

5 February 2026

Slowdown in water purifiers impacts growth

Eureka Forbes (EUREKAFO IN) witnessed single-digit sales growth in Q3, as the water purifier segment was impacted by lower sales on account of demand slowdown post the festival season, which also led to elevated inventory. However, this is expected to be a one-off, with normalization in Q4. EBITDA margin continued to grow, driven by rising contribution of services and premiumization. We retain **Buy** with a lower TP of INR 750, on 40x December FY27E P/E due to growth normalization expected in Q4. EUREKAFO is a compelling play in the consumer durables industry, in our view, given low penetration of water purifiers, market leadership and strong margin improvement, led by premiumization.

Single-digit sales growth due to lower water purifier sales: Q3 revenue grew 8% YoY to INR 6.5bn, as the water purifier segment was hit by a sales slowdown post the festival season, which also led to elevated inventory in both offline and e-commerce channels. However, per management, this was a one-off. EUREKAFO expects normalization in inventory in Q4, with double-digit growth expected for the category. Inventory has started normalizing for the offline channel, and is expected to normalize for e-commerce by Q4. In Q3, growth was led by the services segment, which saw double-digit growth and strong growth in robotic vacuum cleaners. Air purifiers also saw an outperformance, spiking 3x YoY, albeit on a low base, led by strong demand from North India.

Ad spend continues to increase penetration: EUREKAFO seeks to increase sales, led by rising penetration of water purifiers and vacuum cleaners via ad spend, new product launches, innovations, schemes, and offers. Ad spend was up 23% YoY in Q3. The company expects to sustain high levels of ad spend, especially for its new premium products, to increase awareness and create demand. EUREKAFO has spent INR 630mn YTD capex towards investments in transformation and digitization.

Margin expansion continues led by mix and premiumization: EBITDA margin expanded 70bps YoY to 10.6% in Q3, led by robust growth in the premium portfolio, scaling up of service contribution and quarter-specific issues relating to lower discounting (given lower water purifier volumes). This helped offset the rise in cost of advertisement and other expenses, such as in innovation and digitization to increase penetration. Per management, there is still room to grow profitability. Hence, margin may continue to expand.

Reiterate Buy with a lower TP of INR 750: We lower our EPS by 1% for FY26E, by 6% for FY27E and by 4% for FY28E, factoring in the impact of lower water purifier volumes in Q3. So, we lower our TP to INR 750 from INR 770 on 40x (from 41x) December FY27E P/E. However, we reiterate **Buy**, given low penetration of water purifiers and EUREKAFO's endeavor to grow it, its market leadership, and premiumization-led strong margin improvement. The stock has underperformed the Nifty by 16% in the past six months. We expect an earnings CAGR of 34% in FY25-28E, with an average ROE and ROCE of 11% and 9%, respectively, in FY26E-28E.

Rating: Buy

Target Price: INR 750

Upside: 48%

CMP: INR 508

As on 05 February 2026

Key data

Bloomberg	EUREKAFO IN
Reuters Code	EURK.NS
Shares outstanding (mn)	193
Market cap (INR bn/USD mn)	98/1,088
EV (INR bn/USD mn)	96/1,064
ADTV 3M (INR mn/USD mn)	194/2
52 week high/low	669/452
Free float (%)	35

Note: as on 05 February 2026; Source: Bloomberg

Price chart



Source: Bloomberg

Shareholding (%)	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26
Promoter	62.6	62.6	62.6	62.6
% Pledge	53.7	53.7	53.7	53.7
FII	12.5	14.0	13.7	13.9
DII	7.9	6.4	6.4	6.4
Others	17.0	17.1	17.3	17.1

Source: BSE

Price performance (%)	3M	6M	12M
Nifty	0.2	4.0	8.2
Eureka Forbes	(6.1)	(11.5)	(8.4)
NSE Mid-cap	(0.5)	3.5	9.0
NSE Small-cap	(8.1)	(6.2)	(1.2)

