

Estimate change	
TP change	
Rating change	

Bloomberg	LAURUS IN
Equity Shares (m)	540
M.Cap.(INRb)/(USDb)	548.7 / 6
52-Week Range (INR)	1141 / 501
1, 6, 12 Rel. Per (%)	-1/24/66
12M Avg Val (INR M)	1866

Financials & valuations (INR b)

Y/E MARCH	FY26E	FY27E	FY28E
Sales	68.4	77.1	88.3
EBITDA	17.7	20.0	23.2
Adj. PAT	8.6	9.6	11.5
EBIT Margin (%)	18.7	19.0	19.3
Cons. Adj. EPS (INR)	15.9	17.8	21.3
EPS Gr. (%)	173.9	12.0	19.8
BV/Sh. (INR)	98.8	113.8	131.8
Ratios			
Net D:E	0.4	0.4	0.3
RoE (%)	17.3	16.8	17.4
RoCE (%)	12.7	12.9	13.8
Payout (%)	15.6	15.6	15.6
Valuations			
P/E (x)	64.0	57.1	47.7
EV/EBITDA (x)	32.5	28.8	24.7
Div. Yield (%)	0.2	0.2	0.3
FCF Yield (%)	1.0	0.8	1.7
EV/Sales (x)	8.4	7.5	6.5

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	27.5	27.6	27.6
DII	12.4	11.7	12.7
FII	26.5	26.2	25.6
Others	33.6	34.5	34.1

FII includes depository receipts

CMP: INR1,017

TP: INR1,230 (+21%)

Buy

Formulations surprise; ARV-API rebounds

Non-ARV momentum/CDMO scale-up to drive 16% two-year earnings CAGR

- Laurus Lab (LAURUS) delivered a 7%/25%/59% beat on revenue/EBITDA/PAT for 3QFY26. While CDMO sales were steady for the quarter, the formulation (FDF) and API sales surprised, driving better-than-expected EBITDA/PAT in 3QFY26. The operating leverage led to higher profitability in 3Q.
- The FDF traction was led by non-ARV formulation sales, while ARV formulations declined YoY in 3QFY26. Strong off-take of select molecules in developed markets led to higher non-ARV FDF sales for the quarter.
- ARV-API sales improved sharply YoY as well as QoQ, led by capacity expansion, driving higher volume off-take.
- The campaign timing at the innovator front affected Laurus' 3QFY26 performance in the CDMO segment. Having said this, Laurus continues to add complex capabilities to drive more business from existing customers and add newer customers.
- We raise our earnings by 18%/6%/9% for FY26E/FY27E/FY28E, factoring in: 1) an improved traction in non-ARV FDF, 2) a better outlook for ARV, 3) a continued momentum in CDMO projects, and 4) higher operating leverage.
- We value Laurus at 60x 12M forward earnings to arrive at our TP of INR1,230. With CDMO projects scaling in human and animal health, and capex on track for building capacity in the generics segment as well, we expect a 16% earnings CAGR over FY26-28. **Reiterate BUY.**

Revenue growth/operating leverage drive 71% YoY EBITDA growth

- Laurus 3QFY26 revenues grew 25.7% YoY to INR17.8b (our est. INR16.6b),
- The Gross Margin (GM) expanded by ~400bp YoY to 60.9%, due to a better divisional mix.
- EBITDA margin expanded by ~730bp YoY to 27.5% (our est: 23.4%), majorly driven by better gross margin and operating leverage (other expenses as a % of revenue (down 240bp YoY). EBITDA grew 71.3% YoY to INR4.9b (Our est. INR3.9b).
- Adj PAT scaled from INR923m YoY to INR2.6b (est: INR1.6b) for the quarter.
- There was a one-time charge (INR83m) due to a revision in the labor code.
- Revenue/EBITDA/PAT jumped 30%/101%/391% YoY to INR50b/INR13b/INR6b during 9MFY26.

