

SONA BLW Precision Forging

Estimate change	
TP change	
Rating change	

Bloomberg	SONACOMS IN
Equity Shares (m)	622
M.Cap.(INRb)/(USDb)	283.6 / 3.1
52-Week Range (INR)	560 / 380
1, 6, 12 Rel. Per (%)	-3/-6/-24
12M Avg Val (INR M)	1371

Financials & Valuations (INR b)

Y/E Mar	2026E	2027E	2028E
Sales	44.7	51.9	57.5
EBITDA (%)	25.0	25.1	25.2
Adj. PAT	6.7	8.0	8.9
EPS (INR)	10.8	12.8	14.3
EPS Gr. (%)	9.6	18.2	12.0
BV/Sh. (INR)	96.8	104.8	113.9
Ratios			
RoE (%)	11.5	12.7	13.1
RoCE (%)	11.2	12.3	12.7
Payout (%)	39.3	37.1	36.6
Valuations			
P/E (x)			
P/BV (x)	42.3	35.8	32.0
EV/EBITDA (x)	4.7	4.4	4.0
Div. Yield (%)	23.7	20.1	17.9
FCF Yield (%)	0.9	1.0	1.1

Shareholding pattern (%)

As On	Dec-25	Sep-25	Dec-24
Promoter	28.0	28.0	28.0
DII	40.7	40.1	31.2
FII	23.9	23.5	33.3
Others	7.4	8.4	7.6

FII Includes depository receipts

CMP:INR456

TP: INR488 (+7%)

Neutral

Strong sequential pick-up in BEV drives earnings beat

Margins stable QoQ

- SONA BLW Precision Forging (SONACOMS)' consol. PAT at INR1.8b came in above our est. of INR 1.7b, led by a better-than-expected revenue growth. Revenue beat was led by a better-than-expected pick-up in BEV revenue in 3Q.
- Supported by better-than-expected revenue growth in 3Q, we raise our earnings by 6% each for FY27E/FY28E. The global auto demand slowdown and a slower-than-expected EV transition in key markets remain the key concerns for SONACOMS. While the BEV revenue did pick up in 3Q, over a low base, it was down 14% YoY for 9MFY26. The stock at 35.8x/32.0x FY27E/FY28E appears fairly valued. **We reiterate our Neutral rating with a TP of INR488, valued at 35x Dec'27E EPS.**

Healthy sequential pick-up in BEV drives earnings beat

- SONACOMS's 3Q revenue grew 39% YoY to INR12.1b (above our estimate of INR11.3b). While YoY growth was driven by the integration of the Railways business and strong growth in traction motors, the QoQ growth was driven by a strong pick-up in BEV revenue.
- Further, BEV revenue picked up QoQ despite a 45% dip in the BEV market in North America. BEV contribution improved to 38% in 3Q from 32% in 2QY26.
- The rise in employee costs in 3Q was due to the appraisal cycle in Oct'25.
- Its margin, although contracted 180bp YoY to 25.2%, was largely flat QoQ and ahead of our estimate of 24.6%.
- Overall, EBITDA grew 30% YoY to INR3b, ahead of our estimate of INR 2.8b.
- The company has provided for INR 401m as an exceptional expense towards the new labor code impact for the prior period. The recurring impact of the same is likely to be INR40m p.a., as per its current assessment.
- Adjusted for this, PAT rose 16% YoY to INR 1.8b (above our est. of INR1.7b).
- As of 9MFY26, SONACOMS has added six new EV programs, bringing the total number of awarded programs to 64, across 33 customers.
- For 9MFY26, its revenue/EBITDA/PAT grew 19%/8%/9%.

Highlights from the management commentary

- Management expects the traction motors division to be by far the fastest-growing segment for them over the next five years.
- A likely EU-India trade deal may help drive global revenues as well for SONACOMS.
- Customer engagement in the EU and with Tier 1 OEMs has increased significantly, partly due to challenges faced by other players in the EU. Few global players in the driveline business in Europe, with revenues aggregating to EUR400-500m, are likely to shut shop. This business is likely to be redistributed within the supply chain, with SONACOMS likely to emerge as one of the major beneficiaries of the same.

