

Gravita (India)

BSE SENSEX
81,445

S&P CNX
24,812

CMP: INR1,680 TP: INR2,300 (+37%)

Buy



Stock Info

Bloomberg	GRAV IN
Equity Shares (m)	74
M.Cap.(INRb)/(USDb)	124 / 1.4
52-Week Range (INR)	2700 / 1251
1, 6, 12 Rel. Per (%)	-16/-33/25
12M Avg Val (INR M)	876
Free float (%)	40.7

Financial Snapshot (INR b)

Y/E March	FY25	FY26E	FY27E
Sales	38.7	50.0	65.3
EBITDA*	4.0	5.0	6.7
EBITDA Margin (%)*	10.4	10.0	10.3
Adj. PAT	3.1	4.1	5.5
Cons. Adj. EPS (INR)	42.3	55.4	74.1
EPS Gr. (%)	22	31	34
BV/Sh. (INR)	280	335	408

Ratios (%)

Net D:E	-0.3	-0.1	0.0
RoE (%)	21.5	18.0	19.9
RoCE (%)	18.8	17.1	19.3

Valuations

P/E (x)	39.7	30.3	22.7
EV/EBITDA (x)	36.4	24.6	18.4

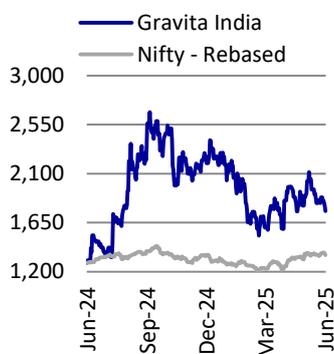
*Adjusted

Shareholding pattern (%)

As On	Mar-25	Dec-24	Mar-24
Promoter	59.3	59.3	66.5
DII	5.4	5.4	0.4
FII	15.4	15.5	12.5
Others	19.9	19.8	20.6

FII Includes depository receipts

Stock performance (one-year)



From scrap to success: Capitalizing on market diversification

Gravita India Ltd (Gravita), a prominent leader in India's recycling industry, is well-placed to leverage strong industry growth and rising momentum through its global and pan-India operations, supported by a comprehensive procurement network.

- With the implementation of Environmental Compensation (EC) for EPR non-compliance, the availability of domestic scrap has improved, leading to a 60% increase in domestic scrap sourcing by Gravita in FY25. This shift to domestic sourcing is expected to improve working capital days from 85 in FY25 to 77/76 in FY26/FY27, thereby enhancing cash flow from operations to INR3.6b/INR3.1b from INR2.8b in FY25.
- The increase in domestic scrap availability is expected to sustain as automotive battery manufacturers are now mandated to collect and recycle ~90% of the batteries placed by them three years ago in FY26 (up from ~70% in FY25). This is likely to further increase the market share of organized players.
- Furthermore, with the company's heightened emphasis on the non-lead segment, including its upcoming ventures in rubber and lithium-ion recycling (currently in the prototype phase), both operations are scheduled to commence by 1HFY26. The management is targeting a revenue CAGR of ~70% from the rubber segment over the next 3-4 years.
- This strategic expansion is expected to support the company's goal of generating 30% of its revenue from the non-lead segment by FY29.

Expanding horizons with Gravita's strategic shift beyond lead recycling

- In FY25, Gravita's lead recycling vertical contributed ~88% to the company's revenue and is set for substantial growth in the domestic market, driven by favorable industry dynamics and higher availability of domestic scrap.
- With the increase in domestic scrap procurement (up 60% YoY), led by regulatory tailwinds, we expect the working capital days to decrease from 85 in FY25 to 77/76 in FY26/FY27, resulting in an increase in cash flow from operations to INR3.6b/INR3.1b in FY26/FY27 from INR2.8b in FY25.
- Value-added lead products—tailored to specific customer requirements—will be a key growth driver for the lead segment, enabling Gravita to command a premium. These products offer margins that are 2-3% higher than the base product.
- The company plans to increase the share from value-added products to 50% from 45% in FY25.
- Meanwhile, the company remains committed to diversifying its revenue streams by expanding into new and faster-growing segments, such as lithium and rubber recycling, while also scaling up its aluminum and plastic recycling operations.
- The non-lead business accounted for ~12% of the company's revenue in FY25. However, Gravita aims to expand this segment, targeting a contribution of up to 30% of total revenue by FY29.

