FINANCIAL SERVICES

BSE SENSEX

72,489

S&P CNX 21,996

TP: INR125 (+26%)

Buy

Bloomberg	EQUITASB IN
Equity Shares (m)	1113
M.Cap.(INRb)/(USDb)	112.2 / 1.3
52-Week Range (INR)	117 / 68
1, 6, 12 Rel. Per (%)	7/-13/14
12M Avg Val (INR M)	533
Free float (%)	100.0

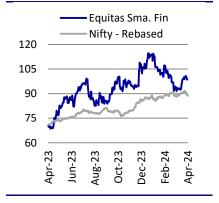
Financials & Valuation (INR b)

Y/E March	FY23	FY24E	FY25E
NII	25.4	30.9	36.8
ОР	11.8	13.7	16.1
NP	5.7	8.0	9.4
NIM (%)	9.0	8.4	8.1
EPS (INR)	4.9	7.2	8.3
BV/Sh. (INR)	46	52	58
ABV/Sh. (INR)	44	50	56
Ratios			
RoE (%)	12.2	14.6	15.1
RoA (%)	1.9	2.0	1.9
Valuations			
P/E(X)	20.4	13.8	11.9
P/BV (X)	2.1	1.9	1.7
P/ABV (X)	2.2	2.0	1.8

Shareholding pattern (%)

As On	Mar-24	Dec-23	Mar-23			
Promoter	0.0	0.0	0.0			
DII	45.2	45.7	43.0			
FII	19.5	19.6	22.7			
Others	35.3	34.8	34.3			
FII Includes depository receipts						

Stock performance (one-year)



CMP: INR99

Equitas Small Finance Bank

Growth outlook steady; RoA to sustain at ~2% Estimate 24% earnings CAGR over FY24-26

- EQUITASB has been delivering consistent performance, with steady improvements in both asset quality and return ratios. The bank is well poised to report steady operating performance, backed by robust loan growth, healthy margins, and controlled credit costs.
- The bank focuses on building a diversified loan book, with Small Business Loans (SBL), Vehicle Finance, and Housing Finance being the key business segments. Loan growth was strong at ~25% YoY in 9MFY24 and we estimate a 22% CAGR in loans over FY24-26E.
- EQUITASB has made good progress in building a granular liability franchise, with a rising mix of retail deposits. Also, the CD ratio of the bank remains comfortable at 90% (vs. ~99.5% in 3QFY23). We expect deposit traction to remain strong, led by healthy growth in retail term deposits, while CASA mix declines further.
- Asset quality has improved steadily with GNPA/NNPA ratios moderating to 2.5%/1.1% as of 3QFY24. We expect asset quality ratios to improve further and expect PCR to improve to 61% by FY26 from 56% currently.
- We estimate EQUITASB to deliver FY26E RoA/RoE of 2.0%/17.3% and value it at INR125 (1.9x FY26E ABV). Reiterate BUY.

Growth momentum remains steady; estimate 22% loan CAGR over FY24-26

EQUITASB reported a loan growth of ~25% YoY in 3QFY24. The bank has been focusing on building a diversified loan book, with SBL, Vehicle Finance, MFI and Housing Finance being the key business segments. It has posted a 29% CAGR in AUM over the past two years (9MFY22-9MFY24), led by steady trends in these segments, which together constitutes ~92% of the total AUM. EQUITASB sees continued opportunities in SBL and HF segments and expect this to be one of the key drivers of loan growth. However, MFI business is expected to grow at a more moderate pace. We estimate a 22% CAGR in loans over FY24-26E, with an overall AUM CAGR of ~25%.

Business mix well diversified; mix of unsecured loans to sustain <20%

EQUITASB has made good progress in reducing the concentration of MFI loans, which moderated to 18% of AUM in 3QFY24 from ~54% in FY16. The mix of vehicle loans has remained broadly stable at ~25%, while the mix of SBLs has increased to 37% from 18% over the similar period. The mix of housing loans too has increased and now constitutes ~12% of AUM. The bank expects the MFI mix to remain broadly stable, possibly with a slight downward trend, and the segment contributing ~15-18% of AUM. Meanwhile, the SBL mix is expected to increase further. The bank intends to grow the unsecured personal loan and credit card segments, targeting the prime segment. However, it aims to limit the overall mix of unsecured loans at <20% to maintain stability in the overall book.

