

Alembic Pharma

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	ALPM IN
Equity Shares (m)	197
M.Cap.(INRb)/(USDb)	188.8 / 2.1
52-Week Range (INR)	1153 / 725
1, 6, 12 Rel. Per (%)	3/4/-21
12M Avg Val (INR M)	231

Financials & Valuations (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Sales	73.7	80.7	89.4
EBITDA	12.2	14.3	16.9
Adj. PAT	7.1	8.8	10.6
EBIT Margin (%)	12.3	13.5	14.6
Cons. Adj. EPS (INR)	36.2	44.9	53.7
EPS Gr. (%)	24.2	24.1	19.7
BV/Sh. (INR)	294.6	333.9	382.0

Ratios

Net D:E	0.2	0.1	0.0
RoE (%)	12.8	14.2	14.9
RoCE (%)	11.7	12.9	13.7
Payout (%)	16.6	13.4	11.2

Valuations

P/E (x)	26.5	21.4	17.9
EV/EBITDA (x)	16.4	13.7	11.4
Div. Yield (%)	0.5	0.5	0.5
FCF Yield (%)	3.4	3.4	4.5
EV/Sales (x)	2.7	2.4	2.2

Shareholding pattern (%)

As On	Sep-25	Jun-25	Sep-24
Promoter	69.7	69.7	69.6
DII	16.3	16.5	16.1
FII	4.1	4.0	3.9
Others	9.9	9.9	10.4

FII Includes depository receipts

CMP: INR960 TP: INR1020 (+6%) Neutral

Exports (formulation/API) drive earnings

Utility Therapeutics acquisition marks entry into US prescription-led franchise

- Alembic Pharma (ALPM) delivered better-than-expected revenue/EBITDA (6%/6.5% beat) in 2QFY26. However, earnings were in line with our estimate due to a higher tax rate for the quarter.
- Non-US segment revenue remained on the robust growth path, with an all-time high quarterly run rate of INR3.9b. In addition to improved traction in established markets (Europe, Canada, Australia, Brazil, SA), ALPM is strategically expanding into new markets to better its growth prospects.
- Product launches boosted US sales to a quarterly run rate of USD64m in 2Q. Apart from generics, ALPM would be investing in products/field force in the urinary tract infection category for the prescription-led business model in US. The acquisition of Utility Therapeutics is the first step in this direction.
- Domestic formulation (DF) business has witnessed moderate growth for the past two quarters, partly due to the GST transition.
- We largely maintain our estimates for FY26/FY27/FY28. We value ALPM at 21x 12M forward earnings to arrive at a TP of INR1,020.
- We build 23% earnings CAGR over FY25-28, led by 21%/14%/8% sales CAGR in non-US/US/DF segments and 230bp margin expansion. We believe that the current valuation already factors in the earnings upside; hence, we maintain our Neutral stance on the stock.

EBITDA grew 32% YoY driven by better operating leverage

- ALPM sales grew 16% YoY to INR19b (our est: INR18b).
- US generics sales grew 21% YoY (14% YoY in CC) to INR5.7b (USD64m; 30% of sales). Ex-US generic, exports grew 31% YoY to INR3.9b (21% of sales).
- DF sales grew 5% YoY to INR6.4b (33% of sales). API sales rose 15% YoY to INR3.1b (16% of sales).
- Gross margin contracted 100bp YoY to 73%.
- EBITDA margin expanded 200bp YoY to 16.5% (in line), led by low employee expenses (-90bp YoY as % of sales) and low other expenses (-420bp YoY as % of sales), partly offset by high R&D expenses (+200bp YoY as % of sales).
- Consequently, EBITDA grew 32% YoY to INR3.2b (our est: INR3.0b).
- Adj. PAT rose 20.4% YoY to INR1.7b (in-line).
- For 1HFY26, revenue/EBITDA/PAT grew 13%/25%/18% YoY to INR36b/INR6b/INR3.2b.

