

Updater Services

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	UDS IN
Equity Shares (m)	67
M.Cap.(INRb)/(USDb)	22.8 / 0.3
52-Week Range (INR)	439 / 243
1, 6, 12 Rel. Per (%)	13/-19/6
12M Avg Val (INR M)	138

Financials & Valuations (INR b)

Y/E Mar	FY25	FY26E	FY27E
Sales	27.4	32.4	37.5
EBIT	1.2	1.5	1.9
PAT	1.2	1.4	1.7
Adj PAT	1.2	1.4	1.7
EPS (INR)	17.7	20.4	25.9
EPS growth (%)	20%	15%	27%
BV/Sh (INR)	144.1	164.4	190.3

Ratios

RoE (%)	13.1	13.2	14.6
RoCE (%)	11.9	11.3	12.0

Valuations

P/E (x)	19.1	16.6	13.1
P/BV (x)	2.4	2.1	1.8

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	58.9	58.9	58.6
DII	15.4	15.0	14.0
FII	2.7	3.1	5.1
Others	23.0	23.0	22.3

CMP: INR341 **TP: INR400 (+17%)** **Buy**

A balanced quarter

IFM segment recalibrates, reiterate BUY

- Updater Services (UDS) reported a revenue growth of 12% YoY/2% QoQ to INR7.1b, in line with our estimate of ~INR7.1b. Core EBITDA margin came in at 5.0%, down 140bp YoY (vs. est. 6.4%). Consolidated adj. PAT stood at INR342m (up 9% QoQ), above our estimates of INR280m.
- The company's revenue/EBITDA/PAT grew 11.9%/9.5%/34.5% in FY25. We expect its revenue/EBITDA/adj. PAT to grow organically by 17.5%/19.9%/21.4% YoY in 1QFY26. We reiterate our BUY rating and a TP of INR400 (premised on 15x Mar'27E EPS).

Our view: Steady progress in contract mix optimization

- The IFM segment has now moved beyond the contract rationalization phase and is currently focused on streamlining its operations. The company has successfully added a healthy pipeline of new clients, with 77 new logos added in FY25. In our view, this strong client addition will support the company in achieving its targeted growth trajectory, which is aimed at being three times the GDP growth rate. Additionally, the improved contract mix is expected to enhance the quality of revenues.
- The BSS segment encountered headwinds in FY25, primarily due to disruptions in certain verticals. In response, the company is now concentrating on securing high-value contracts and expanding its client base to reduce dependency on a few segments. We believe that Denave's newly launched platform-based service will serve as a key differentiator and act as an enabler of demand. Furthermore, the company is in the process of onboarding a significant client from the BFSI sector within its Athena business. In our opinion, this move will help offset the challenges faced in some existing client engagements.
- **Margins:** The company has largely transitioned away from low-margin contracts and is continuously optimizing its contract portfolio by shifting focus to higher-margin engagements. Operating leverage, along with the changing sales mix between IFM and BSS (the latter being a higher margin segment than IFM), shall aid margins by 40-60bp over FY26/27E.

Valuation and changes to our estimates

- We broadly retain our estimates, given the solid foothold of UDS in the IFM business and the high-margin BSS business. We expect a CAGR of 17%/27% in revenue/EBITDA over FY25-27. **Reiterate BUY with a TP of INR400 (premised on 15x Mar'27E EPS). Our TP implies an 17% upside potential.**

In-line revenue but miss on margins; adds 112 logos in FY25

- Revenue was up 12% YoY and 2% QoQ to INR7.1b, in line with our estimate of ~INR7.1b.
- Revenue growth was aided by 14% YoY growth in the IFM as well as the BSS segments.

- Core EBITDA margin came in at 5%, down 140bp YoY (vs. est. 6.4%). IFM's PBT margin was up 500bp QoQ at 10.3%. BSS's PBT margin was up down 60bp QoQ to 5.6%.
- Consolidated adj. PAT stood at INR342m (up 9% QoQ), above our estimates of INR280m.
- Adj. RoCE stood at 22.1% on an annualized basis in Mar'25 vs. 22.3% in Dec'24. The company added 112 logos during FY25.
- Long-standing relationships with customers have 95%/95% retention over a five-year window in the IFM/BSS businesses.

