

APL Apollo Tubes

BSE SENSEX 84,181 S&P CNX 25,877

CMP: INR1,914 TP: INR2,260 (+18%) Buy



Bloomberg	APAT IN
Equity Shares (m)	278
M.Cap.(INRb)/(USDb)	531.4 / 5.9
52-Week Range (INR)	1994 / 1273
1, 6, 12 Rel. Per (%)	11/9/15
12M Avg Val (INR m)	1050

Financials & Valuations (INR b)

Y/E Mar	FY26E	FY27E	FY28E
Sales	229.4	270.7	306.2
EBITDA	17.5	22.1	26.0
PAT	11.7	15.3	17.9
EBITDA (%)	7.6	8.2	8.5
EPS (INR)	42.2	55.0	64.5
EPS Gr. (%)	54.6	30.3	17.3
BV/Sh. (INR)	188.0	237.0	295.5

Ratios

Net D/E	-0.0	-0.1	-0.3
RoE (%)	24.8	25.9	24.2
RoCE (%)	24.1	26.0	24.7
Payout (%)	14.2	10.9	9.3

Valuations

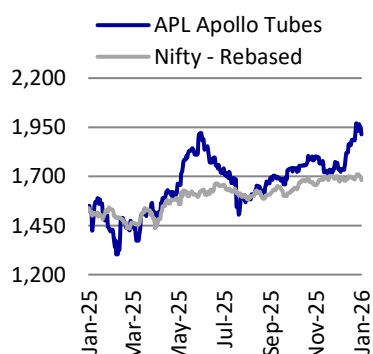
P/E (x)	45.3	34.7	29.6
EV/EBITDA (x)	30.2	23.5	19.4
Div Yield (%)	0.3	0.3	0.3
FCF Yield (%)	0.5	1.7	2.9

Shareholding pattern (%)

As on	Sep-25	Jun-25	Sep-24
Promoter	28.3	28.3	28.3
DII	18.9	16.8	15.9
FII	33.7	33.1	31.9
Others	19.1	21.8	23.8

Note: FII includes depository receipts

Stock's performance (one-year)



At inflection point with increasing capacity and improving demand

APL Apollo Tubes (APAT) is India's undisputed market leader in structural steel tubes with a 55% market share and 4.5 MTPA capacity spread across 11 manufacturing facilities. It has delivered consistent volume growth in the last eight quarters, with sales rising to a record ~917KT in 3QFY26 (+11% YoY). In 3Q, HRC prices have declined by 4% QoQ and 8% vs. 1Q, though they have increased 8% in the last 20 days after the imposition of safeguard duty on steel imports. HRC price drop in 3Q could lead to inventory losses, and consequently, we have projected EBITDA/MT of INR5,000 for 3Q vs. INR5,228 in 2Q.

- Despite persistent softness in the industry, APAT registered 11% YoY volume growth in 9MFY26 and maintains FY26 volume growth guidance of 10-15%, supported by capacity expansion in the high-growth region (Dubai), new strategy of launching a sub-premium brand 'SG Premium' and healthy private-sector demand across infrastructure, solar, and manufacturing.
- APAT plans to incur a capex of INR15b – fully internally funded – to scale up its capacity from 4.5 MTPA in Sep'25 to 6.8 MTPA by FY28 and 10 MTPA by FY30 through ~1.0 MTPA greenfield and ~0.8 MTPA brownfield additions across India and Dubai, including specialty tubes. New plants address regional gaps, while Dubai and Bhuj SEZ-led exports boost international volumes above 1 MTPA (20% of sales) in the long term, structurally improving realizations and margins.
- India's 500 GW renewable target by 2030 unlocks an ~830 KT opportunity in solar mounting structures. APAT targets a 15% share (~125 KT), translating into INR3-5b incremental revenue from solar mounting structures, supported by superior tube economics, premium pricing (INR5,000-6,000/MT), and plant proximity to solar-rich states.
- We expect APAT to report a CAGR of 14%/29%/33% in revenue/EBITDA/PAT over FY25-28. We value the stock at 35x FY27E EPS to arrive at our TP of INR2,260. Reiterate BUY.

Improving demand supported by rising prices

- APAT's sales volumes have been increasing for the last eight quarters, and are up from 679,000 MT in 4QFY25 to a record 916,976 MT in 3QFY26 (up 11% YoY), confirming market share consolidation amid broader industry demand expansion.
- Despite having scaled up much higher than its peers, APAT has outperformed them in recent quarters. APAT delivered 13% volume growth in 2Q vs. 7%/2% growth for HariOm Pipes/Hi-tech and a 21% fall for JTL. The outperformance continued in 3Q, with 11% growth for APAT vs. 10% growth for HiTech and a 7% decline for JTL.
- Management has guided for FY26 volume growth of 10-15% YoY, while we have built in 11% YoY growth (~3,500KTPA) considering 9MFY26 volumes.
- Demand for structural tubes has been slowing over the last few quarters due to extended monsoon, subdued domestic demand and declining HRC prices. However, volume growth for the company has remained healthy (in low double digits), largely led by capacity expansions and faster ramp-up of its Dubai plant (over 90% utilization in 3Q vs. 80% in 2Q).