Research Analyst: [Sumant Kumar](mailto:Sumant.Kumar@MotilalOswal.com) (Sumant.Kumar@MotilalOswal.com) | [Meet Jain](mailto:Meet.Jain@MotilalOswal.com) (Meet.Jain@MotilalOswal.com)

Research Analyst: [Nirvik Saini](mailto:Nirvik.Saini@MotilalOswal.com) (Nirvik.Saini@MotilalOswal.com) | [Yash Darak](mailto:Yash.Darak@MotilalOswal.com) (Yash.Darak@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.

- Gravita is set to enter the rubber and lithium recycling segment, with the inaugural plant scheduled to be operational by 1HFY26 in Mundra, India.
- The company does not anticipate significant revenue from lithium-ion recycling in the near term, primarily due to the limited availability of scrap materials, as EV adoption has yet to reach a scale that supports substantial recycling volumes.
- The ongoing pilot project is expected to provide a competitive edge by enhancing the company's understanding of the technology, with early expertise and advancements being crucial for long-term success in this capital-intensive sector. This approach aligns with the company's playbook, as seen during its initial expansion in the lead segment.

Expanding global presence and market opportunities in rubber recycling

- As Gravitas intensifies its focus on enhancing the composition of its non-lead portfolio, the company's entry into rubber recycling represents a significant strategic milestone, with the management aiming for a revenue CAGR of ~70% over the next 3-4 years.
- The global rubber recycling market reported a volume of 11MMT in CY23, registering a CAGR of 7.2% over CY18-23. Looking ahead, the market is expected to post a CAGR of ~6.8% over CY24-32, reaching volumes of ~21MMT by CY32.
- The growing awareness of environmental sustainability and the need to reduce carbon footprints among end users are expected to significantly drive the rubber recycling market growth.
- Additionally, global regulations aimed at reducing landfill waste and promoting recycling are likely to boost market expansion. Initiatives like the European Union's and the US's push for stricter waste management practices have sparked further interest in scalable rubber recycling solutions, ensuring the market's continued growth.
- As part of its strategic entry into the European market, Gravita, through its step-down subsidiary Gravita Netherlands BV (GNBV), has signed an MoU to acquire an 80% stake in a ~18,000 MTPA waste tire recycling facility in Romania for INR320m.
- Alongside its expansion in Europe, Gravita is setting up a plant in Mundra, India, which is expected to commence operations by 1HFY26, with an additional capacity of 30 KMT in Phase 1 and another 30KMT in Phase 2.
- In addition to producing pyrolysis oil, Gravita will focus on manufacturing a wide array of value-added products like sheets, crumb rubber, reclaimed carbon black, and byproducts like steel, which will not only be sold but also hold potential for further recycling.

Seizing market potential by expanding operations and global presence

- As a large-scale recycler with a pan-India presence, Gravita has been a key beneficiary of favorable regulatory changes, which have significantly shifted industry dynamics in favor of organized players.
- Strict government regulations under the Battery Waste Management Rules (BWMR) and Extended Producer Responsibility (EPR) have improved domestic scrap availability, leading to higher local sourcing. In FY25, Gravita witnessed a 60% YoY increase in domestic scrap procurement.

- To capitalize on the increasing availability of domestic scrap, Gravita is steadily expanding its capacity, aiming to exceed 728KTPA (major increase in rubber and lead) by FY27, up from 334KTPA in FY25. In addition to its greenfield expansion, the company is also exploring strategic M&A opportunities to fuel its growth plan.
- Backed by its deeply rooted procurement network—comprising ~33 owned yards and ~1,900+ touch points—Gravita is actively pursuing three overseas projects to expand its global presence.

