

JK Lakshmi Cement

Estimate change	↔
TP change	↔
Rating change	↔

Bloomberg	JKLC IN
Equity Shares (m)	124
M.Cap.(INRb)/(USDb)	70.9 / 0.7
52-Week Range (INR)	991 / 550
1, 6, 12 Rel. Per (%)	-2/-18/-38
12M Avg Val (INR M)	124

Financial Snapshot (INR b)

Y/E Mar	FY26	FY27E	FY28E
Sales	67.6	73.2	81.0
EBITDA	10.1	10.5	12.2
Adj. PAT	4.3	4.5	4.9
EBITDA Margin (%)	14.9	14.3	15.0
Adj. EPS (INR)	34.3	36.2	39.2
EPS Gr. (%)	34.4	5.4	8.2
BV/Sh. (INR)	313	342	374

Ratios

Net D:E	0.3	0.5	0.6
RoE (%)	11.5	11.1	10.9
RoCE (%)	9.7	9.2	9.0
Payout (%)	19.1	19.1	17.7

Valuations

P/E (x)	16.6	15.8	14.6
P/BV (x)	1.8	1.7	1.5
EV/EBITDA(x)	8.5	8.3	8.1
EV/ton (USD)	51	48	46
Div. Yield (%)	1.1	1.2	1.2
FCF Yield (%)	5.7	-4.9	-7.8

Shareholding pattern (%)

As of	Jun-26	Mar-26	Jun-25
Promoter	45.1	45.1	46.3
DII	26.6	23.0	25.1
FII	8.6	12.0	12.8
Others	19.7	19.9	15.7

FII Includes depository receipts

CMP: INR571 TP: INR700 (+23%) Buy

Healthy volume growth; margin pressure ahead

Capacity expansion on track; targeting 30mtpa capacity by FY30E

- JK Lakshmi Cement's (JKLC) 1QFY27 revenue grew ~9% YoY to INR19.0b (~7% above our estimates, driven by higher volume/realization vs. our estimates). EBITDA declined ~17% YoY to INR2.6b (~9% beat). EBITDA/t declined ~23% YoY to INR719 (vs. est. of INR679). OPM contracted 4.3pp YoY to ~14% (in line). PAT (after MI) declined ~28% YoY to INR1.1b (+13% vs. our estimates).
- Management indicated higher cost pressure in 2QFY27 due to elevated fuel/packaging costs, along with the seasonal impact of monsoon/maintenance shutdown. However, it remains focused on optimizing costs through internal cost-saving measures. The sharp sequential improvement in realizations was led by geo-mix optimization and price hikes in key markets. Cement prices have remained largely stable in 2Q (QTD). The company remains optimistic on cement demand, supported by infra and housing segments. Capacity expansions are largely on track, and the company reiterates its long-term capacity expansion target of 30mtpa by FY30.
- We largely maintain our estimates for FY27-FY28E. The stock is trading at 8x FY27/FY28E EV/EBITDA. We value the stock at 9x FY28E EV/EBITDA to arrive at a TP of INR700. **Reiterate BUY.**

Sales volume up ~8% YoY; realization/t increases ~1% YoY (up ~8% QoQ)

- Consolidated revenue/EBITDA/adj. PAT stood at INR19.0b/INR2.6b/INR1.1b (+9/-17%/-28% YoY and +7%/+9%/+13% vs. our estimates). Sales volume increased ~8% YoY to 3.6mt (+3% vs. estimates). Realization/t increased ~1% YoY (up ~8% QoQ) to INR5,294/t (~4% above estimates).
- Opex/t was up ~6% YoY, led by an increase in other expenses/variable cost per ton by ~14%/12% YoY. Employee/Freight cost/t declined ~5%/4% YoY. OPM contracted 4.3pp YoY to ~14%, and EBITDA/t declined ~23% YoY to INR719. Depreciation rose ~7% YoY, while finance costs declined ~2% YoY. Other income declined ~31% YoY.
- Net debt stood at INR15.2b vs. INR12.7b as of Mar'26. Net debt-to-EBITDA ratio was at 1.38x vs. 1.12x as of Mar'23.