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

Research Analyst: Nirvik Saini (Nirvik.saini@MotilalOswal.com) | Yash Darak (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.

- HRC prices have declined by 11% to INR47,514/MT as of 15th Dec'25 from the May'25 high of INR53,289/MT on the back of weak demand and higher global supply. However, with the recent implementation of 12% safeguard duty on steel imports, HRC prices have increased 8% in the last 20 days to INR51,536/MT. The uptrend in prices, if continued, would drive margin expansion for APAT.
- Despite falling HRC prices, demand in 3Q was better than the previous quarters, primarily led by private players across end-user applications such as commercial infra, data centers, solar modules, and other manufacturing sectors. This demand improvement could drive up the company's volume growth.

Unorthodox strategy to gain market share

- **APAT has also implemented a new strategy recently to penetrate the market further and gain market share from secondary/unorganized players.**
- It is launched a new sub-premium brand, '**SG premium**', which is being sold at a competitive rate in the market and ~INR3-3.5/kg lower than flagship APL Apollo brand. This will have some cannibalizing impact but will help the company **gain market share**.
- As per management, SG Premium was introduced as a tactical flank to compete in lower-price bands without diluting APL Apollo. **EBITDA is intentionally thin** under this brand, i.e., almost nil or maybe in the range of +/- INR500/MT.
- **Rationale** for launching this brand is to prevent dealers from sourcing non-Apollo alternatives and absorb spare capacity/cost leverage.

Consistently adding capacity to stay ahead of its peers

- APAT has been the market leader in India's structural steel tube industry with an estimated market share of 55%, operating 11 manufacturing facilities across India and one in Dubai with an aggregate capacity of 4.5 MTPA as of Sep'25.
- The company has been consistently adding capacities to stay ahead of its peers, cover more demand markets and introduce new value-added products (VAP). The company's capacity increased at ~14% CAGR over last decade to ~4.5M MT as of Sept'25.
- The company's operational footprint spans Sikandrabad (3 units, 1.35 MTPA), Raipur (2 units, 1.2 MTPA including the recently commissioned high-margin facility), Hosur (0.65 MTPA, equipped with Direct Forming Technology for large sections), and smaller operations in Malur, Bengaluru, Hyderabad, Murbad, and Dubai.
- This geographic dispersion, while creating operational complexity, provides natural hedges against regional demand cyclicalities and enables market-specific product customization.
- The company is executing an aggressive capacity expansion program targeting 6.8 MTPA by FY28 and 10 MTPA by FY30 for a capex of INR15b over the next three years (entirely from internal accruals).
- The capex will be incurred for the addition of ~1m MT of greenfield across Gorakhpur (0.2m MT), Kolkata (0.3mMT), Bhuj (0.3m MT) and New Malur, Karnataka (0.36m MT) and 0.8m MT brownfield capacity in Dubai (~0.2m MT) and Raipur (0.6m MT). A part of this capex will be utilized for the addition of a new segment, Specialty Tubes, which will be used in applications such as Structural/Oil & gas /Water/ Mechanical sectors.

Addressing geographic gaps, building export revenue and better mix

- **These additions address critical geographic gaps**, where APAT currently has limited presence. Gorakhpur's proximity to existing operations provides supply chain advantages, while Kolkata penetrates the nascent Northeast market, where structural tubes remain an emerging category.
- The company focuses on **boosting its export revenue** share, which is characterized by higher margins, strong demand and bigger market opportunity. The company's Dubai facility with ~0.3m MT capacity has achieved utilization of over 90% in 3Q vs. ~80-85% in 2Q. Another 0.2m MT capacity is becoming operational in 4QFY26 and is expected to ramp up quickly. Bhuj's special economic zone location enables export-competitive pricing for the Middle Eastern and African markets. **In the longer run, the company expects its international sales to surpass 1 MMT** (~0.5 MMT from the Dubai plant and 0.5 MMT of exports from India), accounting for **~20% of total sales volume**.
- The brownfield expansions at Raipur (600 KT) and Dubai (200 KT) are aimed at **profitable margin expansion** rather than volume growth.
 - Raipur's existing 100% roofing sheets utilization supports 500 KT incremental roofing expansion at INR5,500-6,000/MT EBITDA (premium to company average), while 100 KT heavy-structure expansion targets the emerging infrastructure opportunity in railway stations and airport terminals.
 - Dubai's 200KT brownfield expansion aims to achieve 100% capacity utilization and capture the INR7,000-8,000/MT EBITDA opportunity in premium international specifications, representing higher-margin advantage over commodity export realization.
 - The specialty tubes initiative (0.5m MTPA by FY30) represents the company's strategic shift, directly addressing the automotive, oil & gas, and water infrastructure segments historically dominated by specialized manufacturers. Seamless and API pipe segments command INR6,000-8,000/MT EBITDA.