Valuation and view

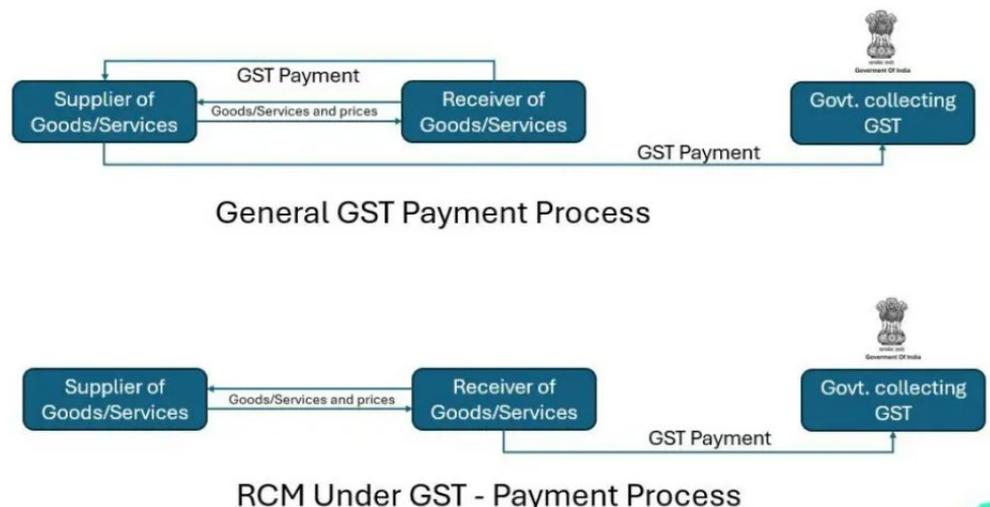
- As a leading player in India’s rapidly growing recycling industry, Gravita is well-positioned to capitalize on evolving market dynamics, driven by regulatory policy changes that are expected to increase the availability of domestic scrap—benefiting organized players such as Gravita.
- Going forward, we expect the company to report robust earnings growth on the back of: 1) strategic capacity expansion across verticals and geographies, 2) an increased focus on value-added products, and 3) higher growth in new segments (rubber).
- We expect a revenue/EBITDA/PAT CAGR of 30%/29%/32% over FY25-27. **We value the stock at 31x FY27 EPS to arrive at our TP of INR2,300. We reiterate our BUY rating on the stock.**

Exhibit 1: Calculation of EC is based on the cost of handling, collection, and transportation as well as the cost of processing waste batteries

S. No.	Cost Components	INR
1.	Handling, Collection and Transportation	3,000 per tonne
2.	Processing	15,000 per tonne
Total Cost (per Tonne) = EC Charges		18,000
EC (per Kg) -		18

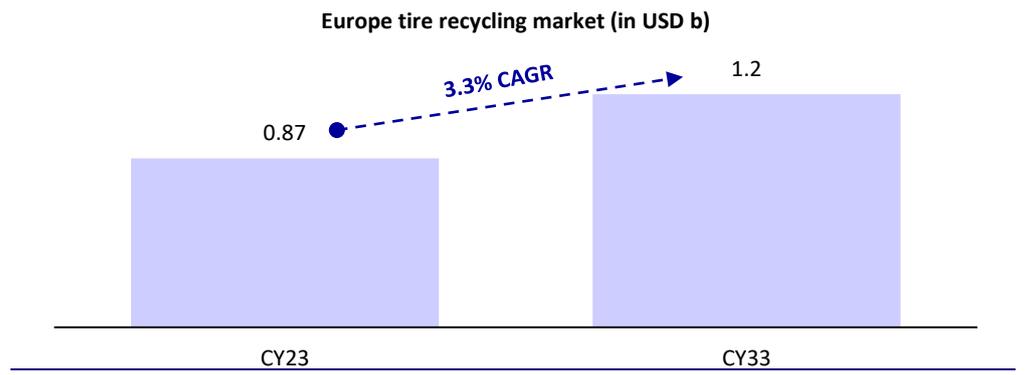
Source: CPCB, Company, MOFSL

Exhibit 2: Introduction of RCM on metal scrap will boost domestic scrap availability for organized players