Key highlights from the management commentary

- ALPM intends to achieve 18-20% EBITDA margin over the next two years.
- While there was strong YoY growth in non-US segment in 2QFY26, ALPM indicated 15-20% YoY growth for FY26 in this segment.
- DF business was impacted by the transition to a lower GST rate. ALPM hopes to recoup growth to some extent in the coming quarter.
- A low base and improved demand led to healthy YoY growth in API segment. ALPM expects 10% YoY growth in this segment in FY26.

Tushar Manudhane - Research Analyst (Tushar.Manudhane@MotilalOswal.com)

Research Analyst: Vipul Mehta (Vipul.Mehta@MotilalOswal.com), **Eshita Jain** (Eshita.Jain@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.

Quarterly perf. (Consol.)
(INR m)

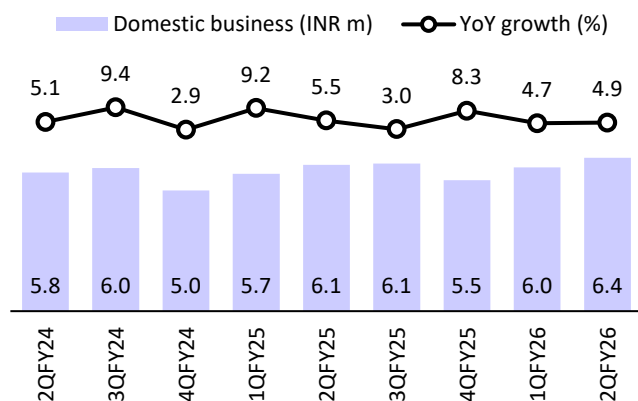
Y/E March	FY25				FY26E				FY25	FY26E		FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE	vs Est
Net Sales	15,617	16,480	16,927	17,696	17,107	19,102	18,552	18,870	66,721	73,631	17,963	6.3%
YoY Change (%)	5.1	3.3	3.8	16.7	9.5	15.9	9.6	6.6	7.1	10.4	9.0	
Total Expenditure	13,249	14,087	14,325	14,977	14,294	15,945	15,509	15,757	56,639	61,505	14,999	
EBITDA	2,368	2,393	2,602	2,719	2,813	3,157	3,043	3,114	10,082	12,126	2,964	6.5%
YoY Change (%)	19.2	14.9	-2.4	4.6	18.8	31.9	16.9	14.5	8.1	20.3	23.9	
Margins (%)	15.2	14.5	15.4	15.4	16.4	16.5	16.4	16.5	15.1	16.5	16.5	0.2%
Depreciation	690	705	700	690	738	761	799	813	2,786	3,110	800	
EBIT	1,678	1,688	1,902	2,029	2,075	2,396	2,243	2,301	7,297	9,016	2,164	10.7%
YoY Change (%)	26.6	19.9	-3.6	6.5	23.7	42.0	18.0	13.4	10.5	23.6	28.2	
Interest	132	188	223	245	235	242	205	159	788	841	215	
Other Income	21	167	95	142	65	69	171	375	425	680	167	
PBT before EO expense	1,567	1,667	1,774	1,926	1,905	2,223	2,209	2,517	6,934	8,854	2,116	5.1%
Extra-Ord expense	0	-129	0	0	0	0	0	0	129	0	0	
PBT	1,567	1,796	1,774	1,926	1,905	2,223	2,209	2,517	7,063	8,854	2,116	5.1%
Tax	225	273	401	353	365	532	400	453	1,252	1,749	385	
Rate (%)	14.4	15.2	22.6	18.3	19.1	23.9	18.1	18.0	17.7	19.8	18.2	
MI & P/L of Asso. Cos.	-5	-11	-11	4	-3	-24	9	11	-23	-7	7	
Reported PAT	1,347	1,534	1,384	1,569	1,544	1,715	1,801	2,053	5,834	7,112	1,724	-0.5%
Adj PAT	1,347	1,425	1,384	1,569	1,544	1,715	1,801	2,053	5,725	7,112	1,724	-0.5%
YoY Change (%)	11.6	3.6	-23.5	-12.3	14.6	20.4	30.1	30.8	-7.2	24.2	21.0	
Margins (%)	8.6	8.6	8.2	8.9	9.0	9.0	9.7	10.9	8.6	9.7	9.6	
EPS	6.9	7.2	7.0	8.0	7.9	8.7	9.2	10.4	29.1	36.2	8.8	-0.5%