New-age applications align with the ambitions of APAT and India

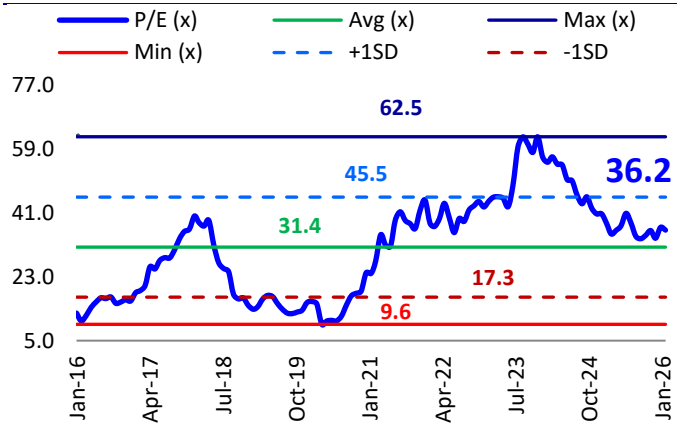
- India's renewable energy ambitions, targeting 500 GW installed capacity by 2030 (from 234GW as of Aug'25), create a structural demand driver for solar mounting structures (MMS) utilizing structural steel tubes as primary input.
- APAT has identified this as its emerging opportunity, estimating an addressable market of 830,000 MT by 2030 across three application categories: residential rooftop (360,000 MT, driven by 14.5GW residential capacity addition) and ground-mounted systems (350,000 MT, for 14.2GW still structures; 120,000 MT, for 4.6GW Trackers). **APAT's strategy targets capturing 15% market share of the 830,000MT opportunity (125,000MT), implying INR3-5b incremental revenue opportunity by 2030.**
- Structural steel tubes represent the **optimal solution** for solar mounting structures, combining **cost-effectiveness** with superior engineering economics vs. traditional construction materials. Their capital intensity and standardization enable semi-automated manufacturing, supporting premium pricing of INR5,000-6,000/MT for galvanized/coated variants (versus INR3,500/MT commodity tubes), justified by 25+ year durability requirements.
- These tubes deliver **higher strength-to-weight ratios**, enabling faster construction timelines while reducing overall project costs by 15-20%. Eco-friendly credentials stem from recyclability and lower lifecycle emissions compared to concrete/aluminum alternatives.
- **Geographic concentration** in solar-rich states (Gujarat, Rajasthan, AP, Tamil Nadu) perfectly **aligns with APAT's Bhuj and South India manufacturing hubs**,

minimizing distribution costs and enabling regionally optimized supply chains for India's 500 GW renewable energy target.

Valuation and view

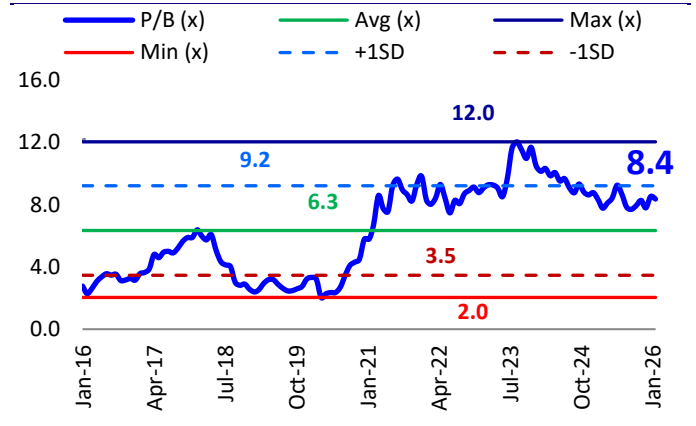
- APAT is India's most compelling structural steel tube operator with commanding market dominance (55% share), strong balance sheet (net cash), and strategic clarity on capacity expansion and product mix improvement. The company's systematic approach to margin expansion, driven by VAP mix improvement toward 70%, cost optimization, and geographic diversification through greenfield plants, positions it to achieve EBITDA/ton of INR5,000+ and RoCE of more than 30% by FY28.
- The emerging opportunity landscape is equally compelling – solar mounting structures present an 830,000-ton market opportunity by 2030. Specialty tubes for automotive, oil & gas, and water infrastructure segments open up high-margin revenue pools for APAT, historically untapped by commodity tube manufacturers.
- With HRC prices reversing supported by improving demand, FY26 volume growth guidance demonstrates management's operational execution. The convergence of structural market tailwinds, execution risk mitigation through a proven supply chain, and financial capacity to fund INR15b expansion from internal accruals suggests the company is well-positioned to double its capacity over the FY26-30 period.
- We expect APAT to report a CAGR of 14%/29%/33% in revenue/EBITDA/PAT over FY25-28. We value the stock at 35x FY27E EPS to arrive at our TP of INR2,260. **Reiterate BUY.**

