

Prince Pipes and Fittings

Estimate change

TP change

Rating change



Bloomberg	PRINCPIN
Equity Shares (m)	111
M.Cap.(INRb)/(USDb)	33 / 0.4
52-Week Range (INR)	618 / 210
1, 6, 12 Rel. Per (%)	-15/-25/-50
12M Avg Val (INR M)	127

Financials & Valuations (INR b)

Y/E Mar	2025	2026E	2027E
Sales	25.2	27.9	33.0
EBITDA	1.6	2.6	3.4
PAT	0.4	1.0	1.6
EBITDA (%)	6.4	9.5	10.4
EPS (INR)	3.9	8.9	14.6
EPS Gr. (%)	-73.8	128.2	63.5
BV/Sh. (INR)	350.3	367.2	398.0

Ratios

Net D/E	0.1	0.1	0.0
RoE (%)	2.8	6.1	9.3
RoCE (%)	2.9	6.0	8.8
Payout (%)	51.3	22.5	13.7

Valuations

P/E (x)	76.0	33.3	20.4
EV/EBITDA (x)	21.3	13.1	9.8
Div Yield (%)	0.5	0.5	0.5
FCF Yield (%)	-3.4	0.5	2.8

Shareholding Pattern (%)

As on	Jun-25	Mar-25	Jun-24
Promoter	60.9	60.9	60.9
DII	15.7	15.0	18.4
FII	3.8	6.2	6.4
Others	19.6	17.9	14.3

Note: FII includes depository receipts

CMP: INR299

TP: INR440 (+47%)

Buy

Macro headwinds hurt performance

Earnings below our estimate

- Prince Pipes and Fittings (PRINCPIN) reported a muted quarter amid the ongoing challenges of volatile pricing and the early onset of monsoon, affecting demand. The company reported a marginal decline in revenue YoY due to lower realization (down 7% YoY), with volume growth of only 4% YoY to 43.7k MT. Its EBITDA margin contracted 280bp YoY to 6.8%, mainly hit by inventory losses (INR100-150m).
- Management anticipates a gradual recovery in the demand scenario in 9MFY26, which will lead to a high single-to-low double-digit volume growth (Jul'25 witnessed a healthy volume growth). This will result in a sequential recovery in margins to 12% by 4QFY26 (normalized levels), fueled by operating leverage and absence of inventory losses.
- Factoring in its weak 1QFY26 operating performance, we cut our FY26E/FY27E earnings by 7% each. We value the stock at 30x FY27E EPS to arrive at our TP of INR440. **Reiterate BUY.**

Muted profitability due to adverse operating leverage

- Consolidated revenue declined 4% YoY to INR5.8b (est. INR6b), while the volume grew 4% YoY to 43.7k MT, which was offset by a decline in realization (down 7% YoY, to INR133/Kg). CPVC volume growth this quarter was in the high single digits YoY.
- Consolidated EBITDA declined -32% YoY to INR393m (est. INR359m) with an EBITDA margin of 6.8% (est. 6%), which contracted -280bp YoY. The EBITDA/Kg for the quarter was INR9/kg (-35% YoY). Adj. PAT declined 80% YoY to INR48m (est. INR66m).
- The bathware segment (Aquel brand) generated revenue of ~INR110m with a net loss of ~INR50m in 1QFY26.
- Net working capital days improved to 93 as of Jun'25 vs. 98 as of Mar'25. This was largely led by lower inventory (down five days) and receivables (down six days), offset by lower payable days (down five days).

Highlights from the management commentary

- **Guidance:** Management guided a recovery in demand from 2QFY26, fueled by healthy volumes in Jul'25. Its margin is likely to improve sequentially to 12% by 4Q. The bathware segment is expected to generate INR500-600m revenue, with break-even anticipated by mid-FY27.
- **Capex:** PRINCPIN incurred a capex of INR750m in 1Q and is likely to incur ~INR1.6-1.7b in 9MFY27. This will include capacity addition in Begusarai (Bihar), Bathware (Aquel), and maintenance. Begusarai plant utilization is expected to pick up from 2HFY26, with a total capacity of 60KTPA by Sep'25.
- **Branding:** PRINCPIN entered into a strategic partnership with Indian Railways to boost its brand presence across Vande Bharat and other premium trains, enhancing nationwide visibility and customer engagement. Further, management is focused on strengthening the distribution network and adding new products.

