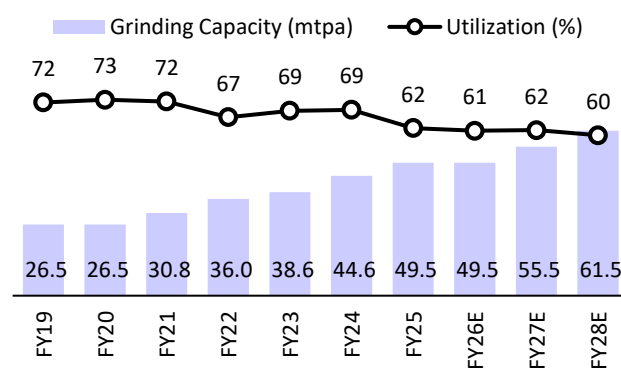
Source: Company

Exhibit 6: Clinker capacity and utilization trend



Source: MOFSL, Company; E: MOFSL estimates

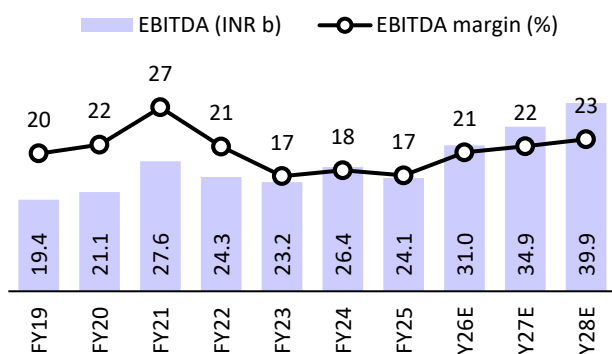
Exhibit 7: Grinding capacity and utilization trend



Source: MOFSL, Company; E: MOFSL estimates

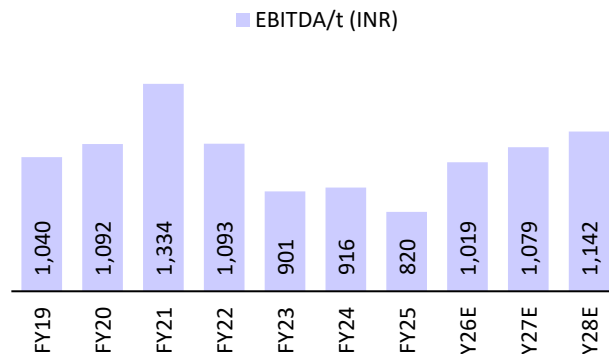
Story in charts

Exhibit 8: Estimate EBITDA CAGR of ~14% over FY26-28



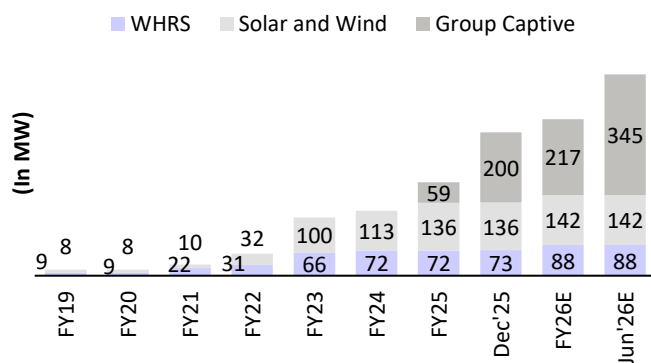
Source: MOFSL, Company; E: MOFSL estimates,

Exhibit 9: Estimate EBITDA/t to improve over FY27-28



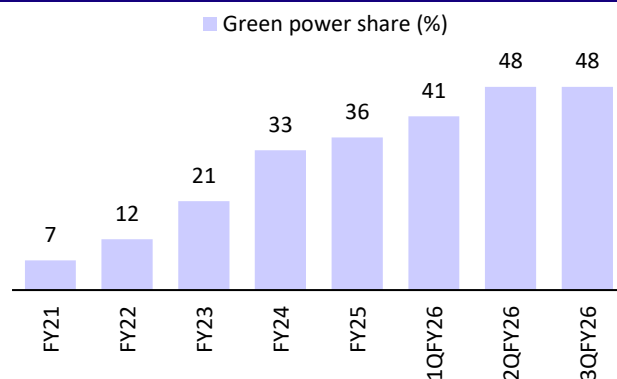
Source: MOFSL, Company; E: MOFSL estimates,