Exhibit 1: One-year forward P/E (x)



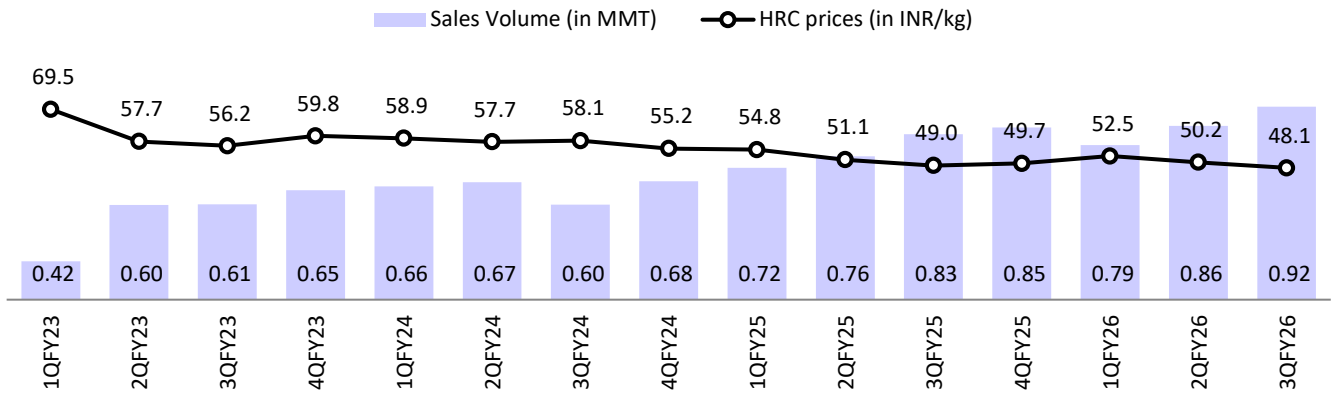
Source: Company, MOFSL

Exhibit 2: One-year forward P/B (x)



Source: Company, MOFSL

Exhibit 3: APAT quarterly sales volume and HRC price trends



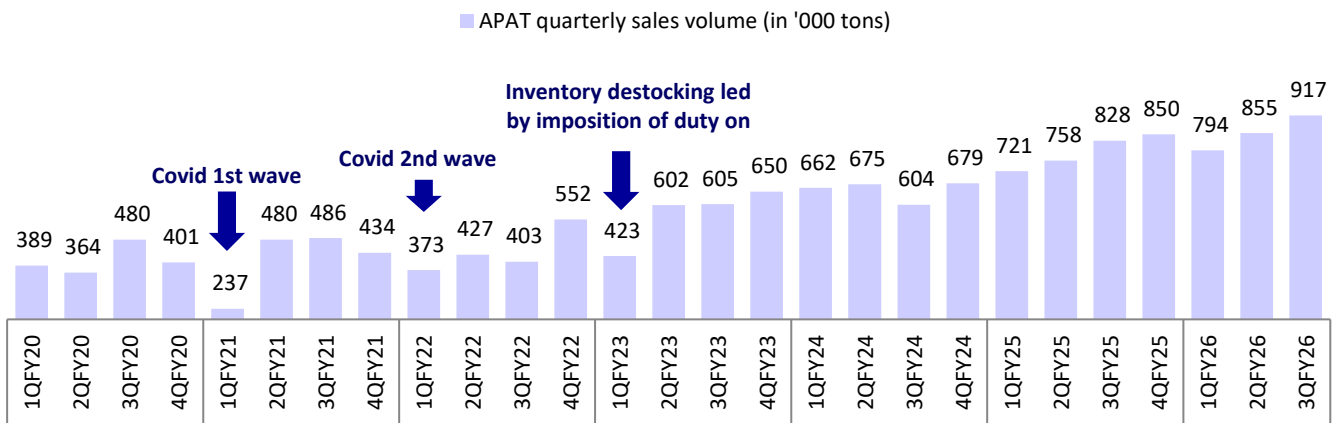
Source: Company, MOFSL

Exhibit 4: APAT outperformed its peers in terms of volume growth

(MT)	1Q FY24	2Q FY24	3Q FY24	4Q FY24	1Q FY25	2Q FY25	3Q FY25	4Q FY25	1Q FY26	2Q FY26	3Q FY26	Change YoY	Change QoQ
APL Apollo	6,62,393	6,74,761	6,03,659	6,78,556	7,21,063	7,58,267	8,28,200	8,50,447	7,94,350	8,55,037	9,16,976	11%	7%
Hariom Pipes	39,290	50,434	48,843	60,449	54,581	56,065	57,196	74,213	78,222	60,150	NA	NA	NA
JTL Industries	77,342	81,686	1,00,905	81,913	96,400	1,03,193	97,488	90,473	1,00,617	81,593	90,429	-7%	11%
HI-Tech Pipes	84,489	1,00,425	98,512	1,07,721	1,22,155	1,23,027	1,24,233	1,16,032	1,24,027	1,25,218	1,36,067	10%	9%

