

# Indus Towers

Estimate changes	↔
TP change	↓
Rating change	↔

**CMP: INR410**

**TP: INR430(+5%)**

**Neutral**

Bloomberg	INDUSTOW IN
Equity Shares (m)	2638
M.Cap.(INRb)/(USD\$b)	1081.5 / 11.4
52-Week Range (INR)	482 / 313
1, 6, 12 Rel. Per (%)	-9/19/2
12M Avg Val (INR M)	2865

## Financials & Valuations (INR b)

INR b	FY26	FY27E	FY28E
Net Sales	324.9	339.1	354.1
EBITDA	178.2	185.8	194.1
Adj. PAT	69.4	74.7	78.4
EBITDA Margin (%)	54.8	54.8	54.8
Adj. EPS (INR)	26.3	28.3	29.7
EPS Gr. (%)	13.2	7.7	4.9
BV/Sh. (INR)	147.1	161.1	167.7
<b>Ratios</b>			
Net D:E	-0.1	-0.2	-0.2
RoE (%)	19.2	18.0	17.7
RoCE (%)	22.5	20.9	20.9
<b>Valuations</b>			
EV/EBITDA (x)	5.8	5.4	5.2
P/E (x)	15.6	14.5	13.8
P/BV (x)	2.8	2.5	2.4
Div. Yield (%)	3.4	5.6	6.1

## Shareholding Pattern (%)

As On	Mar-26	Dec-25	Mar-25
Promoter	51.3	51.0	50.0
DII	19.7	19.0	18.4
FII	25.1	26.0	26.5
Others	3.9	4.1	5.1

FII includes depository receipts

## Slightly weaker 4Q; elevated capex weighs on FCF generation in FY26

- Indus Towers' (Indus) 4QFY26 was slightly weaker than our estimates, with recurring EBITDA (excl. provisions) declining 1% QoQ to INR44.3b.
- Operationally, tower additions picked up QoQ and tenancy additions remained steady. Management indicated that orderbook remains robust.
- Indus' capex increased 18% QoQ (in line with tower additions). However, the QoQ lower receivables aided in improved FCF of INR11b in 4Q (vs. ~INR8b in 3Q).
- For FY26, Indus' capex remained elevated at INR88.2b and weighed on FCF generation (~INR38b vs. INR98.5b in FY25, which was boosted by bad debt collections). The company reinstated dividends at INR14/share, which implies a payout of ~100% of FY26 FCF generation, while the company has retained FY25 FCF along with the collection of past dues for investments.
- A potential fundraise by Vi, following the recent AGR relief, could improve visibility on the commencement of INR450b capex plan, which would also potentially benefit Indus. We currently bake in ~30k/~50k tenancies/5G loadings from Vi over FY26-29, while we build in modest ~5k exits from RJio (~10% of its overall portfolio with Indus).
- Our FY27-28E estimates are broadly unchanged. We build in a CAGR of ~4-6% in Indus' revenue/pre-IND AS EBITDA/adj. PAT over FY26-28E.
- We reiterate our **Neutral rating** with a revised **DCF-based TP of INR430**, premised on DCF-based 6.6x FY28E pre-IND AS EV/EBITDA. RJio's tenancy risks cloud the potential benefits from Vi's planned capex.

## Slightly weaker 4Q; tower additions picked up, ARPT declined

- Tower additions picked up QoQ to 4.99k (vs. 3.55k in 3Q and our est. of 3.5k), while tenancy additions remained steady at ~6.2k (vs. 6.1k QoQ and our est. of 6k).
- Reported average revenue per tenant (ARPT) at INR41.1k (-2% YoY) declined 1% QoQ. The base quarter had certain one-off reconciliation benefits.
- Consolidated revenue moderated 0.6% QoQ to INR81b (+5% YoY), as service revenue grew 0.6% QoQ (+5.2% YoY), while energy reimbursements declined 2.8% QoQ (+4% YoY).
- Consolidated reported EBITDA declined 1% QoQ at INR44.2b (+2% YoY, 2.2% below), largely due to an increase in repairs and maintenance expenses.
- Adjusted service EBITDA at INR45.3b (flat QoQ, +7% YoY) was slightly below our estimate, largely due to weaker ARPT.
- Energy under-recovery was in line with our estimate at ~INR1b (vs. under-recovery of INR0.8b in 3Q and INR1.5b YoY).
- Indus reported a bad debt provision of INR153m in 4Q (vs. reversals of INR13m QoQ, our est. of NIL and INR2.3b YoY).
- Adjusted for provision reversals, recurring EBITDA at INR44.3b, declined 1% QoQ (+8% YoY) and below our estimate of INR45.2b

Research Analyst: **Aditya Bansal** (Aditya.Bansal@MotilalOswal.com) | **Avinash Karumanchi** (Avinash.Karumanchi@MotilalOswal.com)

Research Analyst: **Siddhesh Chaudhari** (Siddhesh.Chaudhari@MotilalOswal.com) | **Niraj Harwande** (Niraj.Harwande@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](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

- Reported PAT at INR17.9b (stable QoQ and YoY) was broadly in line with our estimate. Adjusted PAT was also broadly in line with our estimate.
- FY26 revenue at INR325b grew 8% YoY, with service revenue at INR209b rising 9% YoY and energy reimbursement rising 6% YoY to INR192b.
- Reported FY26 EBITDA at INR178b declined ~14% YoY due to lower bad debt reversals. Adjusted for bad debt reversal of INR2.7b (vs. INR50.9b YoY), recurring EBITDA grew ~13% YoY to INR175b, driven largely by the acquisition of towers from Bharti Airtel in Mar'25.
- Indus added 15.2k net towers and ~22.6k net tenancy in FY26, with incremental tenancy ratio of 1.48x (1.62x on EoP basis).

### Elevated capex continues, though receivables moderate QoQ

- With a pick-up in tower addition, capex surged 18% QoQ to ~INR23.3b. Maintenance capex remained elevated as the company continues to invest in energy efficiency initiatives such as solarization and battery replacement.
- Receivables declined ~INR3.7b QoQ to ~INR49.4b.
- Reported FCF came in at INR11b in 4Q (vs. INR7.9b in 3Q).
- For FY26, FCF remained muted at INR37.6b (vs. INR 98.5b in FY25, which was boosted by the collection of Vi's past dues), due to elevated capex.
- Net cash (excluding leases) improved to ~INR49.3b (up ~INR15b QoQ).

### Key highlights from the management commentary

- **Elevated capex:** Capex remains elevated, driven by tower additions, investments in energy efficiency initiatives, creation of additional infrastructure to support second tenants on existing towers, and continued maintenance capex for strengthening the aging tower portfolio and battery replacements. Management noted that 70-75% of the capex is directed towards driving growth and depends on the tower/tenancy additions, while maintenance capex could remain elevated over the next few years due to ongoing battery replacement.
- **Shareholders' returns:** Given an improved visibility on business momentum and Gol's continued support for Vi, Indus has reinstated dividends at INR14/share, equivalent to FY26 FCF generation. Management indicated that the company would follow a steady and progressive dividend policy after taking into account capex and other requirements, though it remained non-committal on paying out a collection of significant past dues from FY25.
- **Orderbook:** Indus continues to garner a high share in its key customers' rollouts. Management indicated that the order book remains healthy, but it remains watchful of ongoing supply disruptions due to the West Asia conflict. The company has also been gaining share from other tower cos through migration by key customers, driven by Indus' superior cost efficiency and network uptime track record.

### Valuation and view

- A potential fundraise by Vi, following the recent AGR relief, could improve visibility on the commencement of INR450b capex plan, which would also benefit Indus.
- We currently bake in ~30k/~50k tenancies/5G loadings from Vi over FY26-29, while we build in modest ~5k exits from RJio (~10% of its overall portfolio with Indus).

- Our FY27-28E estimates are broadly unchanged. We build in a CAGR of ~4-6% in Indus' revenue/pre-IND AS EBITDA/adj. PAT over FY26-28E.
- We reiterate our **Neutral rating** with a revised **DCF-based TP of INR430** (earlier INR440), premised on DCF-based 6.6x FY28E pre-IND AS EV/EBITDA. RJio's tenancy risks cloud the potential benefits from Vi's planned capex.
- Indus' elevated capex weighed on FY26 FCF generation and, thereby, dividend yield. A moderation in maintenance capex remains the key for improved FCF generation.