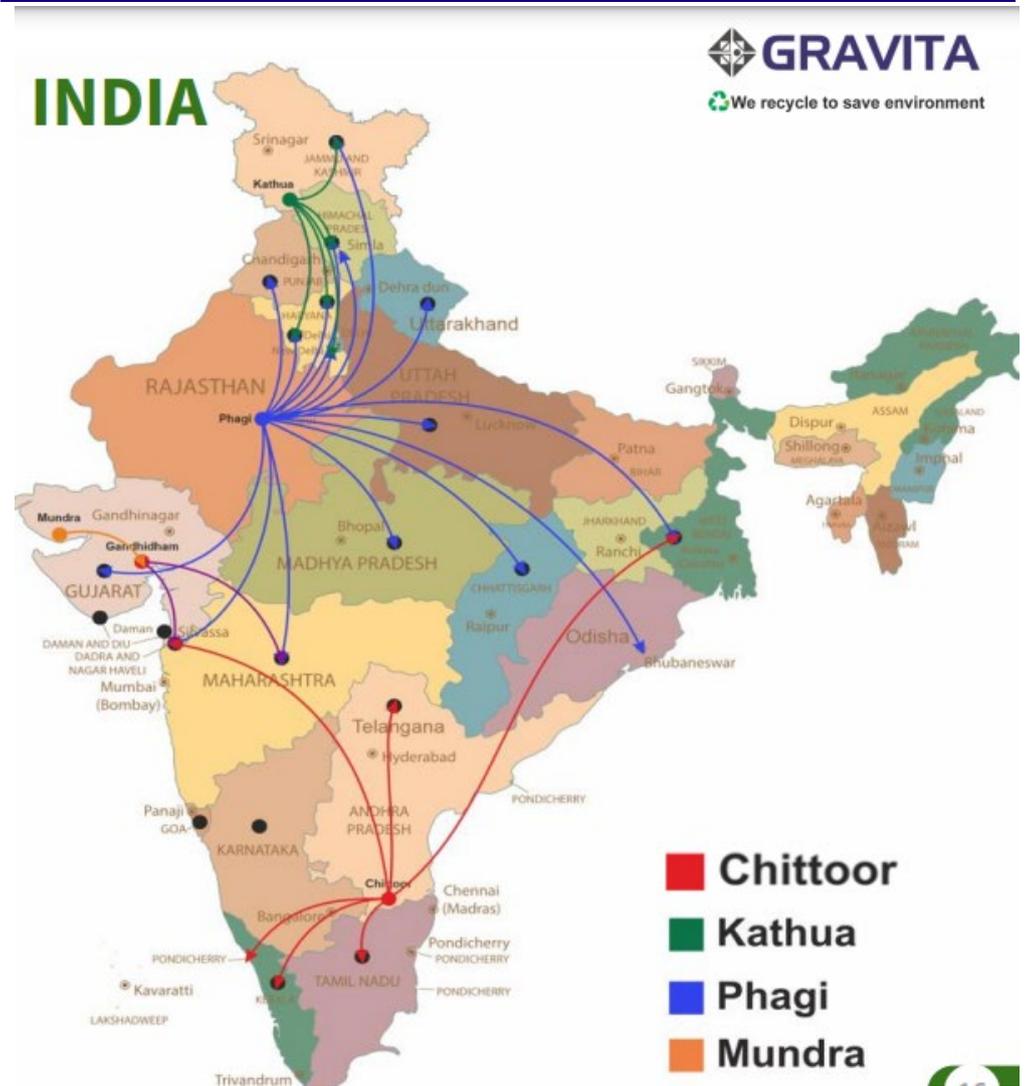
Source: Company, MOFSL

Exhibit 3: Europe tire recycling market to reach USD1.2b by CY33



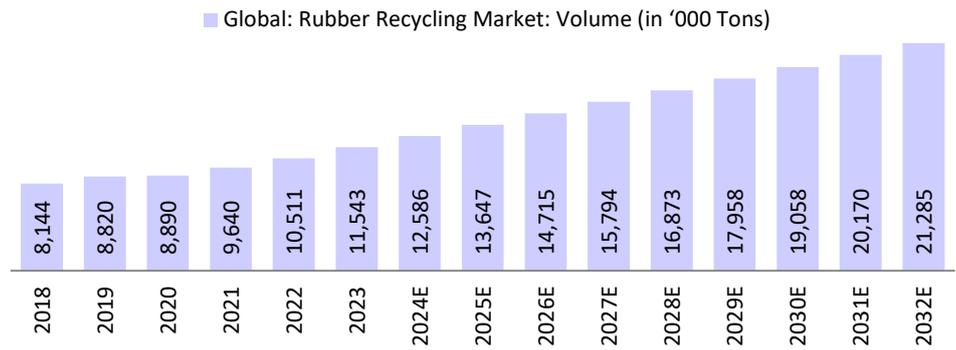
Source: Company, MOFSL

Exhibit 4: Gravita is a primary beneficiary of improved domestic scrap availability due to its pan-India network



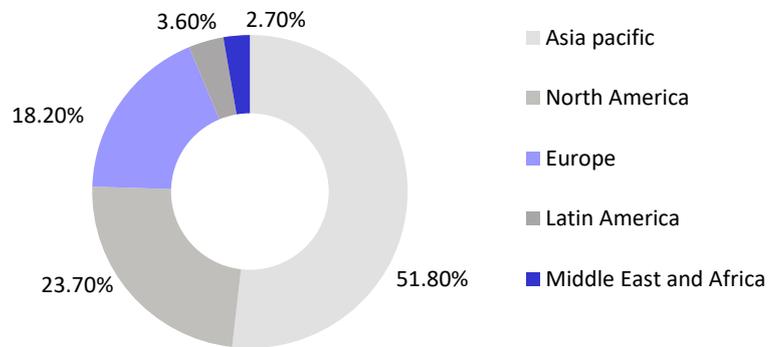
Source: Company, MOFSL

Exhibit 5: Global rubber recycling market – Volume (in ‘000 Tons)