Non-ARV FDF/ARV-API led overall revenue growth for the quarter

- FDF sales grew 39% YoY to INR6.1b (34% of sales). Within FDF, the non-ARF sub-segment surged 176% YoY to INR3.6b, while ARV FDF declined 20% YoY for 3QFY26.
- Synthesis business (23% of sales, small molecules) was up 2% YoY to INR4.1b.
- API sales (40.5% of sales) rose 36% YoY to INR7.2b. ARV-API grew 60% YoY to INR5b, while the non-ARV-API segment remained stable at INR2b for 3Q.
- The Bio division sales (2.5% of sales) dipped 10% YoY to INR430m.

Highlights from the management commentary

- Over the past 18 months, Laurus has commercialized and supplied three NCEs.
- 9MFY26 had a strong operating cash flow led by robust EBITDA growth, working capital optimization, and customer advances.
- ARV FDF/API sales were INR2.4b/INR5b for the quarter. This implies Non-ARV FDF was INR3.6b vs INR1.3b YoY/INR1.8b QoQ.
- Laurus noted that gross margin is expected to be sustained at 60%, supported by segment mix as well as product mix.
- Management indicated growth in 4QFY26 CDMO sales on a YoY basis. Effectively, FY27 is expected to further scale up in sales over FY26 performance.
- FY26 capex is guided at ~INR10b, with a similar level expected in FY27, while maintaining net debt broadly stable.

Consolidated- Quarterly Earnings Model

Y/E March INRm	FY25				FY26E				FY25	FY26E	FY26 vs Est 3Q (%)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
Net Sales	11,949	12,237	14,151	17,203	15,696	16,535	17,783	18,393	55,540	68,407	16,611	7.1
YoY Change (%)	1.1	-0.1	18.4	19.5	31.4	35.1	25.7	6.9	10.2	23.2	17.4	
EBITDA	1,712	1,783	2,852	4,206	3,821	4,033	4,885	4,929	10,553	17,668	3,887	25.7
YoY Change (%)	2.7	-5.1	57.2	74.2	123.2	126.1	71.3	17.2	35.7	67.4	36.3	
Margins (%)	14.3	14.6	20.2	24.4	24.3	24.4	27.5	26.8	19.0	25.8	23.4	
Depreciation	1,061	1,075	1,061	1,104	1,168	1,205	1,206	1,271	4,301	4,850	1,232	
EBIT	651	708	1,791	3,102	2,653	2,828	3,679	3,659	6,252	12,818	2,655	
YoY Change (%)	-14.5	-25.1	115.7	122.8	307.3	299.3	105.5	18.0	59.1	105.0	48.3	
Margins (%)	5.5	5.8	12.7	18.0	16.9	17.1	20.7	19.9	11.3	18.7	16.0	
Interest	492	526	578	564	515	400	388	417	2,160	1,720	443	
Other Income	25	46	94	-3	104	270	58	54	163	485	56	
PBT before EO expense	185	228	1,307	2,535	2,242	2,697	3,349	3,295	4,254	11,583	2,268	
Extra-Ord expense	0	0	0	-589	0	0	83	0	-589	83	0	
PBT	185	228	1,307	3,123	2,242	2,697	3,266	3,295	4,843	11,500	2,268	
Tax	63	51	401	785	631	760	735	840	1,299	2,966	635	
Rate (%)	33.9	22.3	30.7	25.1	28.2	28.2	22.5	25.5	26.8	25.8	28.0	
MI & Profit/Loss of Asso. Cos.	-5	-21	-17	20	7	-3	10	16	8	31	15	
Reported PAT	127	198	923	2,319	1,603	1,940	2,521	2,439	3,536	8,504	1,618	55.8
Adj PAT	127	198	923	1,878	1,603	1,940	2,585	2,439	3,126	8,568	1,618	59.8
YoY Change (%)	-52.7	-46.3	298.9	148.4	1,164.5	877.9	180.1	29.9	92.4	174.1	75.3	
Margins (%)	1.1	1.6	6.5	10.9	10.2	11.7	14.5	13.3	5.6	12.5	9.7	

E: MOFSL Estimates

Key Performance Indicators (Consolidated)