Key highlights from the management commentary

- Management expects an overall revenue growth of 15% in FY26.
- The company is focusing on increasing cross-sales between the IFM and BSS segments to enhance synergies.
- **In IFM**, UDS completed contract rationalization and is now focused on streamlining operations. The aspiration is to grow at 3x the GDP growth rate, supported by expansion of co-working spaces and growth in automotive factories.
- **In BSS**, technology investments hurt margins in FY25; the company is now targeting high-value contracts to offset this.
- **Denave**: 85% of revenue comes from clients with 7+ years of relationship.
- **Athena** saw changes in client engagement due to technological disruptions in BFSI. While some customers are reevaluating engagement models, no clients have been lost. AI integration is a strategic priority and is expected to be a growth driver.
- The company is targeting 15% organic growth in FY26 for the BSS segment.
- Margins are expected to remain broadly stable, with a 20–30 bps YoY expansion from operating leverage.

Valuation and view

- We believe the company will benefit from the long-term trend of outsourcing non-core business operations for greater efficiency and service quality. With continued momentum in the IFM space and an inorganic growth engine in the high-margin BSS vertical, we expect UDS to deliver sustainable and profitable growth.
- We expect a CAGR of 17%/27% in revenue/EBITDA over FY25-27. Reiterate BUY with a TP of INR400 (premised on 15x Mar'27E EPS). Our TP implies an 17% upside potential.

Consolidated - Quarterly Earnings Model

(INR m)

Y/E March	FY24				FY25E				FY24	FY25	Est.	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QFY25	(%/bp)
Gross Sales	5,764	6,001	6,361	6,318	6,522	6,800	6,949	7,090	24,444	27,361	7,117	-0.4
YoY Change (%)	20.3	16.7	17.3	10.5	13.1	13.3	9.3	12.2	16.0	11.9	12.7	-40bp
Total Expenditure	5,404	5,616	5,959	5,944	6,112	6,363	6,487	6,733	22,923	25,695	6,662	1.1
Core EBITDA	360	385	401	374	409	437	462	357	1,520	1,665	456	-21.6
Margins (%)	6.3	6.4	6.3	5.9	6.3	6.4	6.7	5.0	6.2	6.1	6.4	-140bp
ESOP cost	0.0	31.7	21.7	18.9	0.0	0.0	0.0	0.0	72.3	0.0	0.0	NA
Fair value changes	31.8	57.2	31.8	-47.4	0.0	0.0	0.0	0.0	105.9	0.0	0.0	
EBITDA	329	296	348	403	409	437	462	357	1,342	1,665	456	-21.6
Margins (%)	5.7	4.9	5.5	6.4	6.3	6.4	6.7	5.0	5.5	6.1	6.4	-140bp
Depreciation	131	137	149	123	115	123	121	113	539.6	471.3	135	-16.5
Interest	56	63	42	31	34	29	20	20	192.8	103.5	21	-5.3
Other Income, net	27	27	93	56	65	69	57	166	236	357	43	288.4
PBT	169	123	250	305	326	354	378	390	846	1,447	342	14.1
Tax	45	31	44	63	69	74	67	48	183.2	257.5	61	-22.2
Rate (%)	26.7	25.2	17.7	20.7	21.3	20.8	17.7	12.3	21.7	17.8	18.0	-570bp
Minority Interest & Profit/Loss of Asso. Cos.	-5	-8	-3	-17	3	-1	3	-3	-17	2	0	
Adjusted PAT	202	197	275	194	256	280	312	342	885	1,190	280	22.0
YoY Change (%)	-22.6	-19.8	114.2	-10.3	27.2	41.8	13.5	76.1	137.9	34.5	44.3	
Margins (%)	3.5	3.3	4.3	3.1	3.9	4.1	4.5	4.8	3.6	4.3	3.9	90bp