Key performance Indicators
(INRm)

Y/E March	FY25				FY26E				FY25	FY26E	FY26E
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE			2QE
India	5,720	6,090	6,140	5,450	5,990	6,390	6,447	5,874	23,400	24,765	6404
YoY Change (%)	9.2	5.5	3.0	8.3	4.7	4.9	5.0	7.8	6.4	5.8	5.2
Exports	7,320	7,650	8,200	8,830	8,510	9,580	9,204	9,730	32,000	37,024	8,690
YoY Change (%)	11.4	9.9	9.9	28.9	16.3	25.2	12.2	10.2	15.0	15.7	13.6
APIs	2,590	2,740	2,590	3,420	2,610	3,140	2,901	3,266	11,340	11,917	2,850
YoY Change (%)	(15.1)	(14.9)	(10.4)	3.6	0.8	14.6	12.0	(4.5)	(9.0)	5.1	4.0
Cost Break-up											
RM Cost (% of Sales)	25.2	26.0	26.0	30.0	23.8	27.0	28.0	29.0	26.9	27.0	28.2
Staff Cost (% of Sales)	24.3	23.8	23.5	22.2	24.7	22.9	22.2	22.4	23.4	23.0	22.4
R&D Expenses (% of Sales)	7.0	8.0	7.0	9.1	8.5	9.8	8.3	8.0	7.8	8.7	8.2
Other Cost (% of Sales)	28.3	27.7	28.2	23.3	26.5	23.8	25.1	24.1	26.8	24.8	24.7
Gross Margins (%)	74.8	74.0	74.0	70.0	76.2	73.0	72.0	71.0	73.1	73.0	71.8
EBITDA Margins (%)	15.2	14.5	15.4	15.4	16.4	16.5	16.4	16.5	15.1	16.5	16.5
EBIT Margins (%)	10.7	10.2	11.2	11.5	12.1	12.5	12.1	12.2	10.9	12.2	12.0