Y/E March INRb	FY25				FY26				FY25	FY26E	FY26 vs Est 3Q (%)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
API	6.6	5.6	5.3	6.9	6.4	6.2	7.2	6.7	22.2	26.4	6.1	-0.2
YoY Change (%)	11.2	(11.4)	(7.5)	(7.9)	(4.1)	10.8	35.6	(3.0)	(12.6)	23.2	15.0	
Custom Synthesis	2.1	3.0	4.0	4.6	4.9	4.7	4.1	5.2	13.7	18.9	5.0	0.2
YoY Change (%)	(14.4)	33.5	88.7	95.3	130.4	57.5	2.0	12.0	49.0	37.4	25.0	
Formulation	2.7	3.3	4.4	5.4	4.1	5.2	6.1	6.1	15.8	21.5	5.0	-0.2
YoY Change (%)	(3.9)	(1.2)	18.8	26.5	50.0	57.9	39.2	12.1	11.9	35.6	15.0	
Cost Break-up												
RM Cost (% of Sales)	44.9	44.8	43.1	45.5	40.6	40.1	39.1	39.3	44.6	39.7	41.0	
Staff Cost (% of Sales)	14.6	14.6	13.4	10.3	13.7	13.0	12.4	12.5	13.0	12.9	13.0	
R&D Expenses(% of Sales)	5.4	5.5	4.2	3.8	4.1	3.9	3.9	3.5	3.1	2.5	3.9	
Other Cost (% of Sales)	26.2	26.0	23.4	19.7	21.4	22.5	21.0	21.4	23.4	21.6	22.6	
Gross Margins(%)	55.1	55.2	56.9	54.5	59.4	59.9	60.9	60.7	55.4	60.3	59.0	
EBITDA Margins(%)	14.3	14.6	20.2	24.4	24.3	24.4	27.5	26.8	19.0	25.8	23.4	
EBIT Margins(%)	5.5	5.8	12.7	18.0	16.9	17.1	20.7	19.9	11.3	18.7	16.0	



Other highlights from the management commentary

- Human health dominates the CDMO mix and is expected to remain the largest contributor, followed by animal health, with crop science currently a small but emerging segment.
- Animal health CDMO is generating meaningful commercial revenues, with ongoing supplies and additional validations and filings supporting continued growth.
- Crop Science CDMO has commenced commercial supplies for select partners, with revenues expected to scale meaningfully over the next 1–2 years as new partners are added.
- ADC and gene therapy platforms remain in the investment phase, with GMP facilities under construction and no material revenues expected over the next two years.
- Peptide manufacturing investments are progressing well, with commercial facilities expected to qualify during CY26, enabling medium-term scale-up.
- Expansion in capacity has enabled better growth in the ARV business. The guidance is revised to INR26b+-INR2b. The profitability of the business remains steady. The price reduction due to competitive reasons was addressed through cost optimization, driving stable margins for Laurus.
- Net debt stood at INR20.9b at the end of 3QFY26.

