

Torrent Pharma

Estimate change	↔
TP change	↑
Rating change	↔

CMP: INR4,890 TP: INR4,730 (-3%) Neutral

India/US/currency benefits lead the charge

Growth momentum intact; valuation caps upside

- Torrent Pharma (TRP) delivered better-than-expected financial performance in 1QFY27, with 6%/9%/9% beat in revenue/EBITDA/PAT. The beat was due to higher growth in domestic branded formulation (DF) segment and stable growth momentum in US generics. The performance was dragged down to some extent by a muted show in Brazil and Germany. The currency tailwinds supported growth in these geographies in INR terms.
- TRP outperformed the Indian Pharma market (IPM) by a wide margin (700bp), led by healthy growth in price, volume and new launches. Specifically, the Curatio portfolio saw strong 34% YoY growth, partly driving overall DF growth for the quarter.
- Certain one-time inventory reduction impacted Brazil's CC growth; however, TRP continued to beat market growth, led by superior execution.
- New launches and favorable currency movement not only improved revenue growth but also made US business profitable for TRP.
- With the full integration of JB Chem in place, the cost synergy has already started showing benefits in margin of JB Chem business, with ~35% EBITDA margin achieved in 1QFY27.
- We largely maintain our estimates for FY27/FY28. While India and the US are on a healthy growth path, Germany business revenue remains subdued on CC basis. TRP would also be rationalizing low-margin products of JB Chem in DF and international business, which will affect overall revenue growth in the near term. We expect overall EBITDA margin to expand by 300bp, driving a 31% CAGR in EBITDA over FY26-28E. With increased depreciation and interest costs, the earnings CAGR would be lower at 23% over FY26-28E.
- We value TRP at 50x 12-month forward earnings to arrive at a TP of INR4,730. With valuation factoring in the earnings upside, we maintain Neutral rating on the stock.

Base business robust; JB Chem profitability on uptrend post acquisition

- Sales grew 54.8% YoY to INR49.2b (our est: INR46.2b). Base business revenue grew 17% YoY to INR37b. JB Chem's (consolidated from 21st Jan'26) revenue was INR12b for 1QFY27.
- Gross margin expanded 80bp to 76.4% for 1QFY27.
- EBITDA margin expanded 90bp YoY to 33.8%, majorly driven by better gross margins. Base business EBITDA margin was 33%, while JB Chem EBITDA margin was 35% for 1QFY27.
- Accordingly, EBITDA grew 59% YoY to INR16.6b (vs our est. INR15.3b). TRP's base business EBITDA grew 17% YoY to INR12.2b for the quarter.
- Adj. PAT grew 4.1% YoY to INR5.8b (vs our est. INR5.3b), majorly impacted by higher interest costs.

Bloomberg	TRP IN
Equity Shares (m)	338
M.Cap.(INRb)/(USDb)	1860 / 19.4
52-Week Range (INR)	5086 / 3480
1, 6, 12 Rel. Per (%)	4/27/33
12M Avg Val (INR M)	1621

Financials & Valuations (INRb)

Y/E March	FY26	FY27E	FY28E
Sales	139.8	194.5	220.1
EBITDA	45.7	65.7	78.7
Adjusted PAT	22.5	23.6	34.1
EBIT Margin (%)	24.7	21.5	24.3
Cons. Adj EPS (INR)	59.3	60.3	89.7
EPS Gr. (%)	15.3	1.7	48.8
BV/Sh. (INR)	495.7	586.0	714.9

Ratios

Net D-E	-18.5	17.2	3.3
RoE (%)	28.2	25.7	31.0
RoCE (%)	15.0	13.9	18.1
Payout (%)	38.1	35.2	36.1

Valuation

P/E (x)	82.2	80.8	54.3
EV/EBITDA (x)	41.0	28.3	23.2
Div. Yield (%)	0.4	0.4	0.6
FCF Yield (%)	1.5	2.2	3.7
EV/Sales (x)	13.4	9.6	8.3

