

Estimate change	↓
TP change	↑
Rating change	↔

Bloomberg	CEAT IN
Equity Shares (m)	40
M.Cap.(INRb)/(USD\$)	146.6 / 1.5
52-Week Range (INR)	4438 / 3001
1, 6, 12 Rel. Per (%)	-1/-3/19
12M Avg Val (INR M)	745

Financials & valuations (INR b)

Y/E March	FY26	FY27E	FY28E
Sales	156.8	172.8	193.6
EBITDA	20.5	20.4	25.6
EBIDTA Margin (%)	13.1	11.8	13.2
Adj. PAT	7.5	6.1	9.5
EPS (Rs)	185.1	151.9	234.9
EPS Growth (%)	51.5	-17.9	54.7
BV/Share (Rs)	1,247	1,367	1,547

Ratios

RoE (%)	15.9	11.6	16.1
RoCE (%)	13.3	10.6	13.7
Payout (%)	20.3	21.1	23.4

Valuations

P/E (x)	19.6	23.8	15.4
P/BV (x)	2.9	2.6	2.3
EV / EBITDA (x)	8.7	8.6	6.8
Div. Yield (%)	1.0	0.9	1.5

Shareholding pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	47.3	47.2	47.2
DII	20.9	20.5	21.5
FII	16.8	17.2	15.3
Others	15.0	15.1	16.0

FII includes depository receipts

CMP: INR3,622 TP: INR4,228 (+17%) BUY

Sput in costs to test the industry's pricing discipline

- CEAT's 4QFY26 adjusted PAT was higher than our estimate at INR2.5b, largely on account of higher other income, even as operational performance was in line with our estimates.
- The GST rate cut has helped boost tyre demand, both in replacement and OEM segments. However, the recent surge in input costs is likely to drive near-term margin pressure, as the industry will need a couple of quarters to pass on the entire impact. Further, while the recent Camso acquisition is likely to take time to normalize, we remain positive on the long-term benefits that this acquisition can deliver for the group. **Hence, we reiterate our BUY rating with a TP of INR4,228 (based on ~18x FY28E EPS).**

PAT beat estimates on higher other income

- Net sales grew 23.3% YoY to INR42b (largely in line with our estimates) in 4QFY26, aided by healthy YoY volume growth across all segments and slightly better realizations. The management expects the growth momentum to continue going forward.
- FY26 product mix:** Truck/bus 29%, 2/3Ws 27%, PV 22%, OHT 15%, and Others 7%.
- FY26 market mix:** Replacement 51%, OEM 30%, and Exports 19%.
- Gross margin has remained stable QoQ at 39.7% due to a stable RM basket.
- EBITDA margin improved 270bp YoY (+50bp QoQ) at 14%, above our estimate of 13.6%. Margin improvement is led by operating leverage benefits.
- EBITDA was up 53% YoY to INR5.9b (in-line with estimates).
- Other income was higher than expected at INR257m (our est. at INR44m).
- The company incurred a one-time extraordinary expense of INR100m as compensation for employees opting for VRS.
- Adjusted for this, PAT grew 98% YoY to INR2.5b, ahead of our est. of INR2.25b.
- 4Q capex was INR4b, while net working capital increased INR1b QoQ.
- Gross debt increased QoQ by INR800m to INR30b.
- FY26 performance:** Revenues grew 19% to INR156b, while margins expanded 190bp YoY to 13.1%. PAT grew 47% to INR7.5b.
- OCF generation stood at INR17.8b, while FCF was negative INR4.8b (on account of Camso acquisition).

Highlights from the management commentary

- The current demand continues to be healthy across all segments. However, given the sharp input cost inflation that is likely to be passed on soon and the ongoing West Asia conflict, demand is likely to moderate in the coming months, especially for the CV segment.
- Replacement demand for TBR in FY27 is expected to grow in the single digit, driven by economic activity, positive seasonality, and an aging fleet. PCR replacement is likely to grow 3-5%. Even the scooters segment is expected to witness high single-digit growth in FY27.

Research analyst - Aniket Mhatre (Aniket.Mhatre@MotilalOswal.com)

Research analyst - Jeemit Shah (Jeemit.Shah@MotilalOswal.com) | Uday Nair (Uday.Nair@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.

