

Bluedart Express

CMP: INR6,716 TP: INR7,840 (+17%)
Buy

BLUE DART

Stock Info

Bloomberg	BDE IN
Equity Shares (m)	24
M.Cap.(INRb)/(USDb)	159.3 / 1.9
52-Week Range (INR)	9640 / 5632
1, 6, 12 Rel. Per (%)	3/-4/-33
12M Avg Val (INR M)	182
Free float (%)	25.0

Financials Snapshot (INR b)

Y/E March	2023	2024E	2025E
Net Sales	51.7	58.0	68.7
EBITDA	6.3	6.4	8.8
Adj. PAT	3.7	3.8	5.5
EBITDA Margin (%)	12.2	11.1	12.8
Adj. EPS (INR)	154.4	159.8	233.2
EPS Gr. (%)	-11.1	3.5	45.9
BV/Sh. (INR)	531.1	630.9	804.1

Ratios

Net D/E (x)	-0.1	-0.1	-0.1
RoE (%)	33.1	27.5	32.5
RoCE (%)	35.3	29.3	34.0
Payout (%)	19.4	37.5	25.7

Valuations

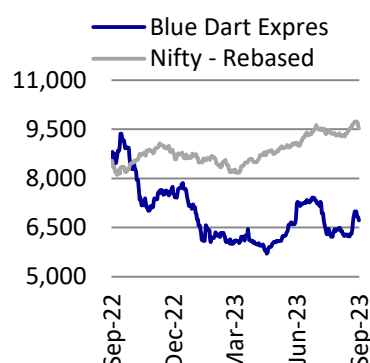
P/E (x)	43.6	42.1	28.9
P/BV (x)	12.7	10.7	8.4
EV/EBITDA (x)	24.6	23.9	17.2
Div. Yield (%)	0.4	0.9	0.9
FCF Yield (%)	1.4	2.0	2.5

Shareholding pattern (%)

As On	Jun-23	Mar-23	Jun-22
Promoter	75.0	75.0	75.0
DII	11.1	9.9	9.6
FII	4.2	4.9	3.5
Others	9.6	10.3	11.9

FII Includes depository receipts

Stock Performance (1-year)



Margins to improve with better capacity utilization, reducing disparity between Brent and ATF prices

- The recently acquired two 737-800 aircraft have been integrated into the existing aircraft network (BDE realized revenue from these new aircraft only during the last 10 days of 1QFY24). Starting from 2QFY24, we expect capacity utilization to improve significantly. As a result, we anticipate improved margin performance from the second quarter onwards.
- EBITDA margins faced challenges as ATF prices did not correct in line with Brent prices. However, over the last several months, the disparity between Brent and ATF prices has reduced, which should support margins.
- BDE enjoys a ~60% market share in the organized Air Express segment (as of FY22) and has been gaining market share in the Surface Express segment (~30% of total revenue), which is expected to grow at twice the rate of air express industry. The company continues to focus aggressively on the Surface express segment, which should support volume growth in the near to medium term.
- With the upcoming festive season, improved utilization of new aircraft and expansion of branch network, volumes are expected to register a CAGR of 13% over FY23-25. We expect EBITDA margins to gradually improve to 13% in FY25 with better capacity utilization and reducing disparity between Brent and ATF prices. We reiterate our BUY rating with a TP of INR7,840 (premised on 20x FY25E EV/EBITDA).

Utilization set to improve in BDE's newly added aircraft

- BDE added two new 737-800 aircraft of 18 tons each in the last quarter of FY23. This addition is expected to increase BDE's existing capacity by ~20%. After some regulatory clearances, these new aircraft have now been seamlessly integrated into the existing air network, and utilization is expected to improve from 2QFY24 onwards.
- BDE has been using the belly cargo capacity of passenger planes to transport shipments. With these new aircraft coming in, some parts of those belly cargo volumes would be transferred to the new aircraft. These would save costs as belly cargo costs are significantly higher especially during peak hours.
- Additionally, BDE would add new routes to the current network of seven to eight major metropolitan areas, which would support volumes further.