Quarterly Performance												(INR b)
Y/E March (Consolidated)	FY25				FY26				FY25	FY26	FY26	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		4QE		
<b>Revenue from operations</b>	<b>73.8</b>	<b>74.7</b>	<b>75.5</b>	<b>77.3</b>	<b>80.6</b>	<b>81.9</b>	<b>81.5</b>	<b>81.0</b>	<b>301</b>	<b>325</b>	<b>82</b>	<b>-1.5</b>
YoY Change (%)	4.3	4.7	4.8	7.4	9.1	9.7	7.9	4.8	5.3	7.9		
Total Expenditure	28.8	26.0	5.9	34.0	37.1	36.2	36.7	36.8	95	147	37	-0.6
Provisions / (reversals)	-8	-11	-30	-2	-1	-2	0	0	-51	-3	0	
<b>Recurring EBITDA</b>	<b>37.4</b>	<b>37.9</b>	<b>39.3</b>	<b>41.0</b>	<b>42.6</b>	<b>43.8</b>	<b>44.7</b>	<b>44.4</b>	<b>156</b>	<b>176</b>	<b>45</b>	<b>-1.9</b>
<b>EBITDA</b>	<b>45.0</b>	<b>48.6</b>	<b>69.6</b>	<b>43.2</b>	<b>43.5</b>	<b>45.7</b>	<b>44.8</b>	<b>44.2</b>	<b>207</b>	<b>178</b>	<b>45</b>	<b>-2.2</b>
YoY Change (%)	29.4	42.2	94.1	6.2	-3.4	-6.0	-35.7	2.3	41.9	-13.7		
Depreciation	15.6	15.8	15.7	16.9	17.0	18.0	18.0	18.4	64	71	18	0.0
Interest	4.1	4.2	2.5	3.6	4.0	3.8	4.0	3.8	14	16	4	-6.0
Other Income	0.6	1.1	0.8	0.9	0.9	0.8	1.5	1.6	3	5	1	21.4
<b>PBT before EO expense</b>	<b>25.9</b>	<b>29.8</b>	<b>52.2</b>	<b>23.6</b>	<b>23.3</b>	<b>24.8</b>	<b>24.3</b>	<b>23.7</b>	<b>132</b>	<b>96</b>	<b>24</b>	<b>-2.0</b>
Extra-Ord expense	(7.6)	(10.8)	(30.2)	(2.3)	(0.9)	(2.0)	(0.0)	0.2	-51	-3	0	
<b>PBT</b>	<b>18.3</b>	<b>19.0</b>	<b>21.9</b>	<b>21.4</b>	<b>22.5</b>	<b>22.8</b>	<b>24.3</b>	<b>23.8</b>	<b>81</b>	<b>93</b>	<b>24</b>	<b>-1.4</b>
Tax	6.7	7.6	12.2	5.8	6.0	6.4	6.4	5.7	32	25	6	
Rate (%)	25.7	25.4	23.3	24.7	25.6	25.8	26.5	24.2	24.5	25.5		
<b>Reported PAT</b>	<b>19.3</b>	<b>22.2</b>	<b>40.0</b>	<b>17.8</b>	<b>17.4</b>	<b>18.4</b>	<b>17.8</b>	<b>17.9</b>	<b>99</b>	<b>72</b>	<b>18</b>	<b>-0.7</b>
<b>Adj PAT</b>	<b>13.6</b>	<b>14.2</b>	<b>17.4</b>	<b>16.1</b>	<b>16.7</b>	<b>16.9</b>	<b>17.8</b>	<b>18.0</b>	<b>61</b>	<b>70</b>	<b>18</b>	<b>-0.1</b>
YoY Change (%)	-3.9	1.7	9.6	1.7	23.1	19.4	2.4	12.1	2.4	13.5		

E: MOFSL Estimates

**Exhibit 1: Valuation based on Mar'28E**

DCF summary (in INR m)	Mar'28
Discount rate (%)	11.5%
Terminal growth rate (%)	2.5%
<b>Present value of FCF</b>	<b>5,32,776</b>
Present value of Terminal value	4,31,083
<b>Enterprise value</b>	<b>9,63,858</b>
Implied EV/EBITDA on FY27 (x)	6.6
Net debt (ex-leases)	-72,373
<b>Equity value</b>	<b>10,36,231</b>
Equity value (INR/share)	393
<b>TP (including dividends, INR/share)</b>	<b>430</b>
CMP (INR/share)	410
<b>Upside (%)</b>	<b>5%</b>

Source: MOFSL, Company

**Exhibit 2: RJio's tenancy exits could offset potential benefits from Vi's tenancy additions**

Indus Tower scenario analysis	Bull	Base	Bear
Vi's tenancy additions FY26-29E	35,000	30,000	20,000
RJio's tenancy exits FY27-28E	-	5,000	25,000
<b>FY28E pre-INDAS EBITDA (INR b)</b>	<b>150</b>	<b>145</b>	<b>138</b>
FY28E FCF (INR b)	52	60	63
Terminal growth rate (%)	3.0	2.5	2.0
<b>Implied Mar'28 pre-INDAS EV/EBITDA (x)</b>	<b>7.4</b>	<b>6.6</b>	<b>6.5</b>
<b>TP including dividends (INR/share)</b>	<b>495</b>	<b>430</b>	<b>395</b>
Upside/downside (%)	21%	5%	-4%

Source: Company, MOFSL

**Exhibit 3: We ascribe a TP of INR430/share to Indus (implies ~6.6x Mar'28 pre IND AS EBITDA)**

	2026	2027E	2028E	2029E	2030E	2031E	2032E	2033E	2034E	2035E	2036E	2037E	2038E
<b>Assumptions</b>													
Average macro tenancies ('000)	428	445	465	483	495	505	512	518	523	528	532		
Net macro tenancy additions ('000)	22.6	17.0	20.0	17.5	12.0	10.0	7.5	6.0	5.0	4.5	4.0		
<b>Sharing revenue per macro tenant (INR/month)</b>													
YoY	1.1	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5		
Revenue contribution from leaner sites (INR b)	2.7	2.8	2.9	3.1	3.4	3.8	4.3	4.9	5.6	6.5	7.4		
<b>DCF model</b>													
pre Ind-AS 116 EBITDA	136	140	145	152	158	163	166	169	172	174	176		
Adjusted tax expense	(19.9)	(25.1)	(26.4)	(28.0)	(29.3)	(30.3)	(31.1)	(31.8)	(32.3)	(32.8)	(33.2)		
Change in working capital	4.7	5.1	(1.0)	(1.0)	(1.0)	(1.1)	(1.1)	(1.1)	(1.1)	(1.1)	(1.2)		
Operating cash flow	121	120	118	123	128	131	134	136	138	140	142		
Capital expenditure	(86.3)	(67.6)	(58.0)	(50.1)	(52.9)	(49.0)	(43.7)	(40.7)	(38.9)	(38.2)	(37.4)		
Free cash flow	35	52	60	73	75	82	90	96	99	102	104	107	110
Discounted cash flow-now	-	47.9	49.4	53.9	49.7	49.0	48.3	45.9	42.7	39.3	36.0	-	-
Discounted cash flow-Y+1		-	55.1	60.1	55.4	54.7	53.9	51.2	47.7	43.8	40.2	36.9	-
Discounted cash flow-Y+2			-	67.1	61.7	61.0	60.1	57.1	53.1	48.8	44.8	41.2	37.9
	<b>Now</b>	<b>Y+1</b>	<b>Y+2</b>										
Discount rate (%)	11.5%	11.5%	11.5%										
<b>Total PV of free cash flow</b>	<b>462</b>	<b>499</b>	<b>533</b>										
<b>Terminal value assumption</b>													
Growth in perpetuity	2.5%	2.5%	2.5%										
FCF in terminal year	104.2	106.8	109.5										
Exit FCF multiple (X)	11.4	11.4	11.4										
Exit EV/EBITDA multiple (X)	6.7	6.9	7.1										
Terminal value	1,187	1,217	1,247										
PV of terminal value	410	421	431										
Enterprise value	872	919	964										
Implied EV/EBITDA multiple	6.4	6.6	6.6										
Net debt (ex leases)	-11	-49	-72										
Equity value (INR b)	883	969	1,036										
Equity value (INR/share)	335	367	393										
Shares outstanding (m)	2.6	2.6	2.6										
Fair value including dividends (INR/share)	335	381	430										

**Exhibit 4: Near-term outlook is dependent on Vi's tenancy additions**

FY26-29E CAGR	Bull	Base	Bear
Net tenancy adds	4.8%	4.1%	1.9%
ARPT	0.9%	0.5%	0.5%
Service revenue	6.0%	4.9%	2.8%
pre Ind-AS EBITDA	5.1%	3.7%	1.0%
without provisions	5.8%	4.4%	1.7%

Source: MOFSL, Company

**Exhibit 5: However, LT growth is likely to remain modest at ~1-4%**

FY26-36E CAGR	Bull	Base	Bear
Net tenancy adds	2.6%	2.2%	1.3%
ARPT	0.7%	0.5%	0.5%
Service revenue	3.7%	3.1%	2.2%
pre Ind-AS EBITDA	3.3%	2.6%	1.1%
without provisions	3.5%	2.8%	1.3%

Source: MOFSL, Company



## Detailed takeaways from the management interaction

- **Elevated capex:** Capex remains elevated, driven by tower additions, investments in energy efficiency initiatives, creation of additional infrastructure to support second tenants on existing towers, and continued maintenance capex for strengthening the aging tower portfolio and battery replacements. Management noted that 70-75% of the capex is directed towards driving growth and depends on the tower/tenancy additions, while maintenance capex could remain elevated over the next few years due to ongoing battery replacement.
- **Shareholders' returns:** Given an improved visibility on business momentum and Gol's continued support for Vi, Indus has reinstated dividends at INR14/share, equivalent to FY26 FCF generation. Management indicated that the company would follow a steady and progressive dividend policy after taking into account capex and other requirements, though it remained non-committal on paying out collection of significant past dues from FY25.
- **Orderbook:** Indus continues to garner high share in its key customers' rollouts. Management indicated that order book remains healthy, but it remains watchful of ongoing supply disruptions due to the West Asia conflict. The company has also been gaining share from other tower cos through migration by key customers, driven by Indus' superior cost efficiency and network uptime track record.
- **Higher tenancy exits in 2H:** Indus reported ~1,300 cumulative tenancy exits in 2H (vs. ~300 quarterly rate earlier). Management indicated that some of these tenancy exits were due to the relocation of towers. Some of RJio's tenancy have expired but exits have been minimal. Indus remains engaged with all tenants for renewals within the existing renewal framework.
- **Africa foray:** The company is making steady progress on its Africa strategy, with Zambia operations already licensed and on-ground execution underway, while regulatory approvals in Uganda and Nigeria are in the final stages. Commercial arrangements with anchor customers have been established, and supply chain readiness is improving to support deployment. The rollout in Zambia is expected to begin shortly, potentially earlier than six months. The overall strategy remains long term, focused on driving lower capital costs, strong network uptime, and energy optimization to build a scalable presence.
- **Rental movement:** Management indicated that quarterly fluctuations in service rentals is driven by certain one-offs in the base quarter (~INR2.1b one-time settlement). Further, the organic growth (excluding Bharti's tower acquisition) would be ~5-5.5%, broadly in line with the tenancy increase. Several variables impact ARPT, such as the tower mix, quarterly volatility on rates and taxes, renewal discounts, annual escalation (for renewed towers), etc.
- **Higher costs and diesel price impact:** Given the favorable weather conditions, repair and maintenance expenses are typically higher in 2H. The company's cost efficiency measures have enabled minimal cost escalations despite a significant increase in rollout over the last few years. Further, management noted that the company's energy costs remain indexed to retail diesel prices rather than industrial diesel. The pass-through of any increase in fuel costs happens without any lag and should not materially impact the company's energy under-recoveries.