- In the OE segment, the MHCV segment continues to experience strong double-digit growth, and PV is expected to witness healthy single-digit growth coming largely from the SUV and MPV segments. LCV growth is also likely to remain strong.
- In international business, the company expects demand recovery in multiple segments, especially in the MHCV in the US and the EU. PV demand in the EU is also recovering for CEAT. The Middle East accounts for 15% of CEAT's exports, and this business is affected due to the ongoing tensions in the region.
- Raw material prices in 4Q remained stable QoQ, but they are likely to increase by ~15–20% QoQ in 1QFY27. They need an almost 10% price increase in the replacement market to pass on this impact. So far, they have been able to take a 5% price hike by the end of Apr'26 and may require another 5% increase over May and Jun. However, the subsequent price hikes would be dependent on competitive dynamics.

Valuation and view

The GST rate cut has helped boost tyre demand, both in replacement and OEM segments. However, the recent surge in input costs is likely to drive near-term margin pressure, as the industry will need a couple of quarters to pass on the entire impact. Further, while the recent Camso acquisition is expected to take time to normalize, we remain positive on the long-term benefits that this acquisition can deliver for the group. **Hence, we reiterate our BUY rating on the stock with a TP of INR4,228 (based on ~18x FY28E EPS).**

Consolidated - Quarterly Earnings

(INR m)

Y/E March	FY25				FY26				FY25	FY26	4QE	Var %
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Sales	31,928	33,045	32,999	34,206	35,294	37,727	41,571	42,189	1,32,179	1,56,780	43,348	-2.7
YoY Change (%)	8.8	8.2	11.4	14.3	10.5	14.2	26.0	23.3	10.7	18.6	26.7	
RM cost (%)	60.8	62.6	63.2	62.5	63.2	59.1	60.1	60.3	62.3	60.6	60.2	10bps
Employee cost (%)	6.1	6.6	6.5	6.6	6.4	6.9	6.8	7.1	6.5	6.8	6.8	30bps
Other expenses (%)	21.1	19.8	20.0	19.5	19.4	20.6	19.6	18.5	20.1	19.5	19.4	-90bps
EBITDA	3,829	3,623	3,409	3,881	3,877	5,034	5,634	5,927	14,741	20,472	5,915	0
YoY Change (%)	-1.1	-20.6	-18.3	-0.9	1.3	38.9	65.3	52.7	-10.8	38.9		
Margins (%)	12.0	11.0	10.3	11.3	11.0	13.3	13.6	14.0	11.2	13.1	13.6	40bps
Depreciation	1,318	1,371	1,415	1,523	1,514	1,739	1,881	1,841	5,627	6,974	1,927	-5
Interest	619	665	751	744	821	870	1,050	847	2,778	3,586	1,062	-20
Other Income	62	35	34	45	47	39	61	257	176	404	44	490
PBT before EO expense	1,954	1,622	1,278	1,659	1,590	2,464	2,763	3,498	6,512	10,316	2,969	18
Exceptional item	-75	0	0	370	33	0	580	100	-296	-712	0	
PBT	2,029	1,621	1,278	1,288	1,558	2,464	2,183	3,398	6,808	9,603	2,969	14
Tax Rate (%)	26.6	28.6	28.3	27.6	26.9	27.6	31.0	29.8	25.3	29.0	26.7	
Minority Int. & Profit of Asso. Cos.	-53	-61	-55	-63	14	-72	-50	-55	-231	-166	-76	
Reported PAT	1,542	1,219	971	995	1,125	1,857	1,558	2,439	5,319	6,981	2,251	8
Adj PAT	1,486	1,219	971	1,267	1,148	1,857	1,969	2,509	5,101	7,504	2,251	11
YoY Change (%)	3	-41	-46	-16	-23	52	103	98	-26	47	77.6	