Key Performance Indicators

Y/E March	FY24				FY25				FY24	FY25
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Segment Revenue (INR m)										
Integrated Facility Management Services	4,050	4,297	4,181	4,282	4,363	4,594	4,669	4,958	16,809	18,585
Business Support Services	1,744	1,993	2,283	2,091	2,343	2,387	2,441	2,365	8,112	9,535
PBT Margin (%)										
Integrated Facility Management Services	1.9	2.8	3.0	3.7	4.2	5.2	5.3	10.3	3.1	6.3
Business Support Services	6.0	5.1	6.2	6.9	6.6	5.8	6.2	5.6	6.0	6.0


Key highlights from the management commentary
Quarterly performance and outlook

- The company expects overall revenue growth of 15% in FY26.
- The company is focusing on increasing cross-sales between the IFM and BSS segments to enhance synergies.
- The revenue split stands at 66:34 between IFM and BSS.
- **In IFM**, the company completed contract rationalization and is now focused on streamlining operations. The aspiration is to grow at 3x the GDP growth rate, supported by expansion of co-working spaces, and growth in automotive factories.
- The key strategic focus is on securing ROCE- and margin-accretive contracts. The company added 77 logos during the FY25.
- **In BSS**, Technology investments impacted margins in FY25; the company is now targeting high-value contracts to offset this.
- FY25 was a challenging year as global clients rationalized their spending.
- This segment is now operating under tighter and more focused leadership.
- It added 35 new client logos in FY25.
- **Denave**: 85% of revenue comes from clients with 7+ years of relationship. Market disruptions from AI are seen as opportunities. Focus areas include: 1) Platform-based service – ‘Intellibank’, aimed at improving client conversion 2) outreach programs to stimulate demand.

- **Athena** saw changes in client engagement due to technological disruptions in BFSI. While some customers are reevaluating engagement models, no clients have been lost. AI integration is a strategic priority and is expected to be a growth driver.
- One client moved operations in-house, and another underwent a merger. The company is in the process of onboarding a large BFSI client. It is working to diversify the client base.
- Audit and Assurance services: This represents a huge opportunity as the segment remains largely unorganized.
- Employee Background Verification Services: Expected to deliver better margins once hiring momentum returns. The company has seen subdued hiring in IT and BFSI.
- Other income saw a sharp increase in 4QFY25 due to the revaluation of investments in one of the subsidiaries.
- The employee attrition rate is between 4% and 5% per month, which is lower than the industry average.
- The company is targeting 15% organic growth in FY26 for the BSS segment.
- Margins are expected to remain broadly stable, with a 20–30 bps YoY expansion from operating leverage.
- Global (Aviation training center): Achieved breakeven in FY25, helped by travel season activity and events like the Kumbh Mela.
- AVON: Business performance improved due to a better contract mix, leading to higher gross margins. The vision is to become a leading and cost-effective logistics partner

Valuation and view

- We see the company benefitting from the long-term trend of outsourcing non-core business operations for greater efficiency and service quality. With continued momentum in the IFM space and an inorganic growth engine in the high-margin BSS vertical, we expect UDS to deliver sustainable and profitable growth.
- We expect a CAGR of 17%/27% in revenue/EBITDA over FY25-27. **Reiterate BUY with a TP of INR400 (premised on 15x Mar'27E EPS).** Our TP implies an 17% upside potential.