Source: Bloomberg

Key Financials

YE March (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue (INR mn)	21,893	24,369	27,671	31,968	36,963
YoY (%)	5.0	11.3	13.5	15.5	15.6
EBITDA (INR mn)	4,989	5,624	3,584	4,502	5,458
EBITDA margin (%)	22.8	23.1	13.0	14.1	14.8
Adj PAT (INR mn)	4,111	4,571	2,359	3,070	3,837
YoY (%)	13.4	11.2	(48.4)	30.2	25.0
Fully DEPS (INR)	21.2	23.6	12.2	15.9	19.8
RoE (%)	5.3	7.1	9.6	11.3	12.5
RoCE (%)	3.8	5.4	7.4	8.8	9.9
P/E (x)	23.9	21.5	41.7	32.0	25.6
EV/EBITDA (x)	19.3	17.1	26.8	21.3	17.6

Note: Pricing as on 05 February 2026; Source: Company, Elara Securities Estimate

Harshit Kapadia

Capital Goods, Consumer Electricals,
Consumer Electronics
+91 22 6164 8542
harshit.kapadia@elaracapital.com

Associates
Nemish Sundar
nemish.sundar@elaracapital.com

Prathamesh Rane
prathamesh.rane@elaracapital.com



Financials (YE March)

Income Statement (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Total Revenue	21,893	24,369	27,671	31,968	36,963
Gross Profit	13,007	14,292	16,395	18,622	21,439
EBITDA	4,989	5,624	3,584	4,502	5,458
EBIT	4,449	5,044	2,920	3,794	4,743
Interest expense	98	56	98	98	98
Other income	88	146	222	266	306
Exceptional/ Extra-ordinary items	(151)	42	-	-	-
PBT	4,288	5,175	3,044	3,962	4,952
Tax	328	563	685	891	1,114
Minority interest/Associates income	-	-	-	-	-
Reported PAT	3,959	4,612	2,359	3,070	3,837
Adjusted PAT	4,111	4,571	2,359	3,070	3,837
Balance Sheet (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Shareholders' Equity	42,256	43,901	46,259	49,330	53,167
Minority Interest	12	12	12	12	12
Trade Payables	1,936	2,671	3,184	3,941	5,063
Provisions & Other Current Liabilities	7,332	7,699	8,084	8,488	8,912
Total Borrowings	249	49	49	49	49
Other long term liabilities	9,507	9,739	9,978	10,223	10,476
Total liabilities & equity	61,293	64,070	67,566	72,044	77,681
Net Fixed Assets	34,041	33,961	33,697	33,439	32,925
Goodwill	20,588	20,588	20,588	20,588	20,588
Intangible assets	-	-	-	-	-
Business Investments / other NC assets	591	622	652	683	716
Cash, Bank Balances & treasury investments	975	2,465	5,415	9,293	13,355
Inventories	2,527	2,938	3,411	3,941	4,557
Sundry Debtors	1,375	1,736	1,971	2,190	3,544
Other Current Assets	1,195	1,760	1,831	1,909	1,995
Total Assets	61,293	64,070	67,566	72,044	77,681
Cash Flow Statement (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Cashflow from Operations	1,945	2,749	3,448	4,426	4,360
Capital expenditure	(250)	(503)	(400)	(450)	(200)
Acquisitions / divestitures	250	(500)	-	-	-
Other Business cashflow	(316)	-	-	-	-
Free Cash Flow	1,629	1,746	3,048	3,976	4,160
Cashflow from Financing	(864)	(256)	(98)	(98)	(98)
Net Change in Cash / treasury investments	765	1,490	2,950	3,878	4,062
Key assumptions & Ratios	FY24	FY25	FY26E	FY27E	FY28E
Dividend per share (INR)	-	-	-	-	-
Book value per share (INR)	218.4	226.9	239.1	255.0	274.8
RoCE (Pre-tax) (%)	3.0	4.3	5.9	7.2	8.4
ROIC (Pre-tax) (%)	10.7	12.1	7.1	9.4	11.9
ROE (%)	2.7	3.7	5.2	6.4	7.5
Asset Turnover (x)	0.6	0.7	0.8	1.0	1.1
Net Debt to Equity (x)	0.0	(0.1)	(0.1)	(0.2)	(0.3)
Net Debt to EBITDA (x)	(0.1)	(0.4)	(1.5)	(2.1)	(2.4)
Interest cover (x) (EBITDA/ int exp)	51.0	99.9	36.5	45.8	55.6
Total Working capital days (WC/rev)	28.0	30.0	29.0	25.0	30.0
Valuation	FY24	FY25	FY26E	FY27E	FY28E
P/E (x)	23.9	21.5	41.7	32.0	25.6
P/Sales (x)	4.5	4.0	3.6	3.1	2.7
EV/ EBITDA (x)	19.3	17.1	26.8	21.3	17.6
EV/ OCF (x)	49.4	35.0	27.9	21.7	22.0
FCF Yield	1.7	1.8	3.2	4.1	4.3
Price to BV (x)	2.3	2.2	2.1	2.0	1.8
Dividend yield (%)	-	-	-	-	-