Research Analyst: Meet Jain (Meet.Jain@MotilalOswal.com) | Sumant Kumar (Sumant.Kumar@MotilalOswal.com)

Research Analyst: Nirvik Saini (Nirvik.Saini@MotilalOswal.com) | Yash Darak (Yash.darak@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

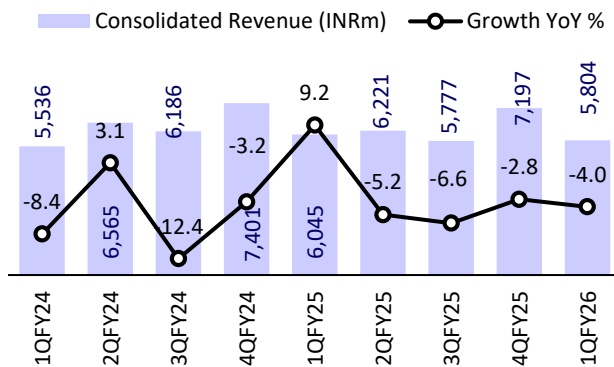
- The last few quarters were challenging for the pipes industry and PRINCIP, marked by macroeconomic pressures. However, they are expected to recover going forward, fueled by stabilization of PVC prices and favorable demand trends. Further, commissioning of the new Begusarai plant, coupled with geographical expansion in the bathware segment into southern and eastern markets, is expected to act as a catalyst for its renewed growth in the coming quarters.
 - We expect PRINCIP to clock 14%/37%/71% CAGR in revenue/EBITDA/PAT over FY25-28. We value the stock at 30x FY27 EPS to arrive at our TP of INR440.
- Reiterate BUY.**

Consolidated - Quarterly Earnings Model

												(INR m)
Y/E March	FY25				FY26				FY25	FY26E	FY26E	Var
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1Q	%
Gross Sales	6,045	6,221	5,777	7,197	5,804	6,501	7,172	8,403	25,239	27,879	5,977	-3
YoY Change (%)	9.2	-5.2	-6.6	-2.8	-4.0	4.5	24.1	16.8	-1.7	10.5	-1.1	
Total Expenditure	5,462	5,764	5,748	6,648	5,408	5,947	6,411	7,474	23,621	25,241	5,618	
EBITDA	583	457	30	548	396	553	760	928	1,618	2,638	359	10
Margins (%)	9.6	7.3	0.5	7.6	6.8	8.5	10.6	11.0	6.4	9.5	6.0	
Depreciation	257	276	264	273	307	310	315	320	1,070	1,252	275	
Interest	14	16	32	33	52	48	45	43	97	188	35	
Other Income	26	39	15	57	27	25	30	35	137	117	40	
PBT before EO expense	337	204	-252	299	64	220	430	600	588	1,315	89	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	337	204	-252	299	64	220	430	600	588	1,315	89	
Tax	90	57	-48	58	15	55	108	151	157	330	22	
Rate (%)	26.7	28.0	18.9	19.2	24.2	25.1	25.2	25.2	26.7	25.1	25.2	
Minority Interest & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	0	0	0	
Reported PAT	247	147	-204	242	48	165	322	449	431	984	66	
Adj PAT	247	147	-204	242	48	165	322	449	431	984	66	-27
YoY Change (%)	25.8	-72.1	-154.3	-55.8	-80.5	12.3	-257.6	85.7	-73.8	128	-73	
Margins (%)	4.1	2.4	-3.5	3.4	0.8	2.5	4.5	5.3	1.7	3.5	1.1	