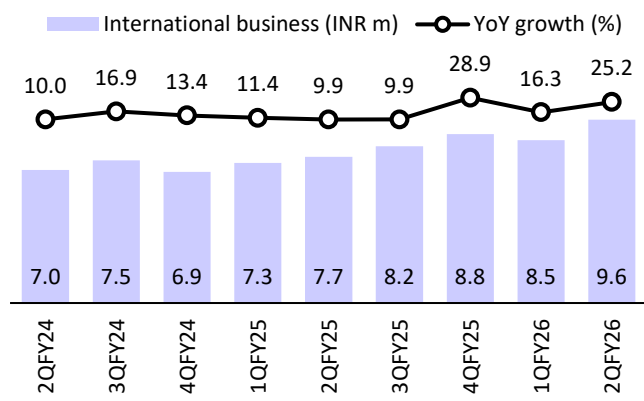
Key exhibits

Exhibit 1: DF sales grew 4.9% YoY in 2QFY26



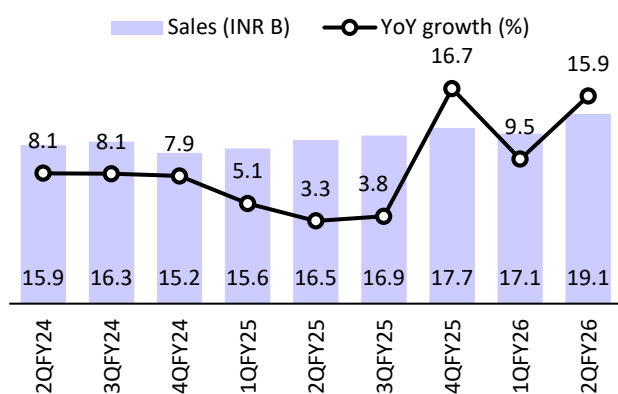
Source: MOFSL, Company

Exhibit 2: International business grew 25.2% YoY



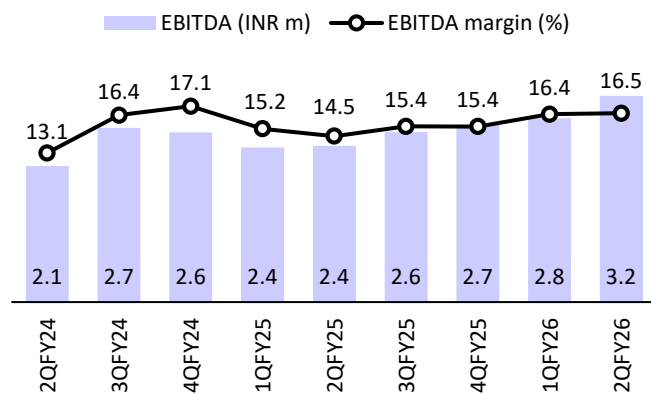
Source: MOFSL, Company

Exhibit 3: Sales increased 15.9% YoY for 2QFY26



Source: MOFSL, Company

Exhibit 4: EBITDA margin expanded 200bp YoY in 2QFY26



Source: MOFSL, Company



Conference call highlights

- ALPM has maintained its full-year guidance for R&D expenses at INR6-6.5b or ~8% of revenue.
- Seven products were launched in the US in 1HFY26. The company would be launching 4-5 products on a quarterly basis in 2HFY26.
- Net debt was INR12.8b vs. INR9.7b QoQ. The increase in debt is primarily due to higher working capital requirements. ALPM expects to reduce debt from FY27 onward, led by product launches and better capacity utilization.
- While ALPM would not be in first wave of Semaglutide launch, it is working on Tirzepatide and expects to be in first wave of launches.
- Its core therapy areas, such as gynecology, ophthalmology, and animal health, delivered strong double-digit growth. ALPM expects growth to revive in acute therapies as well.
- Through Utility Therapeutics, ALPM is making inroads into prescription-based products in the urinary tract infection category. It indicated 1QFY27 to be the likely timeline for the launch of its product. Subsequently, it wants to build the portfolio in this category and build field force to reach out to doctors to generate prescriptions.

Exports on robust growth momentum; DF business to improve in 2HFY26

US: Foray into US branded space; product launches to drive generics growth

- US sales grew 12% YoY in 1HFY26 to USD125m, supported by new launches and stable base portfolio performance.
- ALPM launched seven ANDAs in 1HFY26, with a target of 4–5 launches per quarter in 2HFY26. In 2Q, three products were launched, including Entresto, which contributed meaningfully, though there is some price erosion impact.
- The company is focusing on complex and differentiated generics, including injectables, peptides, and early-entry opportunities, which are expected to drive revenue growth over the next 2-3 years.
- ALPM's entry into the US branded space through the Utility Therapeutics acquisition marked a strategic addition of a growth lever. The company plans to commercialize Pivya (pivmecillinam), which was approved by the USFDA in Apr'24 for uncomplicated UTIs, by late 4QFY26, helping to offset price erosion in the generics segment.
- The approved portfolio stands at 226 ANDAs, comprising 154 oral solids, 31 dermatological, 20 ophthalmic, 19 injectable, and two inhalation products. Of these, 170 have been launched, implying a robust 75% commercialization rate.
- We expect the US business to deliver a 14% sales CAGR over FY25-28, reaching USD344m, driven by continued launch momentum, the branded foray, and a healthy product pipeline.