Shareholding Pattern (%)

As On	Jun-26	Mar-26	Jun-25
Promoter	68.3	68.3	68.3
DII	9.8	9.1	8.7
FII	15.4	16.2	16.1
Others	6.4	6.5	6.9

FII includes depository receipts

Base business (India/US)/JB Chem addition drive overall revenue growth

- India formulations revenue grew 60% YoY to INR28.9b (59% of sales). Base business grew 19% YoY and JB Chem's DF sales grew 13% YoY in 1QFY27.
- US generics grew 36% YoY to INR4.2b; up 23% CC to USD44m (8% of sales).
- Germany sales grew 3% YoY to INR3.2b; down 9% CC to EUR29m (6% of sales).
- LATAM business grew 27% YoY to INR2.8b; up 3% CC to USD147m (6% of sales).
- ROW+CDMO sales (Base + JB Chem's revenue) stood at INR10.2b (21% of sales), up 91% YoY.

Highlights from the management commentary

- Management reiterated double-digit revenue growth for the combined India (JB) business in FY27, while the international business of JB Chem is expected to recover after integration-related changes.
- Cost synergies from JB Chem acquisition are tracking ahead of plan, with management indicating FY27 synergy realization to exceed the initial INR900m target and surpass INR1.0b.
- The JB CDMO business remains unaffected by the integration and is expected to deliver high single-digit to low double-digit CC growth in FY27.
- Management expects minor, temporary revenue disruption over the next 2-3 quarters due to JB Chem brand consolidation in India and portfolio rationalization in select international markets. Sales are expected to normalize and revive after the integration.
- The combined India field force stood at ~9,400 representatives (TRP: ~7,200; JB: ~2,200) as of 1QFY27 end. Restructuring MRs would be the key activity in FY27.
- JB's field force attrition declined to ~16% in Jun'26 from ~30% pre-acquisition.

Quarterly Performance (Consolidated)

Y/E March	FY26				FY27E				FY26	FY27E	FY27E	Var.
INRm	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE		1QE	1QE	vs Est
Net Revenues	31,780	33,020	33,030	41,970	49,210	48,637	48,031	48,642	1,39,800	1,94,521	46,249	6.4
YoY Change (%)	11.2	14.3	17.6	41.8	54.8	47.3	45.4	15.9	21.4	39.1	45.5	
EBITDA	10,470	10,830	10,880	13,560	16,640	16,099	16,042	16,928	45,740	64,849	15,262	9.0
YoY Change (%)	13.3	15.3	19.0	38.2	58.9	48.7	47.4	24.8	21.7	41.8	45.8	
Margins (%)	32.9	32.8	32.9	32.3	33.8	33.1	33.4	34.8	32.7	33.3	33.0	
Depreciation	2,010	2,040	2,060	5,080	5,930	5,982	5,907	5,982	11,190	23,801	5,225	
Interest	560	480	450	2,360	3,050	2,717	2,633	2,577	3,850	10,978	2,789	
Other Income	-370	-270	-130	-170	-120	-60	-65	-70	-940	-315	-150	
PBT before EO Expense	7,530	8,040	8,240	5,950	7,540	7,340	7,437	8,298	29,760	29,754	7,099	6.2
One-off expenses	150	130	100	660	210	0	0	0	1,040	210	0	
Rate (%)	25.2	24.9	21.7	27.7	22.1	24.5	24.2	24.0	24.7	24.4	25.0	
Reported PAT	5,480	5,910	6,350	3,640	5,660	5,542	5,637	6,306	21,380	22,285	5,324	6.3
Adj PAT	5,591	6,007	6,428	4,522	5,822	5,542	5,637	6,306	22,549	22,935	5,324	9.4
YoY Change (%)	18.7	32.6	27.8	-14.5	4.1	-7.8	-12.3	39.5	15.3	1.7	-4.8	
Margins (%)	17.6	18.2	19.5	10.8	11.8	11.4	11.7	13.0	16.1	11.8	11.5	

