

Anand Rathi Wealth

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	ANANDRAT IN
Equity Shares (m)	42
M.Cap.(INRb)/(USD\$)	165.9 / 1.9
52-Week Range (INR)	4646 / 2573
1, 6, 12 Rel. Per (%)	0/5/36
12M Avg Val (INR M)	264

Financials & Valuations (INR b)

Y/E March	2025E	2026E	2027E
Revenues	9.6	12.2	14.4
Rev Gr. (%)	32.7	27.1	18.0
Opex	5.5	6.8	7.9
PBT	4.1	5.3	6.4
PAT	3.0	3.9	4.8
EPS (INR)	73.0	95.2	114.8
EPS Gr. (%)	35.0	30.3	20.6
BV/Sh. (INR)	169.2	240.1	324.5

Ratios (%)

EBIDTA Margin	43.3	44.3	45.1
PAT margin	31.5	32.3	33.0
RoE	44.8	46.3	40.5
Div. Payout	27.4	25.2	26.1

Valuations

P/E (x)	54.4	41.7	34.6
P/BV (x)	23.5	16.5	12.2
Div. Yield (%)	0.5	0.6	0.8

Shareholding Pattern (%)

As On	Sep-24	Jun-24	Sep-23
Promoter	48.0	48.1	48.7
DII	8.0	8.3	10.3
FII	5.3	5.0	1.8
Others	38.7	38.6	39.2

FII includes depository receipts

CMP: INR3,998 TP: INR4,200 (+5%) Neutral

PAT in line with estimates; EBITDA margins expand QoQ

- Anand Rathi Wealth (ARWL) reported operating revenue at INR 2.4b in 3QFY25, up 30% YoY (6% miss). The overall revenue growth was driven by a 52% YoY increase in the MF business revenue, which reached INR1.1b. For 9MFY25, the overall revenue from operations grew 33% YoY to INR7.2b.
- Opex grew 27% YoY to ~INR1.3b, but declined 6% sequentially due to 8% decline in employee costs to INR1b. As a result, the cost-to-income ratio improved 141bp YoY and 224bp QoQ, reaching 54.8% in 3QFY25 (vs 56.3% in 3QFY24 and our estimate of 56.6%).
- PAT for the quarter stood at INR773m, reflecting a 33% YoY growth (in line with our estimates). For 9MFY25, it grew 34% YoY to INR2.3b. PAT margins for 3QFY25 expanded 79bp YoY to 32.6%. (MOFSLe at 31.6%).
- We expect ARWL to report an AUM/revenue/PAT CAGR of 26%/26%/28% during FY24-27. With a robust cash generation (INR8.9b of OCF during FY24-27E), an RoE of 40%+, and a healthy balance sheet, the company's valuation is well-priced at 42x FY26E P/E. We have cut our FY25/26/27 EPS estimates by 3%/7%/6% to factor in slower AUM growth. **We maintain a NEUTRAL rating on the stock with a one-year TP of INR4,200 (premised on 40x Sep'26E P/E).**

AUM growth backed by MF flows, given the guidance is maintained

- The total AUM came in at INR764b (+39% YoY) as the ticket size of clients increased, leading to robust inflows. The Private Wealth/Digital Wealth AUM grew 39%/23% YoY to INR745.7b/INR18.3b, respectively.
- The company has seen the highest-ever quarterly net inflows of INR34.5b, up 18% YoY, with equity net flows at INR27.2b, up 39% YoY, despite weak market sentiments. Management expects some equity net flows to moderate going ahead. For 9MFY25, it grew 69% YoY to INR91.5b, with equity flows growing 51% YoY to INR58.3b.
- The share of customers with AUM of INR500m+ has increased to 25% in 3QFY25 from 22% in 3QFY24.
- It aims to gain ~4% market share (currently 1.8%) in equity net flows. The share of equity in AUM grew to 55% from 52% in 3QFY24.
- Opex grew 27% YoY to ~INR1.3b but declined 6% sequentially due to an 8% decline in employee costs to INR1b. This resulted in a 140bp YoY and 225bp QoQ decline in the cost-to-income ratio to 54.8% (vs our estimate of 56.6%). Other expenses increased 21% YoY to INR294m.
- EBITDA for 3QFY25 grew 34% YoY to INR1.1b, with EBITDA margins up 140bp YoY to 45.2%. For 9MFY25, it grew 34% YoY to INR3.1b. Management guides to maintain PBT margins at 40-41%.
- The company recorded one of the lowest regret RM attrition rates in the industry at 0.14% in 3QFY25 vs 0.29% in 3QFY24.
- Of the FY25 guidance for Revenue/PAT at INR9.8b/2.95b, the company has already achieved 75%/77% of the guidance as of 9MFY25.