Margins seem to have bottomed out and could gradually improve

- Recently, BDE experienced margin pressure resulting from an unfavorable gap between Brent and ATF prices, along with the induction of two new aircraft. These new aircraft incurred startup costs and BDE only realized revenue from them during the final 10 days of 1QFY24. Consequently, these factors have had an adverse impact on margins.
- Margins are expected to improve in the coming period as a) aircraft utilization improve for new aircraft b) volumes in existing aircraft improve due to heightened demand during festive periods and c) recent reduction in the disparity between ATF prices and Brent prices.

Alok Deora - Research analyst (Alok.Deora@MotilalOswal.com)

Saurabh Dugar - Research analyst (Saurabh.Dugar@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.

Surface Express and E-commerce to be growth drivers for BDE

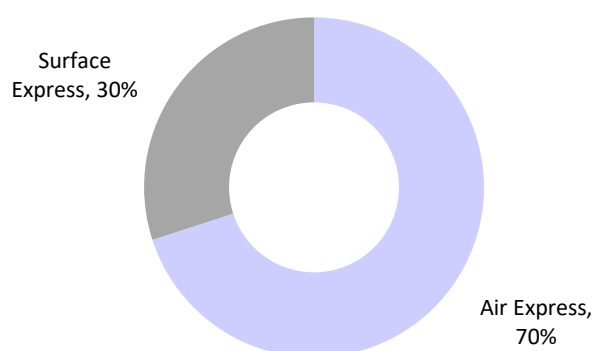
- Currently, Surface Express constitutes ~30% of the total revenue. However, this proportion is expected to increase, given the double-digit expansion in Surface Express compared to the single-digit growth in Air Express.
- Furthermore, e-commerce, which presently accounts for ~25% of revenue, remains a potent driver of growth for BDE. This is particularly evident as direct-to-consumer (D2C) businesses seek faster delivery times.
- BDE continues to gain surface express market share and is now posing a stronger challenge to other B2B express players compared to the past decade.

Valuation and view

- BDE has encountered short-term obstacles, including expenses associated with aircraft expansion, a sluggish industry environment, and elevated ATF prices. However, as the new aircraft begin operations and festive demand rises, we anticipate a surge in volume growth starting from 2QFY24.
- BDE is actively focused on increasing the contribution of the Surface Express segment, which currently stands at ~30% of the company's revenue. The company foresees the Surface Express sector growing at twice the rate of the Air Express segment, primarily driven by the cost advantage it offers.
- We expect BDE to clock a CAGR of 15%/18%/23% in revenue/EBITDA/PAT in FY23-25. We reiterate our BUY rating with a TP of INR7,840 (20x FY25E EV/EBITDA).

Higher contribution from Surface Express to drive volume growth

BDE is also looking to increase the contribution from the Surface Express segment from its current levels of ~30%. Growth in Surface Express is expected to be 2x higher than the growth in Air Express due to the cost differential between the two segments.

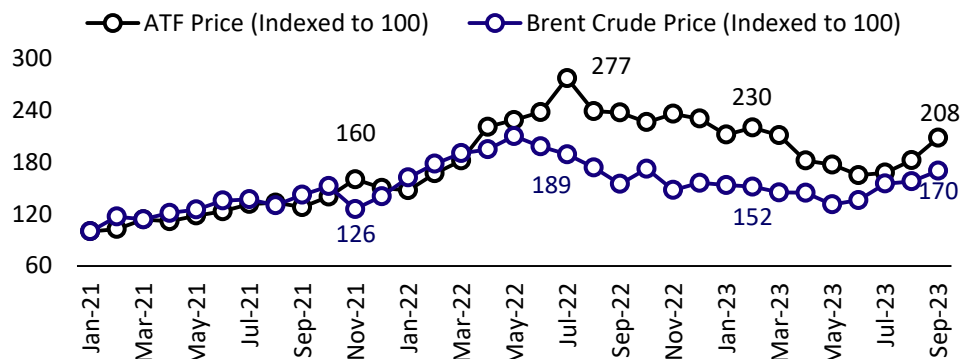
Exhibit 1: Air and Ground mix now at 70:30 (based on revenue)

Source: Company, MOFSL

Reducing disparity between Brent and ATF prices

The reduction in disparity between Brent and ATF prices in the recent months is expected to support BDE's margins.