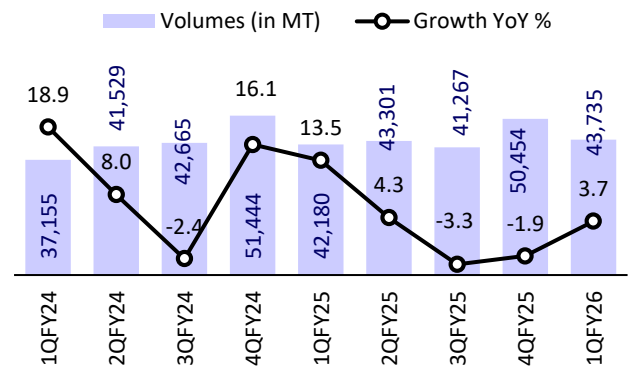
Key Exhibits

Exhibit 1: Consolidated revenue trend



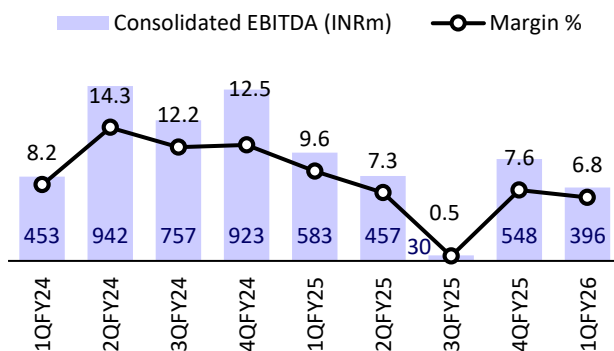
Source: Company, MOFSL

Exhibit 2: Volume trend



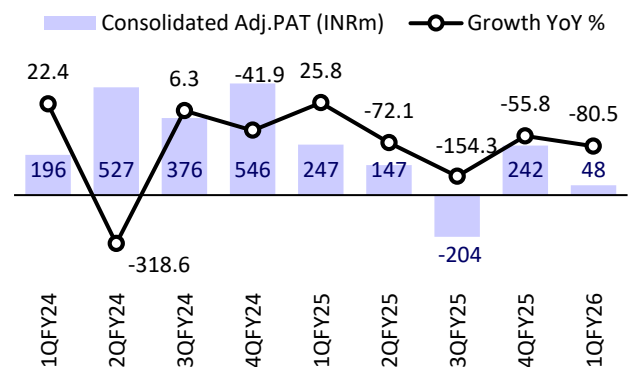
Source: Company, MOFSL

Exhibit 3: Consolidated EBITDA trend



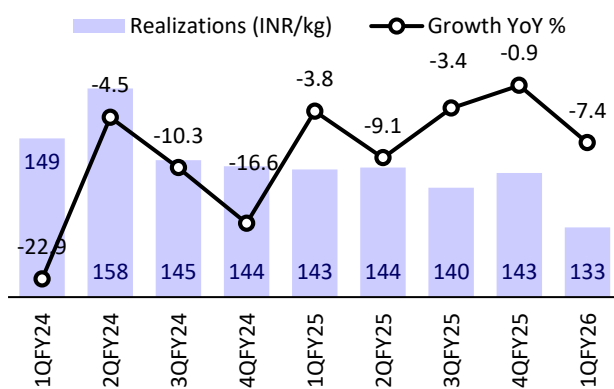
Source: Company, MOFSL

Exhibit 4: Consolidated adj. PAT trend



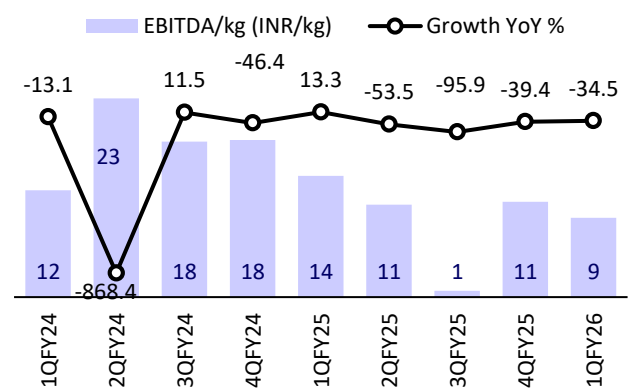
Source: Company, MOFSL

Exhibit 5: Consolidated realization trend



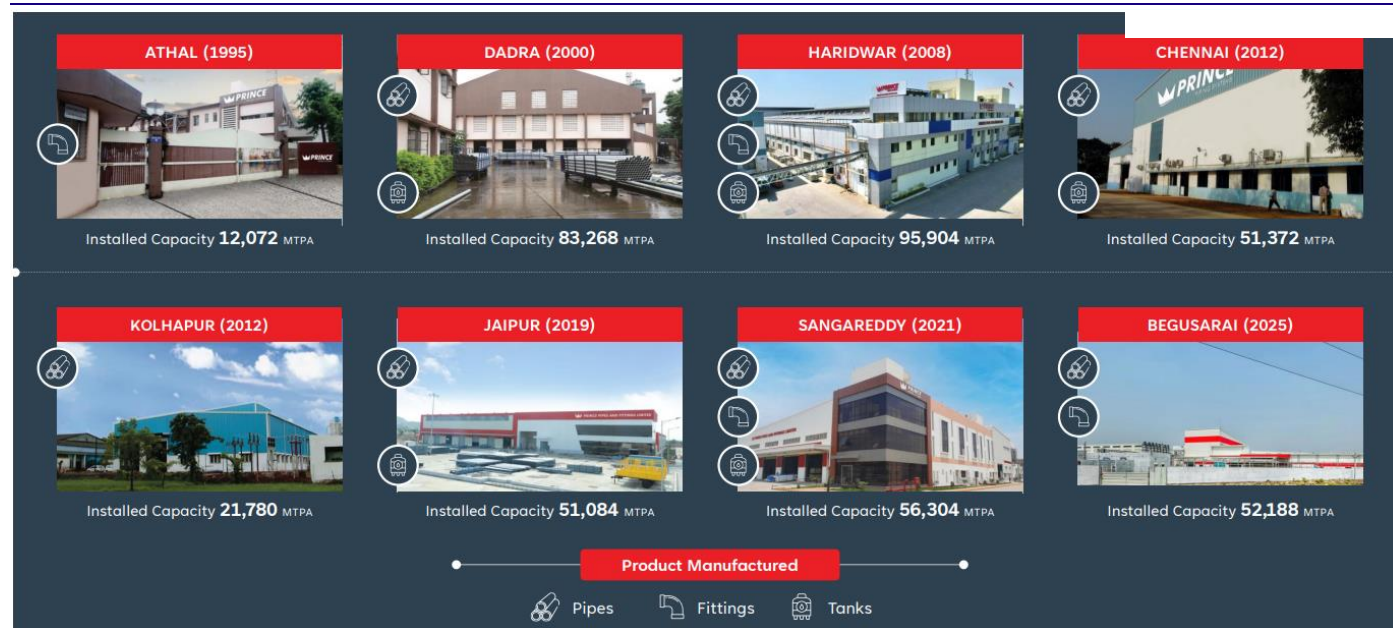
Source: Company, MOFSL

Exhibit 6: Consolidated EBITDA/kg trend



Source: Company, MOFSL

Exhibit 7: Capacity across India



Source: Company, MOFSL



Highlights from the management commentary

Demand and Market Environment

- The quarter was impacted by subdued demand across core end-user segments such as agriculture and construction, along with a noticeable decline in government infrastructure spending.
- This environment led to inventory rationalization among key channel partners.
- A sharp correction in PVC prices during the quarter further contributed to destocking, which in turn weighed on operating profits.
- **However, management indicated that channel sentiments have improved and PVC prices appear to have bottomed out, which could support demand revival going forward.**
- Management remains optimistic about a gradual demand recovery in the coming quarters, supported by improving activity in residential real estate and anticipated momentum in government infrastructure projects.
- **July has already witnessed a strong start in volumes**, primarily driven by the residential building materials segment. However, the agri segment continues to lag.