Key exhibits

Exhibit 1: Revenue grew 26% YoY in 3QFY26

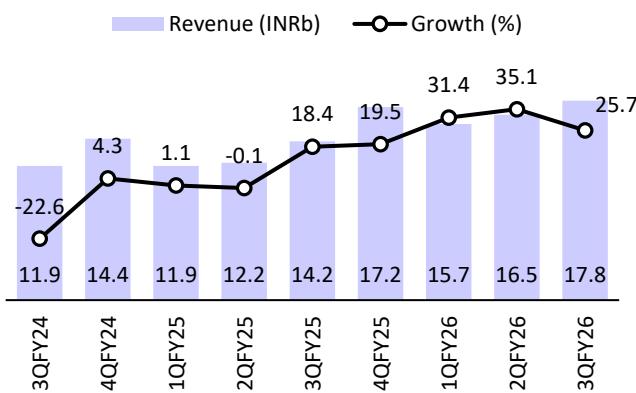


Exhibit 2: Share of FDF/API stood at 34%/41% in 3QFY26

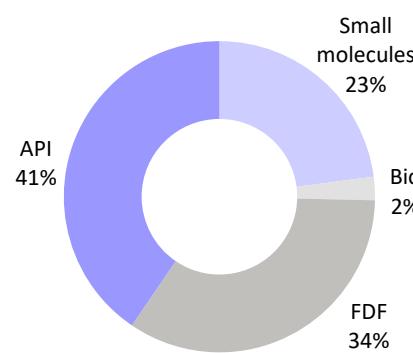


Exhibit 3: API sales up 36% YoY

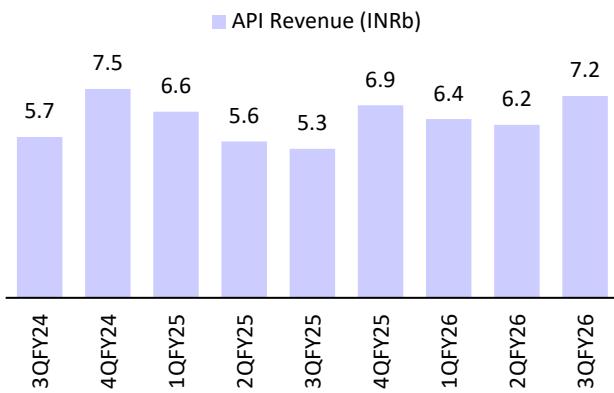


Exhibit 4: FDF sales up 39% YoY

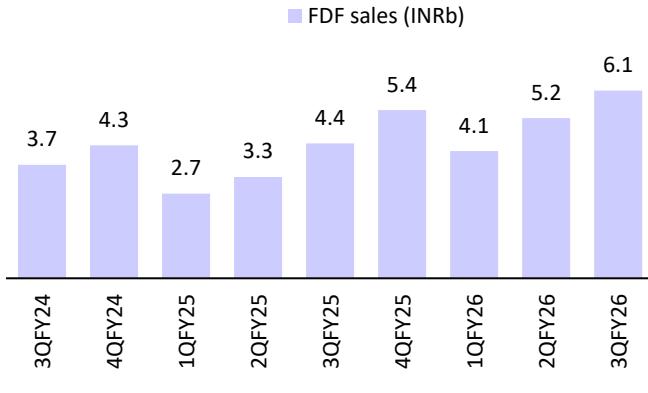
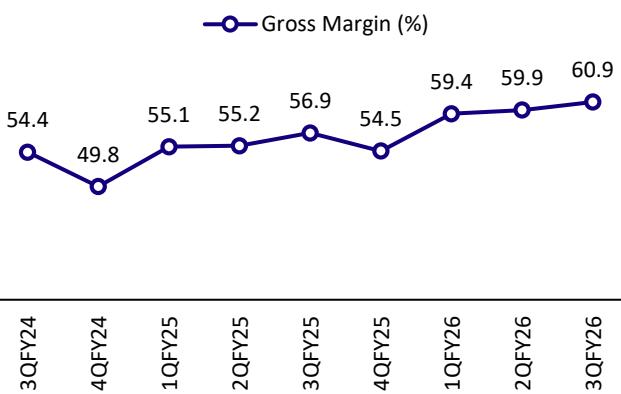
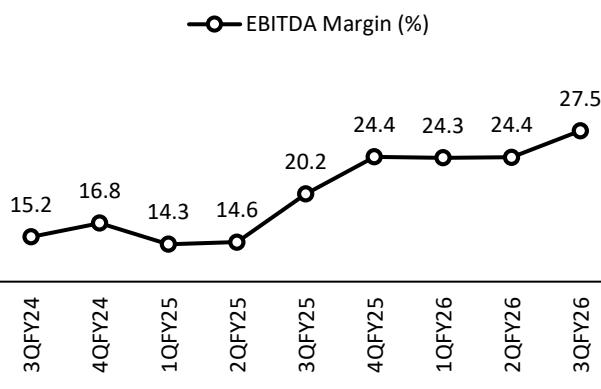


Exhibit 5: Gross margin expanded 400bp YoY



Source: MOFSL, Company

Exhibit 6: EBITDA margin expanded 730bp YoY



Source: MOFSL, Company

Strong CDMO-led growth, resilient generics momentum, and emerging bio optionality

CDMO – strong growth led by human health and pipeline supports medium-term visibility