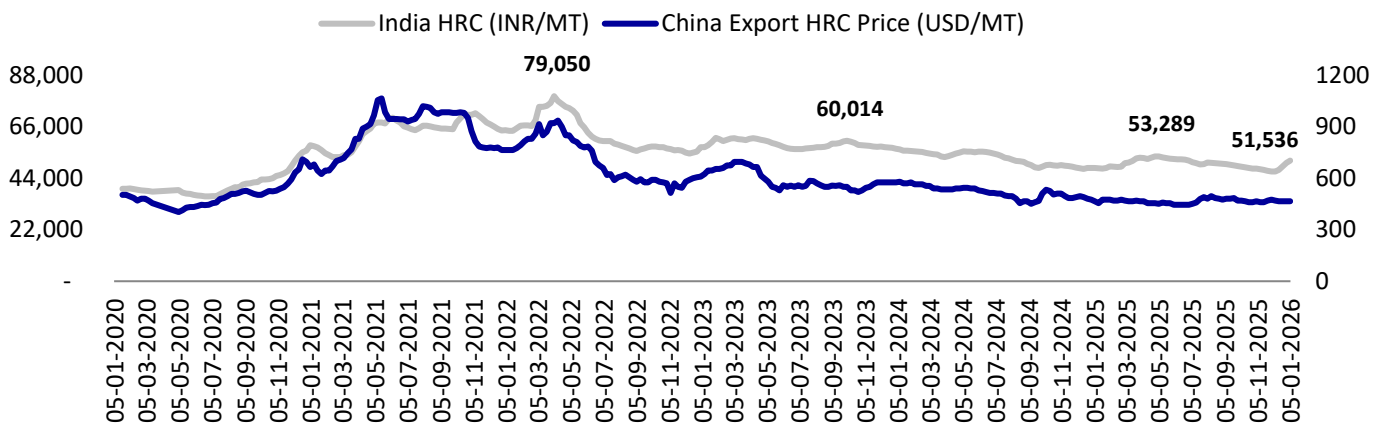
Source: Company, MOFSL

Exhibit 5: APAT quarterly sales volume trends over past six years



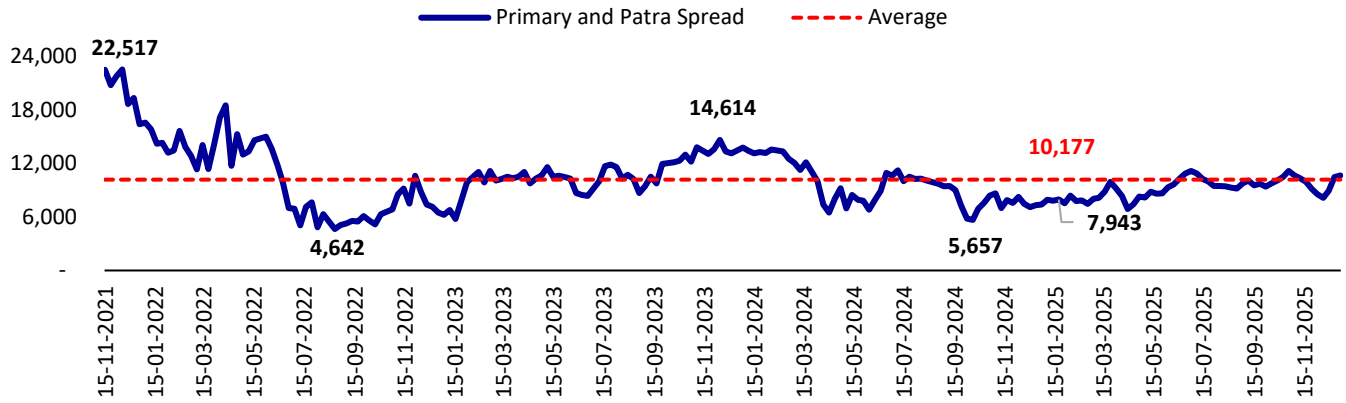
Source: Company, MOFSL

Exhibit 6: Primary HRC prices of domestic market and China export market



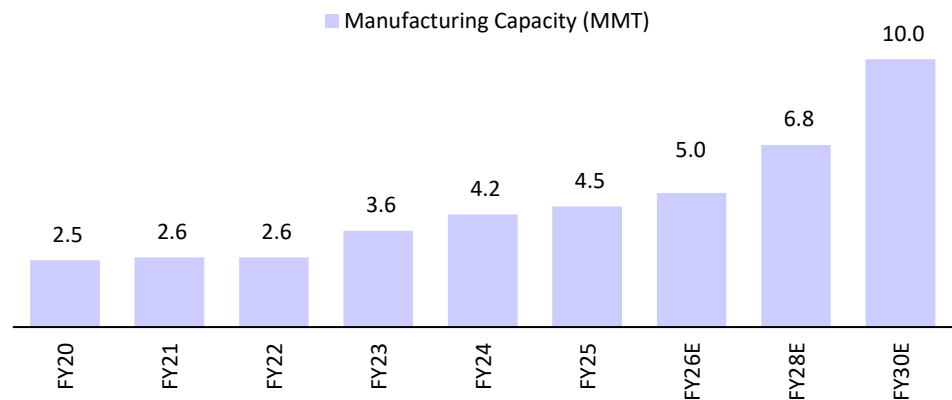
Source: Industry, MOFSL

Exhibit 7: Primary HRC and secondary (Patra) pricing spread (INR/MT)



Source: Industry, MOFSL

Exhibit 8: Manufacturing capacity of APAT (MMT)



Source: Company, MOFSL

Exhibit 9: Capacity expansion plan to 6.8m MT by FY28

	Existing capacity	+ Brownfield expansion	+ Greenfield expansion	+ Speciality tubes
Capacity	4.5 Mn Ton	0.8 Mn Ton	1.0 Mn Ton	0.5 Mn Ton
Location		+ International: Dubai 200,000 Ton + Raipur: Roofing sheets 500,000 Ton + Raipur: Heavy 100,000 Ton	+ East: Gorakhpur 200,000 Ton + East: Kolkata 300,000 Ton + West: Bhuj 300,000 Ton + South: New Malur 360,000 Ton - Shifting of existing lines: 160,000 Ton	<ul style="list-style-type: none"> New expansion for speciality tubes Major application in Structural /Oil & gas /Water/ Mechanical sectors