Note: Pricing as on 05 February 2026; Source: Company, Elara Securities Estimate

Revenue CAGR of 15% over FY25-28E

Exhibit 1: Quarterly performance

YE March (INR mn)	Q3FY26	Q2FY25	YoY (%)	Q1FY26	QoQ (%)	Q2FY26E	Variance (%)
Revenues	6,454	6,731	(4.1)	6,079	6.2	6,695	(3.6)
EBITDA	686	731	(6.2)	615	11.6	748	(8.3)
EBITDA Margins (%)	10.6	12.6	(295.4)	10.1	(48.7)	11.2	(4.8)
Other Income	54	34	59.7	74	(27.2)	70	(22.6)
interest income	27	17	64.1	10	174.0	18	52.1
Depreciation	171	141	21.9	159	8.1	170	0.8
PBT	137	638	(78.5)	521	(73.7)	630	(78.2)
tax	36	160	(77.8)	134	(73.4)	161	(77.9)
Tax rate (%)	26	25	(12.1)	26	(73.2)	26	1.8
Reported PAT	101	478	(78.8)	387	(73.8)	469	(78.4)
Adj. PAT	506	448	12.9	387	30.7	469	7.8
NPM (%)	7.8	7.8	(0.5)	6.3	23.6	6.9	12.1
EPS (INR)	2.6	2.3	12.9	2.0	30.7	2.4	7.8

Source: Company, Elara Securities Estimate

Conference call highlights
Q3 performance

- ▶ EUREKAFO achieved lower-than-expected single digit growth due to lower sales of water purifiers on account of a slowdown post the festival season.
- ▶ Services business saw the third consecutive quarter of double-digit growth, led by higher AMC bookings and increase in ASP.
- ▶ Q3 was a one-off due to elevated inventory levels on account of a slowdown post the festival season. If we look at Q2 and Q3 combined, YoY growth was 11.7%.
- ▶ Cost optimization and quarter-specific issues (product mix and lower discounts) helped increase margins.
- ▶ Expect Q4 growth to be higher than YTD growth of 11%, led by normalization of inventory.
- ▶ Air purifiers grew 3x YoY, albeit on a low base led by strong demand.
- ▶ Ad spends grew 23% YoY in Q3.
- ▶ YTD capex was INR 600mn. EUREKAFO intends to maintain capex at INR 600-700mn.

Water purifiers

- ▶ Sales were lower in water purifiers due to elevated inventory on account of a slowdown post the festival season, mostly in offline water purifiers and e-commerce.
- ▶ Growth slowdown was a one-off, with inventory normalization already there in the offline channel and expected soon in the e-commerce channel in Q4.
- ▶ EUREKAFO launched its *Arctic Blaze* model priced at INR 79,999, the highest priced water purifier for the company.
- ▶ Focus remains on driving penetration and reducing the cost of ownership for this category.
- ▶ Water softeners also saw healthy growth in Q3.
- ▶ EUREKAFO gained market share sequentially and YoY despite a slowdown in Q3.
- ▶ Excluding e-commerce, EUREKAFO saw good double-digit growth for the category in Q3. In e-commerce, one platform saw a traffic slowdown post the festival season, which hit water purifiers.
- ▶ Expect double digit growth in Q4 for this category.