- Laurus' small-molecule CDMO revenue increased 50% YoY to INR 13.7b in 9MFY26, driven by strong recurring revenues from established client relationships and the ramp-up of growth projects.
- Human health remains the dominant contributor by a wide margin and is expected to continue leading growth, with an increasing share of revenues coming from commercial-stage molecules in FY27.
- Animal health represents the second-largest opportunity, with ongoing commercial supplies and additional programs under validation expected to support steady growth.
- Crop science is currently a small contributor; one commercial product has been launched, while meaningful revenue contribution is expected only over the next 1–2 years.
- Management indicated that pipeline traction remains strong across large pharma and biotech clients, with a growing focus on complex chemistries and advanced technology platforms.
- We expect the CDMO segment to deliver a ~28% revenue CAGR over FY25–28E, reaching around ~INR28.7b, driven by expansion in capabilities as well as capacities.

Generics – volume-led ARV growth with strengthening formulation pipeline

- Generics revenues grew 26% YoY in 9MFY26, driven by strong ARV volumes and continued traction from new product launches in developed markets.
- For 3Q, growth was driven by both formulations and APIs, with formulations supported by a sharp ~176% YoY surge in non-ARV, partially offset by a ~20% YoY decline in ARV, while APIs were led by strong ARV growth of ~60% YoY against largely flat non-ARV APIs.
- Growth across both APIs and formulations was largely volume-led, with pricing remaining broadly stable, while formulation momentum was further supported by capacity ramp-up and expanding presence in North America and Europe.
- For 9MFY26, ARV revenues were split between approximately INR12.6b from APIs and INR 8.6b from formulations.
- The regulatory pipeline remains strong, with 92 DMFs filed cumulatively to date, while in developed markets, the company filed four FDF dossiers and received five approvals in 9MFY26, taking cumulative formulation filings to 91 products.
- Dedicated CMO oral dosage capacity has commenced operations, with the full commercial production line scheduled to start from Jun'26, while the KRKA JV FDF facility construction is progressing as planned, with Phase-1 expansion expected to be completed by mid-2027.
- We expect the FDF segment to deliver an 18% sales CAGR to INR26b, while the API business is likely to post an 8% CAGR over FY25–28E, reaching INR31b.

Bio – near-term muted; long-term optionality from fermentation and advanced modalities

- The bio division reported a decline in revenues in 9MFY26 at 9% YoY, primarily due to capacity constraints and the campaign-based nature of fermentation and CDMO operations.
- Construction of the commercial-scale fermentation facility at Vizag is progressing as per plan, with Phase-1 capacity expected to become operational by the end of CY26.

Valuation and view

- We raise our earnings by 18%/6%/9% for FY26E/FY27E/FY28E, factoring in: 1) an improved traction in non-ARV FDF, 2) a better outlook for ARV, 3) a continued momentum in CDMO projects, and 4) higher operating leverage.
- We value Laurus at 60x 12M forward earnings to arrive at our TP of INR1,230. With CDMO projects scaling in human and animal health, and capex on track for building capacity in the generics segment as well, we expect a 16% earnings CAGR over FY26-28. **Reiterate BUY.**