E: MOFSL Estimates

KPIs (Consolidated)

Y/E March	FY26				FY27E				FY26	FY27E
INRm	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE		
India formulations	18,110	18,200	17,980	22,150	28,900	27,230	26,491	26,037	76,440	1,08,658
YoY Change (%)	10.8	11.5	13.7	43.4	59.6	17.0	15.5	16.5	19.6	15.0
US generics	3,080	3,370	3,210	3,960	4,180	4,440	4,306	4,567	13,620	17,492
YoY Change (%)	18.9	25.7	18.5	31.1	35.7	31.8	34.1	15.3	23.8	28.4
Latin America	2,180	3,180	3,710	4,550	2,770	3,880	4,638	4,960	13,620	16,247
YoY Change (%)	11.2	20.9	27.5	29.6	27.1	22.0	25.0	9.0	23.8	19.3
Europe	3,080	3,030	3,040	3,330	3,180	3,394	3,435	3,663	12,480	13,672
YoY Change (%)	8.5	5.2	7.8	16.4	3.2	12.0	13.0	10.0	9.6	9.5
Others (ROW+CDMO)	5,330	5,240	5,090	7,980	10,180	9,694	9,162	9,416	23,640	38,452
YoY Change (%)	9.9	19.6	32.6	68.0	91.0	85.0	80.0	18.0	32.5	62.7
Cost Break-up										
RM Cost (% of Sales)	24.4	24.2	24.2	24.2	23.6	24.5	24.6	24.4	24.6	24.4
Staff Cost (% of Sales)	19.0	19.0	19.7	18.8	18.1	17.4	17.2	17.6	19.4	17.7
Other Cost (% of Sales)	23.7	24.0	23.2	24.7	24.4	25.0	24.8	23.2	24.3	24.5
Gross Margins(%)	75.6	75.8	75.8	75.8	76.4	75.5	75.4	75.6	75.4	75.6
EBITDA Margins(%)	32.9	32.8	32.9	32.3	33.8	33.1	33.4	34.8	32.7	33.3
EBIT Margins(%)	26.6	26.6	26.7	20.2	21.8	20.8	21.1	22.5	24.7	21.1

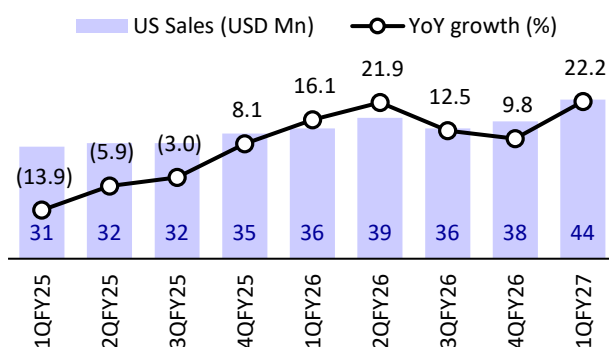
E: MOFSL Estimates

Key takeaways from the management interaction

- US business reported USD44m revenue (+23% YoY CC) in 1QFY27, driven by successful new launches and select one-time opportunities.
- Germany business reported EUR29m revenue (-9% YoY CC), impacted by third-party supply disruptions and lower tender uptake during the quarter.
- Brazil business was impacted by channel inventory correction; excluding this, management indicated the business would have delivered 15-18% CC growth in 1QFY27. Growth is expected to normalize to the mid-teens from 2QFY27 as channel inventory normalizes.
- TRP's Semaglutide franchise captured a 36% market share in India during 1QFY27 across oral and injectable formulations.
- Injectable Semaglutide faced a temporary supply disruption due to a manufacturing partner issue. Management has secured an alternate supply source and expects all SKUs to be back in the market by end-Aug'26. While sales will be impacted in Jul-Aug'26, management expects a rapid market share recovery supported by strong brand equity.
- The supply issue does not affect oral Semaglutide or reusable pen SKUs, which generated ~INR500m sales in 1QFY27 and were on track to achieve the INR2.5b FY27 sales target prior to the disruption.
- Semaglutide filing in Brazil remains under regulatory review. Management noted that the regulator is expediting Semaglutide approvals for multiple filers.