- The company has added two new products in the quarter – air springs for railway coaches and a hydraulic motor controller for off-highway applications. The air spring addition in the suspension portfolio will quadruple the addressable market in the suspension systems space for railways.
- The domestic CV industry is likely to adapt a few ADAS regulations in 2027. SONACOMS, with the help of Novelis, has developed ADAS-based systems for both in-cabin and outside sensing applications that will help OEMs adapt to this regulation. Given that it is one of the first OEMs to set up a localized assembly line in India, it is likely to be among the key beneficiaries of this regulation.

Valuation and view

- Supported by better-than-expected revenue growth in 3Q, we raise our earnings by 6% each for FY27E/FY28E. The global auto demand slowdown and a slower-than-expected EV transition in key markets remain the key concerns for SONACOMS. We now expect SONACOMS to deliver a 17%/14%/13% CAGR in revenue/EBITDA/PAT over FY25-28. However, the stock at 35.8x/32x FY27E/FY28E appears fairly valued. **We reiterate our Neutral rating with a TP of INR488, valued at 35x Dec'27E EPS.**

Y/E March	Consol. Quarterly Performance (INR m)												
	FY25					FY26E				FY25	FY26E	3QE	Var (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE					
Net operating revenues	8,930	9,251	8,680	8,494	8,509	11,435	12,085	12,634	35,545	43,706	11,310	6.8	
Change (%)	22.0	17.0	11.8	-4.0	-4.7	23.6	39.2	48.7	11.6	23.0	30.3		
EBITDA	2,512	2,549	2,342	2,160	2,026	2,891	3,046	3,199	9,753	11,161	2,782	9.5	
EBITDA Margins (%)	28.1	27.6	27.0	25.4	23.8	25.3	25.2	25.3	27.4	25.0	24.6	60bp	
Depreciation	606	626	666	646	670	716	749	764	2,544	2,899	725		
EBIT	1,905	1,923	1,677	1,513	1,356	2,174	2,298	2,435	7,209	8,262	2,057	11.7	
EBIT Margins (%)	21.3	20.8	19.3	17.8	15.9	19.0	19.0	19.3	20.3	18.5	18.2		
Interest	86	106	58	52	53	52	55	55	302	214	48		
Non-Operating Income	70	210	468	522	442	170	173	202	1,269	986	250		
PBT	1,889	1,918	2,030	2,147	1,652	2,276	2,014	2,582	8,173	9,034	2,259		
Effective Tax Rate (%)	25.0	25.1	25.8	23.8	26.3	25.1	25.4	25.4	24.2	0.3	25.2		
Adjusted PAT	1,417	1,546	1,564	1,473	1,309	1,717	1,801	1,927	6,200	6,730	1,690	6.6	
Change (%)	24.0	20.2	17.1	-0.6	-7.6	13.0	16.1	27.4	27.3	8.6	9.0		