Exhibit 2: Disparity between Brent and ATF price is reducing

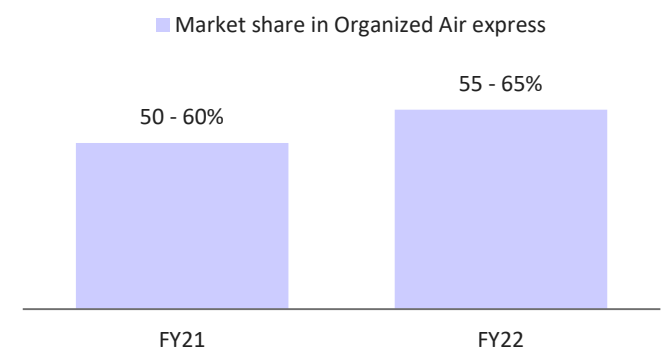


Source: IOCL, MOFSL

Market leadership in the B2B Express

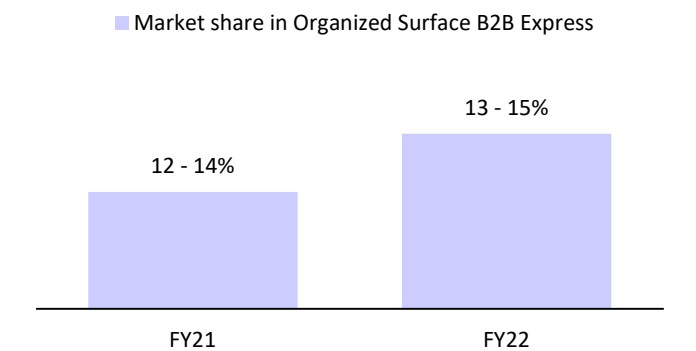
- BDE enjoys a ~60% market share in the organized Air Express segment (as of FY22). It is well placed to capitalize on the Express business opportunity.
- BDE's market share in the organized Surface B2B express segment has also increased to ~15% as the company aims to increase Surface Express contribution to its overall revenue.