Prayesh Jain - Research Analyst (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.

Highlights from the management commentary

- Client attrition was lower at 0.14% in 3QFY25/0.32% in 9MFY25. The company has added 1,785 clients over the last 12 months, bringing the total to 11,426 families.
- Management guides for structured products to be in the range of 25-35% of the overall AUM mix.
- The company plans to begin its operations in the wealth management business in the UK market, though it will take 6-9 months to establish.

Valuation and view

- ARWL is one of the few companies in the listed universe space that has consistently outperformed its stated guidance. For FY23/FY24, it beat its revenue guidance by 9%/14% and PAT guidance by 8%/10%.
- We expect ARWL to report an AUM/revenue/PAT CAGR of 26%/26%/28% during FY24-27. With a robust cash generation (INR8.9b of OCF during FY24-27E), RoE of 40%+, and a healthy balance sheet, the company's valuation is well-priced at 42x FY26E P/E. We have cut our FY25/26/27 EPS estimates by 3%/7%/6% to factor in slower AUM growth. **We maintain a NEUTRAL rating on the stock with a one-year TP of INR4,200 (premised on 40x Sep'26E P/E).**

Quarterly Performance

Y/E March	FY24				FY25				FY25E	3QFY25E	Act. Vs Est. (%)	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE					
MF – Equity & Debt	522	625	715	804	890	1,057	1,087	1,102	4,136	1,099	-1	52.0	2.8
Distribution of Financial Products	1,215	1,187	1,095	1,024	1,471	1,352	1,267	1,323	5,413	1,406	-10	15.7	-6.3
Other Operating revenue	13	14	14	15	15	15	16	18	64	16	-1	14.3	6.7
Revenue from Operations	1,750	1,826	1,824	1,843	2,376	2,424	2,370	2,443	9,613	2,522	-6	29.9	-2.2
Change YoY (%)	33.0	34.2	32.2	28.9	35.8	32.7	29.9	32.6	32.7	4.0			
Operating Expenses	1,016	1,051	1,026	1,111	1,394	1,384	1,300	1,376	5,453	1,428	-9	26.7	-6.1
Change YoY (%)	33.9	38.8	34.5	35.2	37.2	31.6	26.7	23.8	30	3			
EBIDTA	734	775	798	732	982	1,040	1,070	1,068	4,161	1,094	-2	34.1	2.9
Depreciation	45	46	50	52	57	61	65	65	248	63	4	30.0	6.5
Finance Cost	14	16	16	18	14	30	35	38	116	32	11	115.9	19.8
Other Income	34	65	48	129	78	72	72	80	301	77	-7	48.3	0.2
PBT	709	778	780	790	990	1,021	1,041	1,045	4,097	1,076	-3	33.5	2.0
Change YoY (%)	34.1	35.2	33.8	32.8	39.6	31.3	33.5	32.3	34	5			
Tax Provisions	177	200	200	221	256	259	269	287	1,070	280	-4	34.6	3.8
Net Profit	533	577	580	569	734	762	773	758	3,028	797	-3	33.2	1.4
Change YoY (%)	34.3	34.5	34.5	33.3	37.9	32.0	33.2	33.3	34	4			
Key Operating Parameters (%)													
EBIDTA Margin	41.9	42.4	43.8	39.7	41.3	42.9	45.2	43.7	43.3	43.4	179 bps	141 bps	224 bps
Cost to Income Ratio	58.1	57.6	56.3	60.3	58.7	57.1	54.8	56.3	56.7	56.6	-179 bps	-141 bps	-224 bps
PBT Margin	40.5	42.6	42.7	42.9	41.7	42.1	43.9	42.8	42.6	42.7	125 bps	119 bps	181 bps
Tax Rate	24.9	25.8	25.6	28.0	25.8	25.3	26.0	26.0	26.1	26.0	0 bps	40 bps	66 bps
PAT Margins	30.4	31.6	31.8	30.9	30.9	31.4	32.6	31.0	31.5	31.6	101 bps	79 bps	115 bps