Capex		Rs 15Bn in next 3 years		

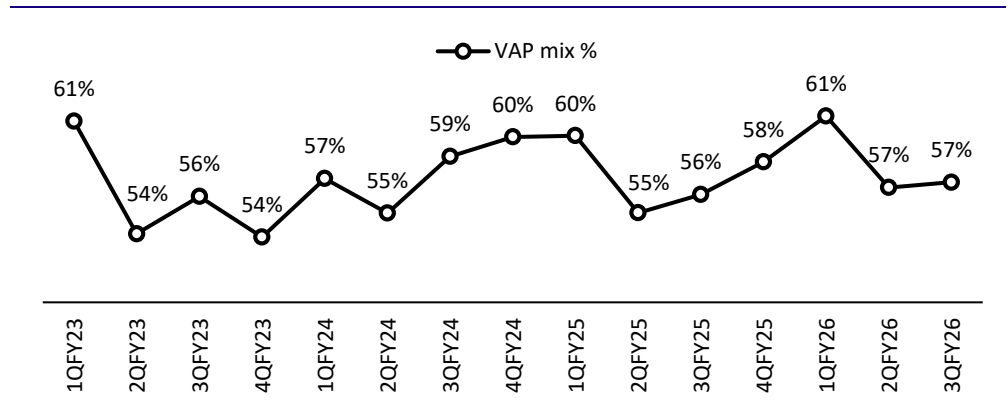
Source: Company, MOFSL

Exhibit 10: APAT's sales volume data

Y/E March	2QFY24	3QFY24	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	YOY (%)
Segment Volumes ('000 MT)											
Apollo Structural											
Big Section	51	62	64	58	52	67	70	60	59	62	-8
Super Heavy Section	5	7	8	11	11	13	12	12	19	19	50
Light Structures	113	95	102	110	127	143	143	129	129	145	2
General Structures	301	249	272	288	338	360	353	308	368	392	9
Apollo Z - Rust-proof structures											
Apollo Z - Coated Products	29	36	40	52	51	46	55	63	62	63	37
Apollo Galv - Agri/Industrial	32	30	37	34	29	34	33	31	26	36	8
Value Added Products (VAP)	374	355	407	433	420	468	497	486	487	525	12
VAP Mix %	55	59	60	60	55	56	58	61	57	57	
Total	602	604	679	721	758	828	850	794	855	917	11