Exhibit 3: Leadership of BDE in Air Express



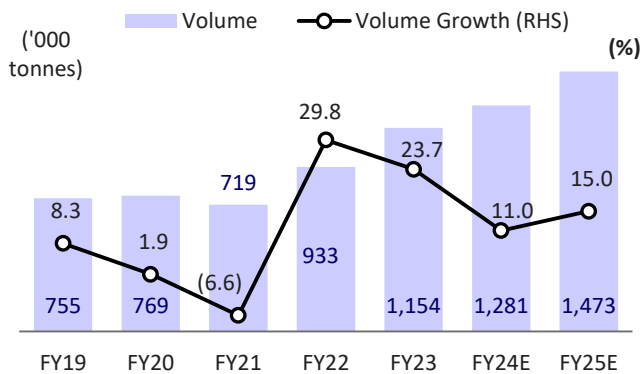
Source: Company, MOFSL

Exhibit 4: Increasing share in Surface B2B Express

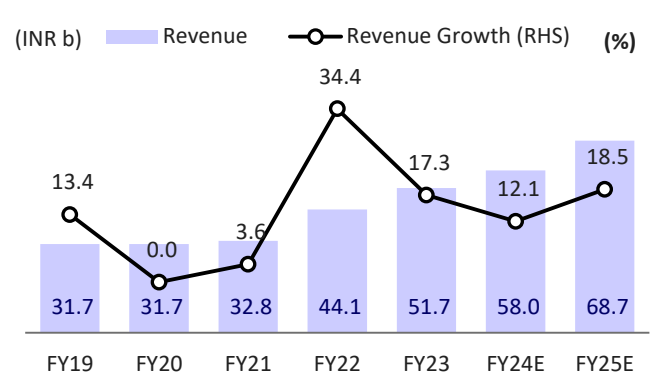


Source: Company, MOFSL

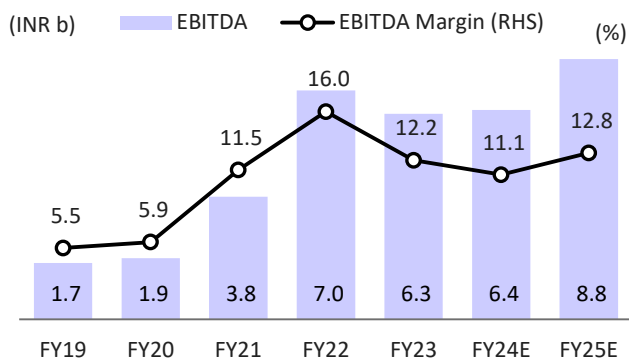
Story in charts

Exhibit 5: Volume growth to remain steady


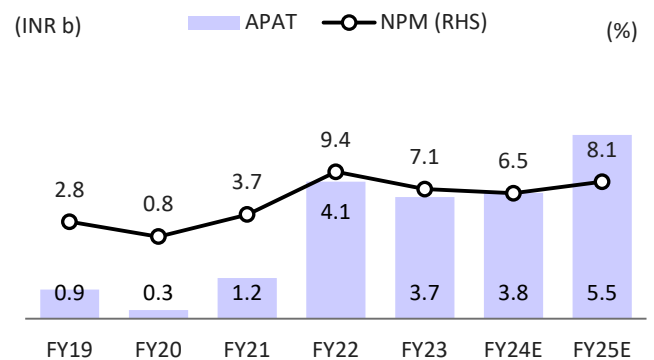
Source: Company, MOFSL

Exhibit 6: Revenue to largely mirror volume growth


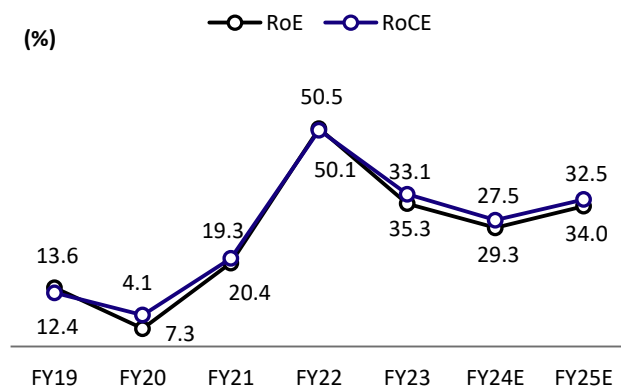