- **Energy efficiency measures:** The company remains committed to reducing diesel consumption by transitioning to cleaner energy sources. It added ~2,500 solar-enabled sites in 4Q, taking the total to ~42,400. Diesel consumption declined by ~7% YoY despite growth in co-locations and equipment loading, reflecting improved energy efficiency initiatives.

#### 4QFY26 review: Slightly weaker 4Q; recurring EBITDA declines 1% QoQ

- Consolidated reported revenue moderated 0.6% QoQ to INR81b (+5% YoY, vs. our est. of INR82.2b).
  - Service revenue came in at INR53b (+0.6% QoQ, +5% YoY, vs. our estimate of INR53.9b) as tenancy additions were partly offset by weaker ARPT (-1% QoQ).
  - Energy reimbursements stood at INR27.9b (-3% QoQ, +4% YoY).
- Consolidated reported EBITDA declined ~1% QoQ to INR44.2b (+2% YoY, vs. our est. INR45.2b).
  - Adjusted service EBITDA at INR45.3b (flat QoQ, +7% YoY) was slightly weaker than our estimate of INR46.2b, largely due to weaker ARPT.
  - Energy under-recovery was in line with our estimate at INR1b (vs. INR0.83b QoQ, and lower than INR1.47b YoY).
  - Indus reported a bad debt provision of INR153m (vs. reversals of INR13m QoQ and INR2.3b YoY). We did not build in any bad debt provision reversal for 4QFY26.
- Adjusted for bad-debt provisions, recurring EBITDA at INR44.3b (-1% QoQ, +8% YoY) was slightly weaker than our estimate of INR45.2b.
- Reported PAT at INR17.9b was stable QoQ (and YoY). Adjusted PAT at INR18b (+1% QoQ, +12% YoY) was broadly in line with our estimates.

#### Tower additions pick up, tenancy additions steady QoQ; ARPT slightly weaker

- Net macro tower adds rose to 4,898 (vs. 3,548 QoQ, vs. our estimate of 3,500); EoP macro tower count stood at ~264.5k.
  - Indus added modest 55 net leaner towers QoQ (vs. 26 QoQ in 3Q), taking the overall leaner tower count to ~14.04k.
  - For the eighth successive quarter, net macro tenancy additions were higher than tower adds at 6,192 (6,105 QoQ in 3Q and our est. of 6k). Indus' total macro tenants count increased to ~428k.
  - End-period tenancy ratio was stable QoQ at 1.62x, though incremental tenancy ratio was lower at ~1.26x.
- Reported ARPT declined ~1% QoQ to INR41.1k (-2% YoY, our est. INR41.7k).

#### Other highlights: Receivables moderate QoQ, capex remains elevated

- Indus' receivables declined by ~INR3.7b QoQ to INR49.4b (though still INR1.7b higher YoY).
- Capex grew ~18% QoQ to INR23.3b, in line with a pick-up in tower additions.
- Reported adjusted fund from operations (EBITDA net of lease payment and maintenance capex) at INR28.6b declined 3% QoQ.
- Net debt including lease liabilities declined ~INR11.5b QoQ to INR153b (vs. ~INR180b as of end-FY25), while excluding lease liabilities, the company's net cash increased ~INR15b QoQ to ~INR49.3b net cash (vs. ~INR8.7b net cash as of end-FY25).
- Indus' reported 4Q FCF improved to ~INR11b (vs. INR7.9b QoQ). For FY26, Indus' FCF remained muted at INR37.6b (vs. INR98.5b in FY25 due to the collection of Vi's past dues), drive by elevated capex.
- The company reinstated dividends with INR14/share dividend, which is broadly equal to FCF generated in FY26.

**Indus Towers - Quarterly results (INR m)**

	4QFY25	3QFY26	4QFY26	QoQ	YoY	4QFY26E	vs. est
<b>Service revenues</b>	<b>50,420</b>	<b>52,735</b>	<b>53,060</b>	<b>0.6</b>	<b>5.2</b>	<b>53,895</b>	<b>(1.5)</b>
Energy reimbursements	26,796	28,689	27,879	(2.8)	4.0	28,322	(1.6)
Exit / one-off revenue	55	39	71			-	
<b>Reported revenue</b>	<b>77,271</b>	<b>81,463</b>	<b>81,010</b>	<b>(0.6)</b>	<b>4.8</b>	<b>82,217</b>	<b>(1.5)</b>
Power and fuel	(28,266)	(29,517)	(28,883)	(2.1)	2.2	(29,322)	(1.5)
Employee expenses	(2,203)	(2,220)	(2,307)	3.9	4.7	(2,313)	(0.3)
Other costs	(5,826)	(4,989)	(5,430)	8.8	(6.8)	(5,344)	1.6
Bad debt provision reversals	2,264	13	(153)			-	
Total operating costs	(34,031)	(36,713)	(36,773)	0.2	8.1	(36,979)	(0.6)
<b>EBITDA</b>	<b>43,240</b>	<b>44,750</b>	<b>44,237</b>	<b>(1.1)</b>	<b>2.3</b>	<b>45,238</b>	<b>(2.2)</b>
<b>Service EBITDA</b>	<b>42,391</b>	<b>45,526</b>	<b>45,323</b>	<b>(0.4)</b>	<b>6.9</b>	<b>46,238</b>	<b>(2.0)</b>
Energy EBITDA	(1,470)	(828)	(1,004)	21.3	(31.7)	(1,000)	0.4
One-offs (Exit revenue/provisions)	2,319	52	(82)			(0)	
D&A	(16,930)	(17,979)	(18,378)	2.2	8.6	(18,379)	(0.0)
<b>EBIT</b>	<b>26,310</b>	<b>26,771</b>	<b>25,859</b>	<b>(3.4)</b>	<b>(1.7)</b>	<b>26,858</b>	<b>(3.7)</b>
Net finance costs and other income	(2,680)	(2,497)	(2,206)	(11.7)	(17.7)	(2,719)	(18.9)
<b>PBT</b>	<b>23,630</b>	<b>24,274</b>	<b>23,653</b>	<b>(2.6)</b>	<b>0.1</b>	<b>24,139</b>	<b>(2.0)</b>
Provision for taxes	(5,839)	(6,444)	(5,724)			(6,076)	
<b>Recurring PAT</b>	<b>16,097</b>	<b>17,873</b>	<b>18,043</b>	<b>1.0</b>	<b>12.1</b>	<b>18,117</b>	<b>(0.4)</b>
EO items	2,264	(58)	(224)			-	
<b>Reported PAT</b>	<b>17,791</b>	<b>17,830</b>	<b>17,929</b>	<b>0.6</b>	<b>0.8</b>	<b>18,064</b>	<b>(0.7)</b>
<b>Recurring EPS (INR/share)</b>	<b>6.1</b>	<b>6.8</b>	<b>6.8</b>	<b>1.0</b>	<b>12.1</b>	<b>6.9</b>	<b>(0.4)</b>
<b>Core operational performance analysis</b>							
	<b>4QFY25</b>	<b>3QFY26</b>	<b>4QFY26</b>	<b>QoQ</b>	<b>YoY</b>	<b>4QFY26E</b>	<b>vs. est</b>
<b>Revenue</b>	<b>77,216</b>	<b>81,424</b>	<b>80,939</b>	<b>(0.6)</b>	<b>4.8</b>	<b>82,217</b>	<b>(1.6)</b>
<b>EBITDA</b>	<b>40,921</b>	<b>44,698</b>	<b>44,319</b>	<b>(0.8)</b>	<b>8.3</b>	<b>45,238</b>	<b>(2.0)</b>
EBIT	23,991	26,719	25,941	(2.9)	8.1	26,858	(3.4)
PBT	21,311	24,222	23,735	(2.0)	11.4	24,139	(1.7)
<b>PAT</b>	<b>16,042</b>	<b>17,799</b>	<b>17,972</b>	<b>1.0</b>	<b>12.0</b>	<b>18,064</b>	<b>(0.5)</b>
<b>Key operating metrics</b>							
	<b>4QFY25</b>	<b>3QFY26</b>	<b>4QFY26</b>	<b>QoQ</b>	<b>YoY</b>	<b>4QFY26E</b>	<b>vs est</b>
<b>Total towers (#)</b>	<b>2,49,305</b>	<b>2,59,622</b>	<b>2,64,514</b>	<b>1.9</b>	<b>6.1</b>	<b>2,63,122</b>	<b>0.5</b>
<b>Total tenants (#)</b>	<b>4,05,435</b>	<b>4,21,822</b>	<b>4,28,014</b>	<b>1.5</b>	<b>5.6</b>	<b>4,27,822</b>	<b>0.0</b>
Tenancy ratio (end-period)	1.63	1.62	1.62			1.63	
<b>Sharing revenue per operator (INR/month)</b>	<b>41,893</b>	<b>41,429</b>	<b>41,078</b>	<b>(0.8)</b>	<b>(1.9)</b>	<b>41,748</b>	<b>(1.6)</b>
Sharing revenue per tower (INR/month)	68,582	67,285	66,604	(1.0)	(2.9)	69,692	(4.4)
<b>Margins (%)</b>							
<b>Overall EBITDA</b>	<b>56.0</b>	<b>54.9</b>	<b>54.6</b>	<b>(33)bps</b>	<b>(135)bps</b>	<b>55.0</b>	<b>(42)bps</b>
<b>Service EBITDA (inc. one-offs)</b>	<b>84.2</b>	<b>86.4</b>	<b>85.6</b>	<b>(85)bps</b>	<b>137 bps</b>	<b>85.8</b>	<b>(24)bps</b>
EBIT	34.0	32.9	31.9	(94)bps	(213)bps	32.7	(75)bps
PAT	20.8	21.9	22.3	33 bps	144 bps	22.0	24 bps
Effective tax rate	24.7	26.5	24.2			25.2	