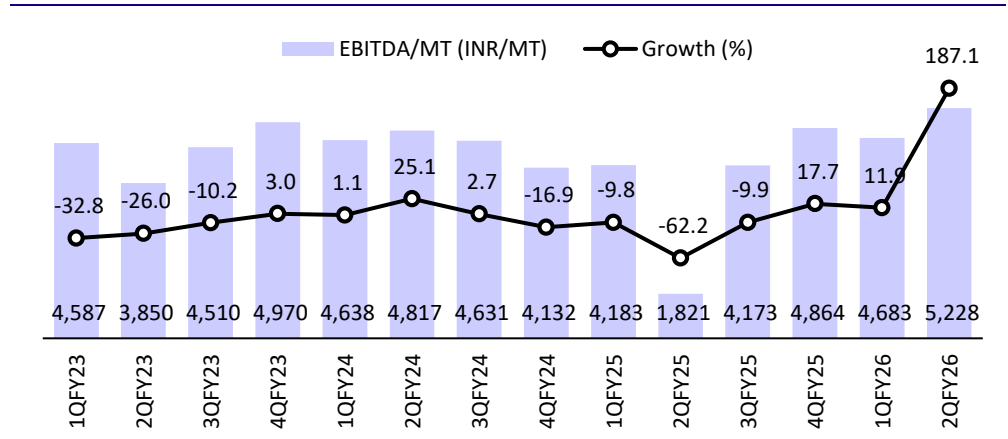
Source: Company, MOFSL

Exhibit 11: APAT's VAP Mix Trend



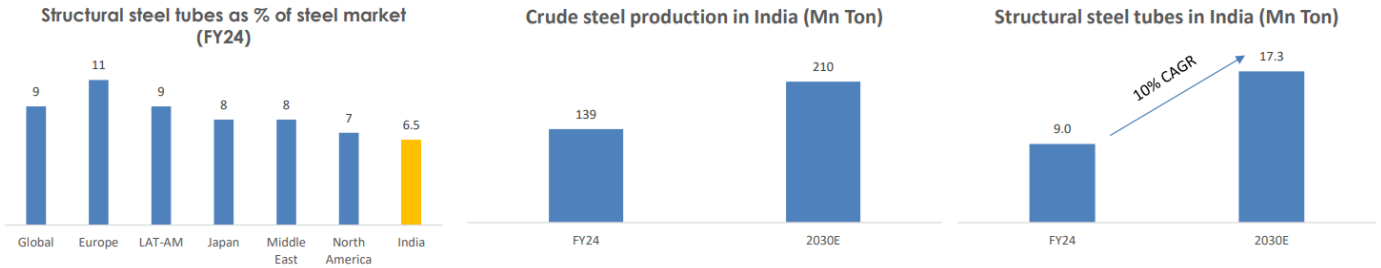
Source: Company, MOFSL

Exhibit 12: APAT's EBITDA/MT Trend



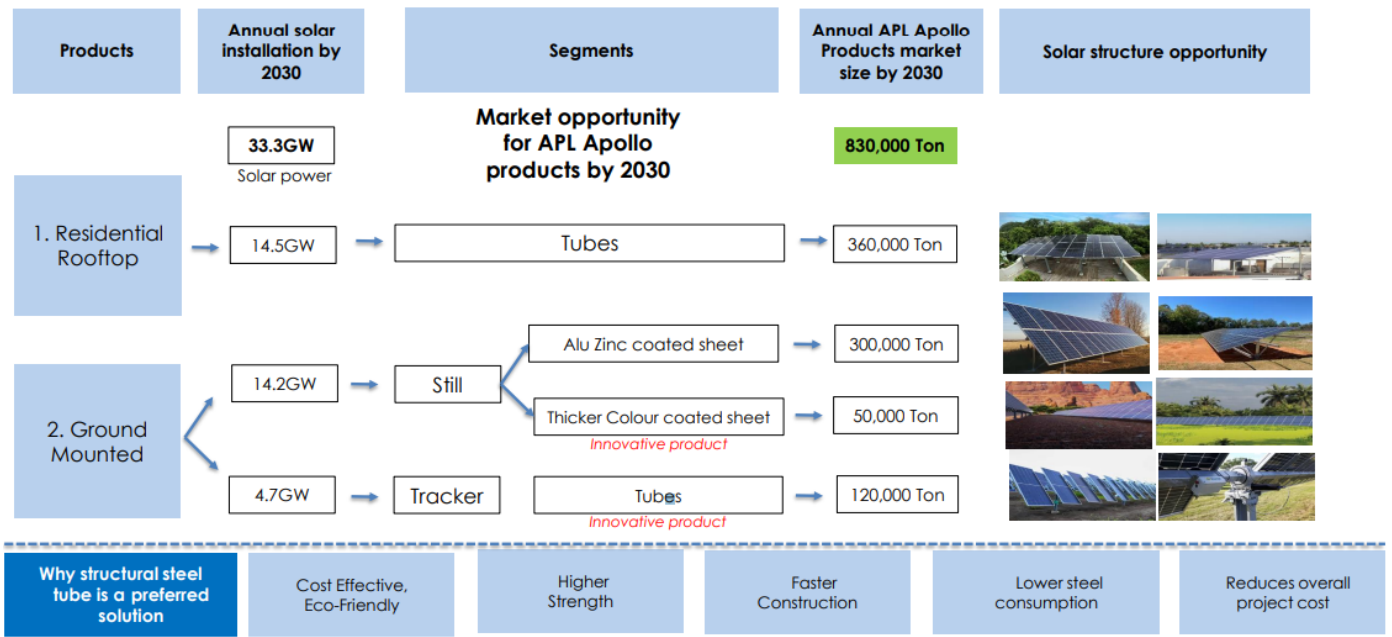
Source: Company, MOFSL

Exhibit 13: India has a huge structural steel tubes-based construction potential



Source: Company, MOFSL

Exhibit 14: Solar structure opportunity for structural tubes



Source: Company, MOFSL

Financials and valuations

Consolidated - Income Statement

(INRm)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	77,232	84,998	1,30,633	1,61,660	1,81,188	2,06,895	2,29,397	2,70,728	3,06,155
Change (%)	8.0	10.1	53.7	23.8	12.1	14.2	10.9	18.0	13.1
RM Cost	65,786	71,648	1,12,231	1,40,178	1,56,172	1,78,702	1,94,551	2,30,660	2,60,844
Employees Cost	1,422	1,296	1,530	2,062	2,576	3,325	3,704	3,790	4,286
Other Expenses	5,252	5,266	7,419	9,204	10,518	12,878	13,634	14,145	14,994
Total Expenditure	72,459	78,210	1,21,181	1,51,444	1,69,266	1,94,906	2,11,889	2,48,595	2,80,124
% of Sales	93.8	92.0	92.8	93.7	93.4	94.2	92.4	91.8	91.5
EBITDA	4,773	6,787	9,453	10,216	11,922	11,990	17,508	22,132	26,030
Margin (%)	6.2	8.0	7.2	6.3	6.6	5.8	7.6	8.2	8.5
Depreciation	959	1,028	1,090	1,383	1,759	2,013	2,305	2,869	3,155
EBIT	3,814	5,759	8,363	8,832	10,162	9,977	15,203	19,264	22,875
Int. and Finance Charges	1,073	661	445	671	1,134	1,333	876	500	500
Other Income	222	359	405	472	749	961	1,146	1,624	1,531
PBT bef. EO Exp.	2,963	5,458	8,323	8,633	9,777	9,604	15,474	20,388	23,906