Highlights from the management commentary

- Industry demand remained resilient in 1QFY27, with industry growing ~8% YoY. Industry capacity utilization stood at ~73-74%, while JKLC operated at a higher utilization of ~76%. JKLC's clinker utilization was at ~95%.
- Fuel cost increased to INR1.65/kcal in 1Q from INR1.54/Kcal in 4QFY26. Fuel cost is expected to further increase to INR1.80-1.85/kcal in 2Q. Recently, petcoke prices surged to USD140-145/t and imported coal stood at USD130-135/t, though this remains below 1QFY27 levels.
- The company incurred capex of INR3.0b in 1QFY27. Capex is pegged at INR15.0b/INR20.0b in FY27/FY28. It intends to maintain net debt/EBITDA below 2.5-2.75x, while pursuing its long term expansion roadmap.

Sanjeev Kumar Singh - Research analyst (Sanjeev.Singh@MotilalOswal.com)

Research analyst: Mudit Agarwal (Mudit.Agarwal@MotilalOswal.com) | **Abhishek Sheth** (Abhishek.Sheth@MotilalOswal.com)

Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Valuation and view

- JKLC's 1QFY27 operating performance was above estimates, led by higher volume and realization/t. However, profitability is likely to remain under pressure in the near-term due to elevated input costs and seasonality impact. We estimate the company's volume growth to be largely in line with industry in FY27. Going forward, we believe cement pricing actions and progress on its expansion in the Eastern and Central regions will be key monitorables.
- We estimate a CAGR of ~9%/10%/7% in revenue/EBITDA/PAT over FY26-28. We estimate EBITDA/t at INR734/INR775 in FY27/FY28 vs. INR757 in FY26, with a volume CAGR of ~8% over FY26-28. We expect net debt to increase to INR28.3b by FY28 vs. INR15.2b as of Jun'26, with net debt-to-EBITDA ratio at 2.3x in FY28 vs. 1.4x as of Jun'26, given its aggressive capex plan. The stock is trading at 8x FY27E/FY28E EV/EBITDA. We value the stock at 9x FY28E EV/EBITDA to arrive at a TP of INR700. **Reiterate BUY.**

Quarterly performance (consolidated)

Quarterly performance (consolidated)											(INR b)	
Y/E March	FY26				FY27				FY26	FY27E	FY27 1QE	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
Sales Volumes (mt)	3.33	2.84	3.28	3.90	3.60	3.06	3.46	4.17	13.35	14.28	3.51	3
YoY Change (%)	10.0	14.8	8.3	8.3	8.2	7.6	5.3	7.0	10.0	7.0	5.4	
Net Sales	17.4	15.3	15.9	19.0	19.0	16.2	17.6	20.4	67.6	73.2	17.8	7
YoY Change (%)	11.3	24.1	6.1	0.2	9.4	5.7	10.6	7.4	9.2	8.3	2.2	
EBITDA	3.1	2.1	2.1	2.9	2.6	1.8	2.4	3.6	10.1	10.5	2.4	9
YoY Change (%)	39.9	133.3	1.7	(18.5)	(16.9)	(13.5)	18.9	27.5	16.9	3.6	(16.9)	
Margin (%)	17.9	13.6	12.9	15.0	13.6	11.1	13.9	17.9	14.9	14.3	13.4	20
Depreciation	0.8	0.8	0.9	0.8	0.8	0.8	0.8	0.8	3.2	3.3	0.8	(2)
Interest	0.5	0.5	0.5	0.5	0.5	0.5	0.6	0.6	2.1	2.2	0.6	(7)
Other Income	0.2	0.2	0.3	0.4	0.2	0.3	0.3	0.4	1.1	1.2	0.3	(45)
PBT before EO expense	2.0	1.0	0.9	1.9	1.4	0.8	1.4	2.6	5.9	6.1	1.3	10
Extra-Ord. expense	-	-	0.2	-	-	-	-	-	0.2	-	-	
PBT	2.0	1.0	0.8	1.9	1.4	0.8	1.4	2.6	5.7	6.1	1.3	10
Tax	0.5	0.2	0.2	0.5	0.3	0.2	0.4	0.7	1.5	1.6	0.3	
Prior period tax adj.	-	-	-	-	-	-	-	-	-	-	-	
Rate (%)	26.5	21.5	24.2	27.6	23.6	26.0	26.0	26.3	25.7	25.6	25.6	
Reported PAT	1.5	0.8	0.6	1.4	1.1	0.6	1.0	1.9	4.2	4.6	0.9	13
Minority Interest	(0.0)	(0.0)	0.0	0.1	(0.0)	(0.0)	0.0	(0.0)	0.1	(0.0)	(0.0)	
Adj. PAT	1.5	0.8	0.7	1.2	1.1	0.6	1.0	1.9	4.3	4.6	1.0	13
YoY Change (%)	62.6	NM	(4.7)	(29.4)	(28.1)	(29.2)	39.4	56.8	36.6	7.7	(36.2)	
Per ton analysis (INR)												
Net realization	5,234	5,388	4,841	4,881	5,294	5,294	5,082	4,898	5,067	5,127	5,076	4
RM Cost	922	942	952	1,000	1,111	1,110	950	879	956	1,004	1,010	10
Employee Expenses	374	457	352	286	355	419	371	309	361	359	321	10
Power, Oil, and Fuel	1,137	1,295	1,131	1,077	1,190	1,300	1,250	1,086	1,152	1,198	1,170	2
Freight and Handling Outward	1,194	1,235	1,119	1,122	1,151	1,135	1,145	1,130	1,163	1,140	1,130	2
Other Expenses	672	725	662	661	769	741	660	618	678	693	765	0
Total Expenses	4,299	4,655	4,216	4,146	4,575	4,705	4,376	4,023	4,310	4,394	4,397	4
EBITDA	936	733	625	734	719	589	706	875	757	734	679	6