Highlights from the management commentary

Result performance

- In 4QFY26, overall volume growth stood at 20% YoY with mid to high teen growth for the replacement and OE segment, while international business outperformed with mid 20% growth.
- Within the replacement segment, 2W demand grew in the mid-20s, while the TB and farm segment grew in the low teens and mid-single-digit growth in the PV segment.
- In the OE segment, PV saw double-digit growth, aided by a lower base; the farm segment also witnessed a strong double-digit growth. The TBR segment witnessed a low single-digit growth, while the 2W segment witnessed a strong single-digit growth.
- In the international markets, there was a strong recovery across passenger car tyres in Western Europe, the US, and other markets, strong growth in the 2/3W segment due to low base in the new markets, while the farm demand continued to remain strong. The TBR segment also saw growth in 4Q.
- The company continued to gain share across key categories in the replacement segment in FY26. Market share improved by over 50bp in PV, around 100bp in Motorcycles, and over 50bp in TBR, while the Scooter segment remained broadly flat. While in the OE segment, the company witnessed a growth in scooter market share, but witnessed a 100bp loss in PV and motorcycle segment, each with some loss in the TBR segment as well.
- The company continues to focus on increasing its market share in OEMs for EVs. It holds a 29% share in passenger car EVs and an 18% share in two-wheeler EVs. The company is participating in almost all new EV launches in both the four-wheeler and two-wheeler segments.
- For FY26, the replacement segment witnessed a double-digit growth with the OEM segment recording a 20%+ growth.
- Premiumization remains a key focus. The company has made significant strides in the 17-inch-plus passenger vehicle tyre segment, with market share improving significantly in 4Q. Additionally, the company's focus on premium two-wheeler tyres (250cc+ vehicles) has resulted in a new high in sales in 4Q. In the truck-bus radial segment, the company launched a new category of super premium tyres.

Update on demand outlook

- The current demand continues to be healthy, largely across all segments. However, given the sharp input cost inflation that is likely to be passed on soon and given the ongoing West Asia conflict, demand is likely to moderate in the coming months, especially for the CV segment.
- Replacement demand for TBR in FY27 is expected to grow in the single digit, driven by economic activity, positive seasonality, and an aging fleet. The pace of growth is expected to moderate due to the expected price hikes, but the management is confident that it will not decline. PCR growth is expected to increase from the usual 1-2% to 3-5%. Even the scooters segment is expected to witness high single-digit growth in FY27.

- In the OE segment, the MHCV segment continues to experience strong double-digit growth, and PV is expected to witness healthy single-digit growth coming largely from the SUV and MPV segments. LCV growth is also expected to remain strong.
- In the international business, the company expects demand recovery in multiple segments, especially in the MHCV in the US and the EU. PV demand in the EU is also recovering for CEAT. The Middle East accounts for 15% of CEAT's exports and is impacted due to the ongoing tensions. Exports to the Middle East completely dried up in 4QFY26.

Update on raw materials

- The benefit of low-cost inventory supported margins in 4Q, while the impact of rising input costs is expected to be reflected in 1QFY27.
- Key input costs have risen sharply recently: crude-related inputs increased from around USD65 at the start of the quarter to nearly USD100 by early March; international natural rubber moved from around USD1,700/tonne in 3Q to USD1,800/tonne in 4Q and is currently at USD2,050–2,100/tonne. Further, domestic natural rubber prices increased from around INR190/kg at the beginning of 4Q to nearly INR245/kg currently. Additionally, the company will also be impacted by the INR depreciation.
- Raw material prices in 4Q remained stable QoQ but are expected to increase by around 15–20% QoQ in 1Q. They need almost 10% price increase in the replacement market to pass on this impact. So far, they have been able to take 5% price hike by the end of April and may require another 5% increase over May and June. However, their subsequent price hikes would be dependent on competitive dynamics. In the OEM segment, pricing is indexed. The company has already received a low-single-digit price increase in April and expects a larger benefit through indexation in July.
- Industry-wide price increases appear to be underway, with most players having implemented hikes during March and April, although some may have delayed the rollout in select segments.
- In international markets, the company is implementing price hikes in stages, cumulatively amounting to around 10%. However, as orders have already been booked for the next 30 days at lower prices, the full benefit of these hikes is expected to flow through with a lag of around 30–45 days.