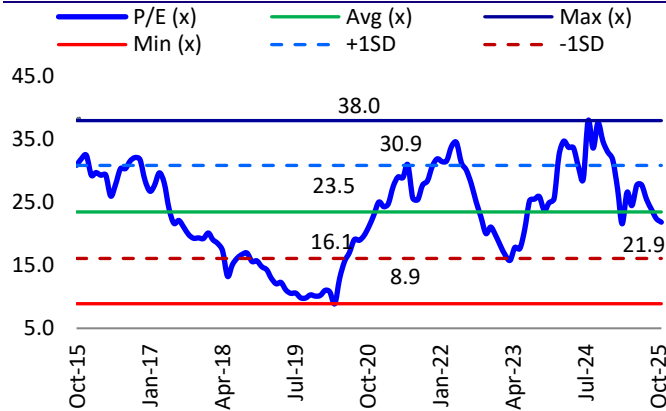
India: Temporary GST impact; recovery expected in 2HFY26

- DF business reported modest 5% YoY growth to INR6.4b in 1HFY26, largely driven by acute therapies and animal health segments.
- GST 2.0 implementation caused a temporary billing pause, compressing the quarter's billing cycle and marginally impacting growth. Management expects normalization in 2HFY26 as the transition impact fades.
- Acute therapies grew 7.1% YoY in 1HFY26, while the specialty segment remained stable.
- The company outperformed in gynecology, ophthalmology and animal health, which continue to be growth pillars.
- Animal Health reported 19% YoY growth in 1HFY26, led by 10+ brands with INR100m+ in annual revenue, and a well-diversified product mix—antibiotic (40%), feed supplement (24%), tonic (16%), supportive therapy (13%), and antiparasitic (7%).
- Prescription base stood at 133m over the past 12 months, up 3.5% YoY.
- We expect the India business to clock an 8% sales CAGR over FY25-28, reaching INR29b, supported by normalization post-GST transition and sustained strength in key therapy areas.

Reiterate Neutral

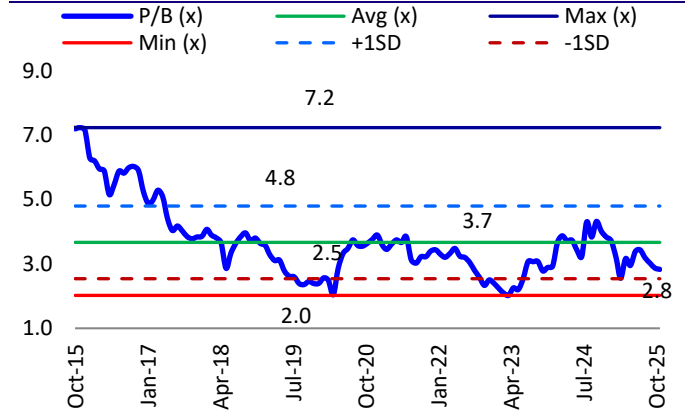
- We largely maintain our estimates for FY26/FY27/FY28. We value ALPM at 21x 12M forward earnings to arrive at a TP of INR1,020.
- We build 23% earnings CAGR over FY25-28, led by 21%/14%/8% sales CAGR in non-US/US/DF segment and 230bp margin expansion. We believe that the current valuation already factors in the earnings upside; hence, we maintain our Neutral stance on the stock.