Nitin Aggarwal - Research Analyst (Nitin.Aggarwal@MotilalOswal.com)

Research Analyst: Dixit Sankharva (Dixit.sankharva@motilaloswal.com) | Disha Singhal (Disha.Singhal@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.

Deposits traction robust; CD ratio improvement to continue

EQUITASB has progressed well in building a granular liability franchise and reported a 30% CAGR in total deposits over the past four years. The deposits growth is fueled by retail TDs and not bulk TDs. Also, the CD ratio of the bank has improved by ~950bp over the past one year to 90%. As per 4QFY24 business update, EQUITASB has reported 43% YoY/12% QoQ growth in deposits to INR361.3b, while CASA deposits grew 9% QoQ. The mix of retail-term deposits for the bank has also improved to 62% currently from 31% in FY18 though CASA mix has declined sharply to ~33% over the recent quarters. We estimate CASA mix to sustain at ~32%, while deposits to register a healthy CAGR of 26% over FY24-26E.

Pace of NIM moderation to ease; estimate FY26 NIM at ~8.2%

During 9MFY24, NIMs have compressed ~73bp; however, the pace of NIM decline has eased with the bank reporting 6bp QoQ moderation in margins during 3QFY24 (vs. 67bp during 1HFY24). The bank has reported a controlled 8bp QoQ increase in the cost of funds to 7.44% during 4QFY24 in its recent business update, which will limit margin damage over the coming quarters. We estimate NIMs to sustain at ~8.2% over the medium term, while the cost of funds is likely to inch up to 7.5-7.6%. With significant part of the bank's loan book being fixed rate in nature, and new loans disbursed at better yields, margin is expected to show positive trends, once the rate cycle turns and funding cost begins to recede.

Cost ratios to remain elevated due to continued business investments

The bank has been consistently investing in business by adding new branches and building digital infrastructure and capabilities, which has kept operating expenses elevated. As a result, the bank's C/I ratio increased to ~64% in 3QFY24. The bank aims to continue investing in strengthening its technological capabilities and will be more discreet with branch expansion. Accordingly, we estimate opex to stay elevated with C/I sustaining at 63% over FY26E.

Asset quality remains strong; estimate credit cost to sustain at ~1%

EQUITASB has demonstrated strong improvements in asset quality in recent years, with Ex-bucket's collection efficiency at 99.4% for MFI and 99.5% for SBLs. Slippages have moderated and recoveries and upgrades have been strong, resulting in an improvement in asset quality ratios with GNPA/NNPA at 2.5%/1.1% as of 3QFY24. We thus estimate the GNPA ratio to decline further to 2.3% by FY26E, while NNPA moderates to 0.9%, enabling credit cost to sustain at ~1%.

Valuation and view: Profitability to remain healthy; reiterate Buy

EQUITASB has been reporting a healthy operating performance over the past few quarters. AUM growth remains steady and well diversified while robust traction in deposits (led by retail TD) has ensured continued improvement in CD ratios. The bank has reported RoA/RoE of ~2%/~14.5% in 9MFY24 and aims to sustain this level of profitability. Asset quality remains strong with restructured book declining to 1% of loans from 7% last year, while PCR remains broadly stable at 56%. We estimate EQUITASB to deliver FY26E RoA/RoE of 2.0%/17.3% and value it at INR125 (1.9x FY26E ABV). We thus reiterate our BUY rating on the stock.

Growth momentum remains steady; estimate 22% loan CAGR over FY24-26

- EQUITASB reported a loan growth at ~25% YoY in 3QFY24. The bank has been focusing on building a diversified loan book, with SBL, Vehicle Finance, MFI and Housing Finance being the key business segments.
- It has posted a 29% CAGR in AUM over the past two years (9MFY22-9MFY24), led by steady trends in these segments, which together constitutes ~92% of total AUM.
- EQUITASB sees continued opportunities in the SBL and HF segments and expects this to be one of the key drivers of loan growth. However, the MFI business is expected to grow at a more moderate pace. We estimate a 22% CAGR in loans over FY24-26E, while overall AUM registers a CAGR of ~25%.