Vacuum cleaners

- ▶ Robotic vacuum cleaners remained the main growth driver.
- ▶ EUREKAFO seeks to increase its investment in category creation and growth.

Service business

- ▶ EUREKAFO witnessed the third consecutive quarter of double-digit growth in AMC bookings in Q3.
- ▶ Revenue is amortized over the life of the AMC, while costs are recognized upfront, resulting in higher service charges.
- ▶ EUREKAFO is growing its participation in the filters business and is also expanding relationships with technicians.

Exhibit 2: Valuation

(INR)	
EPS – FY26E	12.2
EPS – FY27E	15.9
Five-year average P/E (x)	48.1
Target multiple (x)	40
December 2027E EPS	18.8
Target price	750.0

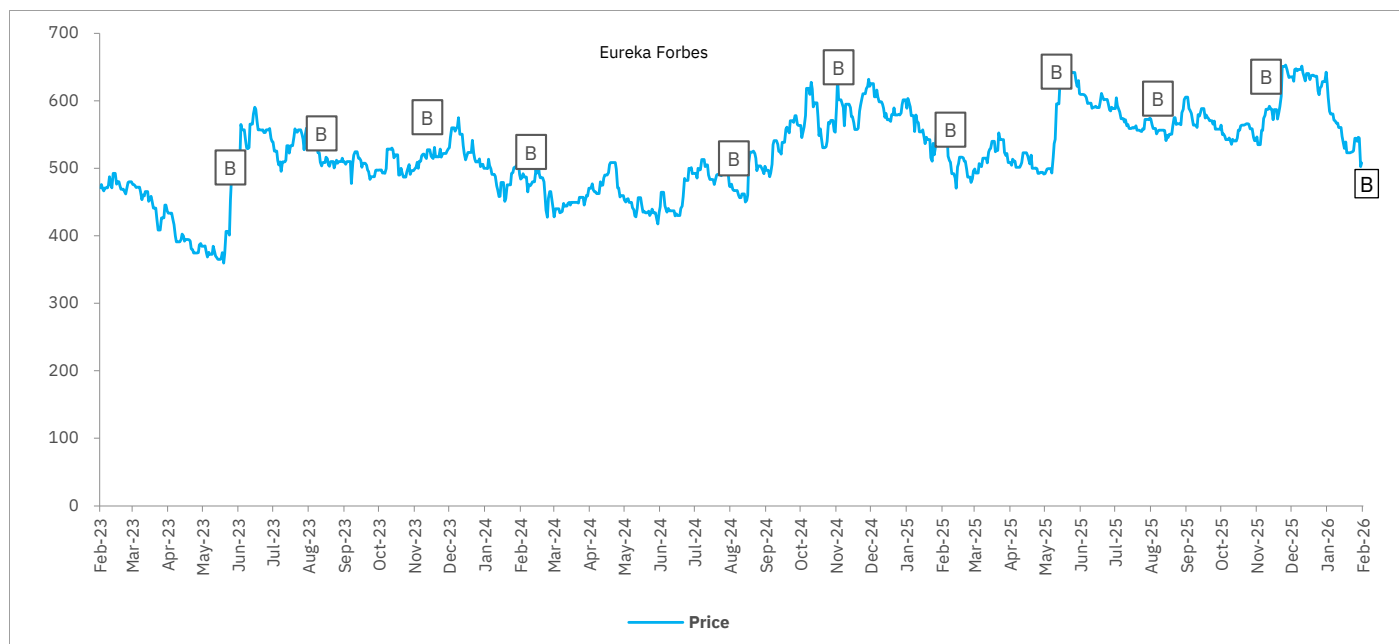
Source: Elara Securities Estimate

Exhibit 3: Change in estimates

(INR mn)	Earlier			Revised			% Change		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	27,781	32,768	37,930	27,671	31,968	36,963	(0.4)	(2.4)	(3.0)
EBITDA	3,552	4,673	5,600	3,584	4,502	5,458	0.9	(3.7)	(3.0)
EBITDA margin (%)	12.8	14.3	14.8	13.0	14.1	14.8	1.3	(1.3)	-
PAT	2,382	3,268	4,012	2,359	3,070	3,837	(1.0)	(6.1)	(4.0)
EPS (INR)	12.3	16.9	20.7	12.2	15.9	19.8	(1.0)	(6.1)	(4.4)
TP (INR)		770			750			(3)	