Source: MOFSL, Company

**Exhibit 6: Energy under-recoveries remained high at ~INR1b**

	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Energy Reimbursements	27,195	26,147	27,464	27,575	27,309	26,851	29,474	29,453	28,689	27,879
Power and Fuel	-27,956	-26,725	-29,006	-28,925	-28,253	-28,266	-30,687	-30,869	-29,517	-28,883
Energy Spread	-761	-578	-1,542	-1,350	-944	-1,415	-1,213	-1,416	-828	-1,004
Energy EBITDA margins (%)	-2.8%	-2.2%	-5.6%	-4.9%	-3.5%	-5.3%	-4.1%	-4.8%	-2.9%	-3.6%

**Exhibit 7: Indus' tower additions have been higher than Bharti's in past few quarters, implying a shift from other towercos**

Tower additions	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26
Bharti Airtel	6327	5045	5214	3272	1831	2479	1147
Indus Towers (ex- Bharti deal)	6666	3930	5117	4442	2859	4329	3,574
Macro towers	6174	3748	4985	4282	2755	4301	3,548
Lean towers	492	182	132	160	104	28	26
<b>delta (Indus vs. Bharti)</b>	<b>339</b>	<b>-1115</b>	<b>-97</b>	<b>1170</b>	<b>1028</b>	<b>1850</b>	<b>2,427</b>

**Exhibit 8: We believe Indus has gained ~70% share of Vi's network rollout since 2QFY25**

Incremental tenancy additions	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	Cumulative
Vodafone Idea	922	3,463	7,576	1,855	1,289	5,127	20,232
Indus Towers gross adds (ex-Bharti deal)	799	2,926	4,329	3,611	499	3,168	15,332
Incremental macro tenancies	560	2,598	3,954	3,309	204	2,557	13,182
Tenancy exits	239	328	375	302	295	611	2,150
<b>Indus' gross adds as % of Vi's</b>	<b>87</b>	<b>84</b>	<b>57</b>	<b>195</b>	<b>39</b>	<b>62</b>	<b>76</b>
Indus' net adds as % of Vi's	61	75	52	178	16	50	65

**Exhibit 9: Key metrics**

	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	QoQ	YoY
<b>Consolidated financials (INR m)</b>										
Service revenues	46,366	47,078	48,165	50,420	51,102	52,429	52,774	53,131	0.7	5.4
Energy reimbursements	27,464	27,575	27,309	26,851	29,474	29,453	28,689	27,879	(2.8)	3.8
Gross revenues	73,830	74,653	75,474	77,271	80,576	81,882	81,463	81,010	(0.6)	4.8
<b>EBITDA</b>	<b>45,041</b>	<b>48,638</b>	<b>69,581</b>	<b>43,240</b>	<b>43,495</b>	<b>45,721</b>	<b>44,750</b>	<b>44,237</b>	<b>(1.1)</b>	<b>2.3</b>
EBIT	29,436	32,837	53,896	26,310	26,452	27,713	26,771	25,859	(3)	(2)
PBT	25,918	29,801	52,188	23,630	23,338	24,784	24,274	23,653	(3)	0
Reported PAT	19,259	22,235	40,032	17,791	17,368	18,393	17,830	17,929	1	1
<b>pre Ind-AS 116 EBITDA</b>	<b>36,372</b>	<b>40,629</b>	<b>60,955</b>	<b>35,018</b>	<b>33,913</b>	<b>35,974</b>	<b>34,780</b>	<b>33,962</b>	<b>(2)</b>	<b>(3)</b>
<b>Capex</b>	<b>18,819</b>	<b>15,176</b>	<b>12,260</b>	<b>22,444</b>	<b>19,477</b>	<b>25,587</b>	<b>19,799</b>	<b>23,307</b>	<b>18</b>	<b>4</b>
Maintenance capex	2,598	2,979	2,902	5,396	5,513	5,605	5,310	5,388	1.5	(0.1)
Operating FCF = pre-IND-AS EBITDA - capex	17,553	25,453	48,695	12,574	14,436	10,387	14,981	10,655	(29)	(15)
Adjusted funds from operations (AFFO)	33,774	37,650	58,053	29,622	28,400	30,369	29,470	28,574	(3)	(4)
<b>Operating metrics</b>										
<b>EoP macro towers (#)</b>	<b>2,25,91</b>	<b>2,29,65</b>	<b>2,34,64</b>	<b>2,49,30</b>	<b>2,51,77</b>	<b>2,56,07</b>	<b>2,59,62</b>	<b>2,64,51</b>	<b>1.9</b>	<b>6.1</b>
QoQ macro tower net adds	6,174	3,748	4,985	14,662	2,468	4,301	3,548	4,892		
<b>EoP macro colocations (#)</b>	<b>3,74,92</b>	<b>3,79,23</b>	<b>3,86,81</b>	<b>4,05,43</b>	<b>4,11,21</b>	<b>4,15,71</b>	<b>4,21,82</b>	<b>4,28,01</b>	<b>1.5</b>	<b>5.6</b>
QoQ macro colocation net adds (#)	6,340	4,308	7,583	18,616	5,777	4,505	6,105	6,192		
Macro colocation exits (#)	(310)	(239)	(328)	(375)	(302)	(295)	(611)	(689)		
QoQ macro colocation gross addition (#)	6,650	4,547	7,911	18,991	6,079	4,800	6,716	6,881		
<b>Tenancy ratio (end-period)</b>	<b>1.66</b>	<b>1.65</b>	<b>1.65</b>	<b>1.63</b>	<b>1.63</b>	<b>1.62</b>	<b>1.62</b>	<b>1.62</b>		
<b>EoP leaner colocations (#)</b>	<b>11,178</b>	<b>11,360</b>	<b>11,492</b>	<b>13,878</b>	<b>13,935</b>	<b>13,963</b>	<b>13,989</b>	<b>14,044</b>	<b>0.4</b>	<b>1.2</b>
QoQ leaner colocations added	492	182	132	2,386	57	28	26	55		

**Exhibit 10: Summary of changes in estimates**

	FY26	FY27E	FY28E
<b>Tower Count</b>			
Old		2,75,122	2,85,122
Actual/New	2,64,514	2,76,514	2,86,514
Change (%)		0.5	0.5
<b>Tenancy Count</b>			
Old		4,44,822	4,62,322
Actual/New	4,28,014	4,45,014	4,65,014
Change (%)		0.0	0.6
<b>ARPT (INR/month)</b>			
Old		41,767	42,014
Actual/New	41,302	41,520	41,740
Change (%)		-0.6	-0.7
<b>Service Revenue (INR b)</b>			
Old		222	232
Actual/New	209	220	231
Change (%)		-0.5	-0.3
<b>Overall Revenue (INR b)</b>			
Old		341	355
Actual/New	325	339	354
Change (%)		-0.6	-0.4
<b>Bad Debt Provisions (INR b)</b>			
Old		-	-
Actual/New	3	-	-
Change (%)		-	-

Source: MOFSL, Company

**Exhibit 11: Summary of changes in estimates**

	FY26	FY27E	FY28E
<b>EBITDA (INR b)</b>			
Old		187	195
Actual/New	178	186	194
Change (%)		-0.5	-0.3
<b>EBITDA (ex-provisions) (INR b)</b>			
Old		187	195
Actual/New	176	186	194
Change (%)		-0.5	-0.3
<b>Pre-INDAS EBITDA (INR b)</b>			
Old		143	148
Actual/New	136	140	145
Change (%)		-2.5	-2.3
<b>Pre-INDAS EBITDA (ex-provisions) (INR b)</b>			
Old		143	148
Actual/New	133	140	145
Change (%)		-2.5	-2.3
<b>Recurring PAT (INR b)</b>			
Old		73.9	77.2
Actual/New	69.4	74.7	78.4
Change (%)		1.2	1.6
<b>Recurring EPS</b>			
Old		28.0	29.3
Actual/New	26.3	28.3	29.7
Change (%)		1.2	1.6

Source: MOFSL, Company

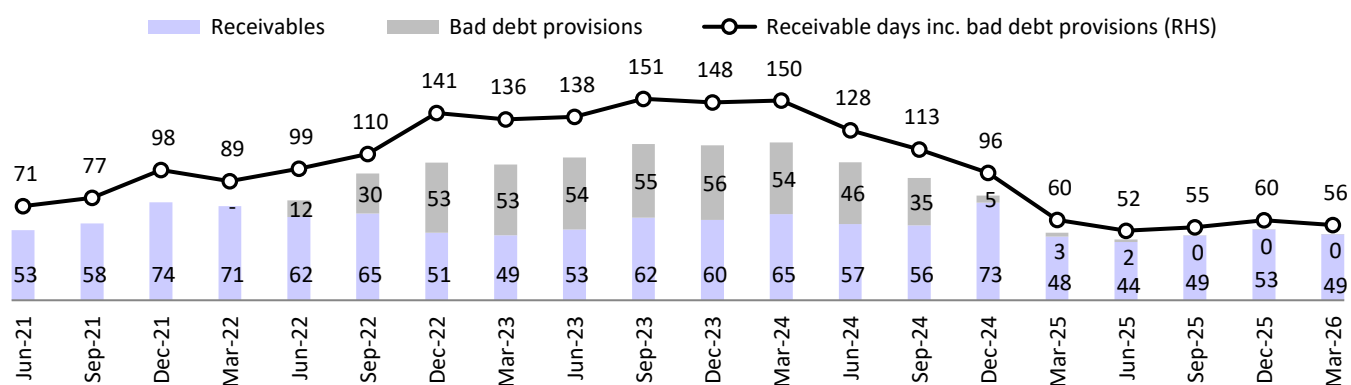
**Exhibit 12: Quarterly per tenant model (INR/tenant/month)**