Source: Company, MOFSL

Exhibit 7: Margin to improve as costs stabilize


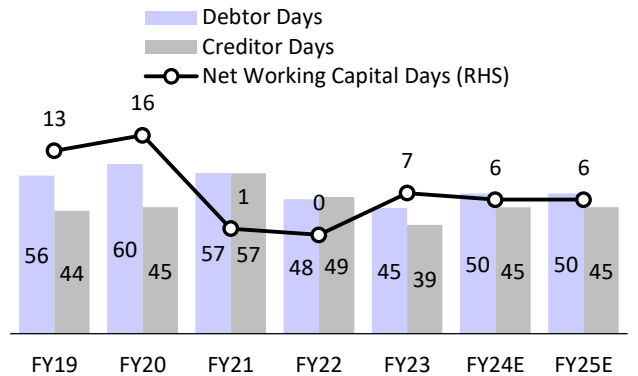
Source: Company, MOFSL

Exhibit 8: PAT to see healthy growth ahead


Source: Company, MOFSL

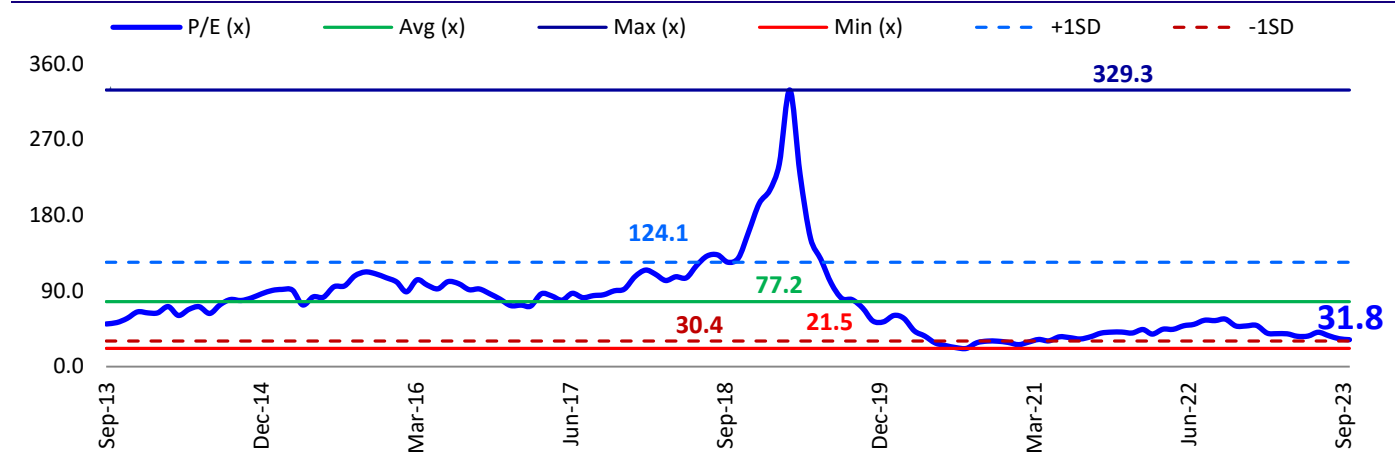
Exhibit 9: Return ratios to remain healthy


Source: Company, MOFSL

Exhibit 10: Working capital position comfortable


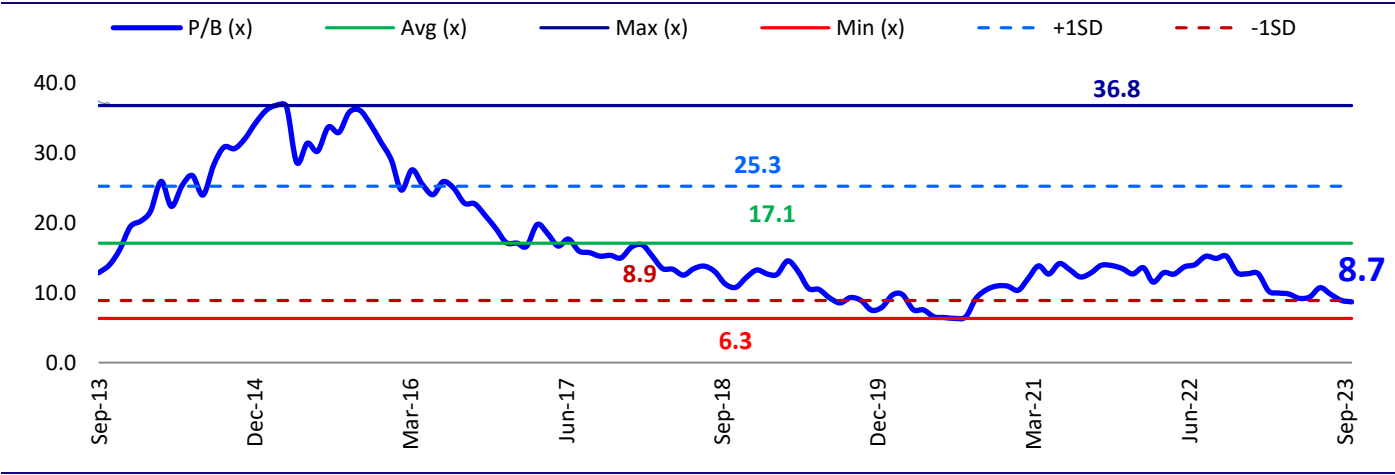
Source: Company, MOFSL

Exhibit 11: One-year forward P/E (x)