Exhibit 5: P/E chart



Source: MOFSL, Company, Bloomberg

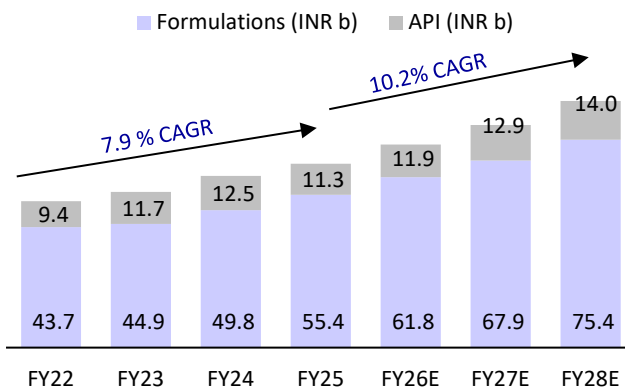
Exhibit 6: P/B chart



Source: MOFSL, Company, Bloomberg

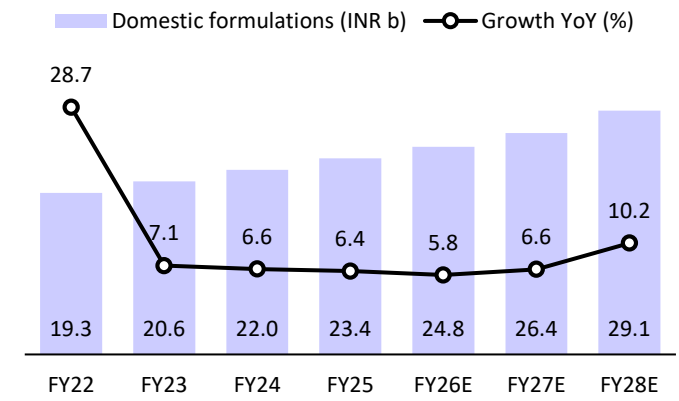
Story in charts

Exhibit 7: Formulation to post 10.8% CAGR over FY25-28



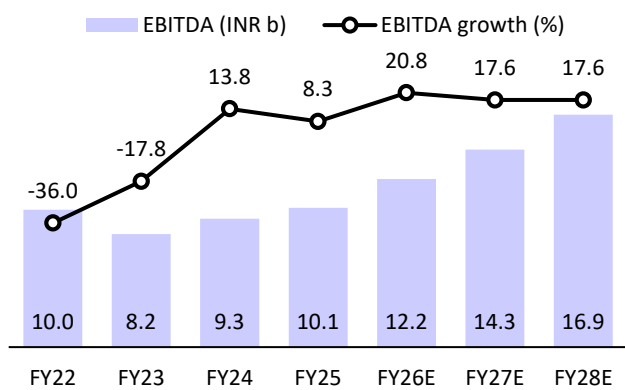
Source: MOFSL, Company

Exhibit 8: Expect DF to post 7.5% CAGR over FY25-28



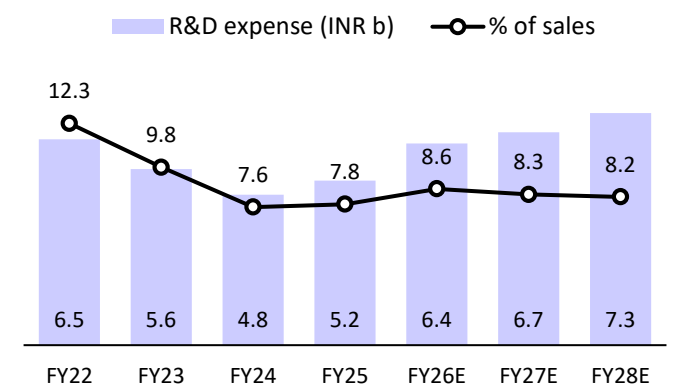
Source: MOFSL, Company

Exhibit 9: EBITDA CAGR to remain at 18.7% over FY25-28



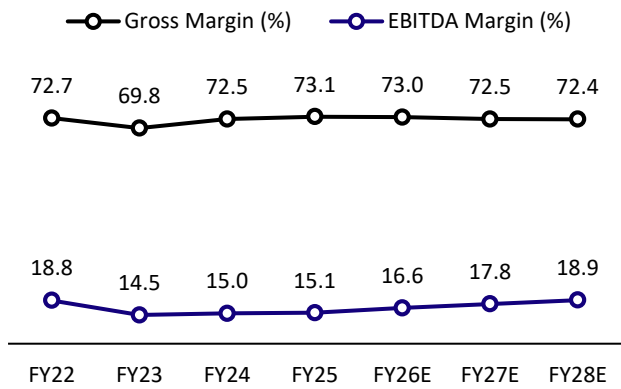
Source: MOFSL, Company

Exhibit 10: R&D expenses as % of sales to remain around 8%



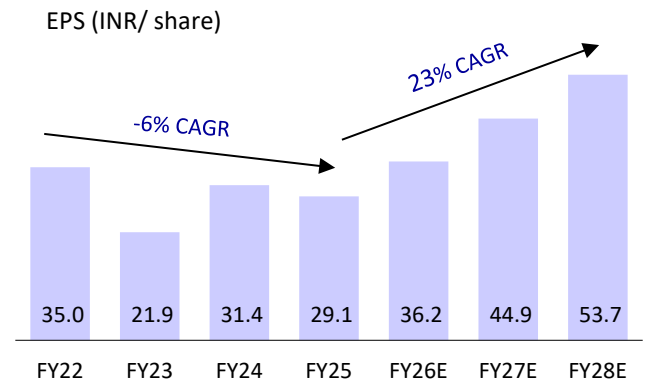
Source: MOFSL, Company

Exhibit 11: EBITDA margins to expand by 380bp over FY25-28



Source: MOFSL, Company

Exhibit 12: Earnings CAGR to remain at 23% over FY25-28



Source: MOFSL, Company

Financials and valuations

Consolidated - Income Statement							(INRm)
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Sales	53,058	56,530	62,280	66,740	73,706	80,749	89,411
Change (%)	-1.6	6.5	10.2	7.2	10.4	9.6	10.7
EBITDA	9,972	8,198	9,327	10,102	12,202	14,349	16,879
Change (%)	-36.0	-17.8	13.8	8.3	20.8	17.6	17.6
Margin (%)	18.8	14.5	15.0	15.1	16.6	17.8	18.9
Depreciation	2,218	2,314	2,727	2,786	3,110	3,471	3,807
EBIT	7,754	5,884	6,601	7,316	9,091	10,878	13,073
Int. and Finance Charges	177	502	562	788	841	798	792
Other Income - Rec.	505	27	283	425	680	710	710
PBT bef. EO Exp.	8,081	5,409	6,322	6,953	8,930	10,790	12,991
EO Expense/(Income)	1,880	1,550	0	-129	0	0	0
PBT after EO Exp.	6,201	3,859	6,322	7,082	8,930	10,790	12,991
Current Tax	1,279	42	658	1,629	2,054	2,482	2,988
Deferred Tax	-235	84	-498	-377	-305	-587	-633
Tax Rate (%)	16.8	3.3	2.5	17.7	19.6	17.6	18.1