Per tenant model	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Rentals	41,454	41,435	41,094	41,125	41,426	41,893	41,132	41,714	41,429	41,078
Energy	25,387	23,903	24,625	24,376	23,766	22,595	24,061	23,745	22,836	21,870
Exit revenue and one-offs	363	420	479	491	490	534	585	554	578	601
<b>Revenue</b>	<b>67,204</b>	<b>65,757</b>	<b>66,199</b>	<b>65,992</b>	<b>65,682</b>	<b>65,022</b>	<b>65,778</b>	<b>66,013</b>	<b>64,843</b>	<b>63,550</b>
Power and fuel	(26,098)	(24,431)	(26,008)	(25,569)	(24,587)	(23,785)	(25,051)	(24,886)	(23,495)	(22,658)
Employee	(1,853)	(1,857)	(1,767)	(1,832)	(1,886)	(1,854)	(1,741)	(1,654)	(1,767)	(1,810)
Other expenses	(5,796)	(2,249)	1,962	4,405	21,345	(2,965)	(3,467)	(2,607)	(3,940)	(4,344)
Repairs and Maintenance	(3,363)	(3,230)	(3,221)	(3,387)	(3,143)	(2,839)	(3,018)	(3,035)	(2,792)	(2,904)
Other expenses	(1,483)	(2,038)	(1,260)	(1,342)	(1,490)	(1,432)	(838)	(818)	(836)	(1,001)
CSR	(351)	(283)	(369)	(383)	(339)	(599)	(331)	(327)	(323)	(318)
Provisions (write-offs)/reversal	(598)	3,302	6,812	9,517	26,318	1,905	721	1,574	10	(120)
Total costs	(33,747)	(28,536)	(25,813)	(22,997)	(5,128)	(28,604)	(30,260)	(29,147)	(29,202)	(28,811)
<b>EBITDA</b>	<b>33,457</b>	<b>37,221</b>	<b>40,386</b>	<b>42,995</b>	<b>60,554</b>	<b>36,418</b>	<b>35,518</b>	<b>36,866</b>	<b>35,641</b>	<b>34,738</b>
Adj. core EBITDA	33,805	37,330	41,289	43,697	60,885	37,074	35,924	37,454	35,722	34,925
Adj. energy EBITDA	(710)	(528)	(1,383)	(1,193)	(822)	(1,191)	(990)	(1,142)	(659)	(788)
Depreciation and Amortization	(14,896)	(14,302)	(13,992)	(13,968)	(13,650)	(14,246)	(13,913)	(14,518)	(14,311)	(14,417)
on assets	(9,759)	(8,788)	(8,447)	(8,709)	(8,391)	(8,634)	(8,529)	(9,187)	(8,805)	(8,918)
on leases	(5,137)	(5,514)	(5,545)	(5,259)	(5,259)	(5,612)	(5,383)	(5,331)	(5,506)	(5,499)
<b>EBIT</b>	<b>18,561</b>	<b>22,919</b>	<b>26,394</b>	<b>29,027</b>	<b>46,904</b>	<b>22,171</b>	<b>21,605</b>	<b>22,348</b>	<b>21,330</b>	<b>20,322</b>
Interest cost (net)	3,712	2,859	(165)	281	1,568	1,005	662	836	1,294	1,398
Interest on leases	(2,888)	(3,026)	(2,989)	(2,965)	(3,055)	(3,260)	(3,204)	(3,197)	(3,282)	(3,128)
<b>PBT</b>	<b>19,385</b>	<b>22,753</b>	<b>23,239</b>	<b>26,344</b>	<b>45,417</b>	<b>19,916</b>	<b>19,063</b>	<b>19,986</b>	<b>19,342</b>	<b>18,591</b>
<b>PAT</b>	<b>14,381</b>	<b>16,940</b>	<b>17,268</b>	<b>19,655</b>	<b>34,838</b>	<b>15,003</b>	<b>14,190</b>	<b>14,834</b>	<b>14,213</b>	<b>14,101</b>
<b>Pre Ind-AS 116 EBITDA</b>	<b>25,933</b>	<b>29,599</b>	<b>32,243</b>	<b>35,533</b>	<b>52,707</b>	<b>28,900</b>	<b>27,365</b>	<b>28,680</b>	<b>27,438</b>	<b>26,360</b>

**Exhibit 13: Quarterly per tower model (INR/tower/month)**

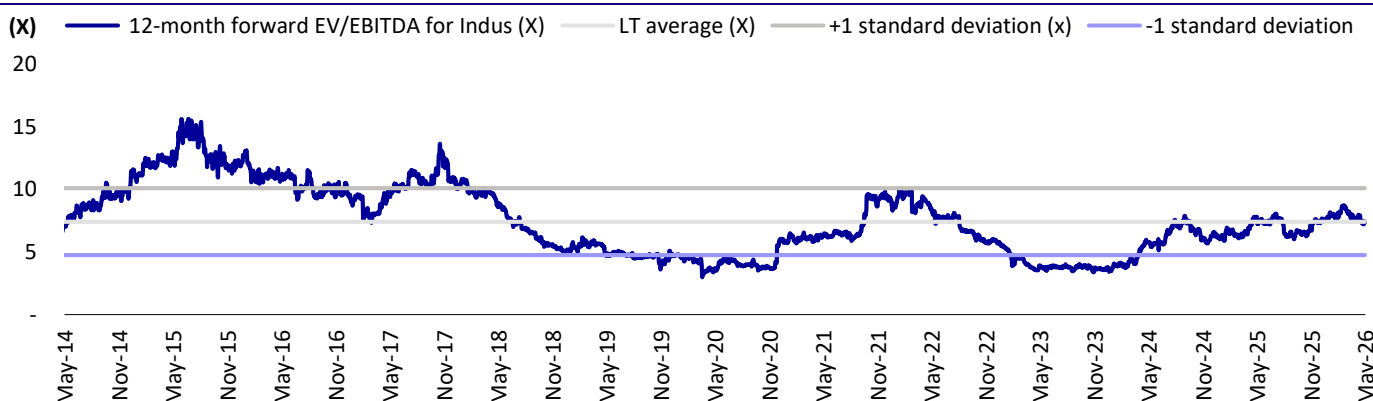
Per tower model	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26
Rentals	71,166	70,027	68,562	68,080	68,349	68,582	67,036	67,924	67,285	66,604
Energy	43,583	40,396	41,085	40,353	39,212	36,989	39,214	38,664	37,088	35,460
Exit revenue and one-offs	623	709	800	813	808	875	953	902	939	975
<b>Revenue</b>	<b>1,15,372</b>	<b>1,11,132</b>	<b>1,10,446</b>	<b>1,09,245</b>	<b>1,08,369</b>	<b>1,06,445</b>	<b>1,07,204</b>	<b>1,07,489</b>	<b>1,05,311</b>	<b>1,03,039</b>
Power and fuel	(44,803)	(41,289)	(43,392)	(42,328)	(40,567)	(38,938)	(40,828)	(40,523)	(38,158)	(36,737)
Employee	(3,181)	(3,138)	(2,949)	(3,034)	(3,111)	(3,035)	(2,838)	(2,692)	(2,870)	(2,934)
Other expenses	(9,951)	(3,801)	3,273	7,292	35,217	(4,855)	(5,650)	(4,245)	(6,399)	(7,043)
Repairs and Maintenance	(5,774)	(5,458)	(5,373)	(5,608)	(5,186)	(4,648)	(4,919)	(4,942)	(4,534)	(4,709)
Other expenses	(2,547)	(3,444)	(2,102)	(2,221)	(2,458)	(2,345)	(1,366)	(1,332)	(1,357)	(1,623)
CSR	(603)	(479)	(616)	(634)	(560)	(981)	(540)	(533)	(525)	(516)
Provisions (write-offs)/reversals	(1,027)	5,580	11,365	15,755	43,422	3,119	1,175	2,562	17	(195)
Total costs	(57,935)	(48,227)	(43,067)	(38,070)	(8,461)	(46,827)	(49,316)	(47,460)	(47,427)	(46,714)
<b>EBITDA</b>	<b>57,438</b>	<b>62,905</b>	<b>67,379</b>	<b>71,176</b>	<b>99,908</b>	<b>59,618</b>	<b>57,887</b>	<b>60,029</b>	<b>57,884</b>	<b>56,325</b>
Adj. core EBITDA	58,034	63,088	68,886	72,338	1,00,455	60,693	58,548	60,986	58,016	56,627
Adj. energy EBITDA	(1,220)	(893)	(2,307)	(1,976)	(1,355)	(1,949)	(1,614)	(1,859)	(1,070)	(1,277)
Depreciation and Amortization	(25,573)	(24,171)	(23,344)	(23,123)	(22,521)	(23,322)	(22,675)	(23,640)	(23,242)	(23,376)
on assets	(16,754)	(14,851)	(14,093)	(14,417)	(13,844)	(14,135)	(13,901)	(14,960)	(14,300)	(14,460)
on leases	(8,819)	(9,320)	(9,251)	(8,706)	(8,678)	(9,188)	(8,774)	(8,680)	(8,942)	(8,916)
<b>EBIT</b>	<b>31,865</b>	<b>38,734</b>	<b>44,035</b>	<b>48,053</b>	<b>77,387</b>	<b>36,296</b>	<b>35,212</b>	<b>36,389</b>	<b>34,642</b>	<b>32,949</b>
Interest cost (net)	6,372	4,833	(275)	465	2,587	1,645	1,079	1,361	2,102	2,267
Interest on leases	(4,958)	(5,114)	(4,988)	(4,908)	(5,040)	(5,337)	(5,222)	(5,206)	(5,330)	(5,072)
<b>PBT</b>	<b>33,278</b>	<b>38,452</b>	<b>38,772</b>	<b>43,610</b>	<b>74,934</b>	<b>32,604</b>	<b>31,069</b>	<b>32,544</b>	<b>31,414</b>	<b>30,144</b>
<b>PAT</b>	<b>24,688</b>	<b>28,630</b>	<b>28,811</b>	<b>32,538</b>	<b>57,480</b>	<b>24,560</b>	<b>23,126</b>	<b>24,154</b>	<b>23,083</b>	<b>22,863</b>
<b>Pre Ind-AS 116 EBITDA</b>	<b>44,521</b>	<b>50,023</b>	<b>53,795</b>	<b>58,822</b>	<b>86,962</b>	<b>47,311</b>	<b>44,599</b>	<b>46,700</b>	<b>44,562</b>	<b>42,740</b>