Key takeaways from the management commentary

Business update

- Growth in 3Q was driven by traction motors and the Railways business. On a QoQ basis, apart from the growth in the domestic business, a strong pick up in BEV revenue was seen, led by differential assembly business to one of their oldest EV OEMs.
- With the pick-up in BEV revenue QoQ, its contribution has now increased to 38% from 32% in 2Q. Further, BEV revenue picked up QoQ despite a 45% fall in the BEV market in North America.
- North America, which has been the largest region for SONACOMS, has halved in the current fiscal year. However, this has been largely offset by strong growth in India, whose share has now almost doubled to 55% in Q3, with Eastern markets now accounting for 58% of total revenues, up from 38% in FY25.
- Demand in India has picked up well post GST rate cuts, and demand has been driven by traction motors, commercial vehicles (CV), tractors, and railways. The CV segment is likely to sustain its growth momentum as key lead indicators for the same are in place. SONACOMS is positioned to benefit from this growth as it holds an 80-85% market share in the differential gears segment.
- A likely EU-India trade deal may also help drive global revenues as well for SONACOMS.
- The company's global market share saw a slight decrease in differential gears to 8.7% in CY25 from 8.8% in CY24 and in starter motors to 4.2% in CY25 from 4.4% in CY24. Incremental EV production growth in PVs in CY25 was driven by China, where SONACOMS has limited presence, and hence it lost some share in CY25. Outside China, SONACOMS's market share in differential gears and starter motors is likely to have increased even in CY25.
- In traction motors, SONACOMS is one of the largest players in the domestic 2W traction motor segment. Growth in traction motors has sustained, and its quick move towards LRE-based motors from HRE-based motors has helped them drive share gains. Further, they have seen a few 3W EV programs start in 3Q, and a few more are expected to commence in the coming quarters. Management expects the traction motors division to be by far the fastest-growing segment for them over the next five years.
- The "Others" segment also grew rapidly, driven by products such as steering bevel boxes, intermediate gears, epicyclic gears, trains, and input rotor shafts. This segment is expected to continue its momentum, with hydraulic motors also expected to be added to the mix.
- In January, the company received the cash under the Production-Linked Incentive (PLI) scheme.

Order book update

- The total net order book stood at INR 235b as of the end of 3Q, with EV making up 71% of the order book. 1/3rd of the order book comes from the EU.
- SONACOMS currently has 64 active programs across 33 customers, with 31 programs still in the pre-production phase. In Q3, the company added two new EV programs in India: one for a hydraulic motor controller and one from an existing 2W EV OEM.
- Customer engagement in the EU and with Tier 1 OEMs has increased significantly, partly due to challenges faced by other players in the EU. A few global players in the driveline business, with revenues aggregating to EUR400-500m, are likely to

shut shop. This business is likely to be redistributed within the supply chain, with SONACOMS likely to emerge as one of the major beneficiaries of the same.

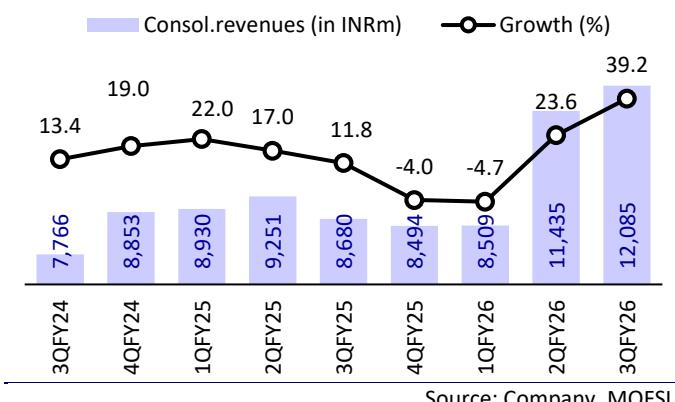
External headwinds

- China's restrictions on heavy rare earth continue, and as a result, SONACOMS has shifted to LRE motors for 2/3W and is witnessing strong growth here.
- US tariffs remain uncertain, but the administration has extended tariff relief for Medium and Heavy Commercial Vehicles (MHCV) for 5 years for USMCA-compliant products.