Exhibit 1: Change in Estimates

INR b	New estimates			Old Estimates			Change in Estimates		
Y/E March	2025E	2026E	2027E	2025E	2026E	2027E	2025E	2026E	2027E
Revenues	9.6	12.2	14.4	10.0	12.9	15.2	-3.5%	-5.4%	-5.4%
Rev Gr. (%)	32.7	27.1	18.0	37.5	29.7	18.0			
Opex	5.5	6.8	7.9	5.7	7.1	8.3	-4.1%	-4.7%	-5.1%
PBT	4.1	5.3	6.4	4.2	5.7	6.9	-3.1%	-6.8%	-6.3%
PAT	3.0	3.9	4.8	3.1	4.2	5.1	-3.1%	-6.8%	-6.3%
EPS (INR)	73.0	95.2	114.8	75.3	102.1	122.5	-3.1%	-6.8%	-6.3%
EPS Gr. (%)	35.0	30.3	20.6	39.3	35.5	20.0			
BV/Sh. (INR)	34.0	48.2	65.2	34.4	50.1	68.6	-1.3%	-3.7%	-5.0%
Ratios (%)									
EBIDTA Margin	43.3	44.3	45.1	42.9	44.7	45.3	40 bps	-39 bps	-20 bps
PAT margin	31.5	32.3	33.0	31.4	32.8	33.3	13 bps	-48 bps	-32 bps
RoE	44.8	46.3	40.5	45.9	48.3	41.3	-110 bps	-201 bps	-82 bps
Div. Payout	27.4	25.2	26.1	26.5	23.5	24.5	84 bps	171 bps	165 bps
Valuations									
P/E (x)	54.4	41.7	34.6	53.9	39.8	33.2			
P/BV (x)	116.9	82.4	60.9	118.0	81.2	59.3			
Div. Yield (%)	0.5	0.6	0.8	0.5	0.6	0.7			

**Highlights from the management commentary****Private Wealth business:**

- The share of clients with AUM size of INR500m and more has improved from 22% to 25% in 3QFY25 due to an increase in the wallet share.
- Client attrition has been lower at 0.14% in 3QFY25/0.32% in 9MFY25. The company has added 1,785 clients over the last 12 months, bringing the total to 11,426 families.
- It has added 61 RMs over the last 12 months, bringing the total to 383.
- It records one of the lowest regret RM attrition rates in the industry at 0.14% in 3QFY25 vs 0.29% in 3QFY24. One RM handling an AUM size of >INR400m left in the last quarter.

Net flows, AUM, and yields:

- ARWL recorded its highest-ever quarterly net flows of INR34.5b, up 18% YoY, despite market sentiments not being the best. This incremental growth came from both existing and new customers (50:50 share). ARWL has increased the threshold ticket size from INR5m to INR10m.
- Management is positive regarding the mobilization of flows into structured products, as maturities are expected next year, the new business will perform, and some realignment will take place. It has been adding clients with larger market shares.
- Management expects some tepidness in equity net flows going ahead. It currently holds a market share of 1.8% in equity net flows in the industry and aims to increase this to ~4%. It holds 4.8% market share in SIP flows of the overall industry.