Update on Camso

- Camso's operations saw some temporary production disruption in production in Q4 due to fuel shortages in Sri Lanka. The business remains in transition. Sales-related customer interface control is expected by 1HFY27, while full control over upstream production, including compounds, will be achieved by the end of FY27. Once the sales-related customer interface control is achieved, the company will start engaging with its customers across both aftermarket and OEM channels.
- The company is also activating marketing campaigns and strengthening R&D and sales capabilities in preparation for a stronger sales ramp-up in 2H.
- On US tariffs, management highlighted that tyres are subject to a 10% tariff, metals to 25%, and tracks to 50%. The benefit of lower tariffs translating into

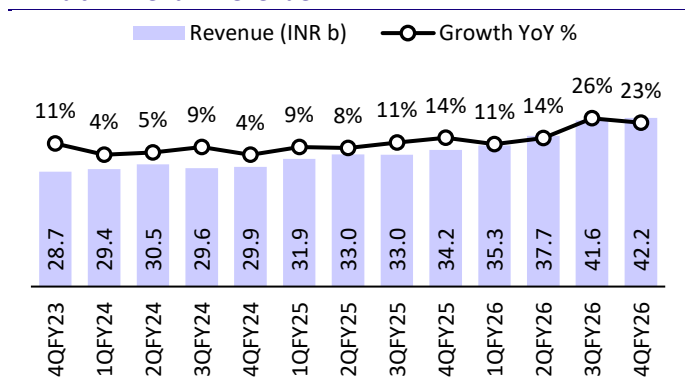
higher demand is not yet visible, as the company is not directly handling customers at this stage.

Capex and debt

- Total capex for FY26 was INR10.8b, and the company plans to spend INR2–2.5b in mandatory capex in Q1FY27, with a total capex requirement of INR13–14b for FY27 in the India business. Further, the company would look to spend \$30m in Camso for upstream capacity, 75% of which would be incurred in FY27.
- Gross debt increased QoQ by INR800m to INR30b. The company would look to maintain these debt levels in 1Q on account of margin pressure, while it might increase in later quarters in order to fund the growth capex outlined for FY27 once the RM environment normalizes.