MI & P/L of Asso. Cos.	-300.3	309.2	-9.8	-5.4	69.0	72.0	76.0
Reported PAT	5,457	3,424	6,172	5,836	7,111	8,823	10,560
PAT Adj for EO items	6,889	4,296	6,172	5,725	7,111	8,823	10,560
Change (%)	-41.5	-37.6	43.7	-7.2	24.2	24.1	19.7
Margin (%)	13.0	7.6	9.9	8.6	9.6	10.9	11.8

Consolidated - Balance Sheet							(INRm)
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	393	393	393	393	393	393	393
Total Reserves	51,982	43,312	47,789	51,516	57,514	65,226	74,680
Net Worth	52,375	43,705	48,182	51,909	57,907	65,619	75,073
Minority Interest	0	0	0	-14	-14	-14	-14
Deferred Liabilities	0	0	0	189	-115	-702	-1,335
Total Loans	7,021	7,051	4,933	12,423	12,325	12,227	12,129
Capital Employed	59,397	50,756	53,115	64,508	70,103	77,130	85,853
Gross Block	27,221	35,532	39,741	42,295	50,982	55,823	61,303
Less: Accum. Deprn.	9,234	11,548	14,274	17,060	20,170	23,642	27,448
Net Fixed Assets	17,987	23,985	25,467	25,235	30,812	32,181	33,855
Capital WIP	23,034	6,013	5,244	8,372	3,685	4,845	5,365
Total Investments	1,184	963	930	1,272	1,272	1,272	1,272
Curr. Assets, Loans&Adv.	29,015	30,868	32,815	42,850	48,183	54,006	62,099
Inventory	16,097	14,753	16,435	22,881	26,548	28,386	30,762
Account Receivables	8,071	10,464	10,248	13,998	14,943	15,707	17,147
Cash and Bank Balance	694	823	1,266	901	1,599	4,796	9,043
Loans and Advances	4,153	4,828	4,866	5,070	5,093	5,117	5,146
Curr. Liability & Prov.	11,824	11,073	11,341	13,222	13,849	15,174	16,737
Account Payables	7,064	6,798	7,356	8,799	9,541	10,509	11,636
Other Current Liabilities	3,165	2,512	2,237	2,321	2,563	2,808	3,109
Provisions	1,595	1,763	1,748	2,102	1,745	1,857	1,992
Net Current Assets	17,192	19,795	21,474	29,628	34,334	38,832	45,361
Appl. of Funds	59,397	50,756	53,115	64,508	70,103	77,130	85,853