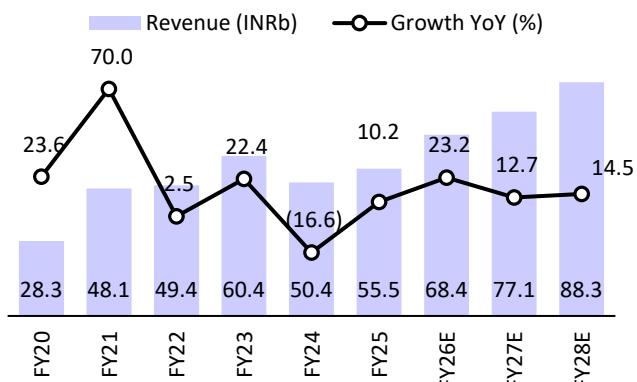
Exhibit 7: P/E chart



Source: MOFSL, Company, Bloomberg

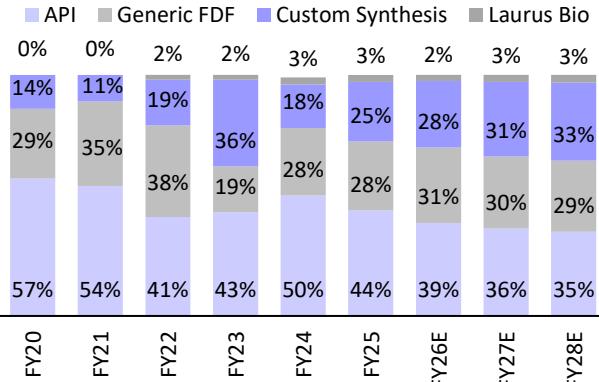
Story in charts

Exhibit 8: Expect a sales CAGR of 17% over FY25-28



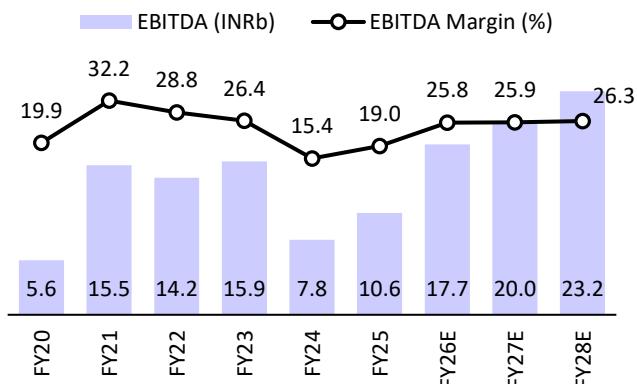
Source: MOFSL, Company

Exhibit 9: Synthesis contribution to increase



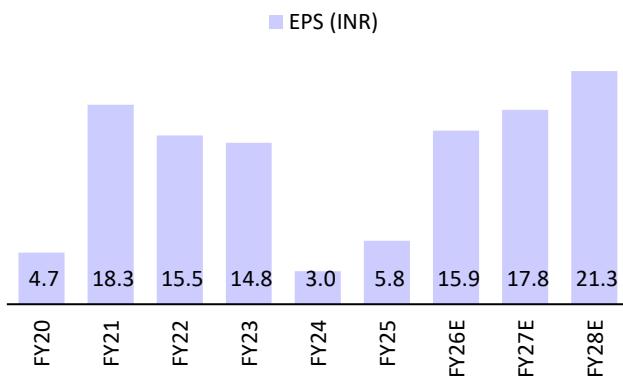
Source: MOFSL, Company

Exhibit 10: EBITDA CAGR to be 38% over FY25-28E



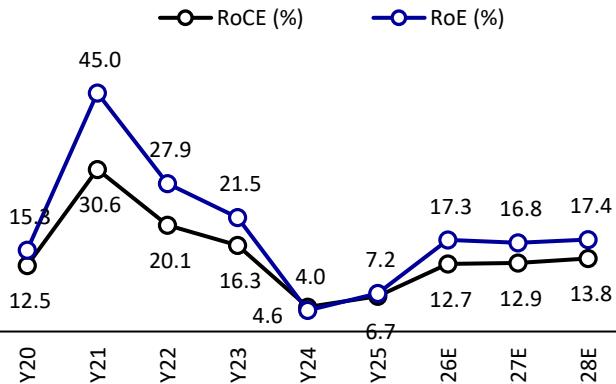
Source: MOFSL, Company

Exhibit 11: Expect a strong EPS trajectory over FY25-28



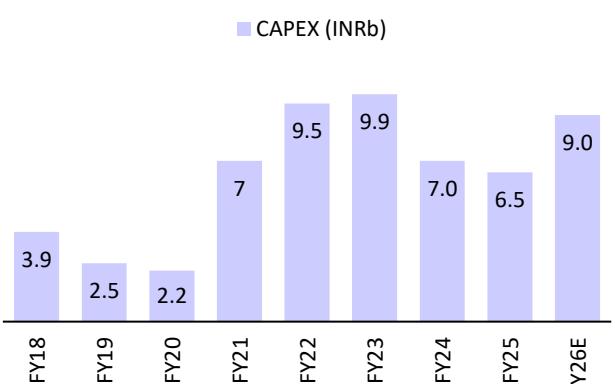
Source: MOFSL, Company

Exhibit 12: Return ratios to spurt over FY25-28E



Source: MOFSL, Company

Exhibit 13: Capex intensity to be superior in FY26



Source: MOFSL, Company

Financials and valuations

Consolidated - Income Statement							(INRm)
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	49,356	60,406	50,408	55,540	68,403	77,069	88,261
Change (%)	2.5	22.4	-16.6	10.2	23.2	12.7	14.5
Total Expenditure	35,131	44,483	42,633	44,987	50,738	57,075	65,058
% of Sales	71.2	73.6	84.6	81.0	74.2	74.1	73.7
EBITDA	14,224	15,923	7,775	10,553	17,665	19,995	23,203
Margin (%)	28.8	26.4	15.4	19.0	25.8	25.9	26.3
Depreciation	2,515	3,241	3,846	4,301	4,850	5,378	6,159
EBIT	11,709	12,682	3,929	6,252	12,815	14,616	17,043
Int. and Finance Charges	1,024	1,652	1,829	2,160	1,720	1,807	1,775
Other Income	153	60	263	163	485	270	353
PBT bef. EO Exp.	10,839	11,090	2,364	4,254	11,580	13,079	15,622
EO Items	0	0	0	589	-83	0	0
PBT after EO Exp.	10,839	11,090	2,364	4,254	11,497	13,079	15,622
Total Tax	2,514	3,123	684	1,299	2,966	3,420	4,054
Tax Rate (%)	23.2	28.2	28.9	26.8	25.8	26.2	26.0
Minority Interest	2	32	55	-23	31	69	76
Reported PAT	8,322	7,965	1,625	3,567	8,500	9,589	11,491