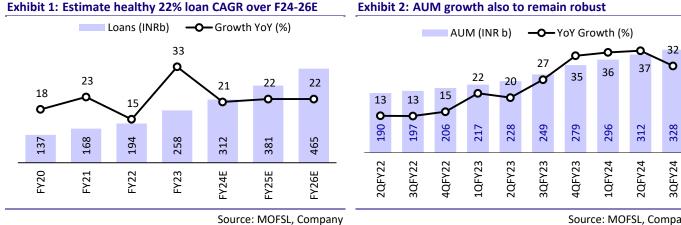
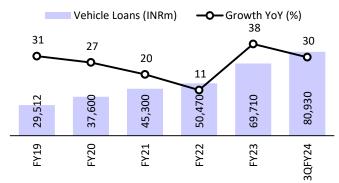


Exhibit 3: Vehicle loans grew 30% YoY in 3QFY24; expect momentum to remain healthy



Source: MOFSL, Company

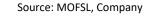
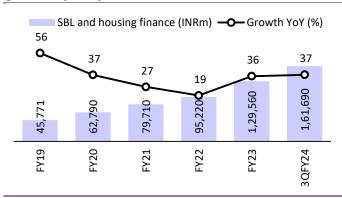


Exhibit 4: SBL and HF grew 37% YoY during 3QFY24; expect growth trajectory to remain robust



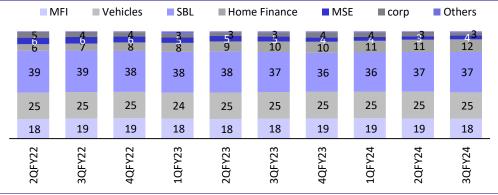
Source: MOFSL, Company

Business mix well diversified; mix of unsecured loans to sustain <20%

- EQUITASB has made good progress in reducing the concentration of MFI loans, which moderated to 18% of AUM in 3QFY24 from ~54% in FY16. The mix of vehicle loans has remained broadly stable at ~25%, while the mix of SBLs has increased to 37% from 18% over the similar period. The mix of housing loans too has increased and now constitutes ~12% of AUM.
- The bank expects the MFI mix to remain broadly stable, possibly with a slight downward trend, and the segment contributing ~15-18% of AUM. Meanwhile, the SBL mix is expected to increase further. The bank intends to grow the unsecured personal loan and credit card segments, targeting the prime segment. However, it aims to limit the overall mix of unsecured loans at <20% to maintain stability in the overall book.

The bank expects the mix of MFI loans to remain at ~15-18% going ahead





Source: MOFSL, Company

Deposits traction robust; CD ratio improvement to continue

- EQUITASB has progressed well in building a granular liability franchise and reported a 30% CAGR in total deposits over the past four years. The deposits growth is fueled by retail TDs and not bulk TDs. Also, the CD ratio of the bank has improved ~950bp over the past one year to 90%. As per 4QFY24 business update, EQUITASB has reported 43% YoY/12% QoQ growth in deposits to INR361.3b, while CASA deposits grew 9% QoQ.
- The mix of retail term deposits for the bank has also improved to 62% currently from 31% in FY18; CASA mix has declined sharply to ~33% over the recent quarters. We estimate CASA mix to sustain at ~32%, while deposits to grow at a healthy CAGR of 26% over FY24-26E.

Exhibit 6: EQUITASB has demonstrated strong capability in garnering deposits; expect to grow 26% over FY24-26E

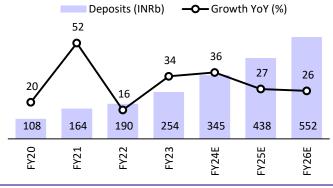
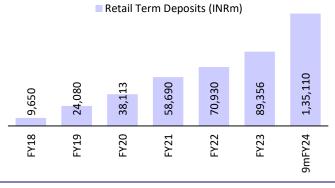


Exhibit 7: Retail term deposits have seen a healthy 56% CAGR over FY18-23 and 63% YoY growth in 3QFY24