Exhibit 10: Increasing green power portfolio



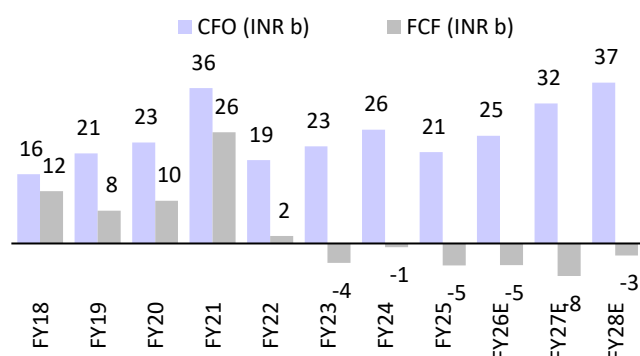
Source: MOFSL, Company

Exhibit 11: Green power share continues to increase



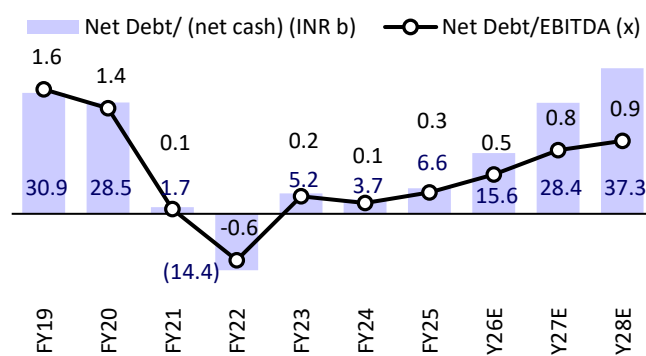
Source: MOFSL, Company

Exhibit 12: Estimate net free cash outflow due to capacity expansions



Source: MOFSL, Company; E: MOFSL estimates

Exhibit 13: Net debt is likely to increase, while leverage (net-debt to EBITDA ratio) remains comfortable at <1.0x



Source: MOFSL, Company; E: MOFSL estimates

Financials and Valuations (Consolidated)

Income Statement								(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Sales	1,01,100	1,12,860	1,35,400	1,46,910	1,39,800	1,50,165	1,62,191	1,76,915
Change (%)	4.5	11.6	20.0	8.5	-4.8	7.4	8.0	9.1
EBITDA	27,620	24,260	23,160	26,390	24,070	30,977	34,938	39,945
Margin (%)	27.3	21.5	17.1	18.0	17.2	20.6	21.5	22.6
Depreciation	12,500	12,350	13,050	14,980	13,310	13,313	15,487	17,549
EBIT	15,120	11,910	10,110	11,410	10,760	17,664	19,451	22,396
Int. and Finance Charges	2,950	2,020	2,340	3,860	3,990	4,708	5,521	6,496
Other Income - Rec.	1,810	1,600	1,380	3,150	2,530	2,657	2,607	2,760
PBT bef. EO Exp.	13,980	11,490	9,150	10,700	9,300	15,612	16,538	18,660
EO Expense/(Income)	-3,330	20	-3,850	0	1,130	-210	0	0
PBT after EO Exp.	17,310	11,470	13,000	10,700	8,170	15,822	16,538	18,660
Current Tax	2,120	250	320	2,160	1,180	3,969	4,204	4,744
Deferred Tax	3,330	2,900	2,100	1,310	40	0	0	0
Tax Rate (%)	40.4	26.5	29.6	25.4	20.4	25.4	25.4	25.4
Reported PAT	11,860	8,320	10,580	7,230	6,950	11,853	12,334	13,917
Minority and Associates	-130	-240	-190	-270	-160	-130	-160	-180
PAT Adj. for EO items	8,400	8,203	6,850	7,640	6,950	11,487	12,174	13,737
Change (%)	275.0	-2.3	-16.5	11.5	-9.0	65.3	6.0	12.8
Margin (%)	8.3	7.3	5.1	5.2	5.0	7.6	7.5	7.8