- The share of equity MF in the AUM mix has improved to 55% in 3QFY25 from 52% in 3QFY24.
- Management guides for structured products to be in the range of 25-35% of the overall AUM mix.
- Management guides for yields of structured products, which have matured at 1.15-1.17%, and for matured MF products at 1.09%
- Primary MLD gross issuances for 3QFY25 stood at INR13.5b vs 12.3b in 3QFY24. For 9MFY25, they stood at INR46.3b vs INR39.9b in 9MFY24.
- Secondary MLD gross issuances for 3QFY25 stood at INR5.9b vs 4.3b in 3QFY24. For 9MFY25, they stood at INR15.5b vs INR9.6b in 9MFY24.

Financials:

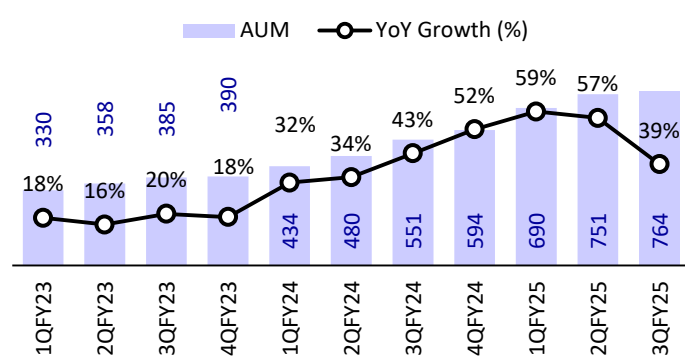
- Of the FY25 guidance for Revenue/PAT at INR9.8b/2.95b, ARWL has already achieved 75%/77% of these targets in 9MFY25.
- For the last 2-3 quarters, operating leverage has started to kick in and will be reinvested as guided by the management. It guides to maintain the operating margins at 40-41% of PBT.
- As of yesterday, the company's model portfolio generated an alpha of 7.5-8% over Nifty 50 returns.

Others:

- The management mentioned that it plans to begin operations in the wealth management business in the UK market, though it will take 6-9 months to establish.
- ARWL sees a positive outlook for the passive industry but has no plans to enter that space anytime soon. The company has also not participated in any NFOs or sectoral funds.