Adjusted PAT	8,322	7,965	1,625	3,126	8,568	9,589	11,491
Change (%)	-15.4	-4.3	-79.6	92.4	174.1	11.9	19.8
Margin (%)	16.9	13.2	3.2	5.6	12.5	12.4	13.0

Consolidated - Balance Sheet							(INRm)
Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	1,075	1,077	1,077	1,077	1,077	1,077	1,077
Total Reserves	32,437	39,298	40,032	43,647	50,820	58,912	68,609
minority interest	79	111	46	1,300	1,300	1,300	1,300
Net Worth	33,591	40,487	41,155	46,024	53,197	61,289	70,986
Minority Interest	0	0	0	0	0	0	0
Total Loans	17,320	21,006	26,115	27,553	28,053	27,553	27,053
Deferred Tax Liabilities	691	825	570	319	319	319	319
Capital Employed	51,602	62,317	67,842	73,895	81,571	89,163	98,361
Gross Block	35,283	46,085	54,745	61,378	69,895	79,508	89,431
Less: Accum. Deprn.	11,221	14,462	18,308	22,609	27,459	32,837	38,997
Net Fixed Assets	24,062	31,623	36,437	38,769	42,436	46,671	50,434
Goodwill on Consolidation	2,463	2,463	2,463	2,463	2,463	2,463	2,463
Capital WIP	8,132	5,508	4,228	4,584	5,767	6,153	6,231
Total Investments	308	993	1,714	2,819	2,819	2,819	2,819
Curr. Assets, Loans&Adv.	34,715	36,017	39,028	44,721	52,200	57,892	67,075
Inventory	17,603	16,848	18,454	19,365	22,241	25,645	29,410
Account Receivables	13,542	15,804	16,629	20,072	23,426	26,816	30,952
Cash and Bank Balance	759	485	1,417	1,442	1,802	100	609
Loans and Advances	2,811	2,880	2,528	3,842	4,731	5,331	6,105
Curr. Liability & Prov.	18,079	14,287	16,029	19,459	24,116	26,837	30,664
Account Payables	8,764	7,107	10,512	9,585	11,955	13,135	14,972
Other Current Liabilities	7,753	6,165	4,334	8,520	10,493	11,823	13,539
Provisions	1,562	1,016	1,183	1,354	1,668	1,879	2,152
Net Current Assets	16,637	21,730	22,999	25,262	28,084	31,055	36,411
Appl. of Funds	51,602	62,317	67,842	73,896	81,571	89,163	98,361