Source: Company, MOFSL



Highlights from the management commentary

Demand and outlook:

- The industry demand remained resilient in 1QFY27, with the industry growing ~8% YoY. It expects demand to remain strong, supported by infrastructure and housing activities. However, 2Q remains seasonally weak due to monsoons and maintenance shutdowns.
- The industry witnessed ~11mtpa capacity addition in 1Q, out of planned capacity addition of ~52mtpa in FY27E. Overall industry installed capacity stood at 725mtpa.
- Industry capacity utilization stood at ~73-74%, while JKLC operated at a higher utilization of ~76%. JKLC's clinker utilization stood at ~95%.

Pricing and realizations

- The improvement in realizations was driven primarily by higher non-trade prices across Gujarat, Mumbai, East, and North markets, alongside modest trade price improvements in West and East. Additionally, geo-mix optimization helped in better realization.
- By increasing sales in nearby markets, it reduced lead distance by around 20km/10km YoY/QoQ to 368km, improving net-plant realization by INR60-70/t.
- Prices have largely remained stable in Jul-Aug'26. However, the company believes further price increases are necessary as current realizations do not adequately compensate for elevated costs, mainly in the Northern region.

Cost and other operating highlights

- It expects cost pressures to intensify further in 2Q due to higher imported fuel prices. Fuel costs increased to INR1.65/kcal in 1Q from INR1.54/Kcal in 4QFY26, and is expected to rise further toward INR1.80-1.85/kcal in 2Q. The green power share was at 49% vs. 49%/46% in 1Q/4QFY26. Power consumption increased to 72Kwh vs. 69Kwh/70Kwh in 1Q/4QFY26. Recently, petcoke prices increased to USD140-141/t, though this remains below the Mar-May'26 levels.
- Packaging costs are also increasing, with granule prices rising sharply, resulting in an incremental impact of around INR3.5-4.0 per bag.
- Additionally, higher diesel prices, elevated fly ash procurement costs due to temporary shortages, imported coal and petcoke inflation, and seasonal maintenance shutdowns are expected to weigh on margins.
- It will continue pursuing internal cost-mitigation initiatives through higher indigenous coal usage, alternative fuels (AFR), renewable energy, logistics optimization, and operational efficiencies.
- Non-cement revenue stood at ~INR1.85bn during the quarter, including ~INR930m from the RMC business.
- Trade cement share stood at ~59% vs 56%/58% in 1Q/4QFY26. Blended cement share was at 64% vs. 63%/62% in 1Q/4QFY26.