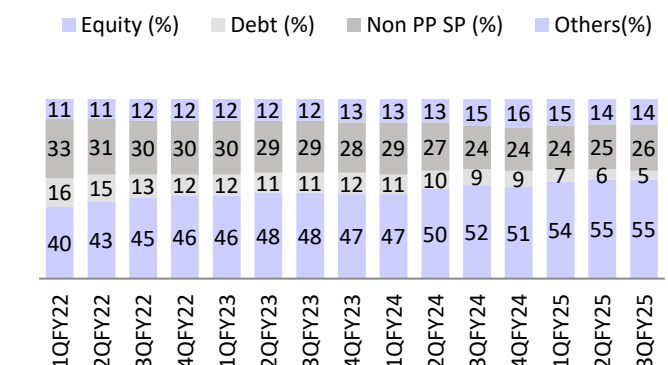
Key exhibits

Exhibit 2: Total AUM grew 39% YoY in 3QFY25

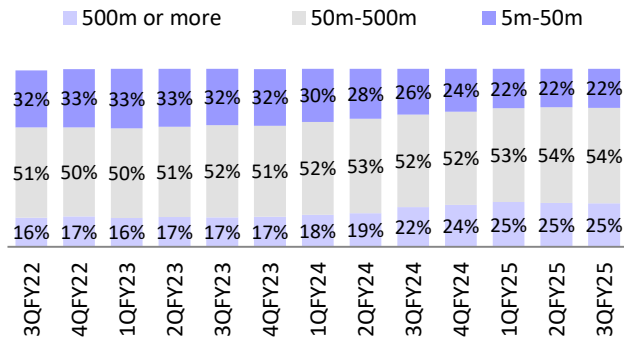


Source: MOFSL, Company

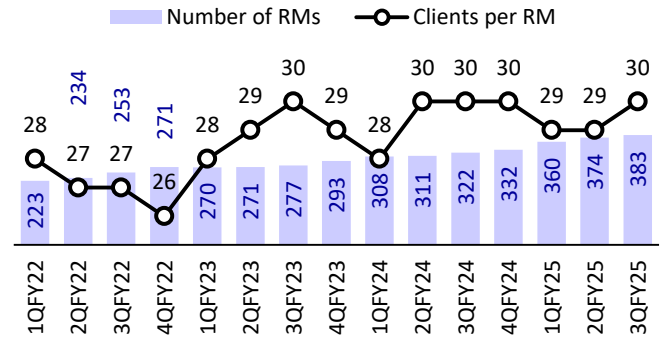
Exhibit 3: Share of equity AUM improved to 55%