Exhibit 1: Summary of our revised estimates

	Revised		Earlier		Change	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Revenue (INR m)	32,411	37,493	32,198	37,094	0.7%	1.1%
Growth (%)	18.5	15.7	17.6	15.2	90bps	50bps
EBITDA (INR m)	2,139	2,684	2,175	2,655	-1.6%	1.1%
EBITDA Margin (%)	6.6	7.2	6.8	7.2	-20bps	0bps
PAT (INR m)	1,362	1,733	1,394	1,715	-2.3%	1.1%
EPS (INR)	20.3	25.9	20.7	25.5	-1.9%	1.5%

Source: Company, MOFSL

Financials and valuation

Consolidated - Income Statement

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations	13,149	12,100	14,836	21,061	24,444	27,361	32,411	37,493
Change (%)	21.1	-8.0	22.6	42.0	16.1	11.9	18.5	15.7
Cost of services	444	306	1,348	3,469	1,020	911	1,200	1,350
Employees Cost	10,543	9,817	10,682	13,802	18,084	20,403	24,350	28,137
Other Expenses	1,577	1,309	2,032	2,792	3,998	4,381	4,722	5,321
Total Expenditure	12,564	11,432	14,062	20,063	23,101	25,695	30,272	34,809
% of Sales	95.6	94.5	94.8	95.3	94.5	93.9	93.4	92.8
EBITDA	585	668	774	998	1,342	1,665	2,139	2,684
Margin (%)	4.4	5.5	5.2	4.7	5.5	6.1	6.6	7.2
Depreciation	162	150	165	370	540	471	648	769
EBIT	423	518	609	627	803	1,194	1,491	1,915
Int. and Finance Charges	76	30	51	146	193	103	81	75
Other Income	19	63	144	60	236	357	251	300
PBT bef. EO Exp.	366	552	702	542	846	1,447	1,661	2,140
EO Items	0	0	0	0	0	0	0	0
PBT after EO Exp.	366	552	702	542	846	1,447	1,661	2,140
Total Tax	36	69	136	196	183	258	299	407
Tax Rate (%)	9.8	12.5	19.4	36.1	21.7	17.8	18.0	19.0
Minority Interest	-1	25	21	-12	-17	2	0	0
Net Income - post NCI	331	458	545	358	679	1,188	1,362	1,733
Net Income (ESOP adj)	359	523	786	851	885	1,190	1,424	1,796
Change (%)	-6.4	38.2	19.0	-34.3	89.8	74.8	14.6	27.3
Margin (%)	2.5	3.8	3.7	1.7	2.8	4.3	4.2	4.6

Consolidated - Balance Sheet

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	528	528	528	530	669	670	670	670
Total Reserves	1,910	2,393	2,929	3,349	7,791	8,977	10,339	12,072
Net Worth	2,438	2,921	3,457	3,878	8,461	9,646	11,008	12,742
Minority Interest	0	0	0	0	0	0	0	0
Total Loans	1,399	563	1,958	3,727	1,663	1,703	2,843	3,249
Deferred Tax Liabilities	31	26	108	158	117	96	96	96
Capital Employed	3,868	3,510	5,523	7,763	10,241	11,445	13,947	16,087
Net Fixed Assets	372	283	678	1,232	933	959	1,612	1,756
Goodwill on Consolidation	601	577	1,591	2,384	2,503	2,437	2,387	2,337
Other Assets	902	1,019	1,423	1,536	2,049	2,324	1,341	1,468
Total Investments	15	40	0	38	16	351	351	351
Curr. Assets, Loans&Adv.	4,156	3,875	5,053	6,980	9,846	9,804	14,025	16,734
Inventory	66	50	63	70	70	79	87	95
Account Receivables	3,342	2,689	3,475	4,277	5,039	6,082	7,015	8,115
Cash and Bank Balance	173	446	573	1,147	836	1,185	4,299	5,667
Bank Balance	74	192	137	504	671	1,146	1,146	1,146
Loans and Advances	501	498	805	982	3,230	1,313	1,479	1,711
Curr. Liability & Prov.	2,177	2,284	3,222	4,406	5,107	4,431	5,770	6,560
Account Payables	369	319	457	793	793	895	1,154	1,233
Other Current Liabilities	1,808	1,965	2,765	3,613	4,315	3,536	4,616	5,327
Provisions	0	0	0	0	0	0	0	0
Net Current Assets	1,979	1,591	1,831	2,574	4,739	5,374	8,255	10,174
Appl. of Funds	3,869	3,510	5,523	7,764	10,241	11,445	13,947	16,087