Technological developments and innovations

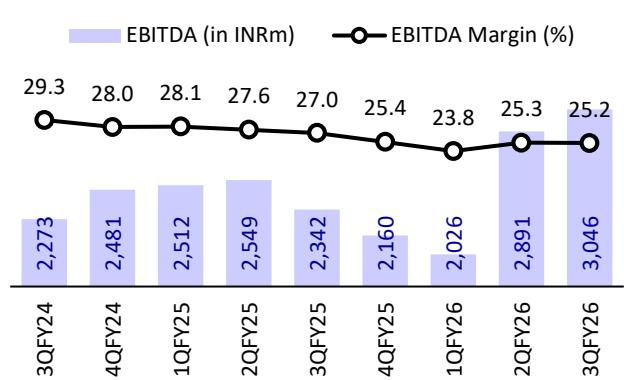
- The company has added two new products in the quarter – air springs for railway coaches and a hydraulic motor controller for off-highway applications. The air springs addition in the suspension portfolio will quadruple the addressable market in the suspension systems space for railways and provide opportunities in current high-speed trains like Rajdhani, Shatabdi, and Vande Bharat. The hydraulic motor controller for the farm equipment segment with integrated electronics helps in steering, braking, and auxiliary functions with implementation in operations like towing, ploughing, sowing, and other PTO applications.
- The domestic CV industry is likely to adapt few ADAS regulations in 2027, which include AIS 184, AIS 186, AIS 187, AIS 162, and AIS 188. SONACOMS, with Novelis, has developed an integrated radar with a vision systems module for in-cabin sensing to comply with AIS 184 regulation. The USP of this product is that it can meet multiple features beyond the current mandate. With the launch of the SMT assembly line in Chennai, SONACOMS has become one of the few automotive radar manufacturers in India. Also, the first ever -In-cabin radar mass production in India will happen at SONACOMS's plant in H2CY26.
- For exterior sensing as well, they have developed a radar platform for all-around radar perception with 180 degree field of View Sensors, offering a significant cost advantage to prospective customers