Operational Performance

- Prince Pipes reported an inventory loss of INR150–200m in 1QFY26 due to the sharp PVC price correction.
- The interest cost for the quarter increased as the company capitalized most of the expenditure related to its Bihar facility. With the commissioning of the plant, interest outgo is expected to reduce going forward.
- Net debt currently stands at approximately INR1b.
- While return ratios have temporarily declined due to higher capex and margin pressure, the **company remains confident of returning to its long-term ROCE range of 15–20% once profitability and utilization levels normalize.**

- In Q1, CPVC volumes grew by high single digits and outpaced traditional PVC segments. CPVC now contributes over 25% of total revenue, up from 15% earlier, reflecting a strategic shift toward higher-value products.
- In terms of segment mix, agriculture contributes 30–35% of annual revenue, infrastructure accounts for 3–4%, water storage is around 1%, while the remaining share comes from building material segments such as plumbing and SWR.

Guidance and Outlook

- **For FY26, the company has guided for high single-digit to low double-digit volume growth. Margins are expected to improve sequentially, with 4QFY26 margins projected to normalize around 12%. No further inventory losses are anticipated.**
- The company is targeting total inventory days of 70–75. Raw material inventory days have improved from 45 days in March 2025 to 35 days in June 2025, with the target to maintain them at 30–35 days. Finished goods inventory days, however, increased from 35 to 40 over the same period, likely due to stocking for newer product lines and regional expansions.