Balance Sheet								(INR m)
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	374	375	375	375	375	375	375	375
Total Reserves	1,27,726	1,60,235	1,55,905	1,63,590	1,73,360	1,82,624	1,91,985	2,02,910
Net Worth	1,28,100	1,60,610	1,56,280	1,63,965	1,73,735	1,82,999	1,92,360	2,03,285
Deferred capital investment subsidy	1,240	1,250	1,660	1,560	1,740	1,740	1,740	1,740
Deferred Liabilities	16,590	15,640	16,100	17,580	19,810	19,810	19,810	19,810
Minority Interest	340	720	1,160	1,100	1,260	1,390	1,550	1,730
Total Loans	37,080	31,190	37,420	46,300	52,580	56,580	70,080	79,080
Capital Employed	1,83,350	2,09,410	2,12,620	2,30,505	2,49,125	2,62,519	2,85,540	3,05,645
Gross Block	1,86,160	2,00,360	2,16,590	2,39,020	2,66,140	3,07,300	3,44,300	3,94,300
Less: Accum. Deprn.	49,910	59,020	68,760	81,710	93,490	1,06,803	1,22,290	1,39,839
Net Fixed Assets	1,36,250	1,41,340	1,47,830	1,57,310	1,72,650	2,00,497	2,22,010	2,54,461
Capital WIP	10,060	10,450	18,710	23,950	26,160	15,000	18,000	8,000
Current Investment	32,930	43,990	29,350	38,720	44,440	39,660	39,660	39,660
Non-current Investment	7,410	13,060	5,900	5,910	7,160	7,160	7,160	7,160
Curr. Assets, Loans and Adv.	32,210	37,840	53,400	51,225	51,295	52,315	54,997	57,760
Inventory	7,600	9,460	13,160	12,180	13,860	14,888	16,080	17,540
Account Receivables	5,110	6,730	7,000	8,360	8,890	9,549	10,314	11,250
Cash and Bank Balance	2,470	1,600	2,850	3,920	1,580	1,369	1,990	2,119
Loans and Advances	17,030	20,050	30,390	26,765	26,965	26,509	26,613	26,851
Curr. Liability and Prov.	35,510	37,270	42,570	46,610	52,580	52,113	56,287	61,396
Account Payables	32,820	34,600	39,370	43,160	48,300	47,515	51,321	55,980
Provisions	2,690	2,670	3,200	3,450	4,280	4,597	4,966	5,416
Net Current Assets	-3,300	570	10,830	4,615	-1,285	202	-1,290	-3,636
Appl. of Funds	1,83,350	2,09,410	2,12,620	2,30,505	2,49,125	2,62,519	2,85,540	3,05,645

E: MOFSL estimates

Financials and Valuations (Consolidated)