Source: MOFSL, Company

Retail term deposits

in FY18

constitute 62% of total term

deposits in 3QFY24 vs. 31%

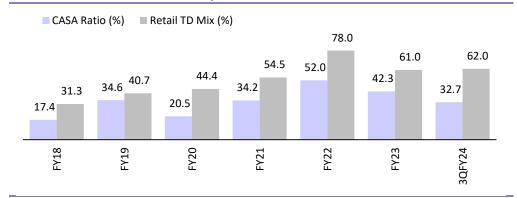


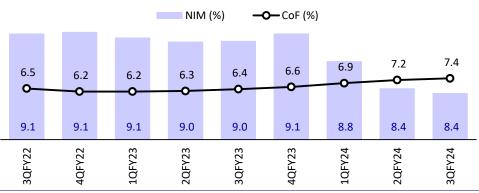
Exhibit 8: CASA ratio has seen a sharp fall to 32.7% from 52% in FY22

Source: MOFSL, Company

Pace of NIM moderation to ease; estimate FY26 NIM at ~8.2%

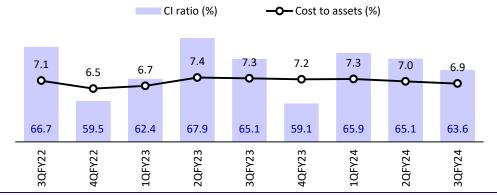
- During 9MFY24, NIMs have compressed ~73bp; however, the pace of NIM decline has eased with the bank reporting 6bp QoQ moderation in margins during 3QFY24 (vs. 67bp during 1HFY24). The bank has reported controlled 8bp QoQ increase in the cost of funds to 7.44% during 4QFY24 in its recent business update, which will limit margin damage over the coming quarters.
- We estimate NIMs to sustain at ~8.2% over the medium term, while the cost of funds is likely to inch up to 7.5-7.6%. With significant part of the bank's loan book being fixed rate in nature, and new loans disbursed at better yields, margin is expected to show positive trends, once the rate cycle turns and funding cost begins to recede.

Exhibit 9: Margin saw compression in the past few quarters due to rise in funding cost



Source: MOFSL, Company

Exhibit 10: Cost-ratios to remain elevated due to continued business investments



The bank has indicated that it will not expand its branch network, but invest in technology-related expenses going forward. We, thus, expect the C/I ratio to remain elevated at ~65% in FY25 before moderating to 63% in FY26.

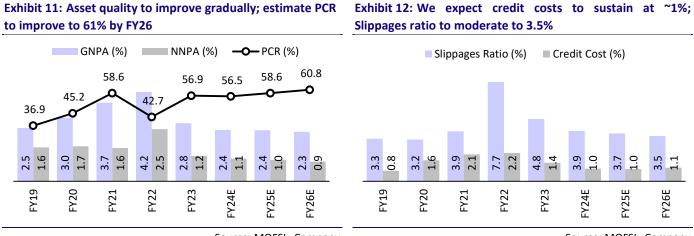
We estimate NIMs to

period.

decline to 8.1%-8.2% over FY25-26, enabling a 26% CAGR in NII over the same

Asset quality remains strong; estimate credit cost to sustain at ~1%

- EQUITASB has demonstrated strong improvements in asset quality in recent years, with Ex-bucket's collection efficiency at 99.4% for MFI and 99.5% for SBLs. Slippages have moderated and recoveries and upgrades have been strong, resulting in an improvement in asset quality ratios with GNPA/NNPA at 2.5%/1.1% as of 3QFY24.
- We thus estimate the GNPA ratio to decline further to 2.3% by FY26E, while NNPA moderates to 0.9%, enabling credit cost to sustain at ~1%.