Financials and valuation

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)								
EPS	6.3	8.5	10.5	6.8	11.4	17.7	20.4	25.9
Cash EPS	9.4	11.3	13.7	13.8	20.4	24.8	30.1	37.4
BV/Share	46.2	55.3	65.5	73.2	126.4	144.1	164.4	190.3
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)								
P/E	53.5	39.6	32.1	49.8	29.7	19.1	16.6	13.1
Cash P/E	35.9	29.9	24.6	24.5	16.5	13.7	11.3	9.1
P/BV	7.3	6.1	5.1	4.6	2.7	2.4	2.1	1.8
EV/Sales	1.4	1.5	1.3	1.0	0.9	0.8	0.7	0.5
EV/EBITDA	32.4	27.3	24.4	20.4	15.6	13.9	9.9	7.5
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	-12.0	22.6	-5.2	-3.2	-2.5	-13.4	50.1	20.5
Return Ratios (%)								
RoE	13.6	17.1	17.1	9.8	11.0	13.1	13.2	14.6
RoCE	20.8	13.9	13.6	6.7	9.2	11.9	11.3	12.0
RoIC	27.5	19.0	17.8	9.4	10.2	13.2	15.7	18.7
Working Capital Ratios								
Asset Turnover (x)	3.4	3.4	2.7	2.7	2.4	2.4	2.3	2.3
Debtor (Days)	93	81	85	74	75	81	79	79
Creditor (Days)	10	10	11	14	12	12	13	12
Leverage Ratio (x)								
Net Debt/Equity	0.5	0.0	0.4	0.7	0.1	0.0	-0.2	-0.2

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	367	544	709	542	846	1,447	1,661	2,140
Depreciation	162	150	165	370	540	540	648	769
Interest & Finance Charges	217	86	220	538	274	-131	0	0
Direct Taxes Paid	-245	-125	-214	-204	-415	-468	-299	-407
(Inc)/Dec in WC	-446	630	-571	-98	-218	-879	2,567	-322
CF from Operations	55	1,285	309	1,148	1,026	508	4,577	2,181
Others	0	0	0	0	0	0	0	0
CF from Operating incl EO	55	1,285	309	1,148	1,026	508	4,577	2,181
(Inc)/Dec in FA	-685	-68	-578	-1,315	-1,175	-1,404	-1,229	-812
Free Cash Flow	-630	1,217	-269	-168	-149	-895	3,348	1,368
(Pur)/Sale of Investments	73	-115	59	-251	-2,315	1,446	0	0
Others	10	18	47	37	-74	144	0	0
CF from Investments	-602	-165	-472	-1,530	-3,564	186	-1,229	-812
Issue of Shares	0	0	0	0	3,851	2	0	0
Inc/(Dec) in Debt	612	-783	429	428	-1,228	-45	-234	0
Interest Paid	-36	-38	-95	652	-246	-257	0	0
Dividend Paid	0	0	0	0	0	0	0	0
Others	-14	-25	-45	-125	-150	-46	0	0
CF from Fin. Activity	562	-846	289	956	2,227	-345	-234	0
Inc/Dec of Cash	15	274	126	574	-311	349	3,114	1,368
Opening Balance	160	173	446	572	1,146	836	1,185	4,299
Closing Balance	175	447	572	1,146	835	1,185	4,299	5,667

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. 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%20of%20Associate%20companies.pdf>

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

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

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

Regional Disclosures (outside India)

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

For Hong Kong:

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

For U.S.

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

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

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore. This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA.

Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL.

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

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

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

7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

The associates of MOFSL may have:

financial interest in the subject company

actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.

received compensation/other benefits from the subject company in the past 12 months

any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

acted as a manager or co-manager of public offering of securities of the subject company in past 12 months

be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)

received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.

Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and 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.