Capacity Additions and Capex

- The company continues to execute its capex plans in line with its growth strategy. Capex in 1QFY26 stood at INR750m, with an additional INR1.6–1.7b planned over the remaining nine months of FY26, largely toward the Bihar facility and expansion of the Aquel bathware business.
- The 8th manufacturing unit in Begusarai, Bihar, which commenced operations last quarter, currently has a capacity of 58,000 MTPA and is expected to reach 60,000 MTPA by the end of September 2025.
- While utilization remains low as product ranges are being developed, the company expects a pickup from mid-Q2 or Q3.
- Bihar facilities' contribution to EBITDA is likely from Q3 onwards, although break-even on the Bihar investment is expected over a 5-year horizon at 70% utilization.

Bathware Business (Aquel)

- Aquel, the company's bathware division, has expanded its footprint into South and East India after a successful launch in the North and West.
- In Q1FY26, the segment reported INR110m in revenue but incurred a loss of approximately INR50m.
- Management expects the bathware business to break even in the next four to six quarters, i.e., by mid-FY27. Revenue from this segment is projected to be in the range of INR500 to 600 crore in FY26, driven by contributions from newer geographies.
- The company is focusing on strengthening its distribution footprint in underpenetrated geographies like the South and East in its bathware offering.

Others

- Prince Pipes continues to invest in brand-building initiatives to deepen customer engagement. Advertising and marketing spend during the quarter was approximately 1.7–1.8% of sales and **is expected to be maintained at ~2% for the full year.**
- A key branding initiative included a strategic partnership with Indian Railways to enhance visibility across high-footfall platforms like Vande Bharat and other premium trains.
- The company retains strong market share positions in key states such as Gujarat, Uttar Pradesh, and Telangana.

Valuation and view

- The last few quarters were challenging for the pipes industry and PRINCIP, marked by macroeconomic pressures. However, they are expected to recover going forward, fueled by stabilization of PVC prices and favorable demand trends. Further, commissioning of the new Begusarai plant, coupled with geographical expansion in the bathware segment into southern and eastern markets, is expected to act as a catalyst for its renewed growth in the coming quarters.
- We expect PRINCIP to clock 14%/37%/71% CAGR in revenue/EBITDA/PAT over FY25-28. We value the stock at 30x FY27 EPS to arrive at our TP of INR440.
Reiterate BUY.

Exhibit 8: Revisions to our estimates

Earnings change (INRm)	Old		New		Change	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Revenue	28,450	33,723	27,879	33,026	-2%	-2%
EBITDA	2,582	3,491	2,638	3,427	2%	-2%
Adj. PAT	1,056	1,737	984	1,609	-7%	-7%

Financials and valuations

Consolidated - Income Statement										(INRm)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	15,719	16,357	20,715	26,568	27,109	25,687	25,239	27,879	33,026	37,729
Change (%)	19.0	4.1	26.6	28.3	2.0	-5.2	-1.7	10.5	18.5	14.2
RM Cost	11,274	11,264	13,789	18,915	20,922	18,193	18,839	20,347	23,779	27,165
Gross Profit	4,445	5,092	6,927	7,653	6,187	7,494	6,400	7,533	9,247	10,564
Margin (%)	28.3	31.1	33.4	28.8	22.8	29.2	25.4	27.0	28.0	28.0
Employees Cost	817	902	997	1,162	1,161	1,477	1,742	1,857	2,147	2,377
Other Expenses	1,788	1,903	2,313	2,335	2,523	2,943	3,040	3,038	3,674	4,042
Total Expenditure	13,878	14,069	17,099	22,412	24,606	22,613	23,621	25,241	29,599	33,584
% of Sales	88.3	86.0	82.5	84.4	90.8	88.0	93.6	90.5	89.6	89.0
EBITDA	1,841	2,288	3,616	4,156	2,503	3,074	1,618	2,638	3,427	4,145
Margin (%)	11.7	14.0	17.5	15.6	9.2	12.0	6.4	9.5	10.4	11.0
Depreciation	436	520	594	703	830	912	1,070	1,252	1,317	1,388
EBIT	1,405	1,768	3,022	3,453	1,673	2,162	548	1,385	2,110	2,757
Int. and Finance Charges	363	332	207	139	110	65	97	188	139	68
Other Income	71	69	176	55	86	161	137	117	180	205
PBT bef. EO Exp.	1,113	1,506	2,991	3,369	1,648	2,258	588	1,315	2,150	2,894
EO Items	0	0	0	0	0	179	0	0	0	0
PBT after EO Exp.	1,113	1,506	2,991	3,369	1,648	2,438	588	1,315	2,150	2,894
Total Tax	292	381	773	875	434	612	157	330	541	728
Tax Rate (%)	26.2	25.3	25.8	26.0	26.3	25.1	26.7	25.1	25.2	25.2
Reported PAT	821	1,125	2,218	2,494	1,214	1,825	431	984	1,609	2,166
Adjusted PAT	821	1,125	2,218	2,494	1,214	1,646	431	984	1,609	2,166
Change (%)	11.7	37.0	97.2	12.4	-51.3	35.6	-73.8	128.2	63.5	34.6
Margin (%)	5.2	6.9	10.7	9.4	4.5	6.4	1.7	3.5	4.9	5.7