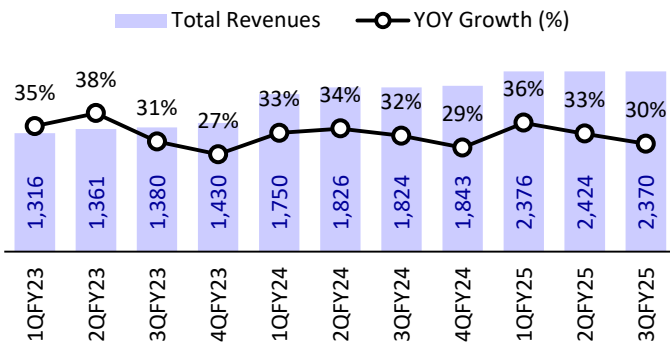
Source: MOFSL, Company

Exhibit 4: Cohort-wise mix remains stable

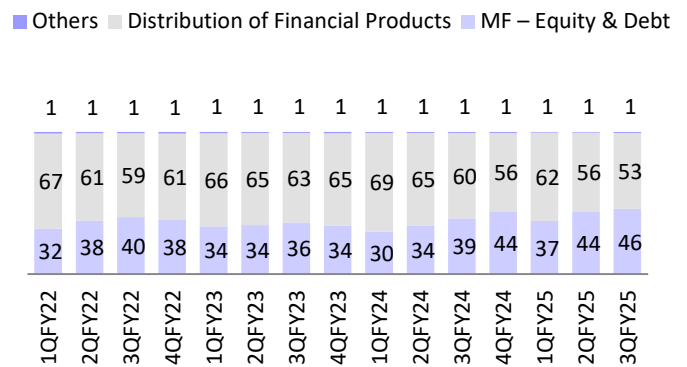
Source: MOFSL, Company

Exhibit 5: Trend showing RM additions and client productivity per RM

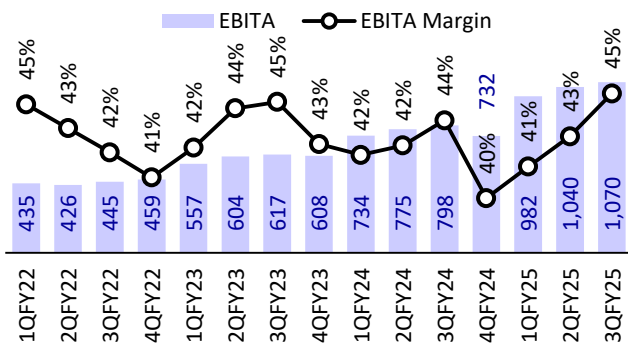
Source: MOFSL, Company

Exhibit 6: Revenue growth remains strong at 30%+

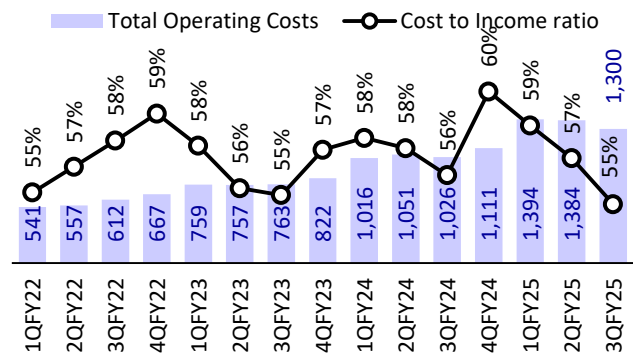
Source: MOFSL, Company

Exhibit 7: Trend in the revenue mix

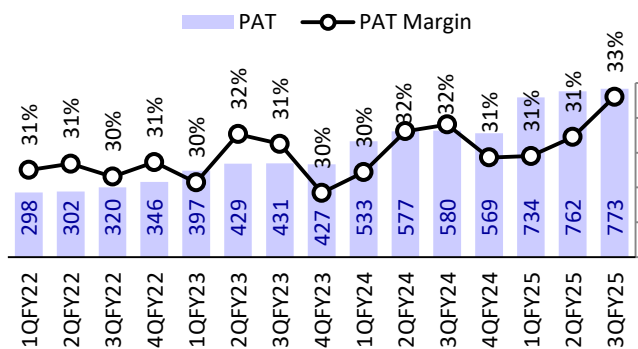
Source: MOFSL, Company

Exhibit 8: Trend in EBITDA and EBITDA margins

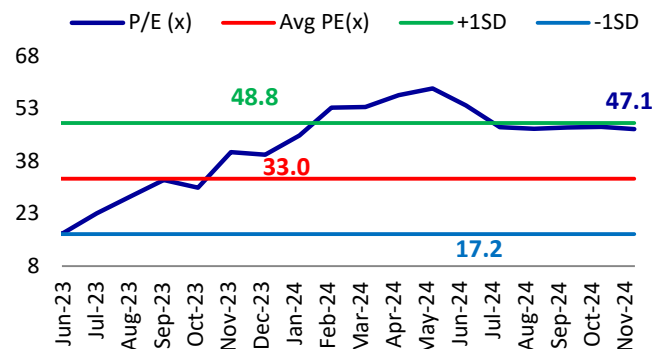
Source: MOFSL, Company

Exhibit 9: Cost-to-income ratio continues to improve

Source: MOFSL, Company

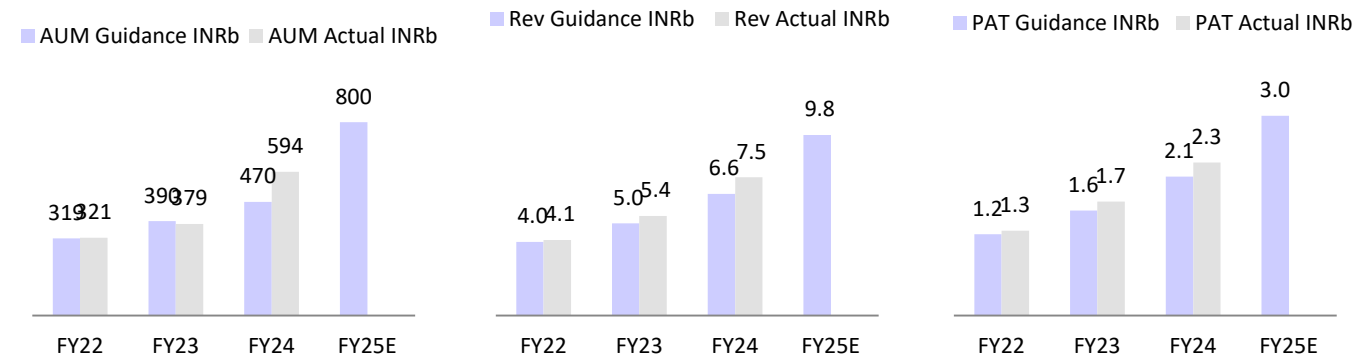
Exhibit 10: Consolidated PAT on an upward trend