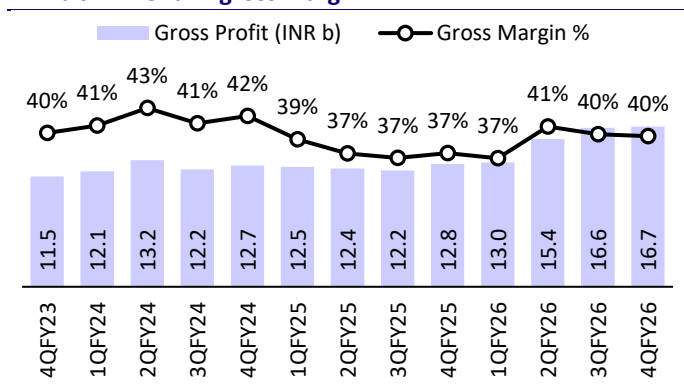
Key exhibits

Exhibit 1: Trend in revenue



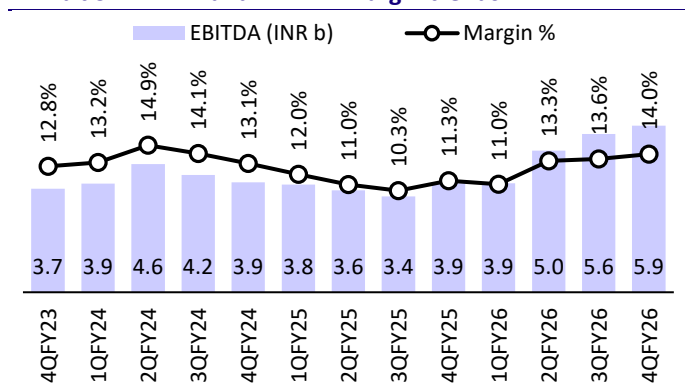
Source: MOFSL, Company

Exhibit 2: Trend in gross margin



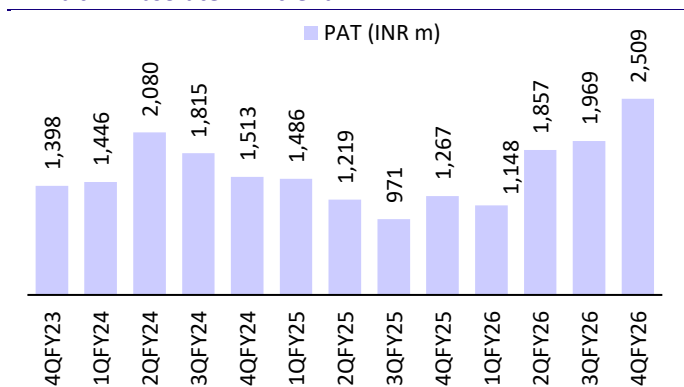
Source: MOFSL, Company

Exhibit 3: EBITDA and EBITDA margin trends



Source: MOFSL, Company

Exhibit 4: Absolute PAT trend



Source: MOFSL, Company

Valuation and view

- Focus on improving brand equity helps drive market share gains:** CEAT has placed a strong emphasis on effective marketing and branding (~2.0-2.5% of sales) for its products. To position its products competitively, it has developed creative advertising campaigns based on research and consumer insights and has invested in innovative marketing programs. Since the 2W and Passenger Car segments are consumer-facing, factors such as brand loyalty, visibility, and recall play a significant role in creating replacement demand and improving market share. This has certainly helped the company establish a strong brand across segments. For instance, it is now the market leader in the 2W segment with ~31% share. In PVs, it is now the third-largest player with ~17% share. Further, with a gradual ramp-up in the TBR segment, it is now hitting ~10% market share in this segment.
- GST 2.0 has been a boon for the industry:** Auto demand has seen a marked revival across segments post GST 2.0. For the tyre industry, this has led to a pickup in both replacement and OE demand and also across all key segments.
- Sharp rise in input costs to drive near-term margin pressure:** The cost of key raw materials, including crude and rubber, has spiked in recent months, with the raw material basket expected to rise almost 15-20% on a QoQ basis in 1QFY27. While CEAT has taken a 5% price hike in recent months, they intend to take a similar hike in the next couple of months to pass on the entire impact. This

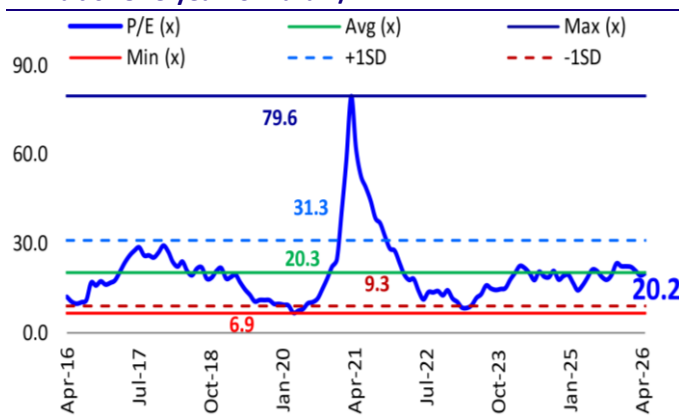
sharp surge in input costs is likely to hurt margins in the near term. Overall, we expect CEAT to clock a revenue/EBITDA/PAT CAGR of ~11%/12%/13% over FY26-28E, largely back-ended.

- Valuation and view:** The GST rate cut has helped boost tyre demand, both in replacement and OEM segments. However, the recent surge in input costs is likely to drive near-term margin pressure, as the industry will need a couple of quarters to pass on the entire impact. Further, while the recent Camso acquisition is expected to take time to normalize, we remain positive on the long-term benefits that this acquisition can deliver for the group. **Hence, we reiterate our BUY rating on the stock with a TP of INR4,228 (based on ~18x FY28E EPS).**

Exhibit 5: Changes to our estimates

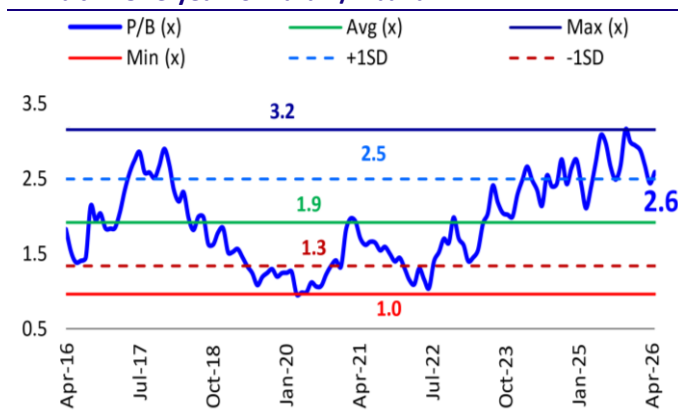
(INR m)	FY27E			FY28E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	1,72,801	1,76,158	-1.9	1,93,633	1,90,675	1.6
EBITDA	20,390	20,787	-1.9	25,560	24,788	3.1
EBITDA (%)	11.8	11.8	0bp	13.2	13.0	20bp
Adj. PAT	6,144	6,742	-8.9	9,502	9,566	-0.7
EPS (INR)	151.9	166.7	-8.9	234.9	236.5	-0.7