**Exhibit 14: Receivables declined ~INR3.7b QoQ with the collection of prior quarters' dues**



Source: MOFSL, Company

**Exhibit 15: Indus trades at 7.4x one-year forward pre IND-AS-116 EBITDA, in line with its LT average**



**Exhibit 16: Annual per-tenant model (INR/tenant/month)**

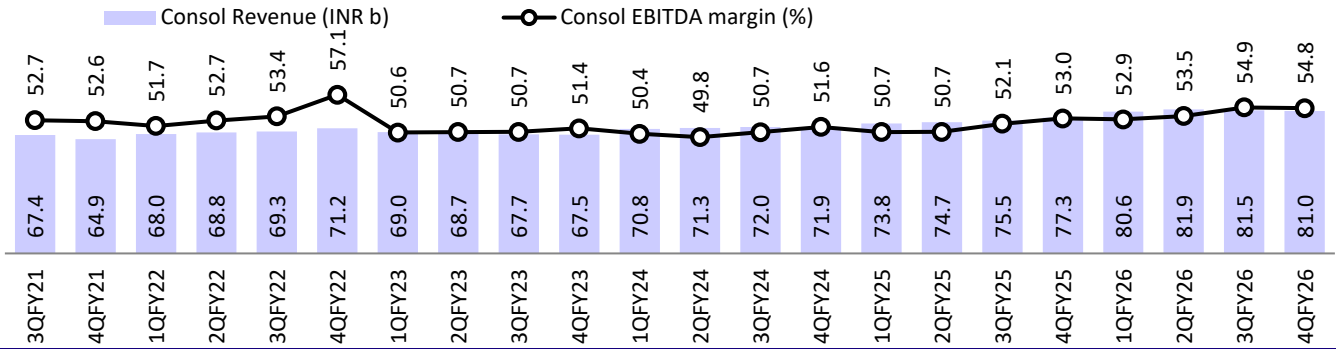
Per tenant model	2020	2021	2022	2,023	2,024	2025	2026	2027E
Rentals	40,167	41,209	41,617	41,063	41,173	40,856	41,302	41,520
Energy	25,519	24,475	25,601	25,542	25,464	23,513	23,096	22,686
Exit revenue and one-offs	1,63,188	7,413	11,855	12,399	1,468	1,971	2,316	2,157
<b>Revenue</b>	<b>1,06,483</b>	<b>67,537</b>	<b>70,181</b>	<b>69,704</b>	<b>67,004</b>	<b>64,862</b>	<b>64,977</b>	<b>64,746</b>
Power and fuel	(39,558)	(25,210)	(25,993)	(26,011)	(26,121)	(24,644)	(23,988)	(23,450)
Employee	(3,189)	(2,021)	(1,955)	(1,901)	(1,833)	(1,812)	(1,742)	(1,763)
Other expenses	(11,288)	(5,853)	(4,503)	(18,047)	(4,947)	6,067	(3,593)	(4,055)
Repairs and Maintenance	(3,662)	(3,798)	(3,410)	(3,317)	(3,278)	(3,103)	(2,934)	(2,881)
Other expenses	(4,331)	(1,632)	(986)	(1,451)	(1,527)	(1,365)	(873)	(850)
CSR	(349)	(422)	(107)	(242)	(322)	(419)	(325)	(324)
Provisions (write-offs)/reversals	-	-	-	(13,036)	179	10,953	539	-
Total costs	(54,034)	(33,083)	(32,452)	(45,959)	(32,901)	(20,389)	(29,323)	(29,267)
<b>EBITDA</b>	<b>52,448</b>	<b>34,454</b>	<b>37,729</b>	<b>23,746</b>	<b>34,102</b>	<b>44,473</b>	<b>35,654</b>	<b>35,478</b>
Adj. core EBITDA	25,690	33,335	35,158	21,114	34,393	45,111	35,967	35,703
Adj. energy EBITDA	(14,039)	(735)	(393)	(468)	(658)	(1,131)	(892)	(764)
Depreciation and Amortization	(21,616)	(14,046)	(13,484)	(13,075)	(14,197)	(13,785)	(14,280)	(14,662)
on assets	(4,887)	(9,459)	(8,704)	(8,186)	(8,954)	(8,435)	(8,854)	(9,162)
on leases	(2,240)	(4,624)	(4,780)	(4,889)	(5,243)	(5,350)	(5,426)	(5,500)
<b>EBIT</b>	<b>30,832</b>	<b>20,408</b>	<b>24,246</b>	<b>10,670</b>	<b>19,906</b>	<b>30,688</b>	<b>21,375</b>	<b>20,817</b>
Interest cost (net)	191	(169)	(133)	31	2,018	674	1,051	1,498
Interest on leases	(1,208)	(2,734)	(2,766)	(2,715)	(2,895)	(3,030)	(3,200)	(3,250)
<b>PBT</b>	<b>29,815</b>	<b>17,504</b>	<b>21,347</b>	<b>7,987</b>	<b>19,029</b>	<b>28,331</b>	<b>19,226</b>	<b>19,065</b>
<b>Pre Ind-AS 116 EBITDA</b>	<b>-</b>	<b>27,755</b>	<b>30,507</b>	<b>16,310</b>	<b>26,668</b>	<b>36,835</b>	<b>27,214</b>	<b>26,661</b>

**Exhibit 17: Annual per-tower model (INR/tower/month)**

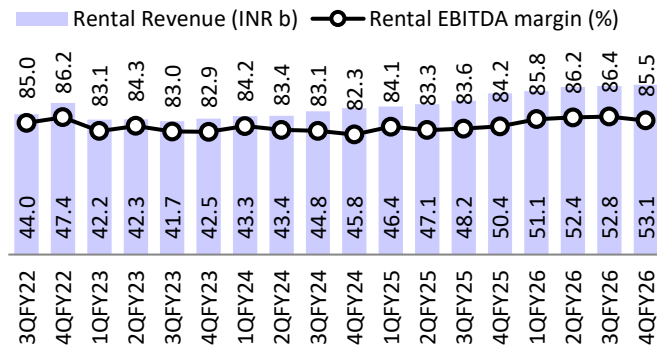
Per tower model	2020	2021	2022	2,023	2,024	2025	2026E	2027E
Rentals	74,118	74,973	75,118	73,657	70,990	67,422	66,995	66,999
Energy	47,089	44,529	46,209	45,817	43,904	38,802	37,463	36,607
Exit revenue and one-offs	75,281	3,372	5,350	5,560	633	813	939	870
<b>Revenue</b>	<b>1,96,488</b>	<b>1,22,874</b>	<b>1,26,676</b>	<b>1,25,034</b>	<b>1,15,527</b>	<b>1,07,037</b>	<b>1,05,397</b>	<b>1,04,477</b>
Power and fuel	(72,995)	(45,866)	(46,918)	(46,657)	(45,038)	(40,668)	(38,910)	(37,840)
Employee	(5,884)	(3,676)	(3,529)	(3,410)	(3,160)	(2,990)	(2,826)	(2,844)
Other expenses	(20,829)	(10,648)	(8,128)	(32,372)	(8,530)	10,011	(5,828)	(6,543)
Repairs and Maintenance	(6,758)	(6,910)	(6,155)	(5,950)	(5,651)	(5,120)	(4,759)	(4,649)
Other expenses	(7,991)	(2,969)	(1,781)	(2,604)	(2,634)	(2,252)	(1,417)	(1,372)
CSR	(643)	(769)	(193)	(433)	(555)	(692)	(527)	(522)
Provisions (write-offs)/reversals	-	-	-	(23,384)	309	18,075	874	-
Total costs	(99,708)	(60,191)	(58,575)	(82,440)	(56,728)	(33,647)	(47,564)	(47,227)
<b>EBITDA</b>	<b>96,781</b>	<b>62,684</b>	<b>68,101</b>	<b>42,594</b>	<b>58,799</b>	<b>73,390</b>	<b>57,834</b>	<b>57,250</b>
Adj. core EBITDA	47,405	60,649	63,460	37,874	59,300	74,443	58,341	57,612
Adj. energy EBITDA	(25,905)	(1,337)	(709)	(840)	(1,134)	(1,866)	(1,447)	(1,232)
Depreciation and Amortization	(39,887)	(25,555)	(24,338)	(23,454)	(24,478)	(22,749)	(23,163)	(23,659)
on assets	(9,017)	(17,210)	(15,710)	(14,684)	(15,439)	(13,920)	(14,361)	(14,784)
on leases	(4,134)	(8,413)	(8,628)	(8,771)	(9,039)	(8,829)	(8,801)	(8,875)
<b>EBIT</b>	<b>56,893</b>	<b>37,129</b>	<b>43,763</b>	<b>19,140</b>	<b>34,321</b>	<b>50,641</b>	<b>34,671</b>	<b>33,591</b>
Interest cost (net)	352	(308)	(240)	56	3,479	1,112	1,705	2,418
Interest on leases	(2,229)	(4,975)	(4,992)	(4,869)	(4,991)	(5,000)	(5,191)	(5,244)
<b>PBT</b>	<b>(1,877)</b>	<b>(5,283)</b>	<b>(5,232)</b>	<b>(4,813)</b>	<b>(1,512)</b>	<b>(3,888)</b>	<b>(3,486)</b>	<b>(2,826)</b>
<b>Pre Ind-AS 116 EBITDA</b>	<b>-</b>	<b>50,495</b>	<b>55,065</b>	<b>29,256</b>	<b>45,980</b>	<b>60,785</b>	<b>44,143</b>	<b>43,022</b>