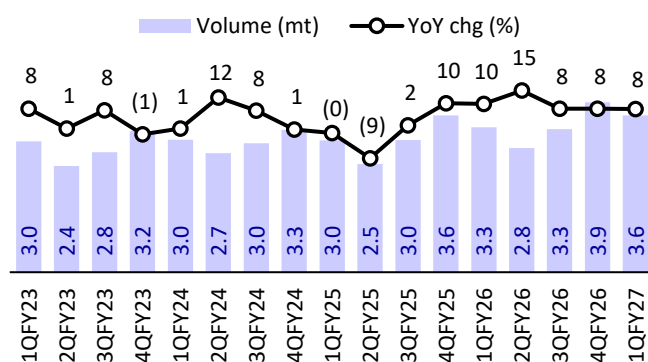
Capex and expansion plans

- Expansions remains on track with a target of achieving 30mtpa by FY30 (currently at 18mtpa capacity). The company incurred capex of INR3.0b during 1QFY27, and cumulative spending on the Durg expansion project stood at

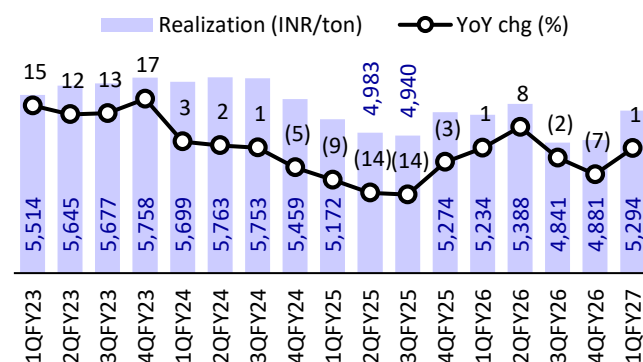
INR4.0b. Capex is pegged at INR15.0b/INR20.0b in FY27/FY28. Apart from this, it will spend on land acquisition at Kutch and Nagaur.

- Major equipment orders for Durg, grinding units at Patratu and Madhubani, and other ongoing projects have already been placed. The Northeast expansion is progressing, with mining approvals, land acquisition, and regulatory clearances underway, and remains included within the guided capex.
- Net debt stood at INR15.2b vs. INR12.7b as of Mar'26. Net debt-to-EBITDA ratio was at 1.38x vs. 1.12x as of Mar'23. The company intends to maintain net debt/EBITDA below 2.5-2.75x, while pursuing the 30mt expansion roadmap.