Source: Company, MOFSL

Exhibit 12: One-year forward P/B (x)



Source: Company, MOFSL

Financials and valuations

Standalone – Income Statement

Y/E March (INR m)	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Net Sales	31,655	31,664	32,797	44,090	51,722	57,986	68,684
Change (%)	13.4	0.0	3.6	34.4	17.3	12.1	18.5
Gross Margin (%)	33.4	31.8	36.2	36.4	31.1	31.3	31.2
EBITDA	1,735	1,878	3,766	7,038	6,323	6,440	8,785
Margin (%)	5.5	5.9	11.5	16.0	12.2	11.1	12.8
Depreciation	480	1,528	2,007	1,687	1,666	1,707	1,745
EBIT	1,255	350	1,760	5,351	4,656	4,733	7,040
Int. and Finance Charges	154	321	317	241	174	194	200
Other Income	182	140	127	285	505	531	557
PBT	1,284	169	1,569	5,395	4,987	5,070	7,397
Tax	408	-89	347	1,271	1,323	1,278	1,864
Effective Tax Rate (%)	31.7	NA	26.5	25.2	26.5	25.2	25.2
PAT before EO. Items	876	258	1,222	4,124	3,664	3,792	5,533
Extraordinary Items	0	641	259	360	0	0	0
Reported PAT	876	-383	963	3,764	3,664	3,792	5,533
Adjusted PAT	876	258	1,222	4,124	3,664	3,792	5,533
Change (%)	-38.4	-70.5	373.1	237.6	-11.1	3.5	45.9
Margin (%)	2.8	0.8	3.7	9.4	7.1	6.5	8.1

Standalone – Balance Sheet

Y/E March (INR m)	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	238	238	238	238	238	238	238
Total Reserves	6,410	5,597	6,554	9,311	12,366	14,735	18,844
Net Worth	6,648	5,835	6,792	9,549	12,604	14,972	19,082
Deferred Tax Liabilities	-156	-269	-284	-310	-336	-336	-336
Total Loans	1,462	750	1,425	0	0	0	0
Capital Employed	7,954	6,316	7,933	9,239	12,268	14,636	18,746
Gross Block	4,538	7,998	8,071	7,924	8,867	10,117	11,617
Less: Accum. Deprn.	1,685	2,362	3,100	3,419	3,799	5,506	7,251
Net Fixed Assets	2,853	5,636	4,972	4,505	5,068	4,612	4,367
Capital WIP	76	22	5	1	17	17	17
Total Investments	1,441	1,441	2,941	3,515	3,150	4,550	6,250
Curr. Assets, Loans, and Adv.	9,179	8,244	10,164	12,005	14,760	17,614	21,699
Inventory	59	37	58	70	78	79	94
Account Receivables	4,890	5,245	5,149	5,788	6,350	7,943	9,409
Cash and Bank Balances	2,670	985	3,077	1,829	948	1,314	2,391
Loans and Advances	119	8	0	2,501	4,504	5,050	5,981
Others	1,442	1,969	1,880	1,818	2,879	3,228	3,824
Current Liab. and Prov.	5,595	9,027	10,149	10,786	10,727	12,156	13,586
Account Payables	3,795	3,911	5,131	5,876	5,502	7,149	8,468
Other Current Liabilities	924	3,933	3,808	3,680	4,105	3,887	3,998
Provisions	877	1,183	1,211	1,230	1,120	1,120	1,120
Net Current Assets	3,584	-783	15	1,219	4,033	5,458	8,112
Application of Funds	7,954	6,316	7,933	9,239	12,268	14,636	18,746