Consolidated - Balance Sheet										(INRm)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	900	1,100	1,100	1,106	1,106	1,106	1,106	1,106	1,106	1,106
Total Reserves	3,089	7,277	9,335	11,547	12,534	14,338	14,659	15,422	16,810	18,754
Net Worth	3,989	8,377	10,435	12,653	13,640	15,444	15,764	16,527	17,915	19,860
Total Loans	2,969	2,609	852	1,500	581	1,144	2,641	2,641	1,641	641
Deferred Tax Liabilities	149	133	133	123	137	191	193	193	193	193
Capital Employed	7,107	11,119	11,420	14,275	14,358	16,779	18,599	19,362	19,750	20,694
Gross Block	6,413	8,138	8,892	11,037	12,186	14,162	16,891	18,264	19,369	20,291
Less: Accum. Deprn.	2,782	3,302	3,896	4,599	5,429	6,341	7,411	8,663	9,981	11,369
Net Fixed Assets	3,631	4,836	4,996	6,438	6,757	7,821	9,480	9,601	9,388	8,922
Goodwill on Consolidation	3	3	3	3	3	3	3	3	3	3
Capital WIP	615	75	765	226	236	354	198	1,175	870	748
Total Investments	8	6	15	117	920	382	270	270	270	270
Current Investments	0	0	0	100	917	379	267	267	267	267
Curr. Assets, Loans&Adv.	6,082	9,181	10,049	12,606	10,626	12,673	13,243	13,430	15,279	17,675
Inventory	2,011	3,445	2,273	6,188	4,256	4,379	6,095	5,729	6,334	6,202
Account Receivables	2,504	1,797	3,308	4,346	4,150	5,849	4,229	4,672	5,534	6,322
Cash and Bank Balance	223	2,570	2,299	586	1,244	777	830	722	678	2,028
Loans and Advances	1,345	1,369	2,169	1,485	976	1,668	2,089	2,307	2,733	3,122
Curr. Liability & Prov.	3,231	2,983	4,408	5,115	4,184	4,453	4,595	5,116	6,061	6,924
Account Payables	2,152	1,808	3,144	3,986	3,202	2,491	2,611	2,884	3,416	3,903
Other Current Liabilities	985	1,042	1,131	980	825	1,758	1,730	1,952	2,312	2,641
Provisions	95	134	134	149	157	204	254	281	333	380
Net Current Assets	2,851	6,198	5,641	7,491	6,442	8,220	8,648	8,314	9,219	10,751
Appl. of Funds	7,107	11,119	11,420	14,275	14,358	16,779	18,599	19,362	19,750	20,694