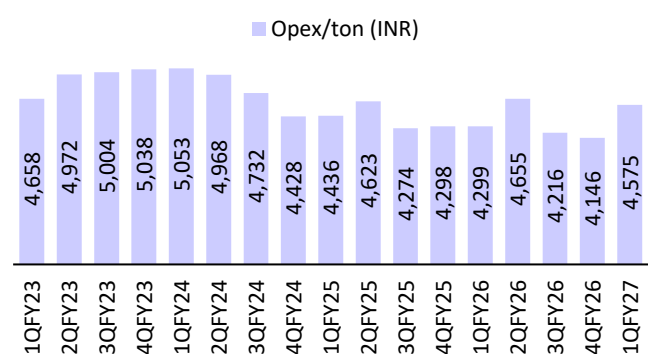
Story in charts

Exhibit 1: Sales volume (consolidated) increased 8% YoY


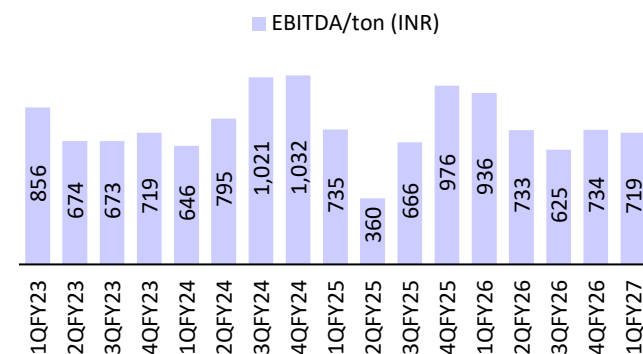
Source: Company, MOFSL

Exhibit 2: Blended realization was up 1% YoY


Source: Company, MOFSL

Exhibit 3: Opex/t increased 6% YoY


Source: Company, MOFSL

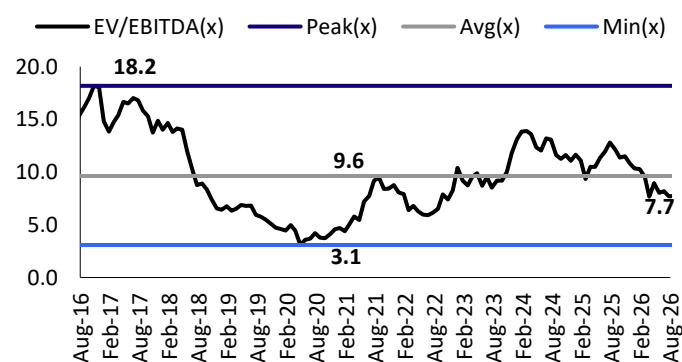
Exhibit 4: EBITDA/t was down 23% YoY


Source: Company, MOFSL

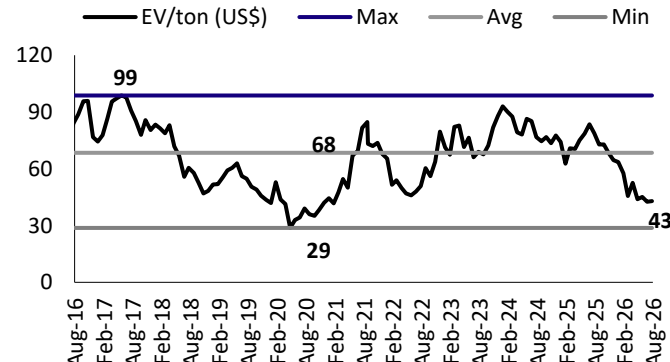
Exhibit 5: Key performance indicators – per ton analysis

INR/t	1QFY27	1QFY26	YoY (%)	4QFY26	QoQ (%)
Net realization	5,294	5,234	1.1	4,881	8.5
RM Cost	1,111	922	20.6	1,000	11.1
Employee Expenses	355	374	(5.0)	286	23.9
Power, Oil, and Fuel	1,190	1,137	4.7	1,077	10.5
Freight and Handling Outward	1,151	1,194	(3.7)	1,122	2.6
Other Expenses	769	672	14.3	661	16.2
Total Expenses	4,575	4,299	6.4	4,146	10.3
EBITDA	719	936	(23.2)	734	(2.1)

Source: Company, MOFSL

Exhibit 6: One-year forward EV/EBITDA chart


Source: Company, MOFSL

Exhibit 7: One-year forward EV/t chart


Source: Company, MOFSL

Financials and valuations (consolidated)

Income Statement							(INR m)	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Net Sales	47,274	54,199	64,515	67,885	61,926	67,626	73,217	81,010
Change (%)	8.3	14.6	19.0	5.2	-8.8	9.2	8.3	10.6
EBITDA	9,386	9,507	8,387	10,522	8,646	10,107	10,476	12,177
Margin (%)	19.9	17.5	13.0	15.5	14.0	14.9	14.3	15.0
Depreciation	2,253	2,235	2,283	2,460	2,994	3,238	3,336	3,910
EBIT	7,133	7,272	6,104	8,062	5,652	6,870	7,140	8,268
Int. and Finance Charges	1,920	1,422	1,334	1,504	1,812	2,109	2,194	2,767
Other Income – Rec.	726	683	575	681	464	1,123	1,170	1,123
PBT bef. EO Exp.	5,939	6,534	5,345	7,239	4,304	5,883	6,116	6,623
EO Expense/(Income)	379	270	0	-89	354	-191	0	0
PBT after EO Exp.	5,561	6,264	5,345	7,328	3,950	6,074	6,116	6,623
Total Tax	1,349	1,488	1,654	2,446	1,184	1,460	1,566	1,695
Tax Rate (%)	24.3	23.7	30.9	33.4	30.0	24.0	25.6	25.6
Reported PAT	4,211	4,776	3,691	4,882	2,766	4,613	4,550	4,927
Minority Interest	157	140	105	163	-9	6	6	6
PAT Adj. for EO items and MI	4,311	4,073	3,586	4,629	3,008	4,265	4,494	4,862
Change (%)	60.5	-5.5	-12.0	29.1	-35.0	41.8	5.4	8.2
Margin (%)	9.1	7.5	5.6	6.8	4.9	6.3	6.1	6.0