Financials and valuations

Ratios

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Basic (INR)							
EPS	36.9	10.9	51.5	173.8	154.4	159.8	233.2
EPS growth (%)	-38.4	-70.5	373.1	237.6	-11.1	3.5	45.9
Cash EPS	57.1	75.3	136.0	244.9	224.6	231.7	306.7
BV/Share	280.1	245.9	286.2	402.4	531.1	630.9	804.1
DPS	12.5	0.0	15.0	60.0	30.0	60.0	60.0
Payout (Incl. Div. Tax, %)	40.8	-93.4	0.0	37.8	19.4	37.5	25.7
Valuation (x)							
P/E	182.4	618.8	130.8	38.7	43.6	42.1	28.9
Cash P/E	117.9	89.4	49.5	27.5	30.0	29.1	22.0
EV/EBITDA	90.6	84.2	41.2	21.9	24.6	23.9	17.2
EV/Sales	5.0	5.0	4.7	3.5	3.0	2.7	2.2
P/BV	24.0	27.4	23.5	16.7	12.7	10.7	8.4
Dividend Yield (%)	0.2	0.0	0.2	0.9	0.4	0.9	0.9
Return Ratios (%)							
RoE	13.6	4.1	19.3	50.5	33.1	27.5	32.5
RoCE	12.4	7.3	20.4	50.1	35.3	29.3	34.0
RoIC	21.9	9.2	44.8	137.9	56.8	41.9	55.9
Working Capital Ratios							
Fixed Asset Turnover (x)	7.5	5.1	4.1	5.5	6.2	6.1	6.3
Asset Turnover (x)	4.0	5.0	4.1	4.8	4.2	4.0	3.7
Inventory (Days)	1	0	1	1	1	1	1
Debtors (Days)	56	60	57	48	45	50	50
Creditors (Days)	44	45	57	49	39	45	45
Leverage Ratio (x)							
Net Debt/Equity	-0.2	0.0	-0.2	-0.2	-0.1	-0.1	-0.1

Standalone – Cash Flow Statement

Y/E March (INR m)	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
OP/(Loss) before Tax	1,284	-472	1,311	5,035	4,987	5,070	7,397
Depreciation	480	1,678	2,007	1,687	1,666	1,707	1,745
Direct Taxes Paid	-655	-551	-276	-1,261	-1,388	-1,278	-1,864
(Inc.)/Dec. in WC	472	77	1,219	360	-1,849	-659	-1,377
Other Items	-11	205	229	6	-225	-337	-357
CF from Operations	1,570	937	4,489	5,827	3,193	4,503	5,544
(Inc.)/Dec. in FA	-756	-558	-258	-517	-918	-1,250	-1,500
Free Cash Flow	814	379	4,230	5,310	2,275	3,253	4,044
Change in Investments	4	34	-3,710	-759	-1,467	-1,400	-1,700
Others	288	129	25	160	211	531	557
CF from Investments	-464	-395	-3,944	-1,115	-2,173	-2,119	-2,643
Inc./(Dec.) in Debt	-199	-712	675	-1,425	0	0	0
Dividends Paid	-358	-358	0	-949	-563	-1,424	-1,424
Others	-154	-1,155	-1,373	-1,334	-1,338	-594	-400
CF from Fin. Activity	-710	-2,225	-698	-3,708	-1,901	-2,018	-1,824
Inc./(Dec.) in Cash	395	-1,683	-153	1,004	-881	366	1,077
Opening Balance (includes Bank Bal.)	2,273	2,670	985	3,077	1,829	948	1,314
Inc/(Dec) in Bank Bal.	1	-2	2,245	-2,252	0	0	0
Closing Balance (includes Bank Bal.)	2,670	985	3,077	1,829	948	1,314	2,391

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

NOTES

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

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

Disclosures

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

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

<http://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") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

Specific Disclosures

- 1 MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- 2 MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOFSL, Research Analyst and/or his relatives do 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 director/officer/employee in the subject company
- 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 in the past 12 months
- 8 MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 9 MOFSL has not received any compensation or other benefits from 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, 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 and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

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

www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000.

Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

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

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

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