Exhibit 6: One-year forward P/E



Source: MOFSL, Company

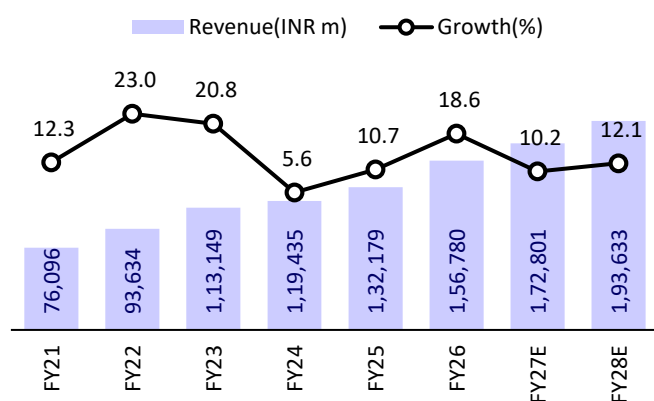
Exhibit 7: One-year forward P/B band



Source: MOFSL, Company

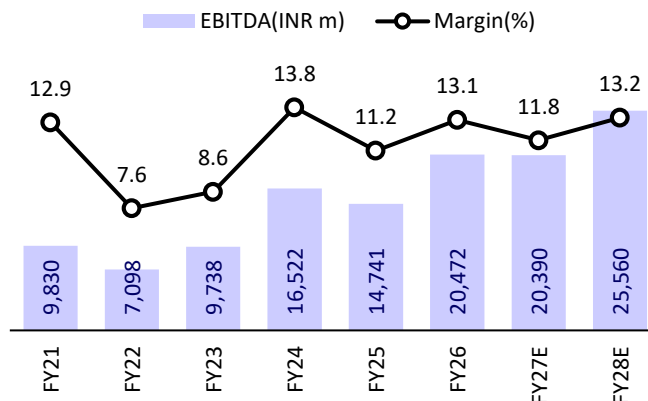
Story in charts

Exhibit 8: Revenue and growth trends



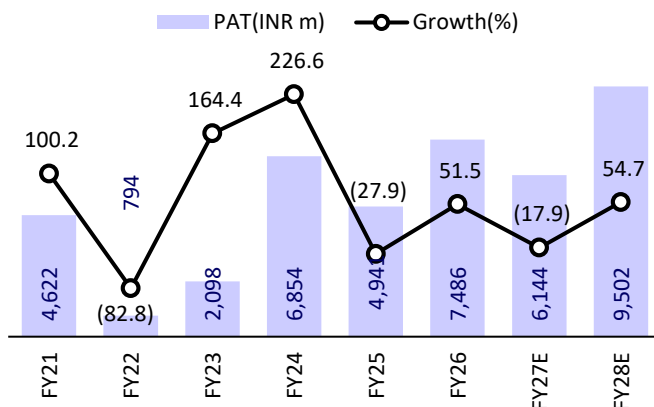
Source: MOFSL, Company

Exhibit 9: EBITDA and EBITDA margin trends



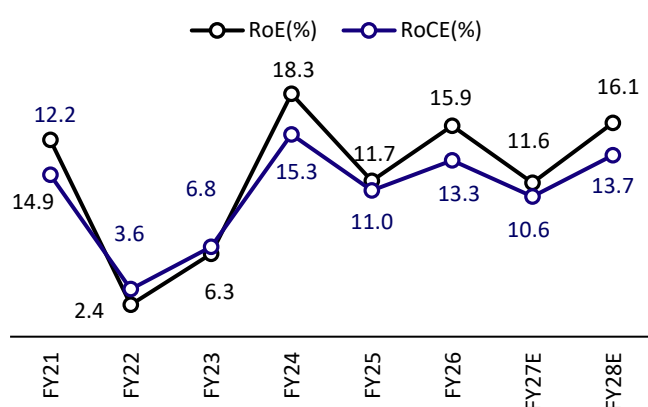
Source: MOFSL, Company

Exhibit 10: PAT and PAT growth trends



Source: MOFSL, Company

Exhibit 11: Trend in return profile



Source: MOFSL, Company

Financials and valuations

Consolidated - Income Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Net Revenues from Ops	76,096	93,634	1,13,149	1,19,435	1,32,179	1,56,780	1,72,801	1,93,633
Change (%)	12.3	23.0	20.8	5.6	10.7	18.6	10.2	12.1
EBITDA	9,830	7,098	9,738	16,522	14,741	20,472	20,390	25,560
Change (%)	35.8	-27.8	37.2	69.7	-10.8	38.9	-0.4	25.4
EBITDA Margin (%)	12.9	7.6	8.6	13.8	11.2	13.1	11.8	13.2
Depreciation	3,396	4,352	4,693	5,088	5,627	6,974	8,252	9,112
EBIT	6,433	2,746	5,045	11,434	9,115	13,498	12,138	16,448
EBIT Margin (%)	8.5	2.9	4.5	9.6	6.9	8.6	7.0	8.5
Int. and Finance Charges	1,755	2,070	2,421	2,691	2,778	3,586	4,059	3,734
Other Income	138	114	169	197	176	404	200	220
PBT after EO Exp.	4,476	661	2,459	8,359	6,216	9,603	8,279	12,934
Total Tax	516	243	718	2,214	1,720	2,789	2,318	3,621
Tax Rate (%)	11.5	36.7	29.2	26.5	27.7	29.0	28.0	28.0
Minority Int./Share JV PAT	-361	-294	-120	-282	-231	-166	-182	-190
Reported PAT	4,320	712	1,862	6,426	4,726	6,981	6,144	9,502
Adjusted PAT	4,622	794	2,098	6,854	4,941	7,486	6,144	9,502
Change (%)	100.2	-82.8	164.4	226.6	-27.9	51.5	-17.9	54.7
Margin (%)	6.1	0.8	1.9	5.7	3.7	4.8	3.6	4.9