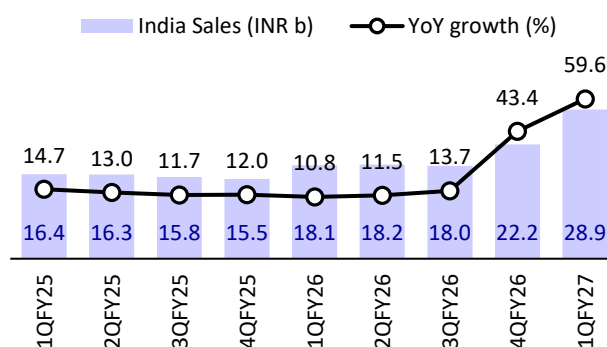
Key exhibits

Exhibit 1: US sales rose 22.2% YoY in 1QFY27 (CC terms)



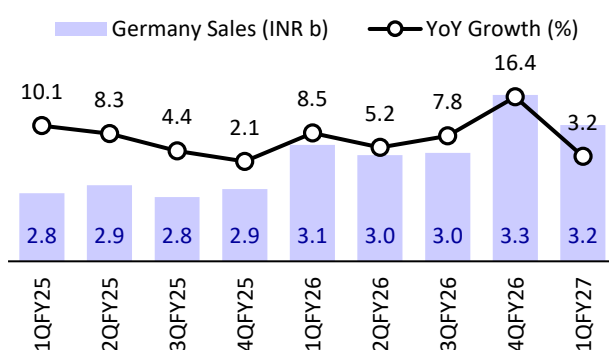
Source: MOFSL, Company

Exhibit 2: India sales grew ~59.6% YoY in 1QFY27



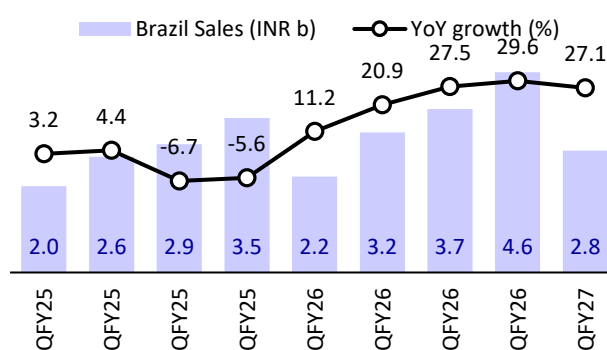
Source: MOFSL, Company

Exhibit 3: Germany sales grew 3.2% YoY in 1QFY27



Source: Company, MOFSL

Exhibit 4: Brazil's revenue grew 27.1% YoY in 1QFY27



Source: Company, MOFSL

India delivers record organic growth; international segment a mixed bag

DF – Market-leading chronic franchise and Semaglutide drive strong growth

- India revenue grew 19% YoY to INR21.6b in 1QFY27, significantly outperforming IPM growth of 12%, driven by continued strength across chronic therapies and new product launches.
- TRP strengthened its leadership position by becoming the No.1 player in the Indian cardiac market, supported by continued market share gains across its core chronic portfolio.
- Generic Semaglutide continued its strong ramp-up, achieving a 36% market share (oral and injectable combined) during the quarter, highlighting strong physician acceptance and execution.
- The acquisition of JB Pharma further strengthened TRP's domestic franchise, with the India business reporting 60% YoY growth on a consolidated basis.
- JB's India Rx business (excl. trade generics and contrast media) grew 13% YoY, adding scale across chronic therapies and expanding TRP's branded portfolio.
- Strong execution across both TRP and JB businesses further reinforces the company's leadership in the domestic branded formulations market.
- We expect a 28% CAGR in India business over FY26-28E, driven by continued chronic portfolio expansion, stable Semaglutide momentum, market share gains and integration synergies from JB Pharma.