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)							
EPS	15.5	14.8	3.0	5.8	15.9	17.8	21.3
Cash EPS	20.1	20.8	10.2	13.8	24.9	27.8	32.8
BV/Share	62.4	75.2	76.4	85.4	98.8	113.8	131.8
DPS	2.0	1.9	0.4	0.9	2.1	2.3	2.8
Payout (%)	15.6	15.6	15.6	15.6	15.6	15.6	15.6
Valuation (x)							
P/E	65.8	68.8	337.1	175.2	64.0	57.1	47.7
Cash P/E	50.5	48.9	100.1	73.8	40.8	36.6	31.0
EV/Sales	11.4	9.4	11.4	10.3	8.4	7.5	6.5
EV/EBITDA	39.7	35.7	73.6	54.4	32.5	28.8	24.7
Dividend Yield (%)	0.2	0.2	0.0	0.1	0.2	0.2	0.3
FCF per share	0.6	0.1	-1.6	2.9	4.6	3.5	8.0
Return Ratios (%)							
RoE	27.9	21.5	4.0	7.2	17.3	16.8	17.4
RoCE	20.1	16.3	4.6	6.7	12.7	12.9	13.8
RoIC	23.0	18.6	4.8	7.3	14.0	14.3	15.0
Working Capital Ratios							
Asset Turnover (x)	1.0	1.0	0.7	0.8	0.8	0.9	0.9
Inventory (Days)	130	102	134	127	119	121	122
Debtor (Days)	100	95	120	132	125	127	128
Creditor (Days)	65	43	76	63	64	62	62
Leverage Ratio (x)							
Current Ratio	1.9	2.5	2.4	2.3	2.2	2.2	2.2
Interest Cover Ratio	11.4	7.7	2.1	2.9	7.5	8.1	9.6
Net Debt/Equity	0.5	0.5	0.6	0.5	0.4	0.4	0.3

Consolidated - Cash Flow Statement

(**INRm**)

Y/E March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	10,839	11,089	2,364	4,843	11,580	13,079	15,622
Depreciation	2,515	3,241	3,846	4,301	4,850	5,378	6,159
Interest & Finance Charges	862	1,455	1,750	2,100	1,235	1,537	1,422
Direct Taxes Paid	-1,823	-2,855	-1,046	-1,375	-2,966	-3,420	-4,054
(Inc)/Dec in WC	-3,416	-3,153	-332	-2,814	-2,546	-4,672	-4,848
CF from Operations	8,977	9,778	6,581	7,055	12,153	11,902	14,301
Others	135	161	33	-106	0	0	0
CF from Operating incl EO	9,111	9,939	6,615	6,949	12,153	11,902	14,301
(Inc)/Dec in FA	-8,767	-9,875	-7,476	-5,411	-9,700	-10,000	-10,000
Free Cash Flow	344	64	-862	1,538	2,453	1,902	4,301
(Pur)/Sale of Investments	-393	-223	-800	-1,054	0	0	0
Others	17	137	52	-352	485	270	353
CF from Investments	-9,143	-9,961	-8,224	-6,817	-9,215	-9,730	-9,647
Issue of Shares	43	74	26	102	0	0	0
Inc/(Dec) in Debt	1,968	2,138	5,078	1,561	500	-500	-500
Interest Paid	-850	-1,404	-1,743	-2,092	-1,720	-1,807	-1,775
Dividend Paid	-859	-1,075	-862	-431	-1,327	-1,498	-1,795
Others	5	13	43	753	-33	-71	-78
CF from Fin. Activity	307	-253	2,541	-107	-2,580	-3,876	-4,147
Inc/Dec of Cash	275	-275	932	25	358	-1,704	506
Opening Balance	483	757	482	1,415	1,442	1,802	100
Closing balance	757	482	1,415	1,442	1,802	100	609
Bank balance	2	2	1	0	0	0	0
Total Cash and Cash equivalent	759	485	1,417	1,442	1,802	100	609

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. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/ListOf200of%20Associate%20companies.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>

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

1. 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
2. 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
3. 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.
4. 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.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).
6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. 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.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. 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 warranty, 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 alterations 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 profit that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

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

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

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

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com.

Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

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

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

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