Financials and valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)										
EPS	7.5	10.2	20.2	22.7	11.0	15.0	3.9	8.9	14.6	19.7
Cash EPS	27.9	36.5	62.5	71.0	45.4	56.8	33.4	49.7	65.0	79.0
BV/Share	88.6	186.1	231.8	281.1	303.0	343.1	350.3	367.2	398.0	441.3
DPS	0.0	0.0	3.5	3.5	2.0	2.0	2.0	2.0	2.0	2.0
Payout (%)	0.0	0.0	17.4	15.5	18.2	12.1	51.3	22.5	13.7	10.2
Valuation (x)										
P/E	39.9	29.1	14.8	13.1	27.0	19.9	76.0	33.3	20.4	15.1
Cash P/E	10.7	8.2	4.8	4.2	6.6	5.2	8.9	6.0	4.6	3.8
P/BV	3.4	1.6	1.3	1.1	1.0	0.9	0.9	0.8	0.7	0.7
EV/Sales	1.9	2.0	1.5	1.3	1.2	1.3	1.4	1.2	1.0	0.8
EV/EBITDA	16.1	14.3	8.7	8.1	12.5	10.7	21.3	13.1	9.8	7.5
Dividend Yield (%)	0.0	0.0	1.2	1.2	0.7	0.7	0.7	0.7	0.7	0.7
FCF per share	15.0	-1.5	13.4	-16.3	24.4	-14.0	-12.4	1.7	10.3	22.0
Return Ratios (%)										
RoE	22.9	18.2	23.6	21.6	9.2	11.3	2.8	6.1	9.3	11.5
RoCE	16.4	15.3	21.3	20.4	9.1	11.3	2.9	6.0	8.8	11.1
RoIC	16.6	17.9	26.7	23.6	9.7	11.9	2.5	6.0	9.0	11.6
Working Capital Ratios										
Fixed Asset Turnover (x)	2.5	2.0	2.3	2.4	2.2	1.8	1.5	1.5	1.7	1.9
Asset Turnover (x)	2.2	1.5	1.8	1.9	1.9	1.5	1.4	1.4	1.7	1.8
Inventory (Days)	47	77	40	85	57	62	88	75	70	60
Debtor (Days)	58	40	58	60	56	83	61	61	61	61
Creditor (Days)	50	40	55	55	43	35	38	38	38	38
Leverage Ratio (x)										
Current Ratio	1.9	3.1	2.3	2.5	2.5	2.8	2.9	2.6	2.5	2.6
Interest Cover Ratio	3.9	5.3	14.6	24.8	15.2	33.3	5.7	7.4	15.2	40.3
Net Debt/Equity	0.7	0.0	-0.1	0.1	-0.1	0.0	0.1	0.1	0.0	-0.1

Consolidated - Cash Flow Statement

(INRm)

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	1,113	1,506	2,991	3,369	1,648	2,258	588	1,315	2,150	2,894
Depreciation	436	520	594	703	830	912	1,070	1,252	1,317	1,388
Interest & Finance Charges	329	285	31	84	102	49	80	71	-41	-137
Direct Taxes Paid	-305	-372	-773	-875	-401	-733	-281	-330	-541	-728
(Inc)/Dec in WC	611	-1,081	77	-3,476	1,474	-2,151	-322	226	-949	-183
CF from Operations	2,184	858	2,920	-195	3,654	335	1,136	2,534	1,937	3,234
Others	3	165	0	0	-52	-6	53	0	0	0
CF from Operating incl EO	2,186	1,023	2,920	-195	3,602	329	1,189	2,534	1,937	3,234
(Inc)/Dec in FA	-834	-1,188	-1,444	-1,605	-903	-1,873	-2,556	-2,350	-800	-800
Free Cash Flow	1,353	-165	1,476	-1,800	2,699	-1,544	-1,367	184	1,137	2,434
(Pur)/Sale of Investments	0	-2,570	-8	-103	-772	593	144	0	0	0
Others	-217	80	755	1,913	193	22	66	117	180	205
CF from Investments	-1,051	-3,677	-697	205	-1,481	-1,258	-2,347	-2,233	-620	-595
Issue of Shares	0	3,394	0	5	0	0	0	0	0	0
Inc/(Dec) in Debt	-689	-371	-1,757	648	-919	560	-321	0	-1,000	-1,000
Interest Paid	-329	-282	-207	-139	-99	-46	-106	-188	-139	-68
Dividend Paid	0	-110	-385	-387	-221	0	-111	-221	-221	-221
Others	115	2,371	-145	-1,850	17	-39	1,736	0	0	0
CF from Fin. Activity	-903	5,001	-2,494	-1,723	-1,222	475	1,198	-409	-1,360	-1,290
Inc/Dec of Cash	233	2,347	-271	-1,713	899	-453	41	-108	-44	1,350
Opening Balance	-10	223	2,570	2,299	316	1,215	761	830	722	678
Other bank balance					29	16	28			
Closing Balance	223	2,570	2,299	586	1,244	777	830	722	678	2,028

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	$\geq 15\%$
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://online.reports.motilaloswal.com/Dormant/documents/List%20of%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

- 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.

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 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 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/NCDX); 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.