Balance Sheet							(INR m)	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	589	589	589	589	589	621	621	621
Total Reserves	20,357	24,463	27,450	31,278	34,947	38,235	41,861	45,853
Net Worth	20,946	25,052	28,039	31,867	35,536	38,856	42,481	46,474
Minority Interest	128	267	370	1,704	(9)	(25)	-19	-14
Deferred Liabilities	68	531	1,327	2,651	4,023	4,893	4,893	4,893
Total Loans	16,531	18,565	18,463	20,249	25,272	24,915	28,590	38,090
Capital Employed	37,672	44,415	48,199	56,470	64,822	68,639	75,945	89,443
Gross Block	44,138	47,469	49,667	68,338	76,089	77,171	85,171	1,05,171
Less: Accum. Deprn.	11,748	13,992	16,275	18,734	21,729	24,966	28,302	32,212
Net Fixed Assets	32,390	33,477	33,392	49,604	54,360	52,205	56,869	72,959
Capital WIP	2,738	2,425	8,902	3,832	2,777	2,772	8,000	6,000
Total Investments	5,922	7,677	6,421	5,222	7,514	8,675	8,675	8,675
Goodwill	723	723	723	725	2	189	189	189
Curr. Assets, Loans, and Adv.	11,090	14,959	15,971	17,118	19,792	21,640	20,420	21,731
Inventory	3,662	5,810	8,416	9,912	8,648	6,449	8,024	8,878
Account Receivables	545	352	654	443	1,068	1,108	1,200	1,328
Cash and Bank Balance	3,719	5,729	3,390	2,673	1,969	5,140	2,253	2,582
Loans and Advances	3,164	3,068	3,511	4,090	8,107	8,944	8,944	8,944
Curr. Liability and Prov.	15,190	14,847	17,210	20,030	19,624	16,842	18,208	20,111
Account Payables	4,368	3,660	5,860	5,560	4,548	4,663	6,028	7,931
Other Liabilities	10,609	10,894	11,098	14,261	14,821	11,880	11,880	11,880
Provisions	212	293	252	209	254	300	300	300
Net Current Assets	(4,100)	112	(1,239)	(2,913)	168	4,798	2,212	1,620
Appl. of Funds	37,672	44,415	48,199	56,470	64,822	68,639	75,945	89,443

Source: Company, MOFSL estimates

Financials and valuations (consolidated)

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Basic (INR)								
EPS	36.6	34.6	30.5	39.3	25.6	34.3	36.2	39.2
Cash EPS	55.8	53.6	49.9	60.2	51.0	60.4	63.1	70.6
BV/Share	178.0	212.8	238.2	270.7	301.9	312.9	342.1	374.2
DPS	3.8	5.0	3.8	6.5	6.5	6.5	7.0	7.0
Payout (%)	12.1	13.8	13.3	18.0	27.7	19.1	19.1	17.7
Valuation (x)								
P/E	15.6	16.5	18.7	14.5	22.3	16.6	15.8	14.6
Cash P/E	10.2	10.7	11.5	9.5	11.2	9.5	9.1	8.1
P/BV	3.2	2.7	2.4	2.1	1.9	1.8	1.7	1.5
EV/Sales	1.7	1.5	1.2	1.3	1.5	1.3	1.2	1.2
EV/EBITDA	8.7	8.4	9.2	8.2	10.5	8.5	8.3	8.1
EV/t (USD)	64	61	59	56	58	51	48	46
Dividend Yield (%)	0.7	0.9	0.7	1.1	1.1	1.1	1.2	1.2
Return Ratios (%)								
RoE	22.8	17.7	13.5	15.5	8.9	11.5	11.1	10.9
RoCE	16.0	15.0	10.2	11.8	7.6	9.7	9.2	9.0
RoIC	17.2	17.4	11.6	14.0	8.3	9.1	8.5	8.3
Working Capital Ratios								
Asset Turnover (x)	1.3	1.2	1.3	1.2	1.0	1.0	1.0	0.9
Inventory (Days)	28	39	48	53	51	35	40	40
Debtor (Days)	5	3	4	3	6	6	6	6
Creditor (Days)	34	25	33	30	27	25	30	36
Leverage Ratio (x)								
Current Ratio	0.7	1.0	0.9	0.9	1.0	1.3	1.1	1.1
Interest Coverage Ratio	3.7	5.1	4.6	5.4	3.1	3.3	3.3	3.0
Debt/Equity ratio	0.8	0.7	0.7	0.6	0.7	0.6	0.7	0.8