Brazil – Underlying demand remains healthy despite channel inventory correction

- Brazil revenue grew 27% YoY to INR2.8b in 1QFY27; however, cc growth was 3% YoY (BRL147m), reflecting currency benefits in reported numbers.
- The business continued to significantly outperform the market, growing 21% vs. market growth of 5%, supported by strong performance of key brands and recent launches.
- During the quarter, TRP implemented a one-time channel inventory reduction in response to distributor requests for extended credit periods amid higher interest rates.
- Management indicated that secondary sales remained healthy, suggesting that the inventory correction was channel-led rather than demand-driven.
- TRP continues to strengthen its long-term growth prospects with 58 products under ANVISA review, providing a healthy launch pipeline.
- We expect Brazil to deliver a 21% CAGR over FY26-28, aided by normalization of channel inventory, continued market share gains and commercialization of products from its strong ANVISA pipeline.

US – New launches continue to drive growth

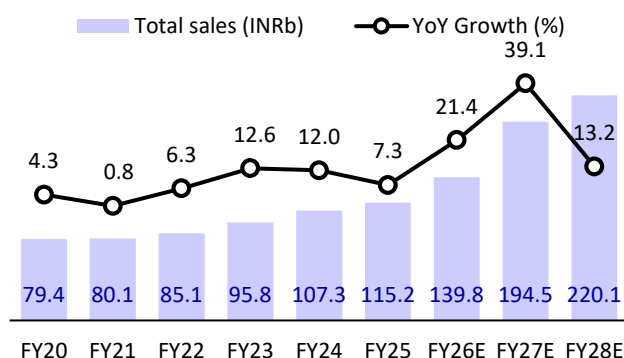
- US revenue grew 36% YoY to INR4.2b in 1QFY27; in cc, revenue increased 23% YoY to USD44m, reflecting strong underlying business momentum.
- Growth was primarily driven by new product launches that achieved targeted market share gains across key products.
- The quarter also benefited from certain one-time market opportunities, supporting stronger-than-expected sales.
- TRP continues to focus on expanding its differentiated generic portfolio through disciplined product launches in the US market.
- The company remains well positioned to leverage future launch opportunities, supported by its development pipeline and manufacturing capabilities.
- Continued execution across launches and portfolio expansion is expected to support sustained growth in the US business.
- We expect the US business to deliver 12% CAGR (in CC) over FY26-28, driven by new product launches, differentiated generic opportunities and continued expansion of the product portfolio.

Reiterate Neutral

- We largely maintain our estimates for FY27/FY28. While India and the US are on healthy growth path, Germany business revenue remains subdued on CC basis. Also, TRP would be rationalizing low margin products of JB chem in DF as well as international business, which will affect overall revenue growth in the near term. We expect overall EBITDA margin to expand by 300bp, driving a 31% CAGR in EBITDA over FY26-28. With increased depreciation and interest costs, the earnings CAGR would be lower at 23% over FY26-28.
- We value TRP at 50x 12-month forward earnings to arrive at a TP of INR4,730. With valuation factoring in the earnings upside, we maintain Neutral rating on the stock.