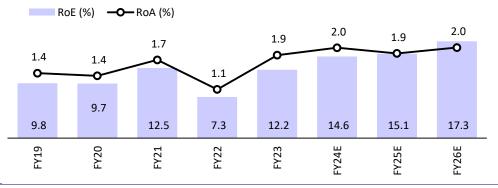


Source: MOFSL, Company

Valuation and view: Maintain BUY with a TP of INR125

- The non-MFI businesses, such as housing finance, NBFC, and Small business loans are likely to be the key growth drivers. Considering the under-penetration in these segments, EQUITASB can continue to grow at healthy rates over FY24-26E.
- EQUITASB is making strong progress on the liability front, with a focus on mass, affluent customers. It has been reporting a gradual improvement in its operating performance over the past few quarters.
- Steady AUM growth was led by healthy traction across segments, while moderation in credit cost aided earnings. As a result, the bank reported RoA/RoE of ~2%/~14.5% in 9MFY24.
- Deposit growth too remains healthy with the increase in mix of retail TD. Asset quality remains strong with restructured book declining to 1% of loans from 7% last year and PCR holding broadly stable at 56%.
- The bank has achieved a consistent RoA and aims to sustain it at ~2%. We estimate EQUITASB to deliver FY26 RoA/RoE of 2.0%/17.3% and value it at INR125 (1.9x FY26E ABV). We thus reiterate our BUY rating on the stock.





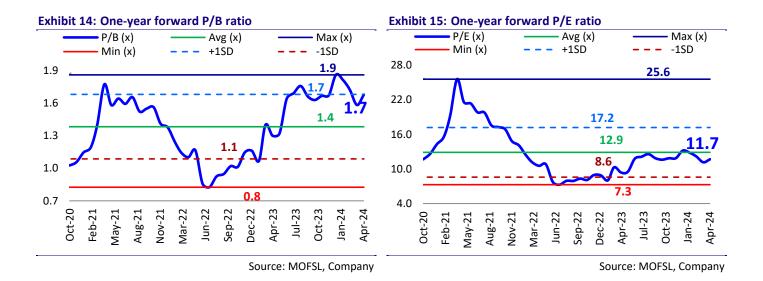


Exhibit 16: DuPont Analysis: Estimate RoE to improve to 17.3% by FY26E as leverage improves

	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Interest Income	14.5	15.1	14.5	13.4	13.4	13.7	13.7	13.7
Interest Expense	6.6	6.6	6.3	5.5	5.2	5.9	6.2	6.1
Net Interest Income	7.93	8.53	8.17	7.89	8.22	7.77	7.42	7.58
Fee income	1.92	1.59	1.70	1.92	2.09	1.83	1.77	1.73
Trading and others	0.02	0.02	0.20	0.17	0.07	0.14	0.11	0.09
Other Income	1.95	1.61	1.90	2.08	2.16	1.98	1.89	1.82
Total Income	9.87	10.14	10.07	9.97	10.38	9.75	9.31	9.40
Operating Expenses	6.94	6.73	6.04	6.60	6.58	6.30	6.06	5.92
Employees	3.79	4.05	3.60	3.48	3.54	3.37	3.24	3.15
Others	3.15	2.68	2.45	3.12	3.04	2.94	2.83	2.77
Operating Profits	2.93	3.41	4.03	3.38	3.80	3.45	3.25	3.48
Core operating Profits	2.91	3.39	3.83	3.21	3.73	3.31	3.13	3.39
Provisions	0.70	1.41	1.71	1.91	1.32	0.75	0.72	0.78
PBT	2.23	2.00	2.32	1.46	2.48	2.70	2.53	2.70
Тах	0.78	0.61	0.58	0.38	0.63	0.68	0.64	0.68
RoA	1.45	1.39	1.75	1.09	1.85	2.02	1.89	2.02
Leverage (x)	6.8	7.0	7.2	6.8	6.6	7.2	8.0	8.6
RoE	9.8	9.7	12.5	7.3	12.2	14.6	15.1	17.3