Source: Elara Securities Estimate

Coverage History



Date	Rating	Target Price (INR)	Closing Price (INR)
30-May-2023	Buy	570	453
17-Aug-2023	Buy	600	504
17-Nov-2023	Buy	630	528
15-Feb-2024	Buy	610	476
09-Aug-2024	Buy	590	467
08-Nov-2024	Buy	725	601
13-Feb-2025	Buy	660	510
16-May-2025	Buy	720	595
12-Aug-2025	Buy	743	555
14-Nov-2025	Buy	770	587
05-Feb-2026	Buy	750	508

Guide to Research Rating

BUY (B)	Absolute Return >+20%
ACCUMULATE (A)	Absolute Return +5% to +20%
REDUCE (R)	Absolute Return -5% to +5%
SELL (S)	Absolute Return < -5%

Disclosures & Confidentiality for non U.S. Investors

The Note is based on our estimates and is being provided to you (herein referred to as the "Recipient") only for information purposes. The sole purpose of this Note is to provide preliminary information on the business activities of the company and the projected financial statements in order to assist the recipient in understanding / evaluating the Proposal. Nothing in this document should be construed as an advice to buy or sell or solicitation to buy or sell the securities of companies referred to in this document. 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. Nevertheless, Elara Securities (India) Private Limited or any of its affiliates is committed to provide independent and transparent recommendation to its client and would be happy to provide any information in response to specific client queries. Elara Securities (India) Private Limited or any of its affiliates have not independently verified all the information given in this Note and expressly disclaim all liability for any errors and/or omissions, representations or warranties, expressed or implied as contained in this Note. The user assumes the entire risk of any use made of this information. Elara Securities (India) Private Limited or any of its affiliates, 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 Note. Each of these entities functions as a separate, distinct and independent of each other. This Note is strictly confidential and is being furnished to you solely for your information. This Note should not be reproduced or redistributed or passed on directly or indirectly in any form to any other person or published, copied, in whole or in part, for any purpose. This Note 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 Elara Securities (India) Private Limited or any of its affiliates to any registration or licensing requirements within such jurisdiction. The distribution of this document in certain jurisdictions may be restricted by law, and persons in whose possession this document comes, should inform themselves about and observe, any such restrictions. Upon request, the Recipient will promptly return all material received from the company and/or the Advisors without retaining any copies thereof. The Information given in this document is as of the date of this report and there can be no assurance that future results or events will be consistent with this information. This Information is subject to change without any prior notice. Elara Securities (India) Private Limited or any of its affiliates reserves the right to make modifications and alterations to this statement as may be required from time to time. However, Elara Securities (India) Private Limited is under no obligation to update or keep the information current. Neither Elara Securities (India) Private Limited nor any of its affiliates, group companies, directors, employees, agents or representatives shall be liable for any damages whether direct, indirect, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. This Note should not be deemed an indication of the state of affairs of the company nor shall it constitute an indication that there has been no change in the business or state of affairs of the company since the date of publication of this Note. The disclosures of interest statements incorporated in this document are provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. Elara Securities (India) Private Limited generally prohibits its analysts, persons reporting to analysts and their family members from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

Any clarifications / queries on the proposal as well as any future communication regarding the proposal should be addressed to Elara Securities (India) Private Limited. It is important to note that any dispute with respect to this research report, would not have access to stock exchange investor redressal forum or arbitration mechanism.

Elara Securities (India) Private Limited was incorporated in July 2007 as a subsidiary of Elara Capital (India) Private Limited.

Elara Securities (India) Private Limited is a SEBI registered Stock Broker in the Capital Market and Futures & Options Segments of National Stock Exchange of India Limited [NSE] and BSE Limited [BSE] and a Depository Participant registered with Central Depository Services (India) Limited [CDSL].