Exhibit 1: Trend in revenue

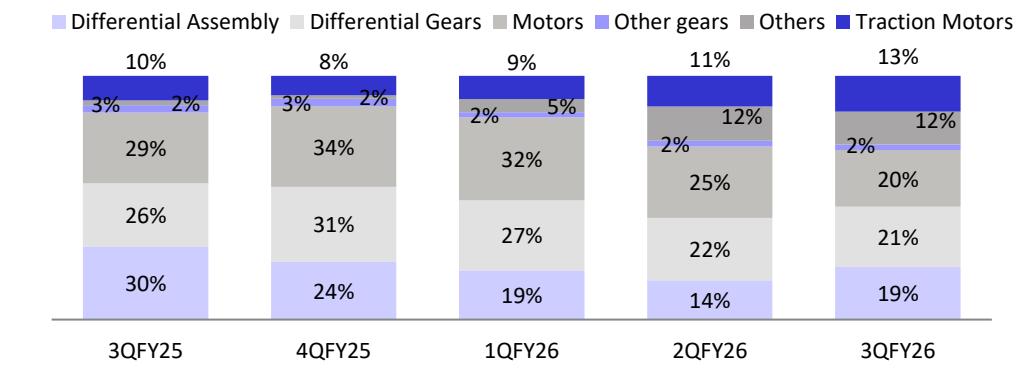


Source: Company, MOFSL

Exhibit 2: EBITDA and EBITDA margin trends



Source: Company, MOFSL

Exhibit 3: Revenue breakup for SONACOMS


Source: Company, MOFSL

Valuation and view

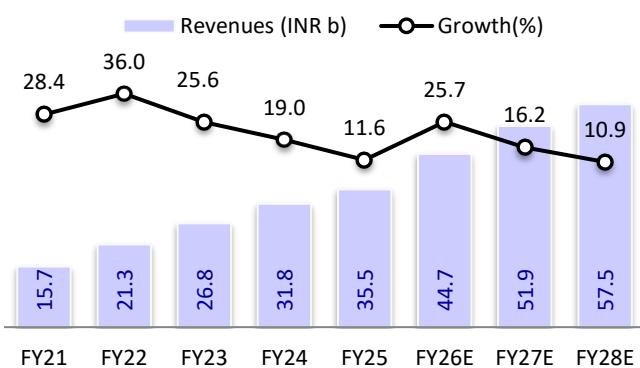
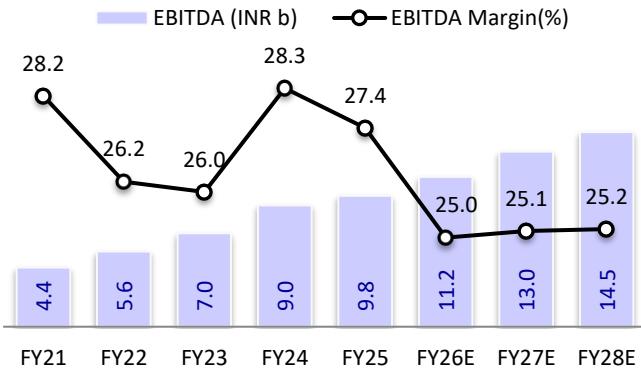
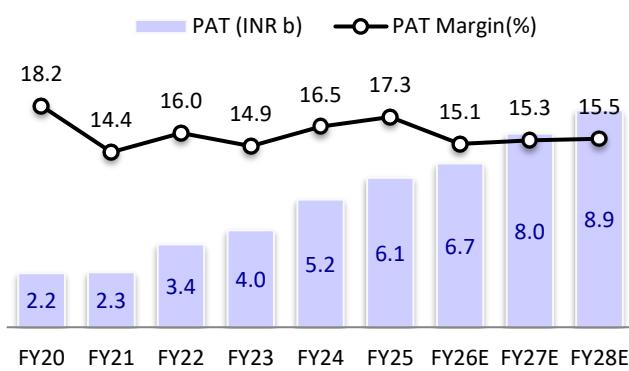
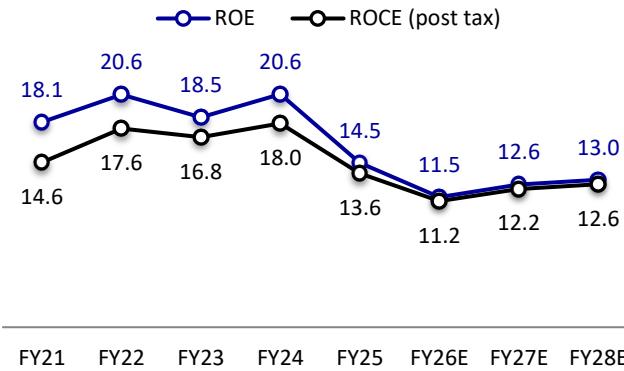
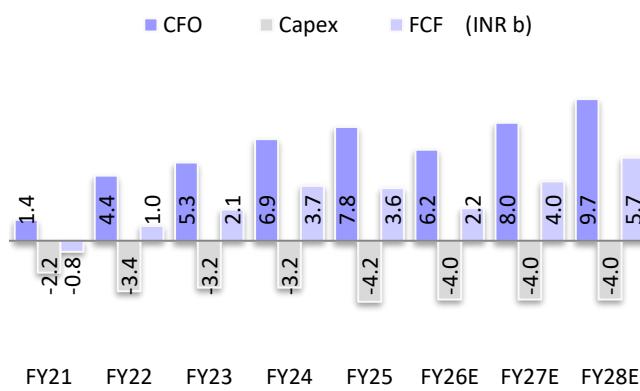
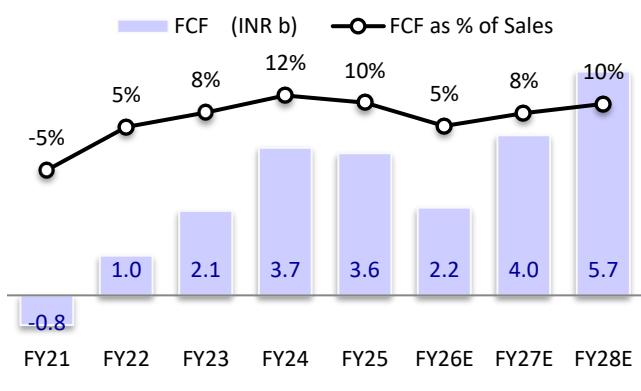
- **Best proxy on global megatrends of electrification and premiumization:** SONACOMS offers a clean global play on the megatrends of electrification and premiumization. It is truly a global player with a presence across the key markets of North America (~28%), India (~49%), the EU (~18%), and Asia (ex-India; ~5%). It is a dominant player in the Indian differential gears market (55-60% share in PVs, 80-90% share in CVs, and 75-85% share in tractors) and has been gaining market share globally in key product segments – differential gears (8.7% in CY25 vs. 8.1% in CY23) and starter motors (4.2% in CY25 vs. 4.2% in CY23). Its product portfolio of differential gears, motors, and sensors is on the right side of the auto industry evolution, with a substantial increase in content in EV products. It is also well-prepared for EV-specific components such as traction motors, controllers, and 48V BSG. It also benefits from the structural premiumization trend observed across segments – PVs (SUVs, 4WDs, BEVs), CVs (MAVs), and tractors (higher HP, 4WDs). The BEV segment already contributed 33% of revenue in 9MFY26 (vs. 36%/29%/26%/25% in FY25/FY24/FY23/FY22) and accounted for 71% of the order book.
- **Investing in R&D for future growth:** Its approach is to own the technology to capture the maximum value and offer the best products to its customers. Management indicated an increase in R&D spending in FY25 by ~100bp to ~3.3-3.4% of revenue, signifying its sustained focus on product innovation. Its technology roadmap focuses on developing new products, which help the company increase its share from EVs, as well as be on top of upcoming trends and reduce dependence on ICE vehicles. SONACOMS is among the few players that are well placed to combine their motor-driveline capabilities to offer integrated drive units with three key components: differential assembly, high-voltage traction motors, and high-voltage inverters.
- **Slowdown in EV transition globally remains the key concern:** It is now a well-known fact that the EV transition in key regions, especially the US and Europe, is slowing down. While BEV revenue did pick up in 3Q over a low base, it was still down 14% YoY for 9MFY26. Further, 71% of its net order book continues to be from EVs. This is in addition to the general slowdown witnessed in key auto markets like Europe. The global auto demand slowdown and a slower-than-expected EV transition in key markets remain the key concerns for SONACOMS.