Source: MOFSL, Company

Exhibit 11: One-year forward P/E

Source: MOFSL, Company

Exhibit 1: Beat AUM, revenue, and PAT guidance; achieved 75%/77% of FY25 targets in 9MFY25



Source: MOFSL, Company

Financials and valuations

Income Statement						(INRm)		
Y/E March	2020	2021	2022	2023	2024	2025E	2026E	2027E
Mutual Fund Distribution Income	3,273	2,604	4,127	5,438	7,187	9,549	12,145	14,334
Other Operating income	46	45	48	48	56	64	74	85
Revenue From Operations	3,318	2,653	4,175	5,486	7,243	9,613	12,219	14,419
Change (%)	20.0	-20.0	57.3	31.4	32.0	32.7	27.1	18.0
Employee benefits expense	1,666	1,508	1,920	2,418	3,222	4,253	5,317	6,167
Other expenses	585	447	482	681	983	1,199	1,487	1,755
Operating Expenses	2,251	1,955	2,403	3,099	4,205	5,453	6,804	7,922
Change (%)	26.0	-13.2	22.9	29.0	35.7	29.7	24.8	16.4
Operating Profit	1,067	699	1,772	2,387	3,038	4,161	5,415	6,497
Other Income	46	139	77	103	276	301	362	434
Depreciation	210	173	157	166	194	248	300	330
Finance Cost	33	29	20	39	65	116	137	162
Exceptional items								
Profit Before Tax	870	636	1,673	2,285	3,056	4,097	5,339	6,439
Change (%)	5	-27	163	37	34	34	30	21
Tax	253	185	408	597	798	1,070	1,394	1,681
Tax Rate (%)	29.1	29.1	24.4	26.1	26.1	26.1	26.1	26.1
PAT	617	451	1,265	1,688	2,258	3,028	3,945	4,758
Change (%)	5.5	-26.8	180.4	33.4	33.8	34.1	30.3	20.6
Dividend	-	138	458	499	586	829	995	1,244

Balance Sheet								
Y/E March	2020	2021	2022	2023	2024	2025E	2026E	2027E
Equity Share Capital	135	138	208	208	209	207	207	207
Reserves & Surplus	1,720	2,275	3,229	4,474	6,279	6,834	9,784	13,298
Net Worth	1,855	2,413	3,437	4,682	6,489	7,041	9,992	13,505
NCI	116	116	117	119	127	127	127	127
Borrowings	499	313	392	367	517	625	706	768
Other Liabilities	1,620	552	856	1,072	1,665	2,043	2,349	2,584
Total Liabilities	4,090	3,395	4,802	6,240	8,797	9,835	13,173	16,985
Cash and Investments	1,313	1,699	1,906	1,710	1,454	1,375	2,918	4,518
Change (%)	51.7	29.4	12.2	-10.3	-15.0	-5.4	112.3	54.8
Loans	649	-	-	-	-	-	-	-
Net Fixed Assets	1,396	1,235	1,240	1,361	1,532	2,068	2,275	2,502
Non current assets	175	199	515	347	64	70	77	85
Current Assets	556	261	1,141	2,823	5,748	6,323	7,904	9,879
Total Assets	4,090	3,395	4,802	6,240	8,797	9,835	13,173	16,985