Cash Flow Statement

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
(INR m)								
OP/(Loss) before Tax	5,939	6,534	5,345	7,325	3,944	5,587	6,066	6,563
Depreciation	2,253	2,235	2,283	2,460	2,994	3,238	3,336	3,910
Interest and Finance Charges	1,920	1,422	1,334	1,504	1,812	2,109	2,194	2,767
Direct Taxes Paid	(871)	(888)	(909)	(1,126)	(338)	(516)	(1,566)	(1,695)
(Inc.)/Dec. in WC	2,060	(1,526)	(1,135)	(430)	(136)	1,402	(301)	922
CF from Operations	11,301	7,776	6,918	9,733	8,276	11,819	9,728	12,466
Others	(983)	(976)	(576)	(741)	(439)	(995)	-	-
CF from Operations incl. EO	10,318	6,800	6,342	8,992	7,837	10,824	9,728	12,466
(Inc.)/Dec. in FA	(1,661)	(3,661)	(7,320)	(10,060)	(6,521)	(6,753)	(13,228)	(18,000)
Free Cash Flow	8,658	3,138	(978)	(1,069)	1,316	4,070	(3,500)	(5,534)
(Pur.)/Sale of Investments	(2,678)	(3,264)	4,070	818	(5,458)	(828)	-	-
Others	-	274	255	442	457	200	-	-
CF from Investments	(4,339)	(6,651)	(2,995)	(8,800)	(11,522)	(7,382)	(13,228)	(18,000)
Issue of Shares	-	-	-	931	880	-	-	-
Inc./(Dec.) in Debt	(3,392)	2,042	(431)	1,601	4,993	(411)	3,676	9,500
Interest Paid	(2,130)	(1,401)	(1,505)	(2,033)	(1,965)	(2,133)	(2,194)	(2,767)
Dividend Paid	(5)	(443)	(587)	(674)	(531)	(765)	(869)	(869)
Others	-	(90)	(136)	(181)	(198)	(234)	-	-
CF from Fin. Activity	(5,526)	108	(2,658)	(356)	3,179	(3,543)	613	5,864
Inc./Dec. in Cash	453	257	689	(164)	(507)	(101)	(2,887)	330
Opening Balance	30	484	2,701	2,837	2,476	5,241	5,140	2,253
Closing Balance	484	740	3,390	2,673	1,969	5,140	2,253	2,582

Source: Company, MOFSL estimates

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

NOTES

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

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

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412 and BSE enlistment no. 5028. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products and is a member of Association of Portfolio Managers in India (APMI) for distribution of PMS products. Details of associate entities of Motilal Oswal Financial Services Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>. As per Regulatory requirements, Research Audit Report is uploaded on www.motilaloswal.com > MOFSL-Important Links > MOFSL Research Analyst Compliance Audit Report.

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement. The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

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

The associates of MOFSL may have:

- financial interest in the subject company
 - actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
 - received compensation/other benefits from the subject company in the past 12 months
 - any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
 - acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
 - be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
 - received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
 - Served subject company as its clients during twelve months preceding the date of distribution of the research report.
- The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report
- Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

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, nor 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/NCDX); 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.