- **Foray into the railway equipment business:** SONACOMS has acquired Escorts Kubota's railway equipment division (RED) for an EV of INR16b. Escorts Kubota was the market leader in the railway brake system. While the acquisition is EPS-accretive for the company from the first year, we view this as an unrelated acquisition with minimal synergy benefits.
- **Valuation and view:** Supported by better-than-expected revenue growth in 3Q, we raise our earnings by 6% each for FY27E/FY28E. We now expect SONACOMS to deliver a 17%/14%/13% CAGR in revenue/EBITDA/PAT over FY25-28. However, the stock at 35.8x/32x FY27E/FY28E appears fairly valued. **We reiterate our Neutral rating with a TP of INR488, valued at 35x Dec'27E EPS.**

Exhibit 4: Revisions to our estimates

(INR m)	FY26E			FY27E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	44,663	43,263	3.2	51,881	48,137	7.8
EBITDA	11,161	10,669	4.6	13,042	11,957	9.1
EBITDA (%)	25.0	24.7	30bp	25.1	24.8	30bp
Net Profit	6,730	6,720	0.1	7,956	7,502	6.1

Key operating indicators

Exhibit 5: Expect steady revenue growth over FY25-28

Exhibit 6: EBITDA margin to remain under pressure

Exhibit 7: Expect 13% PAT CAGR over FY25-28

Exhibit 8: RoCE and RoE trends over the years

Exhibit 9: Capex to be funded from internal accruals

Exhibit 10: FCF should continue to improve


Financials and valuations

Income Statement								(INR m)
Y/E March	2021	2022	2023	2024	2025	2026E	2027E	2028E
Net operating income	15,663	21,306	26,756	31,848	35,545	44,663	51,881	57,522
Change (%)	28.4	36.0	25.6	19.0	11.6	25.7	16.2	10.9
EBITDA	4,410	5,591	6,958	9,021	9,753	11,161	13,042	14,485
EBITDA Margin (%)	28.2	26.2	26.0	28.3	27.4	25.0	25.1	25.2
Depreciation	969	1,420	1,780	2,202	2,544	2,899	3,295	3,691
EBIT	3,441	4,171	5,178	6,819	7,209	8,262	9,748	10,794
EBIT Margin (%)	22.0	19.6	19.4	21.4	20.3	18.5	18.8	18.8
Interest cost	325	183	169	258	302	214	206	198
Other Income	23	200	116	239	1,269	986	1,138	1,362
Non-recurring Exp/(Inc)	139	-267	34	87	193	510	0	0
PBT after EO	3,000	4,456	5,091	6,713	7,983	8,524	10,680	11,958
Effective Tax Rate (%)	28.3	18.9	22.4	22.9	24.9	25.5	25.5	25.5
Reported PAT	2,152	3,615	3,953	5,178	5,997	6,350	7,956	8,908
Adj. PAT	2,251	3,399	3,979	5,245	6,142	6,730	7,956	8,908
Change (%)	1.5	51.0	17.1	31.8	17.1	9.6	18.2	12.0
Balance Sheet								(INR m)
Y/E March	2021	2022	2023	2024	2025	2026E	2027E	2028E
Sources of Funds								
Share Capital	5,730	5,844	5,854	5,864	6,217	6,217	6,217	6,217
Reserves	7,309	14,159	17,048	20,639	48,731	52,439	57,442	63,086
Minority interest	0	0	0	1,498	1,499	1,499	1,499	1,499
Net Worth	13,039	20,003	22,902	28,001	56,447	60,155	65,159	70,803
Deferred Tax	1,260	884	876	1,261	1,252	1,252	1,252	1,252
Loans	3,052	704	2,175	2,331	2,022	2,022	2,022	2,022
Other non-current liabilities	721	698	661	2,200	2	2	2	2
Capital Employed	18,073	22,288	26,614	33,793	59,723	63,431	68,435	74,079
Application of Funds								
Gross Fixed Assets	6,395	9,382	12,889	16,323	20,411	24,411	28,411	32,411
Less: Depreciation	1,353	2,189	3,245	4,808	6,680	9,120	11,957	15,190
Net Fixed Assets	5,042	7,193	9,644	11,515	13,731	15,290	16,453	17,221
Intangibles	5,948	5,995	6,122	6,704	6,868	6,868	6,868	6,868
Amortisation	582	1,105	1,647	2,232	2,844	3,302	3,760	4,218
Net Intangibles	5,366	4,890	4,474	4,472	4,023	3,565	3,108	2,650
Capital WIP	832	1,474	911	3,636	4,195	4,195	4,195	4,195
Goodwill on consolidation	1,758	1,758	1,758	3,518	3,518	3,518	3,518	3,518
Investments	0	65	2,326	417	11,182	4,958	7,958	10,958
Curr. Assets, L & Adv.	8,750	10,577	11,485	15,090	28,721	39,215	41,694	44,952
Inventory	3,056	3,634	3,229	3,475	3,487	4,381	5,089	5,643
Sundry Debtors	4,170	4,452	6,089	6,483	7,052	8,861	10,293	11,412
Cash & Bank Balances	276	773	698	2,742	10,475	17,046	16,069	16,627
Loans & Advances	15	65	92	110	540	122	142	158
Others	1,234	1,654	1,376	2,281	7,168	8,805	10,101	11,113
Current Liab. & Prov.	3,676	3,669	3,984	4,856	5,647	7,310	8,491	9,414
Sundry Creditors	2,241	2,190	2,489	2,981	3,238	4,283	4,975	5,516
Other Liabilities	1,275	1,274	1,256	1,545	1,995	2,507	2,912	3,229
Provisions	159	206	239	330	414	520	604	670
Net Current Assets	5,075	6,908	7,501	10,235	23,074	31,905	33,203	35,538
Application of Funds	18,073	22,288	26,614	33,793	59,723	63,431	68,435	74,079