Elara Securities (India) Private Limited's business, amongst other things, is to undertake all associated activities relating to its broking business.

The activities of Elara Securities (India) Private Limited were neither suspended nor has it defaulted with any stock exchange authority with whom it is registered in last five years. However, during the routine course of inspection and based on observations, the exchanges have issued advise letters or levied minor penalties on Elara Securities (India) Private Limited for minor operational deviations in certain cases. Elara Securities (India) Private Limited has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has the certificate of registration been cancelled by SEBI at any point of time.

Elara Securities (India) Private Limited offers research services primarily to institutional investors and their employees, directors, fund managers, advisors who are registered or proposed to be registered.

Details of Associates of Elara Securities (India) Private Limited are available on group company website www.elaracapital.com

Elara Securities (India) Private Limited is maintaining arms-length relationship with its associate entities.

Research Analyst or his/her relative(s) may have financial interest in the subject company. Elara Securities (India) Private Limited does not have any financial interest in the subject company, whereas its associate entities may have financial interest. Research Analyst or his/her relative does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Elara Securities (India) Private Limited does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Associate entities of Elara Securities (India) Private Limited may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Research Analyst or his/her relative or Elara Securities (India) Private Limited or its associate entities does not have any other material conflict of interest at the time of publication of the Research Report.

Artificial Intelligence (AI) tools may have been used only for compilation or collating publicly available research data or internally generated research data during the information gathering and/or summarizing the final report.

Research Analyst or his/her relative(s) has not served as an officer, director or employee of the subject company.

Research analyst or Elara Securities (India) Private Limited have not received any compensation from the subject company in the past twelve months. Associate entities of Elara Securities (India) Private Limited may have received compensation from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities have not managed or co-managed public offering of securities for the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associates have not received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company or third party in connection with the Research Report in the past twelve months.

Disclaimer & Standard warning

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

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

Disclaimer for non U.S. Investors

The information contained in this note is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

Disclosures for U.S. Investors

Rule 15a6 Disclosure: This research report ("Report") was prepared, approved, published, and distributed by Elara Securities (India) Private Limited a company located outside of the United States (the "Foreign Counterparty"). Avior Capital Markets US LLC ("Avior US"), a US registered broker-dealer, distributes this Report in the US on behalf of the Foreign Counterparty. Only major U.S. institutional investors (as defined in Rule 15a-6 under the US Securities Exchange Act of 1934 (the "Exchange Act")) may receive this Report under the exemption in Rule 15a-6. A US institutional investor must effect any transaction in the securities described in this Report through Avior US.

Neither the Report nor any analyst who prepared or approved the Report is subject to US legal requirements or the Financial Industry Regulatory Authority, Inc. ("FINRA") or other US regulatory requirements concerning research reports or research analysts. The Foreign Counterparty is not a registered broker-dealer under the Exchange Act nor is it a member of the Financial Industry Regulatory Authority, Inc., or any other US self-regulatory organisation.

Disclosures on Subject Companies: Analysts of the Foreign Counterparty produced this material solely for informational purposes and the use of the intended recipient. No person may reproduce, this Report under any circumstances. No person may copy or make this Report available to any other person other than the intended recipient.

Avior US distributes this Report in the United States of America. The Foreign Counterparty distributes this Report elsewhere in the world. This document is not an offer, or invitation by or on behalf of Avior US, the Foreign Counterparty, their affiliates, or any other person, to buy or sell any security.

Avior US and the Foreign Counterparty and their affiliates obtained the information contained herein from published information and other sources, which Avior US and the Foreign Counterparty and their affiliates reasonably consider to be reliable.

Avior US and the Foreign Counterparty accept no liability or responsibility whatsoever for the accuracy or completeness of any such information. All estimates, expressions of opinion and other subjective judgments contained herein are valid as of the date of this document. Avior US assumes responsibility for the Report content with regards to research distributed in the US.