Financials and valuations

Income Statement								(INRm)
Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Interest Income	21,119	26,454	31,944	34,597	41,619	54,515	67,725	83,765
Interest Expense	9,602	11,501	13,965	14,211	16,172	23,614	30,910	37,372
Net Interest Income	11,517	14,953	17,980	20,385	25,447	30,901	36,815	46,393
Growth (%)	33.8	29.8	20.2	13.4	24.8	21.4	19.1	26.0
Non Interest Income	2,829	2,824	4,181	5,376	6,696	7,861	9,355	11,132
Total Income	14,346	17,777	22,160	25,761	32,143	38,762	46,169	57,525
Growth (%)	30.2	23.9	24.7	16.2	24.8	20.6	19.1	24.6
Operating Expenses	10,085	11,801	13,294	17,041	20,383	25,056	30,067	36,220
Pre Provision Profits	4,261	5,976	8,866	8,719	11,760	13,706	16,102	21,305
Growth (%)	93.1	40.2	48.4	-1.7	34.9	16.5	17.5	32.3
Core PPoP	4,229	5,942	8,419	8,293	11,546	13,140	15,536	20,739
Growth (%)	83.1	40.5	41.7	-1.5	39.2	13.8	18.2	33.5
Provisions (excl tax)	1,024	2,466	3,753	4,938	4,072	2,982	3,566	4,774
PBT	3,237	3,509	5,113	3,781	7,688	10,724	12,536	16,531
Тах	1,132	1,073	1,270	974	1,952	2,699	3,155	4,161
Tax Rate (%)	35.0	30.6	24.8	25.8	25.4	25.2	25.2	25.2
РАТ	2,106	2,436	3,842	2,807	5,736	8,025	9,381	12,370
Growth (%)	561.4	15.7	57.7	-26.9	104.3	39.9	16.9	31.9
Balance Sheet Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Equity Share Capital	10,059	10,534	11,393	12,520	11,106	11,316	11,316	11,316
Reserves & Surplus	12,484	16,907	22,571	29,941	40,474	47,154	54,837	65,510
Net Worth	22,543	27,441	33,963	42,462	51,579	58,469	66,153	76,825
Deposits	90,067	1,07,884	1,63,920	1,89,508	2,53,806	3,45,176	4,38,373	5,52,350
Growth (%)	60.7	19.8	51.9	15.6	33.9	36.0	27.0	26.0
of which CASA Dep	22,743	22,082	56,138	98,554	1,07,319	1,10,111	1,40,718	1,82,828
Growth (%)	38.9	-2.9	154.2	75.6	8.9	2.6	27.8	29.9
Borrowings	39,730	51,349	41,653	26,164	29,738	25,277	22,244	25,135
Other Liabilities & Prov.	5,286	6,281	7,548	11,385	14,459	16,627	19,454	22,956
Total Liabilities	1,57,626	1,92,955	2,47,085	2,69,519	3,49,581	4,45,549	5,46,223	6,77,267
Current Assets	12,606	25,368	33,787	21,325	12,443	24,450	31,322	39,269
Investments	23,445	23,425	37,052	44,498	66,646	87,306	1,14,371	1,48,682
Growth (%)	-39.2	-0.1	58.2	20.1	49.8	31.0	31.0	30.0
Loans	1,15,935	1,37,282	1,68,482	1,93,742	2,57,986	3,12,163	3,80,838	4,64,623
Growth (%)	50.4	18.4	22.7	15.0	33.2	21.0	22.0	22.0
Fixed Assets	2,373	2,128	1,851	2,004	3,791	6,445	8,379	10,892
Other Assets	3,267	4,752	5,914	7,949	8,716	15,186	11,314	13,801
Total Assets	1,57,626	1,92,955	2,47,085	2,69,519	3,49,581	4,45,549	5,46,223	6,77,267
Total AUM	1,17,043	1,53,660	1,79,250	2,05,970	2,78,610	3,37,118	4,11,284	5,01,767
Growth (%)	42.1	31.3	1,75,250	14.9	35.3	21.0	22.0	22.0
	76.1	51.5	10.7	14.5	55.5	21.0	22.0	-

Asset Quality	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
GNPA (INR m)	2,957	4,173	6,427	8,371	7,240	7,715	9,349	11,056
NNPA (INR m)	1,864	2,286	2,662	4,795	3,120	3,358	3,869	4,329
Slippage (INR m)	3,173	4,093	5,894	13,893	10,871			
GNPA Ratio	2.53	3.00	3.73	4.24	2.76	2.44	2.42	2.35
NNPA Ratio	1.61	1.67	1.58	2.47	1.21	1.08	1.02	0.93
Slippage Ratio	3.29	3.23	3.86	7.67	4.81	3.90	3.70	3.50
Credit Cost	0.81	1.61	2.07	2.19	1.43	0.97	0.95	1.05
PCR (Excl Tech. write off)	36.9	45.2	58.6	42.7	56.9	56.5	58.6	60.8