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)*								
EPS	44.9	43.8	36.5	40.8	37.1	61.3	64.9	73.3
Cash EPS	111.7	109.7	106.1	120.6	108.0	132.3	147.5	166.8
BV/Share	684.6	857.2	833.6	874.6	926.7	976.1	1,026.0	1,084.3
DPS	1.3	9.0	9.0	9.0	9.0	12.0	15.0	15.0
Payout (%)	3.0	20.6	24.6	22.1	24.3	19.6	23.1	20.5
Valuation (x)*								
P/E	48.4	49.6	59.5	53.3	58.6	35.5	33.5	29.7
Cash P/E	19.5	19.8	20.5	18.0	20.1	16.4	14.7	13.0
P/BV	3.2	2.5	2.6	2.5	2.3	2.2	2.1	2.0
EV/Sales	3.9	3.4	2.9	2.6	2.8	2.7	2.6	2.5
EV/EBITDA	14.5	15.8	17.0	14.7	16.1	13.2	12.0	10.9
EV/t (USD)	143	117	113	96	87	91	83	79
Dividend Yield (%)	0.1	0.4	0.4	0.4	0.4	0.6	0.7	0.7
Return Ratios (%)								
RoIC	6.7	6.0	4.5	5.2	5.0	6.9	6.7	6.9
RoE	7.2	5.7	4.3	4.8	4.1	6.4	6.5	6.9
RoCE	6.1	5.6	4.2	5.4	4.8	6.5	6.6	6.9
Working Capital Ratios								
Asset Turnover (x)	0.6	0.5	0.6	0.6	0.6	0.6	0.6	0.6
Inventory (Days)	27	31	35	30	36	36	36	36
Debtor (Days)	18	22	19	21	23	23	23	23
Leverage Ratio (x)								
Current Ratio	0.9	1.0	1.3	1.1	1.0	1.0	1.0	0.9
Debt/Equity ratio	0.3	0.2	0.2	0.3	0.3	0.3	0.4	0.4

Cash Flow Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	13,640	11,620	13,210	10,690	8,170	15,612	16,538	18,660
Depreciation	12,500	12,360	13,050	14,980	13,310	13,313	15,487	17,549
Interest and Finance Charges	3,190	1,930	2,310	3,860	3,990	4,658	5,491	6,466
Direct Taxes Paid	440	240	-140	-540	-710	-3,969	-4,204	-4,744
(Inc.)/Dec. in WC	7,810	-5,150	-770	460	-2,300	-1,982	1,784	2,072
CF from Operations	37,580	21,000	27,660	29,450	22,460	27,633	35,096	40,003
Others	-1,540	-1,680	-5,140	-3,100	-1,290	-2,657	-2,607	-2,760
CF from Operations incl. EO	36,040	19,320	22,520	26,350	21,170	24,976	32,488	37,243
(Inc.)/Dec. in FA	-10,270	-17,560	-27,010	-27,230	-26,260	-30,000	-40,000	-40,000
Free Cash Flow	25,770	1,760	-4,490	-880	-5,090	-5,024	-7,512	-2,757
(Pur.)/Sale of Investments	6,050	6,380	2,980	-1,610	2,200	4,771	-10	-13
Others	370	410	1,080	1,340	1,360	2,657	2,607	2,760
CF from Investments	-3,850	-10,770	-22,950	-27,500	-22,700	-22,572	-37,403	-37,252
Issue of Shares	-4,000	50	0	0	0	0	0	0
Inc./(Dec.) in Debt	-25,340	-5,800	6,670	8,890	6,480	4,293	13,840	9,416
Interest Paid	-3,960	-2,320	-2,970	-4,390	-4,440	-4,658	-5,491	-6,466
Dividend Paid	0	-1,000	-1,690	-1,690	-1,690	-2,250	-2,812	-2,812
Others	-450	-350	-330	-590	-740	0	0	0
CF from Fin. Activity	-33,750	-9,420	1,680	2,220	-390	-2,615	5,536	138
Inc./Dec. in Cash	-1,560	-870	1,250	1,070	-1,920	-211	621	129
Opening Balance	4,030	2,470	1,600	2,850	3,500	1,580	1,369	1,990
Closing Balance	2,470	1,600	2,850	3,920	1,580	1,369	1,990	2,119

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

NOTES

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

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

Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL), National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://online.reports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

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

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

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

Regional Disclosures (outside India)

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

For Hong Kong:

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

For U.S.

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

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

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

- Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies). MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
Nature of Financial interest is holding equity shares or derivatives of the subject company
- Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No
- Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
MOFSL may have received compensation from the subject company(ies) in the past 12 months.
- Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
- Research Analyst has not served as an officer, director or employee of subject company(ies).
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
- MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
- MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
- MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

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

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

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

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

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

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

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

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022-71934200/71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com
Mr. Neeraj Agarwal	022 40548085	na@motilaloswal.com
Mr. Siddhartha Khemka	022 50362452	po.research@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN : 146822. IRDA Corporate Agent – CA0579, APML: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.