Neither Avior US nor the Foreign Counterparty has managed or co-managed a public offering of securities for the subject company in the past 12 months, have not received compensation for investment banking services from the subject company in the past 12 months and do not expect to receive and does not intend to seek compensation for investment banking services from the subject company in the next three months. Avior US and the Foreign Counterparty have not owned any class of equity securities of the subject company. There are no other actual, material conflicts of interest of Avior US and the Foreign Counterparty at the time of the publication of this Report. As of the publication of this Report, Avior US nor the Foreign Counterparty makes a market in the subject securities.

Avior US and its affiliates, to the fullest extent permissible by law, accept no liability of any nature whatsoever for any claims, damages or losses arising from, or in connection with, the contents of this Report or the use, reliance, publication, distribution, dissemination, disclosure, alteration or reproduction of this Report, or any views or recommendations recorded therein.

Participants in foreign exchange transactions may incur risks arising from several factors, including the following: (i) exchange rates can be volatile and are subject to large fluctuations; (ii) the value of currencies may be affected by numerous market factors, including world and national economic, political and regulatory events, events in equity and debt markets and changes in interest rates; and (iii) currencies may be subject to devaluation or government imposed exchange controls which could affect the value of the currency. Investors in securities such as ADRs, whose values are affected by the currency of an underlying security, effectively assume currency risk.

Subject to the applicable laws, all transactions should be executed through Avior US. Aside from within this Report, important conflict disclosures can also be found at <https://aviorcapital.us/us-regulatory-disclosures/and> Investors are strongly encouraged to review this information before investing.

Additional Disclaimer for UK Investors

Note that Elara Securities (India) Private Limited ("Foreign Counterparty") has concluded a MiFID II research intermediary agreement with Avior Capital Markets International Limited ("Avior UK"), regulated by the Financial Conduct Authority (FRN: 191074), pursuant to which Avior UK distributes the Foreign Counterparty's research in the UK, in return for which the Foreign Counterparty pays Avior UK a percentage of the income received in relation to such research. This research report including any recommendations recorded therein ("Report") have been prepared by the Foreign Counterparty, and not by Avior UK.

The Report: (a) has been objectively prepared from public sources which are believed to be reliable and therefore constitutes independent investment research and is presented as such; and (b) may only be distributed to, and relied on by, qualifying investors, who are permitted to receive same in the UK.

Securities, money market instruments, strategies, financial or investment instruments mentioned in this Report may not be suitable for all investors. The information and opinions provided in this Report do not constitute a personal recommendation/investment advice and take no account of the investor's individual circumstances. Investors should consider this Report as only a single factor in making any investment decisions and, if appropriate, should seek advice from an investment advisor. This Report is not an offer, or invitation by or on behalf of Avior UK, the Foreign Counterparty, their affiliates, or any other person, to buy or sell any security.

Save as disclosed otherwise, the Foreign Counterparty's relationship with Avior UK is not reasonably expected to impair the objective presentation of the recommendations in the Report, including any interests or conflicts of interest concerning any financial instruments or the issuers to which the recommendations, directly or indirectly, relate. The Report is deemed to be first disseminated at the date and time recorded on the relevant distribution platform, data network or email (as applicable), and which information is available on request. A list of the Foreign Counterparty's research reports disseminated in the UK over the past 12 months is also available on request.

Avior UK does not assume any responsibility or liability of any nature whatsoever arising from or in connection with the content, use, reliance or dissemination of the Report or any recommendation in respect thereof and disclaims any such liability.

Certification by Each of the Authors of this Report

The analyst(s) (singular includes plural) ("Analyst") certifies that the views expressed in this Report are an accurate representation of the Analyst's personal opinions on the stock or sector as covered and reported on by the Analyst hereinabove. The Analyst furthermore certifies that no part of the Analyst's compensation was, is, or will be related, directly or indirectly, to the specific recommendations or views as expressed in this document. The Analyst is principally responsible for the preparation of this Report and does not have any material conflict of interest at the time of publication of this Report. The Analyst(s) has not served as an officer, director or employee of the subject company in the last 12-month period ending on the last day of the month immediately preceding the date of publication of the Report.

Analyst Certification: In connection with the companies or securities that; each analyst identified in this Report certifies that: The views expressed on the subject companies and securities in this Report reflect their personal views. No part of his or her compensation was, is or will be directly or indirectly dependent on the specific recommendations or views expressed in this Report.