Consolidated - Balance Sheet

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	405	405	405	405	405	405	405	405
Total Reserves	32,758	32,324	33,992	40,022	43,281	50,056	54,905	62,182
Net Worth	33,163	32,728	34,396	40,426	43,685	50,460	55,309	62,587
Minority Interest	232	235	174	97	77	80	80	80
Total Loans	14,176	20,968	20,927	16,289	21,364	32,721	29,721	27,721
Deferred Tax Liabilities	2,800	3,177	3,886	4,245	5,201	6,509	6,509	6,509
Capital Employed	50,371	57,108	59,383	61,057	70,327	89,770	91,619	96,897
Gross Block	58,732	67,748	78,860	84,490	95,942	1,17,386	1,32,686	1,47,686
Less: Accum. Deprn.	11,097	14,456	17,899	22,010	26,330	33,304	41,556	50,668
Net Fixed Assets	47,634	53,292	60,961	62,480	69,612	84,082	91,129	97,017
Goodwill on Consolidation	0	0	0	231	231	304	304	304
Capital WIP	7,929	8,759	5,961	6,835	5,375	6,384	6,384	6,384
Total Investments	2,171	1,917	1,808	1,860	1,951	2,256	2,856	2,856
Curr. Assets, Loans&Adv.	23,017	27,050	27,407	28,274	34,954	45,998	45,448	50,777
Inventory	11,299	13,096	11,378	11,505	14,115	17,834	18,790	20,721
Account Receivables	9,216	11,543	13,070	12,832	16,533	18,389	20,831	23,342
Cash and Bank Balance	361	238	606	552	479	395	643	904
Loans and Advances	2,141	2,174	2,353	3,386	3,826	9,380	5,184	5,809
Curr. Liability & Prov.	30,380	33,910	36,754	38,623	41,797	49,252	54,501	60,440
Account Payables	18,395	21,576	22,683	23,321	27,402	34,478	35,493	39,140
Other Current Liabilities	10,444	10,654	12,154	13,462	12,083	11,906	15,552	17,427
Provisions	1,541	1,680	1,917	1,840	2,312	2,868	3,456	3,873
Net Current Assets	-7,363	-6,859	-9,347	-10,349	-6,843	-3,254	-9,053	-9,664
Appl. of Funds	50,371	57,108	59,383	61,057	70,327	89,770	91,619	96,897