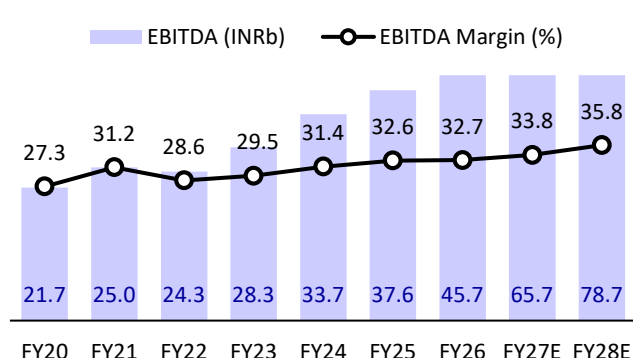
Story in charts

Exhibit 5: Expect total sales CAGR of 25% over FY26-28



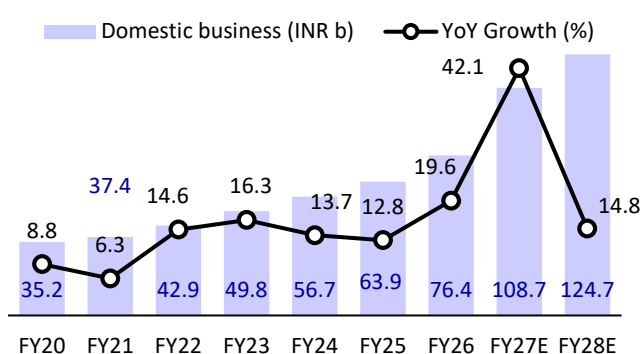
Source: Company, MOFSL

Exhibit 6: EBITDA margin to expand 170bp over FY26-28



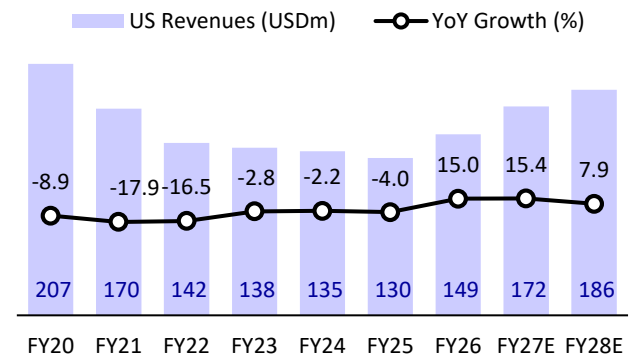
Source: Company, MOFSL

Exhibit 7: Expect 28% DF sales CAGR over FY26-28



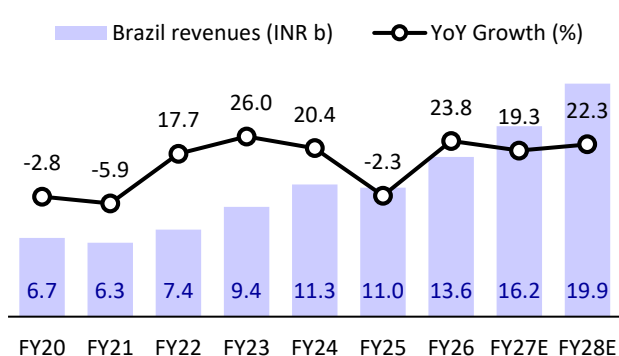
Source: Company, MOFSL

Exhibit 8: Expect 12% US sales CAGR over FY26-28



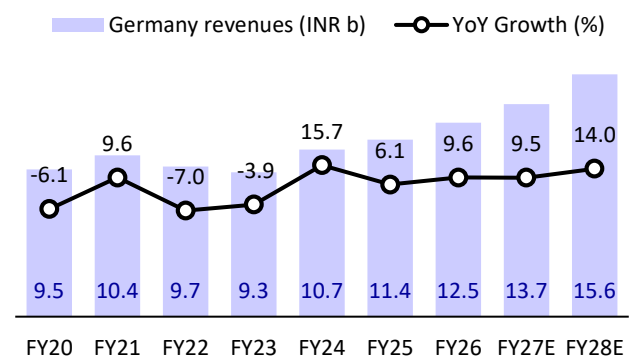
Source: Company, MOFSL

Exhibit 9: Expect ~21% Brazil sales CAGR over FY26-28



Source: Company, MOFSL

Exhibit 10: Expect 12% Germany sales CAGR over FY26-28



Source: Company, MOFSL

Financials and valuations

Income Statement						(INR m)	
Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Net Sales	85,080	95,820	1,07,280	1,15,160	1,39,800	1,94,521	2,20,116
Change (%)	6.3	12.6	12.0	7.3	21.4	39.1	13.2
EBITDA	24,310	28,288	33,680	37,580	45,740	65,709	78,741
Margin (%)	28.6	29.5	31.4	32.6	32.7	33.8	35.8
Depreciation	6,620	7,070	8,080	7,950	11,190	23,801	25,351
EBIT	17,690	21,218	25,600	29,630	34,550	41,908	53,390
Int. and Finance Charges	2,550	3,330	3,540	2,520	3,850	10,978	7,759
Other Income - Rec.	1,970	850	580	230	-940	-315	-135
PBT before EO Expense	17,110	18,738	22,640	27,340	29,760	30,614	45,496
EO Expense/(Income)	4,850	267	-880	610	1,040	-210	0
PBT after EO Expense	12,260	18,471	23,520	26,730	28,720	30,824	45,496
Current Tax	4,490	6,110	6,959	7,618	7,338	7,257	11,372
Deferred Tax	0	0	1	2	2	2	2
Tax	4,490	6,110	6,960	7,620	7,340	7,259	11,374
Tax Rate (%)	26.2	32.6	30.7	27.9	24.7	23.7	25.0