## Story in charts

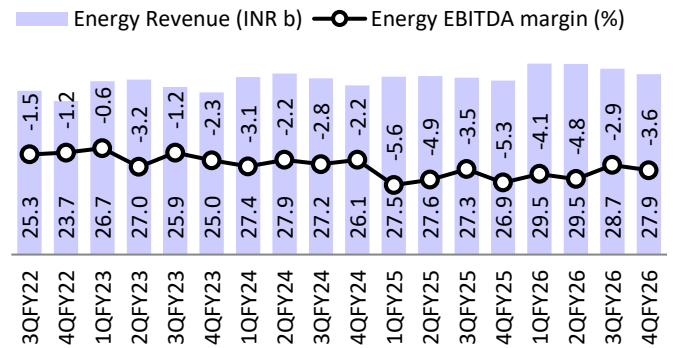
**Exhibit 18: Consolidated revenue declined 1% QoQ, with core EBITDA margin contracting ~12bp QoQ**



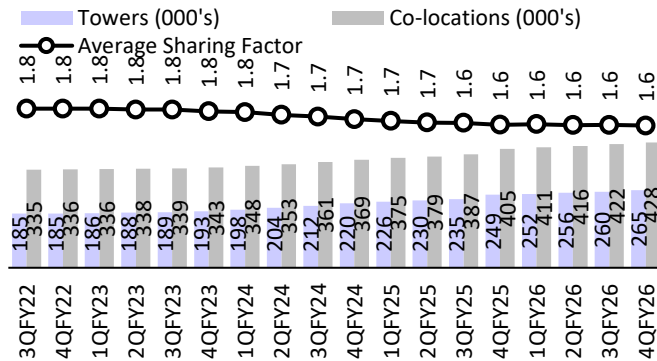
**Exhibit 19: Service rentals up 1% QoQ**



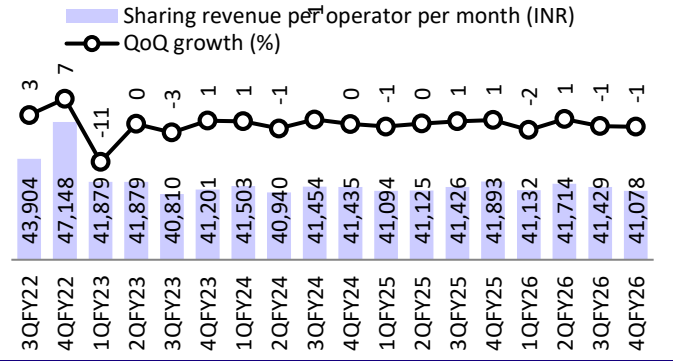
**Exhibit 20: Energy margins remain negative in 4QFY26**



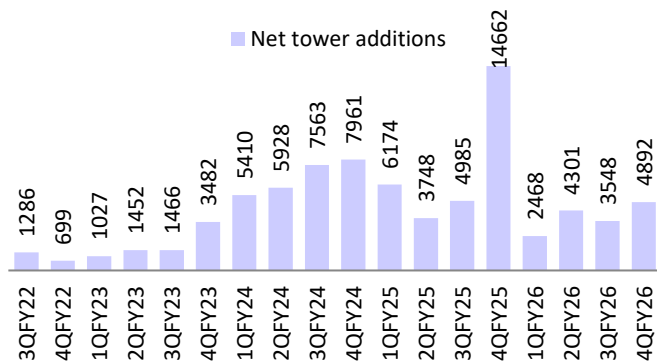
**Exhibit 21: Average sharing factor stable QoQ at ~1.6x**



**Exhibit 22: Sharing revenue per operator (ARPT) down 1% QoQ**

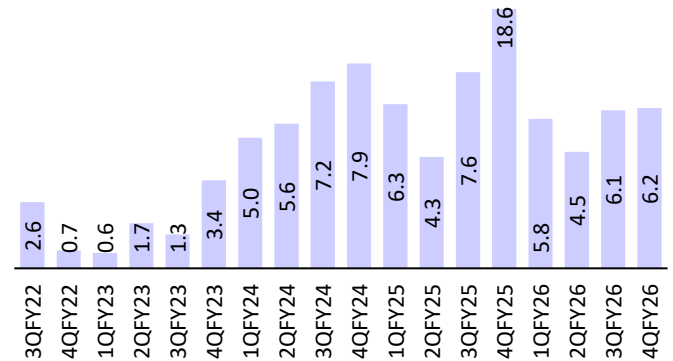


**Exhibit 23: Tower additions improved QoQ**



Source: MOFSL, Company

**Exhibit 24: Tenancy additions continued to outpace tower additions in 4Q (in '000s)**



Source: MOFSL, Company

## Financials and valuations

Consolidated - Income Statement								(INR m)	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	
<b>Total Income from Operations</b>	<b>2,56,729</b>	<b>2,77,172</b>	<b>2,83,818</b>	<b>2,86,006</b>	<b>3,01,228</b>	<b>3,24,931</b>	<b>3,39,149</b>	<b>3,54,100</b>	
Change (%)	0.4	8.0	2.4	0.8	5.3	7.9	4.4	4.4	
Power and fuel	95,831	1,02,658	1,05,908	1,11,499	1,14,488	1,20,049	1,22,834	1,27,399	
Employee benefits expenses	7,681	7,722	7,741	7,823	8,414	8,711	9,234	9,561	
Other Expenses	22,248	17,785	73,483	21,118	-28,174	17,968	21,240	23,016	
<b>Total Expenditure</b>	<b>1,25,760</b>	<b>1,28,165</b>	<b>1,87,132</b>	<b>1,40,440</b>	<b>94,728</b>	<b>1,46,728</b>	<b>1,53,307</b>	<b>1,59,976</b>	
% of Sales	49.0	46.2	65.9	49.1	31.4	45.2	45.2	45.2	
<b>EBITDA</b>	<b>1,30,969</b>	<b>1,49,007</b>	<b>96,686</b>	<b>1,45,566</b>	<b>2,06,500</b>	<b>1,78,203</b>	<b>1,85,842</b>	<b>1,94,123</b>	
Margin (%)	51.0	53.8	34.1	50.9	68.6	54.8	54.8	54.8	
Depreciation	53,394	53,252	53,239	60,599	64,021	71,408	76,800	80,694	
<b>EBIT</b>	<b>77,575</b>	<b>95,755</b>	<b>43,447</b>	<b>84,967</b>	<b>1,42,479</b>	<b>1,06,795</b>	<b>1,09,043</b>	<b>1,13,430</b>	
Int. and Finance Charges	14,021	14,973	14,539	7,354	18,579	18,930	17,823	19,206	
Other Income	2,983	3,525	3,613	3,611	7,637	8,184	8,648	10,547	
<b>PBT bef. EO Exp.</b>	<b>66,537</b>	<b>84,307</b>	<b>32,521</b>	<b>81,224</b>	<b>1,31,537</b>	<b>96,049</b>	<b>99,868</b>	<b>1,04,770</b>	
EO Items	0	0	-4,928	0	-50,868	-2,695	0	0	
<b>PBT after EO Exp.</b>	<b>66,537</b>	<b>84,307</b>	<b>27,593</b>	<b>81,224</b>	<b>80,669</b>	<b>93,354</b>	<b>99,868</b>	<b>1,04,770</b>	
Total Tax	16,786	20,576	7,193	20,862	32,220	24,529	25,137	26,371	
Tax Rate (%)	25.2	24.4	26.1	25.7	39.9	26.3	25.2	25.2	
<b>Reported PAT</b>	<b>49,751</b>	<b>63,731</b>	<b>20,400</b>	<b>60,362</b>	<b>99,317</b>	<b>71,520</b>	<b>74,731</b>	<b>78,400</b>	
<b>Adjusted PAT</b>	<b>49,751</b>	<b>63,731</b>	<b>24,043</b>	<b>60,362</b>	<b>61,252</b>	<b>69,361</b>	<b>74,731</b>	<b>78,400</b>	
Change (%)	-1.0	28.1	-62.3	151.1	1.5	13.2	7.7	4.9	
Margin (%)	19.4	23.0	8.5	21.1	20.3	21.3	22.0	22.1	