Source: Company, MOFSL

Exhibit 6: Global rubber recycling market breakup



Source: Company, MOFSL

Story in Chart

Exhibit 7: Revenue CAGR of ~30% over FY25-27E...

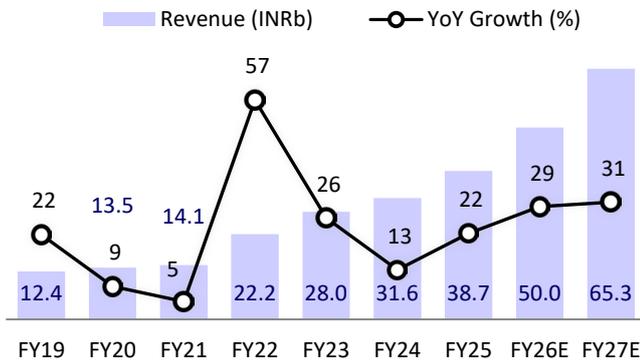


Exhibit 8: ...coupled with sustained margins

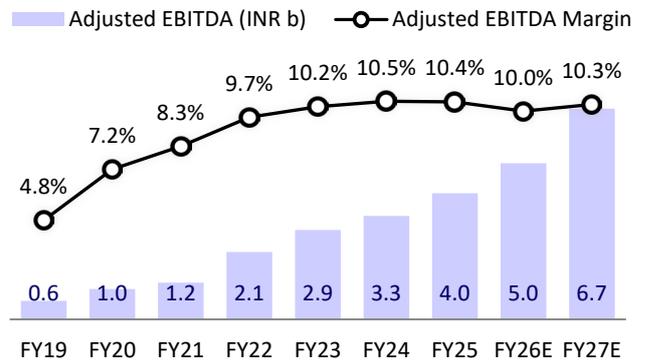


Exhibit 9: ...leading to robust earnings growth (at ~32% CAGR) Exhibit 10: Reduction in net working capital leading to...