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	2021	2022	2023	2024	2025	2026E	2027E	2028E
Basic (INR)								
EPS	3.9	5.8	6.8	8.9	9.9	10.8	12.8	14.3
EPS Growth (%)	-91.6	48.0	16.9	31.6	10.5	9.6	18.2	12.0
Cash EPS	5.4	8.6	9.8	12.6	13.7	14.9	18.1	20.3
Book Value per Share	22.8	34.2	39.1	47.7	90.8	96.8	104.8	113.9
DPS	18.9	0.8	1.5	3.1	3.8	4.3	4.8	5.3
Payout (Incl. Div. Tax) %	504.1	12.4	22.7	34.7	38.9	41.6	37.1	36.6
FCF (INR/sh)	-1.3	1.7	3.6	6.4	5.8	3.6	6.5	9.1
Valuation (x)								
P/E	122.4	82.7	70.8	53.8	49.0	42.3	35.8	32.0
EV/EBITDA	63.1	50.4	40.4	31.4	28.8	23.7	20.1	17.9
EV/Sales	17.8	13.2	10.5	8.9	7.9	5.9	5.1	4.5
Price to Book Value	21.1	14.1	12.3	10.1	5.3	4.7	4.4	4.0
Dividend Yield (%)	3.9	0.2	0.3	0.6	0.8	0.9	1.0	1.1
FCF Yield (%)	-0.3	0.4	0.8	1.3	1.2	0.8	1.4	2.0
Profitability Ratios (%)								
RoE	18.1	20.6	18.5	20.6	14.5	11.5	12.7	13.1
RoCE (post-tax)	14.6	17.6	16.8	18.0	13.6	11.2	12.3	12.7
RoIC	16.2	18.3	18.9	21.2	17.8	17.3	18.8	19.5
Turnover Ratios								
Debtors (Days)	97	76	83	74	72	72	72	72
Inventory (Days)	71	62	44	40	36	36	36	36
Creditors (Days)	52	38	34	34	33	35	35	35
Working Capital (Days)	116	101	93	80	75	73	73	73
Asset Turnover (x)	0.9	1.1	1.1	1.1	0.8	0.7	0.8	0.8
Leverage Ratio								
Net Debt/Equity (x)	0.2	0.0	0.0	0.0	-0.3	-0.3	-0.3	-0.4

Cash Flow Statement

Y/E March	2021	2022	2023	2024	2025	2026E	2027E	2028E
Profit before Tax	3,000	4,456	5,091	6,713	7,983	8,524	10,680	11,958
Depreciation & Amort.	969	1,420	1,780	2,202	2,544	2,899	3,295	3,691
Direct Taxes Paid	-528	-544	-1,102	-1,553	-1,740	-2,174	-2,723	-3,049
(Inc)/Dec in Working Capital	-2,070	-890	-630	-644	-556	-2,261	-2,274	-1,777
Interest/Div. Received	-29	-179	-112	-209	-805	-986	-1138	-1362
Other Items	85	183	307	418	326	214	206	198
CF after EO Items	1,427	4,446	5,333	6,928	7,752	6,217	8,045	9,658
(Inc)/Dec in FA+CWIP	-2,180	-3,438	-3,196	-3,191	-4,155	-4,000	-4,000	-4,000
Free Cash Flow	-753	1,008	2,136	3,736	3,597	2,217	4,045	5,658
Interest/dividend received	22	179	31	204	602	986	1,138	1,362
(Pur)/Sale of Invest.	598	-275	-2,450	-1,724	-14,070	6,225	-3,000	-3,000
CF from Inv. Activity	-1,561	-3,534	-5,615	-4,711	-17,623	3,211	-5,862	-5,639
Inc/(Dec) in Debt	504	-2,954	1,471	94	-2,199	0	0	0
Interest Paid	-246	-92	-12	-173	-96	-214	-206	-198
Dividends Paid	-904	-450	-1,199	-1,793	-1,892	-2,642	-2,953	-3,264
Others	-21	-170	-113	84	23,623	0	0	0
CF from Fin. Activity	-667	-625	187	-1,747	19,436	-2,857	-3,159	-3,462
Inc/(Dec) in Cash	-800	287	-95	469	9,565	6,571	-977	557
Add: Beginning Balance	1,050	249	536	441	910	10,475	17,046	16,069
Closing Balance	249	536	441	910	10,475	17,046	16,069	16,627

E: 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

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 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 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 profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

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

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

Registration granted by SEBI, enlistment as RA with Exchange and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors
Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com
Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

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

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

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