Consolidated - Balance Sheet								(INR m)	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28	
Equity Share Capital	26,949	26,949	26,949	26,949	26,381	26,381	26,381	26,381	
Total Reserves	1,31,821	1,94,556	1,84,146	2,43,439	2,98,602	3,70,075	4,07,873	4,25,596	
<b>Net Worth</b>	<b>1,58,770</b>	<b>2,21,505</b>	<b>2,11,095</b>	<b>2,70,388</b>	<b>3,24,983</b>	<b>3,96,456</b>	<b>4,34,254</b>	<b>4,51,977</b>	
Total Loans	69,703	54,868	47,126	43,118	22,624	9,209	2,209	1,209	
Lease liabilities	1,34,119	1,42,392	1,44,723	1,62,192	1,88,934	2,02,060	1,98,098	1,89,039	
Deferred Tax Liabilities	703	918	-19,469	-18,471	4,049	7,662	7,662	7,662	
<b>Capital Employed</b>	<b>3,63,295</b>	<b>4,19,683</b>	<b>3,83,475</b>	<b>4,57,227</b>	<b>5,40,590</b>	<b>6,15,387</b>	<b>6,42,222</b>	<b>6,49,887</b>	
<b>Net Fixed Assets</b>	<b>2,15,892</b>	<b>2,09,051</b>	<b>2,11,954</b>	<b>2,66,625</b>	<b>2,94,462</b>	<b>3,32,811</b>	<b>3,52,418</b>	<b>3,59,245</b>	
Capital WIP	2,736	1,787	3,546	4,219	5,672	6,301	6,301	6,301	
Right of use assets	1,02,110	1,09,210	1,11,882	1,26,377	1,49,337	1,62,331	1,58,721	1,50,217	
<b>Total Investments</b>	<b>22,714</b>	<b>16,521</b>	<b>2,756</b>	<b>28</b>	<b>14,861</b>	<b>43,156</b>	<b>43,156</b>	<b>43,156</b>	
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>1,05,985</b>	<b>1,43,107</b>	<b>1,16,117</b>	<b>1,42,956</b>	<b>1,67,347</b>	<b>1,68,552</b>	<b>1,82,804</b>	<b>1,95,362</b>	
Account Receivables	38,285	70,586	48,687	64,507	47,675	49,393	46,459	48,507	
Cash and Bank Balance	145	9,802	224	631	18,561	15,523	31,426	39,798	
Loans and Advances	67,555	62,719	67,206	77,818	1,01,111	1,03,636	1,04,919	1,07,057	
<b>Curr. Liability &amp; Prov.</b>	<b>86,142</b>	<b>59,993</b>	<b>62,780</b>	<b>82,978</b>	<b>91,089</b>	<b>97,764</b>	<b>1,01,178</b>	<b>1,04,395</b>	
Account Payables	32,588	21,293	21,219	22,797	24,450	26,724	27,893	29,123	
Other Current Liabilities	37,407	20,967	22,147	37,849	41,140	42,834	45,078	47,066	
Provisions	16,147	17,733	19,414	22,332	25,499	28,206	28,206	28,206	
<b>Net Current Assets</b>	<b>19,843</b>	<b>83,114</b>	<b>53,337</b>	<b>59,978</b>	<b>76,258</b>	<b>70,788</b>	<b>81,626</b>	<b>90,968</b>	
<b>Appl. of Funds</b>	<b>3,63,295</b>	<b>4,19,683</b>	<b>3,83,475</b>	<b>4,57,227</b>	<b>5,40,590</b>	<b>6,15,387</b>	<b>6,42,222</b>	<b>6,49,887</b>	

E: MOFSL Estimates

## Financials and valuations

### Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>Basic (INR)</b>								
<b>EPS</b>	<b>18.5</b>	<b>23.6</b>	<b>8.9</b>	<b>22.4</b>	<b>23.2</b>	<b>26.3</b>	<b>28.3</b>	<b>29.7</b>
Cash EPS	38.3	43.4	28.7	44.9	47.5	53.4	57.4	60.3
BV/Share	58.9	82.2	78.3	100.3	120.6	147.1	161.1	167.7
DPS	20.1	11.0	0.0	0.0	0.0	14.0	23.0	25.0
Payout (%)	126.4	54.0	0.0	0.0	0.0	51.6	81.2	84.1
<b>Valuation (x)</b>								
P/E	22.2	17.3	46.0	18.3	17.7	15.6	14.5	13.8
Cash P/E	10.7	9.4	14.3	9.1	8.6	7.7	7.1	6.8
P/BV	7.0	5.0	5.2	4.1	3.4	2.8	2.5	2.4
EV/Sales	4.5	4.1	4.0	4.0	3.6	3.2	3.0	2.8
EV/EBITDA	8.8	7.6	11.9	7.9	5.2	5.8	5.4	5.2
Dividend Yield (%)	4.9	2.7	0.0	0.0	0.0	3.4	5.6	6.1
FCF per share	28.2	23.2	17.6	-3.5	34.3	10.8	19.4	22.6
<b>Return Ratios (%)</b>								
RoE	29.6	33.5	11.1	25.1	20.6	19.2	18.0	17.7
RoCE	25.0	29.7	13.0	23.0	27.3	22.5	20.9	20.9
RoIC	17.2	19.9	8.4	15.2	17.9	15.0	14.7	15.1
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	1.2	1.3	1.3	1.1	1.0	1.0	1.0	1.0
Asset Turnover (x)	0.7	0.7	0.7	0.6	0.6	0.5	0.5	0.5
Inventory (Days)	0	0	0	0	0	0	0	0
Debtor (Days)	54	93	63	82	58	55	50	50
Creditor (Days)	46	28	27	29	30	30	30	30
<b>Leverage Ratio (x)</b>								
Current Ratio	1.2	2.4	1.8	1.7	1.8	1.7	1.8	1.9
Interest Cover Ratio	5.5	6.4	3.0	11.6	7.7	5.6	6.1	5.9
Net Debt/Equity	0.3	0.1	0.2	0.2	0.0	-0.1	-0.2	-0.2

### Consolidated - Cash Flow Statement

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
<b>(INR m)</b>								
OP/(Loss) before Tax	66,537	84,307	27,593	81,224	1,31,537	95,978	99,868	1,04,770
Depreciation	53,394	53,252	53,239	60,599	64,021	71,408	76,800	80,694
Interest & Finance Charges	14,021	16,033	16,704	18,638	14,400	15,516	9,175	8,659
Direct Taxes Paid	-16,283	-19,129	-22,192	-18,700	-18,746	-19,929	-25,137	-26,371
(Inc)/Dec in WC	-3,175	-33,897	-44,048	-10,445	64,397	4,739	5,065	-969
<b>CF from Operations</b>	<b>1,14,494</b>	<b>1,00,566</b>	<b>31,296</b>	<b>1,31,316</b>	<b>2,55,609</b>	<b>1,67,712</b>	<b>1,65,770</b>	<b>1,66,783</b>
Others	-6,930	-9,355	47,752	-15,495	-97,394	-53,079	-46,986	-49,265
<b>CF from Operating incl EO</b>	<b>1,07,564</b>	<b>91,211</b>	<b>79,048</b>	<b>1,15,821</b>	<b>1,58,215</b>	<b>1,14,633</b>	<b>1,18,785</b>	<b>1,17,519</b>
(Inc)/Dec in FA	-31,507	-28,697	-31,681	-84,465	-67,840	-86,258	-67,597	-58,016
<b>Free Cash Flow</b>	<b>76,057</b>	<b>62,514</b>	<b>47,367</b>	<b>31,356</b>	<b>90,375</b>	<b>28,375</b>	<b>51,188</b>	<b>59,502</b>
(Pur)/Sale of Investments	18,154	6,391	13,824	2,789	-44,107	-17,592	0	0
Others	673	569	557	6,218	2,841	1,867	8,648	10,547
<b>CF from Investments</b>	<b>-12,680</b>	<b>-21,737</b>	<b>-17,300</b>	<b>-75,458</b>	<b>-1,09,106</b>	<b>-1,01,983</b>	<b>-58,949</b>	<b>-47,470</b>
Issue of Shares	37	-154	-75	-130	-26,658	-263	0	0
Inc/(Dec) in Debt	-24,690	-55,244	-37,947	-31,734	-20,507	-13,418	-7,000	-1,000
Interest Paid	-3,310	-4,418	-3,666	-4,066	0	0	0	0
Dividend Paid	-65,654	0	0	0	0	0	-36,933	-60,676
Others	0	0	-29,639	0	15,986	15,057	0	0
<b>CF from Fin. Activity</b>	<b>-93,617</b>	<b>-59,816</b>	<b>-71,327</b>	<b>-35,930</b>	<b>-31,179</b>	<b>1,376</b>	<b>-43,933</b>	<b>-61,676</b>
<b>Inc/Dec of Cash</b>	<b>1,267</b>	<b>9,658</b>	<b>-9,579</b>	<b>4,433</b>	<b>17,930</b>	<b>14,026</b>	<b>15,903</b>	<b>8,372</b>
Opening Balance	-1,123	144	9,803	224	631	1,497	15,523	31,426
<b>Closing Balance</b>	<b>144</b>	<b>9,802</b>	<b>224</b>	<b>4,657</b>	<b>18,561</b>	<b>15,523</b>	<b>31,426</b>	<b>39,798</b>

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. INH00000412 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](http://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](http://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](http://www.nseindia.com), [www.bseindia.com](http://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. INH00000412) 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](mailto:grievances@motilaloswal.com).

Nainesh Rajani

Email: [nainesh.rajani@motilaloswal.com](mailto:nainesh.rajani@motilaloswal.com)

Contact: (+65) 8328 0276

**Specific Disclosures**

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

The associates of MOFSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months

- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
  - acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
  - be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
  - received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
  - Served subject company as its clients during twelve months preceding the date of distribution of the research report.
- The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report
- Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

**Analyst Certification**

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

**Terms & Conditions:**

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

**Disclaimer:**

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

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

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

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

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

Grievance Redressal Cell:

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

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/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.