Note that:

- (i) The Foreign Counterparty is the employer of the research analyst(s) responsible for the content of this Report, and
- (ii) Research analysts preparing this Report are resident outside the United States and are not associated persons of any US regulated broker-dealer. Therefore, the analyst(s) are not subject to supervision by a US broker-dealer and are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with US rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

Avior Capital Markets US, LLC is a FINRA registered broker-dealer (CRD # 172595) formed for that purpose in the State of Delaware with its principal office at 45 Rockefeller Plaza, Suite 2335, New York, New York 10111.

Avior Capital Markets International Limited is regulated by the Financial Conduct Authority (FRN: 191074), with its principal office at 10 South Street, Elgin, Scotland IV30 1LE.

Elara Securities (India) Private Limited is a SEBI-registered Research Analyst (Regn. No.: INH000000933), Stock Broker (Regn. No.: INZ000238236) and Depository Participant (Regn. No.: IN-DP-370-2018). Its registered address is One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India

India
Elara Securities (India) Private Limited
 One International Center, Tower 3,
 21st Floor, Senapati Bapat Marg,
 Elphinstone Road (West)
 Mumbai – 400 013, India
 Tel : +91 22 6164 8500

Europe
Elara Capital Plc.
 6th Floor, The Grove,
 248A Marylebone Road,
 London, NW1 6JZ,
 United Kingdom
 Tel : +44 20 7486 9733

USA
Elara Securities Inc.
 230 Park Avenue, Suite 2415,
 New York, NY 10169, USA
 Tel: +1 212 430 5870
 Fax: +1 212 208 2501

Asia / Pacific
Elara Capital (Asia) Pte.Ltd.
 One Marina Boulevard,
 Level 20,
 Singapore 018989
 Tel : +65 6978 4047



**Managing
Director**

Harendra Kumar | harendra.kumar@elaracapital.com | +91 22 6164 8571



**Head of
Research**

Dr Bino Pathiparampil | bino.pathiparampil@elaracapital.com | +91 22 6164 8572

Sales Team



India

Hitesh Danak - hitesh.danak@elaracapital.com - +91 22 6164 8543
Ashok Agarwal - ashok.agarwal@elaracapital.com - +91 22 6164 8558
Himani Sanghavi - himani.sanghavi@elaracapital.com - +91 22 6164 8586



**India, APAC &
Australia**

Sudhanshu Rajpal - sudhanshu.rajpal@elaracapital.com - +91 22 6164 8508
Joshua Saldanha - joshua.saldanha@elaracapital.com - +91 22 6164 8541
Shraddha Shrikhande - shraddha.shrikhande@elaracapital.com - +91 22 6164 8567
Suyash Maheshwari - suyash.maheshwari@elaracapital.com - +91 22 4204 8698



India & UK

Prashin Lalvani - prashin.lalvani@elaracapital.com - +91 22 6164 8544



India & US

Karan Rathod - karan.rathod@elaracapital.com - +91 22 6164 8570



**Corporate
Access,
Conference &
Events**

Anita Nazareth - anita.nazareth@elaracapital.com - +91 22 6164 8520
Tina D'souza - tina.dsouza@elaracapital.com - +91 22 6164 8595

By clicking this link, you acknowledge and agree to the [Terms and Conditions of Research Services](#).

Access our reports on Bloomberg: Type **RESP ESEC <GO>**

Also available on **Thomson & Reuters**

Elara Securities (India) Private Limited

Registered Office Address: One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India Tel : +91 22 6164 8500
 CIN: U74992MH2007PTC172297 | SEBI Research Analyst Registration No.: INH000000933
 Member of BSE Limited and National Stock Exchange of India Limited | SEBI REGN. NO.: INZ000238236
 Member of Central Depository Services (India) Limited | SEBI REGN. NO.: IN-DP-370-2018
 Investor Grievance Email ID: investor.grievances@elaracapital.com - Tel. +91 22 6164 8509
 Compliance Officer: Mr. Anand Rao - Email ID: anand.rao@elaracapital.com - Tel. +91 22 6164 8509