E: MOFSL Estimates

Financials and valuations

Cashflow Statement

Y/E March	2020	2021	2022	2023	2024	2025E	2026E	2027E
Cashflow from operations	1,425	-227	802	341	-37	2,942	2,805	3,145
PBT	870	636	1,673	2,285	3,056	4,097	5,339	6,439
Depreciation and amortization	210	173	157	166	194	248	300	330
Tax Paid	-253	-185	-408	-597	-798	-1,070	-1,394	-1,681
Interest, dividend income (post-tax)	-33	-99	-58	-76	-204	-223	-267	-321
Interest expense (post-tax)	23	20	15	29	48	86	101	120
Working capital	608	-773	-576	-1,466	-2,332	-197	-1,274	-1,741
Cash from investments	-1,212	711	-418	-43	123	-568	-246	-244
Capex	-794	-12	-161	-287	-364	-784	-506	-557
Interest, dividend income (post-tax)	33	99	58	76	204	223	267	321
Others	-450	625	-316	169	283	-6	-7	-8
Cash from financing	234	-99	-177	-494	-342	-2,453	-1,015	-1,301
Equity	1	2	71	-	1	-2	-	-
Debt	268	-185	79	-25	149	108	81	62
Interest costs	-23	-20	-15	-29	-48	-86	-101	-120
Dividends Paid	-	-138	-458	-499	-586	-829	-995	-1,244
Others	-11	242	147	59	141	-1,644	-0	-
Change of cash	448	386	207	-196	-256	-79	1,543	1,600
Opening Cash	866	1,313	1,699	1,906	1,710	1,454	1,375	2,918
Closing Cash	1,313	1,699	1,906	1,710	1,454	1,375	2,918	4,518

Ratios

Y/E March	2020	2021	2022	2023	2024	2025E	2026E	2027E
As a percentage of Revenues								
MF revenues	30.0	34.0	36.9	34.6	36.8	43.0	45.2	45.9
Other products	70.0	66.0	63.1	65.4	63.2	57.0	54.8	54.1
Total cost								
Employee Cost	50.2	56.8	46.0	44.1	44.5	44.2	43.5	42.8
Other Opex Cost	17.6	16.9	11.5	12.4	13.6	12.5	12.2	12.2
PBT	26.2	24.0	40.1	41.6	42.2	42.6	43.7	44.7
PAT	18.6	17.0	30.3	30.8	31.2	31.5	32.3	33.0
Profitability Ratios (%)								
RoE	39.8	21.1	43.3	41.6	40.4	44.8	46.3	40.5
Valuations								
BVPS (INR)	44.6	58.0	82.6	112.5	155.9	169.2	240.1	324.5
Price-BV (x)	89.1	68.5	48.1	35.3	25.5	23.5	16.5	12.2
EPS basic (INR)	22.7	16.5	30.5	40.5	54.1	73.0	95.2	114.8
Change (%)	3.3	-27.3	84.5	32.7	33.7	35.0	30.3	20.6
Price-Earnings (x)	174.6	240.2	130.2	98.1	73.4	54.4	41.7	34.6
DPS (INR)	-	5.0	11.0	12.0	14.0	20.0	24.0	30.0
Dividend Yield (%)		0.1	0.3	0.3	0.4	0.5	0.6	0.8

E: MOFSL 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 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 Ltd. are available on the website at <http://online.reports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

MOFSL, its associates, Research Analyst or their relatives may have any financial interest in the subject company. MOFSL and/or its associates and/or Research Analyst or their relatives may have 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. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may have any other potential conflict of interests at the time of publication of the research report or at the time of public appearance, 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.

In the past 12 months, MOFSL or any of its associates may have:

- received any compensation/other benefits from the subject company of this report
- managed or co-managed public offering of securities from subject company of this research report,
- received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
- received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.

- MOFSL and its associates have not received any compensation or other benefits from the subject company or third party in connection with the research report.
- Subject Company may have been a client of MOFSL or its associates during twelve months preceding the date of distribution of the research report.
- Research Analyst may have served as director/officer/employee in the subject company.
- MOFSL and research analyst may engage in market making activity for the subject company.

MOFSL and its associate company(ies), and Research Analyst and their relatives from time to time may have:

- a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein.
- 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.

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. To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the 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.

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.

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.

Disclosure of Interest Statement

Anand Rathi Wealth

Analyst ownership of the stock

No

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 Financial Services Limited (SEBI Reg No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

MOTILAL Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act

and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

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

For Singapore

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

Disclaimer:

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

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

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

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

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

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

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

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