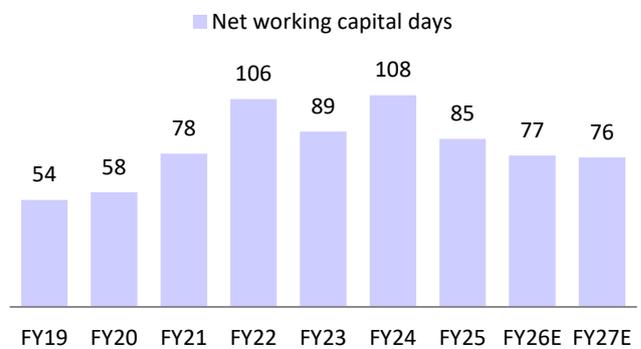
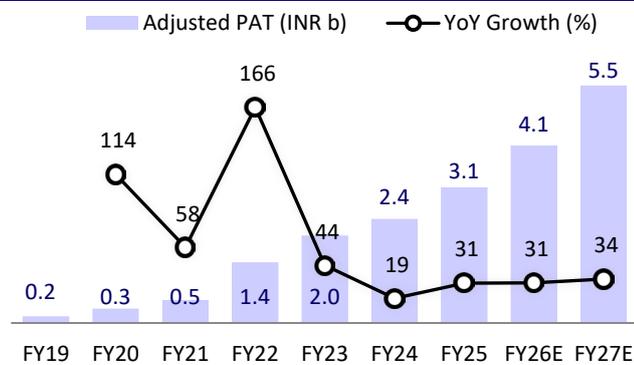


Exhibit 11: ...improved cash flow from operations

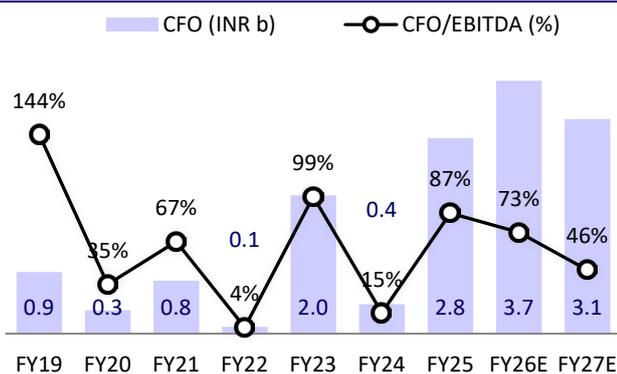
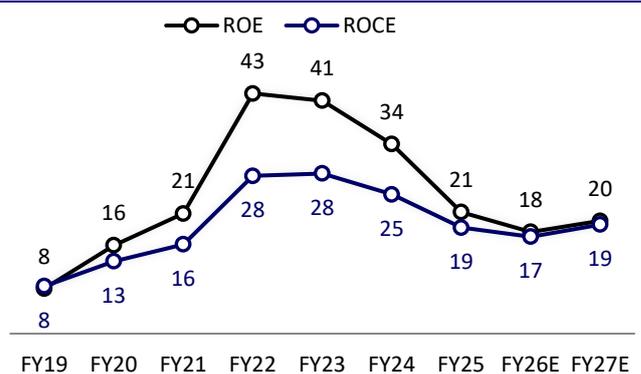