Reported PAT	7,770	12,361	16,560	19,110	21,380	23,565	34,122
Adj PAT	11,617	12,581	15,942	19,556	22,549	23,565	34,122

Balance Sheet							
Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Equity Share Capital	850	1,692	1,692	1,692	1,692	1,692	1,692
Other Reserves	58,680	60,288	66,868	74,218	82,198	97,478	1,19,277
Total Reserves	58,680	60,288	66,868	74,218	82,198	97,478	1,19,277
Net Worth	59,530	61,980	68,560	75,910	83,890	99,171	1,20,969
Deferred liabilities	-4940	-5440	-5550	2340	49720	49720	49720
Total Loans	40,180	52,970	39,380	30,260	1,47,980	1,25,340	96,340
Capital Employed	94,770	1,09,510	1,02,390	1,08,510	3,73,490	3,66,131	3,58,929
Gross Block	1,04,548	1,27,128	1,38,405	1,43,978	4,08,248	4,11,251	4,14,751
Less: Accum. Deprn.	37,298	44,368	52,448	60,398	71,588	95,511	1,20,862
Net Fixed Assets	67,250	82,760	85,957	83,580	3,36,660	3,15,740	2,93,888
Capital WIP	6,720	8,330	2,810	3,670	4,570	4,570	4,570
Investments	440	450	350	470	990	990	990
Curr. Assets	51,650	53,140	56,110	56,230	93,920	1,04,105	1,25,041
Inventory	24,620	22,300	22,790	25,410	31,380	42,838	48,215
Account Receivables	16,330	19,440	18,440	18,670	30,310	35,014	39,621
Cash and Bank Balance	4,030	5,710	8,390	5,790	11,650	3,502	12,053
Loans & Advances	6,670	5,690	6,490	6,360	20,580	22,751	25,152
Curr. Liability & Prov.	31,290	35,170	42,837	35,440	62,650	59,607	65,893
Account Payables	23,490	27,300	34,387	26,350	50,010	47,723	49,558
Provisions	7,800	7,870	8,450	9,090	12,640	11,884	16,335
Net Current Assets	20,360	17,970	13,273	20,790	31,270	44,498	59,148
Appl. of Funds	94,770	1,09,510	1,02,390	1,08,510	3,73,490	3,66,131	3,58,929