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)							
EPS	35.0	21.9	31.4	29.1	36.2	44.9	53.7
Cash EPS	46.3	33.6	45.3	43.3	52.0	62.5	73.1
BV/Share	266.5	222.4	245.1	264.1	294.6	333.9	382.0
DPS	10.4	4.2	5.2	5.2	5.2	5.2	5.2
Payout (%)	43.4	27.6	19.2	20.3	16.6	13.4	11.2
Valuation (x)							
P/E	27.4	43.9	30.6	33.0	26.5	21.4	17.9
Cash P/E	20.7	28.6	21.2	22.2	18.5	15.4	13.1
P/BV	3.6	4.3	3.9	3.6	3.3	2.9	2.5
EV/Sales	3.7	3.5	3.1	3.0	2.7	2.4	2.2
EV/EBITDA	19.7	23.9	20.7	19.9	16.4	13.7	11.4
Dividend Yield (%)	1.1	0.4	0.5	0.5	0.5	0.5	0.5
Return Ratios (%)							
RoE	13.9	8.3	13.5	11.5	12.8	14.2	14.9
RoCE	12.1	10.4	12.9	10.9	11.7	12.9	13.7
RoIC	20.6	14.7	14.5	12.1	12.4	13.8	15.7
Working Capital Ratios							
Asset Turnover (x)	0.9	1.1	1.2	1.0	1.1	1.0	1.0
Inventory (Days)	111	95	96	125	131	128	126
Debtor (Days)	56	68	60	77	74	71	70
Creditor (Days)	49	44	43	48	47	48	48
Leverage Ratio (x)							
Net Debt/Equity	0.1	0.1	0.1	0.2	0.2	0.1	0.0

Consolidated - Cash Flow Statement

(INRm)

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Net Profit / (Loss) Before Tax	6,201	3,546	6,318	7,072	8,930	10,790	12,991
Depreciation	2,868	2,754	2,727	2,786	3,110	3,471	3,807
Interest & Finance Charges	131	502	562	788	161	88	82
Direct Taxes Paid	1,234	607	199	714	2,054	2,482	2,988
(Inc)/Dec in WC	-3,673	-576	-957	-9,214	-4,008	-1,301	-2,282
CF from Operations	4,292	5,619	8,452	718	6,140	10,566	11,610
Others	1,231	1,620	-819	383	0	0	0
CF from Operating incl EO	5,524	7,239	7,633	1,101	6,140	10,566	11,610
(inc)/dec in FA	-4,243	-4,434	-3,159	-5,539	-4,000	-6,000	-6,000
Free Cash Flow	1,281	2,805	4,474	-4,437	2,140	4,566	5,610
(Pur)/Sale of Investments	523	-64	-63	55	0	0	0
Others	17	22	32	-146	680	710	710
CF from Investments	-3,702	-4,476	-3,190	-5,629	-3,320	-5,290	-5,290
Issue of Shares	0	0	0	0	0	0	0
(Inc)/Dec in Debt	1,300	-172	-2,312	7,385	-98	-98	-98
Interest Paid	-519	-497	-494	-786	-841	-798	-792
Dividend Paid	-2,752	-1,966	-1,573	-2,162	-1,183	-1,183	-1,183
CF from Fin. Activity	-2,186	-2,635	-4,379	4,437	-2,122	-2,079	-2,072
Inc/Dec of Cash	-364	129	64	-91	698	3,197	4,247
Add: Beginning Balance	1,059	694	823	1,266	901	1,598	4,796
Closing Balance	694	823	887	1,175	1,598	4,796	9,043

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") (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 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 dpgrievances@motilaloswal.com.