Exhibit 12: Healthy return ratios



Financials and valuations

Consolidated - Income Statement						(INR Million)	
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Total Income from Operations	14,098	22,159	28,006	31,608	38,688	50,028	65,302
Change (%)	4.6	57.2	26.4	12.9	22.4	29.3	30.5
RM Cost	11,586	17,899	23,391	25,612	31,728	39,772	51,850
Employees Cost	729	1,028	1,336	1,312	1,595	2,201	2,808
Other Expenses	633	1,078	1,259	1,848	2,124	3,057	3,906
Total Expenditure	12,948	20,005	25,986	28,772	35,447	45,031	58,564
% of Sales	91.8	90.3	92.8	91.0	91.6	90.0	89.7
EBITDA	1,150	2,154	2,020	2,836	3,241	4,997	6,738
Margin (%)	8.2	9.7	7.2	9.0	8.4	10.0	10.3
Other Income (Operational) - Commodity and Forex Hedging	20	-4	841	474	794.7	0.0	0.0
Adjusted EBITDA	1,170	2,149	2,860	3,309	4,036	4,997	6,738
Margin (%)	8.3	9.7	10.2	10.5	10.4	10.0	10.3
Depreciation	203	206	240	380	291	419	605
EBIT	967	1,944	2,621	2,929	3,745	4,578	6,133
Int. and Finance Charges	310	380	435	492	434	225	142
Other Income	52	83	90	304	324	300	300
PBT bef. EO Exp.	709	1,646	2,276	2,742	3,635	4,653	6,291
EO Items	0	0	0	0	0	0	0
PBT after EO Exp.	709	1,646	2,276	2,742	3,635	4,653	6,291
Total Tax	141	162	235	319	506	558	818
Tax Rate (%)	19.9	9.8	10.3	11.6	13.9	12.0	13.0
Minority Interest	44	91	30	31	5	5	5
Reported PAT	525	1,394	2,011	2,392	3,124	4,089	5,468
Adjusted PAT	525	1,394	2,011	2,392	3,124	4,089	5,468
Change (%)	58.1	165.7	44.3	18.9	30.6	30.9	33.7
Margin (%)	3.7	6.3	7.2	7.6	8.1	8.2	8.4

Consolidated - Balance Sheet							
Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Equity Share Capital	138	138	138	138	148	148	148
Total Reserves	2,551	3,730	5,751	8,236	20,552	24,567	29,961
Net Worth	2,689	3,869	5,889	8,374	20,699	24,714	30,109
Minority Interest	90	140	128	132	76	81	86
Total Loans	2,611	3,915	3,477	5,451	2,823	1,823	1,323
Deferred Tax Liabilities	24	15	-61	2	4	4	4
Capital Employed	5,415	7,939	9,433	13,959	23,602	26,623	31,522
Gross Block	2,285	2,650	3,690	4,759	5,853	8,121	12,061
Less: Accum. Deprn.	562	738	957	1,337	1,628	2,047	2,652
Net Fixed Assets	1,724	1,913	2,733	3,423	4,226	6,074	9,409
Goodwill on Consolidation	0	0	0	0	58	58	58
Capital WIP	135	425	455	428	393	1,875	2,065
Total Investments	0	0	11	165	5,279	5,279	5,279
Current Investments	0	0	0	165	4,911	165	165
Curr. Assets, Loans&Adv.	5,405	7,638	8,789	12,008	15,195	16,105	18,454
Inventory	3,577	5,135	5,965	6,746	6,168	7,402	9,627
Account Receivables	594	1,097	1,370	2,643	2,751	2,878	3,578
Cash and Bank Balance	199	325	381	988	4,073	2,976	1,530
Loans and Advances	1,035	1,081	1,073	1,631	2,203	2,849	3,719
Curr. Liability & Prov.	1,849	2,036	2,555	2,065	1,549	2,769	3,743
Account Payables	1,357	329	895	675	396	503	654
Other Current Liabilities	376	1,515	1,457	1,379	870	1,901	2,612
Provisions	116	193	202	11	282	365	477
Net Current Assets	3,556	5,601	6,234	9,944	13,646	13,336	14,711
Misc Expenditure	0	0	0	0	0	0	0
Appl. of Funds	5,415	7,939	9,433	13,959	23,602	26,623	31,522