Financials and valuations

Y/E March	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Yield and Cost Ratio (%)					-			
Avg. Yield- on Earning Assets	15.5	16.0	15.3	14.6	14.8	14.9	14.8	14.8
Avg. Yield on loans	18.9	19.1	19.0	17.3	16.7	17.1	17.3	17.4
Avg. Yield on Investments	8.3	6.7	7.3	6.1	5.7	6.6	6.7	6.8
Avg. Cost of Int. Bear. Liab.	8.1	8.0	7.7	6.7	6.5	7.2	7.4	7.2
Avg. Cost of Deposits	7.0	7.5	7.1	6.4	6.1	6.8	7.1	6.9
Interest Spread	7.5	8.1	7.7	7.9	8.3	7.6	7.4	7.6
NIM (on IEA)	8.5	9.1	8.6	8.6	9.0	8.4	8.1	8.2
Capitalisation Ratios (%)								
CAR	22.4	23.6	24.2	25.2	23.8	22.7	21.5	20.9
Tier I	20.9	23.0	23.2	24.5	23.1	22.1	21.0	20.5
Tier II	1.5	1.2	1.0	0.6	0.7	0.6	0.5	0.4
CET-1	1.5	22.4	23.2	24.5	23.1	0.0	0.0	0.4
		22.7	23.2	24.5	23.1			
Business and Efficiency Ratios (%)								
Loans/Deposit Ratio	128.7	127.2	102.8	102.2	101.6	90.4	86.9	84.1
CASA Ratio	25.3	20.5	34.2	52.0	42.3	31.9	32.1	33.1
Cost/Assets	6.4	6.1	5.4	6.3	5.8	5.6	5.5	5.3
Cost/Total Income	70.3	66.4	60.0	66.2	63.4	64.6	65.1	63.0
Cost/Core income	70.5	66.5	61.2	67.3	63.8	65.6	65.9	63.6
Int. Expense/Int.Income	45.5	43.5	43.7	41.1	38.9	43.3	45.6	44.6
Fee Income/Total Income	19.5	15.7	16.8	19.2	20.2	18.8	19.0	18.4
Non Int. Inc./Total Income	19.7	15.9	18.9	20.9	20.8	20.3	20.3	19.4
Empl. Cost/Total Expense	54.7	60.1	59.5	52.7	53.8	53.4	53.4	53.2
Business per Employee (INR m)			20.1	21.8	24.9	29.1	32.6	35.8
Profit per Employee (INR m)			0.2	0.2	0.3	0.4	0.4	0.4
Investment/Deposit Ratio	26.0	21.7	22.6	23.5	26.3	25.3	26.1	26.9
G-Sec/Investment Ratio	95.7	97.9	98.0	99.2	98.1	98.1	98.1	98.1
Profitability Ratios and Valuation								
RoE	9.8	9.7	12.5	7.3	12.2	14.6	15.1	17.3
RoA	1.4	1.4	1.7	1.1	1.9	2.0	1.9	2.0
Book Value (INR)	22	26	30	34	46	52	58	68
Growth (%)	10.3	16.2	14.4	13.8	36.9	11.3	13.1	16.1
Price-BV (x)	4.4	3.8	3.3	2.9	2.1	1.9	1.7	1.5
Adjusted BV (INR)	21	25	28	31	44	50	56	65
Price-ABV (x)	4.7	4.0	3.5	3.2	2.2	2.0	1.8	1.5
EPS (INR)	2.1	2.4	3.5	2.3	4.9	7.2	8.3	10.9
Growth (%)	561.4	13.0	48.1	-33.0	106.8	47.4	15.8	31.9
Price-Earnings (x)	47.3	41.8	28.2	42.2	20.4	13.8	11.9	9.1

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 negration of Various financial products. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/List%200f%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.

Motifial 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 and integretation 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, Motial 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

- 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 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months 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 4
- Research Analyst has not served as director/officer/employee in the subject company 5
- MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months 6
- MOFSL has not received compensation for investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months 8 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, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays. This report is meant for the clients of Motilal Oswal only.

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

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

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

Grievance Redressal Cell:

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

Registration details of group entities: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/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.