E: MOFSL Estimates

Financials and valuations

Ratios

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
EPS	30.5	33.1	41.9	51.4	59.3	60.3	89.7
Cash EPS	42.5	57.4	72.8	159.9	192.5	279.9	351.5
BV/Share	175.9	183.1	202.6	448.6	495.7	586.0	714.9
DPS	10.3	11.2	14.1	17.3	20.0	18.1	26.9
Payout (%)	54.0	36.8	34.8	37.0	38.1	35.2	36.1
Valuation (x)							
P/E	159.5	147.3	116.2	94.7	82.2	80.8	54.3
Cash P/E	114.6	84.8	66.9	30.5	25.3	17.4	13.9
P/BV	27.7	26.6	24.0	10.9	9.8	8.3	6.8
EV/Sales	19.8	17.7	15.7	14.5	13.4	9.6	8.3
EV/EBITDA	69.3	59.9	49.9	44.5	41.0	28.3	23.2
Dividend Yield (%)	0.2	0.2	0.3	0.4	0.4	0.4	0.6
FCF per Share	94.5	57.7	87.7	58.9	73.6	107.1	177.8
Return Ratios (%)							
RoE	19.7	20.7	24.4	27.1	28.2	25.7	31.0
RoCE	14.9	13.9	16.3	20.1	15.0	13.9	18.1
RoIC	16.4	16.0	19.1	22.6	11.4	9.0	11.5
Working Capital Ratios							
Asset Turnover (x)	0.9	0.9	1.0	1.1	0.4	0.5	0.6
Fixed Asset Turnover (x)	1.2	1.3	1.3	1.4	0.7	0.6	0.7
Debtor (Days)	68	68	64	59	64	61	62
Inventory (Days)	106	85	78	81	82	80	80
Working Capital Turnover (Days)	70	47	17	48	51	77	78
Leverage Ratio (x)							
Interest Cover Ratio	6.9	6.4	7.2	11.8	9.0	3.8	6.9
Debt/Equity	0.7	0.9	0.6	0.4	-18.5	17.2	3.3

76.4

Cash Flow Statement

(INR m)

Y/E March	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E
Oper. Profit/(Loss) before Tax	12,259	18,472	23,521	26,730	29,760	30,614	45,496
Depreciation/Amorisation	6,622	7,066	8,083	7,950	11,190	23,801	25,351
Interest/Dividends Recd.	2,479	3,187	3,421	2,320	3,470	11,293	7,894
Direct Taxes Paid	-4,210	-3,981	-4,981	-6,030	-8,090	-7,257	-11,372
(Inc)/Dec in WC	-3,519	-182	4,181	-2,710	-3,420	-18,449	-8,149
CF from Operations	13,631	24,561	34,224	28,260	32,910	40,002	59,221
Others Items	4,399	-880	-1,564	-2,410	-1,640	-756	4,451
CF from Operating incl EO Expense	18,030	23,681	32,661	25,850	31,270	39,246	63,672
(inc)/dec in FA	-1,958	-4,152	-2,991	-5,930	-6,360	-3,003	-3,500
Free Cash Flow	16,072	19,529	29,670	19,920	24,910	36,243	60,172
(Pur)/Sale of Investments	-348	474	331	350	1,970	0	0
Others Items	345	-19,675	1,062	180	-1,22,740	-2,171	-2,401
CF from Investments	-1,961	-23,354	-1,598	-5,400	-1,27,130	-5,174	-5,901
Inc/(Dec) in Debt	-8,464	12,434	-13,933	-9,530	1,18,670	-22,640	-29,000
Interest Paid	-2,577	-3,030	-3,710	-2,620	-4,270	-11,293	-7,894
Dividend Paid	-6,769	-8,630	-10,153	-10,830	-12,890	-8,281	-12,321
CF from Fin. Activity	-17,811	774	-27,797	-22,980	1,00,950	-42,221	-49,220
Inc/Dec of Cash	-1,742	1,101	3,265	-2,530	5,090	-8,148	8,551
Opening Balance	5,726	3,984	5,085	8,350	5,730	11,650	3,502
Add/(less) Forex in Cash/Cash eq				-90	830	0	0
Closing Cash and Cash Eq.	3,984	5,085	8,350	5,730	11,650	3,502	12,053
Total Cash and Cash Eq.	4,034	5,715	8,390	5,790	11,650	3,502	12,053

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

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

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

Disclosures

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

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

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

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

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

Regional Disclosures (outside India)

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

For Hong Kong:

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

For U.S.

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

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

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

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

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

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

The associates of MOFSL may have:

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

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

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

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

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

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

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

Grievance Redressal Cell:

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

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

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