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)								
EPS	114.3	19.6	51.9	169.4	122.1	185.1	151.9	234.9
Cash EPS	198.2	127.2	167.9	295.2	261.2	357.5	355.9	460.2
BV/Share	819.8	809.1	850.3	999.4	1,080.0	1,247.5	1,367.3	1,547.3
DPS	18.0	3.0	12.0	30.0	30.0	35.0	32.0	55.0
Payout (%)	16.9	17.0	26.1	18.9	25.7	20.3	21.1	23.4
Valuation (x)								
P/E	31.7	184.6	69.8	21.4	29.7	19.6	23.8	15.4
Cash P/E	18.3	28.5	21.6	12.3	13.9	10.1	10.2	7.9
P/BV	4.4	4.5	4.3	3.6	3.4	2.9	2.6	2.3
EV/Sales	2.1	1.8	1.5	1.4	1.3	1.1	1.0	0.9
EV/EBITDA	16.3	23.6	17.1	9.8	11.4	8.7	8.6	6.8
Dividend Yield (%)	0.5	0.1	0.3	0.8	0.8	1.0	0.9	1.5
Return Ratios (%)								
RoE	14.9	2.4	6.3	18.3	11.7	15.9	11.6	16.1
RoCE (post-tax)	12.2	3.6	6.8	15.3	11.0	13.3	10.6	13.7
RoIC	14.6	4.0	7.4	16.3	11.5	13.4	10.8	14.1
Working Capital Ratios								
Fixed Asset Turnover (x)	1.3	1.4	1.4	1.4	1.4	1.3	1.3	1.3
Asset Turnover (x)	1.5	1.6	1.9	2.0	1.9	1.7	1.9	2.0
Inventory (Days)	54	51	37	35	39	42	40	39
Debtor (Days)	44	45	42	39	46	43	44	44
Creditor (Days)	88	84	73	71	76	80	75	74
Leverage Ratio (x)								
Current Ratio	0.8	0.8	0.7	0.7	0.8	0.9	0.8	0.8
Interest Cover Ratio	3.7	1.3	2.1	4.2	3.3	3.8	3.0	4.4
Net Debt/Equity	0.4	0.6	0.6	0.4	0.5	0.6	0.5	0.4

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
OP/(Loss) before Tax	4,476	661	2,459	8,359	6,216	9,603	8,279	12,934
Depreciation	3,396	4,352	4,693	5,088	5,627	6,974	8,252	9,112
Interest & Finance Charges	1,755	2,070	2,421	2,691	2,778	3,586	3,859	3,514
Direct Taxes Paid	-512	-200	377	-1,630	-908	-1,802	-2,318	-3,621
(Inc)/Dec in WC	4,516	-736	2,211	2,674	-2,909	-612	6,046	872
CF from Operations	13,631	6,147	12,161	17,183	10,804	17,750	24,118	22,810
Others	-54	42	-106	10	116	106	0	0
CF from Operating incl EO	13,577	6,189	12,055	17,193	10,920	17,856	24,118	22,810
(Inc)/Dec in FA	-6,395	-9,558	-8,779	-8,668	-9,426	-22,668	-15,300	-15,000
Free Cash Flow	7,182	-3,369	3,276	8,525	1,494	-4,813	8,818	7,810
(Pur)/Sale of Investments	-27	-89	-11	-47	-3	-300	-600	0
Others	241	203	299	178	204	262	200	220
CF from Investments	-6,181	-9,444	-8,491	-8,537	-9,224	-22,706	-15,700	-14,780
Inc/(Dec) in Debt	-5,677	5,821	-41	-4,638	-506	10,825	-3,000	-2,000
Interest Paid	-1,628	-1,944	-2,093	-2,669	-2,446	-3,111	-4,059	-3,734
Dividend Paid	-4	-746	-126	-485	-1,214	-1,214	-1,294	-2,225
Others	0	0	-936	-918	2,398	-1,733	182	190
CF from Fin. Activity	-7,309	3,132	-3,195	-8,710	-1,767	4,766	-8,171	-7,769
Inc/Dec of Cash	87	-123	368	-55	-72	-84	248	261
Opening Balance	274	361	238	606	552	479	395	643
Closing Balance	361	238	606	552	479	395	643	904

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

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

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

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).
 Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412 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://onlinereports.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

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.

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. Hemangji 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/NCDEX); 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, APMI: 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.