Financials and valuations

Ratios

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
Basic (INR)							
EPS	7.6	20.2	29.1	34.6	42.3	55.4	74.1
Cash EPS	10.5	23.2	32.6	40.1	46.3	61.1	82.3
BV/Share	38.9	56.0	85.3	121.3	280.5	334.9	408.0
DPS	1.1	3.5	0.6	0.9	1.0	1.0	1.0
Payout (%)	14.2	17.1	2.1	2.5	2.4	1.8	1.3
Valuation (x)							
P/E	221.0	83.2	57.7	48.5	39.7	30.3	22.7
Cash P/E	159.4	72.5	51.5	41.8	36.3	27.5	20.4
P/BV	43.1	30.0	19.7	13.9	6.0	5.0	4.1
EV/Sales	8.4	5.4	4.3	3.8	3.0	2.5	1.9
EV/EBITDA	103.0	55.6	59.0	42.5	36.4	24.6	18.4
Dividend Yield (%)	0.1	0.2	0.0	0.1	0.1	0.1	0.1
FCF per share	8.0	-8.8	13.5	-8.9	23.7	-1.3	-14.0
Return Ratios (%)							
RoE	21.2	42.5	41.2	33.5	21.5	18.0	19.9
RoCE	15.8	27.9	28.3	24.6	18.8	17.1	19.3
RoIC	15.4	28.6	20.2	20.7	19.4	26.5	27.3
Working Capital Ratios							
Fixed Asset Turnover (x)	6.2	8.4	7.6	6.6	6.6	6.2	5.4
Asset Turnover (x)	2.6	2.8	3.0	2.3	1.6	1.9	2.1
Inventory (Days)	101	94	84	86	64	60	60
Debtor (Days)	15	18	18	31	26	21	20
Creditor (Days)	38	6	13	9	4	4	4
Leverage Ratio (x)							
Current Ratio	2.9	3.8	3.4	5.8	9.8	5.8	4.9
Interest Cover Ratio	3.1	5.1	6.0	6.0	8.6	20.3	43.3
Net Debt/Equity	0.9	0.9	0.5	0.5	-0.3	-0.1	0.0

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	709	1,646	2,276	2,742	3,635	4,653	6,291
Depreciation	203	206	240	380	291	419	605
Interest & Finance Charges	271	327	384	188	434	-75	-158
Direct Taxes Paid	-115	-149	-235	-319	-506	-558	-818
(Inc)/Dec in WC	-302	-2,062	-822	-2,567	-787	-787	-2,821
CF from Operations	765	-32	1,843	424	3,067	3,652	3,100
Others	0	128	154	0	-245	0	0
CF from Operating incl EO	765	96	1,997	424	2,822	3,652	3,100
(Inc)/Dec in FA	-212	-702	-1,064	-1,042	-1,073	-3,750	-4,130
Free Cash Flow	553	-606	933	-618	1,749	-98	-1,030
(Pur)/Sale of Investments	0	4	-11	0	-4,819	0	0
Others	19	3	21	-536	-2,744	300	300
CF from Investments	-194	-695	-1,054	-1,578	-8,636	-3,450	-3,830
Issue of Shares	0	0	0	0	9,815	0	0
Inc/(Dec) in Debt	-193	1,294	-442	1,974	-2,612	-1,000	-500
Interest Paid	-265	-336	-389	-492	-443	-225	-142
Dividend Paid	-74	-238	-43	-60	-354	-74	-74
Others	-33	0	0	338	-4	0	0
CF from Fin. Activity	-565	719	-874	1,760	6,403	-1,299	-715
Inc/Dec of Cash	6	121	69	606	588	-1,097	-1,446
Opening Balance	107	113	234	382	988	4,073	2,976
Other cash & cash equivalent	85	91	78	0	2,497	0	0
Closing Balance	198	325	382	988	4,073	2,976	1,530

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).

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

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

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

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