EO Items	0	0	0	0	0	0	0	0	0
PBT after EO Exp.	2,963	5,458	8,323	8,633	9,777	9,604	15,474	20,388	23,906
Total Tax	403	1,381	2,133	2,215	2,453	2,034	3,768	5,132	6,017
Tax Rate (%)	13.6	25.3	25.6	25.7	25.1	21.2	24.4	25.2	25.2
Minority Interest	180	475	617	0	0	0	0	0	0
Reported PAT	2,380	3,602	5,573	6,419	7,324	7,571	11,706	15,256	17,889
Adjusted PAT	2,380	3,602	5,573	6,419	7,324	7,571	11,706	15,256	17,889
Change (%)	60.5	51.3	54.7	15.2	14.1	3.4	54.6	30.3	17.3
Margin (%)	3.1	4.2	4.3	4.0	4.0	3.7	5.1	5.6	5.8

Consolidated - Balance Sheet

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	249	250	501	555	555	555	555	555	555
Total Reserves	13,313	16,697	22,139	29,501	35,491	41,532	51,574	65,166	81,390
Net Worth	13,562	16,947	22,640	30,056	36,046	42,087	52,129	65,721	81,945
Minority Interest	954	1,383	2,000	0	0	0	0	0	0
Total Loans	8,338	5,203	5,806	8,729	11,246	6,148	2,148	48	48
Deferred Tax Liabilities	1,012	1,112	1,187	1,171	1,258	1,530	1,530	1,530	1,530
Capital Employed	23,865	24,644	31,633	39,957	48,550	49,765	55,807	67,299	83,523
Gross Block	17,246	18,568	20,677	29,513	38,099	43,506	49,190	55,127	59,614
Less: Accum. Deprn.	2,507	3,535	4,625	6,008	7,767	9,781	12,085	14,954	18,110
Net Fixed Assets	14,738	15,033	16,053	23,505	30,331	33,725	37,104	40,172	41,504
Goodwill on Consolidation	1,375	1,375	1,375	1,375	1,375	1,375	1,375	1,375	1,375
Capital WIP	101	1,077	5,037	3,740	2,030	3,355	3,671	3,734	2,247
Total Investments	15	15	913	960	1,027	1,262	1,262	4,762	8,262
Current Investments	0	0	50	0	0	0	0	3,500	7,000
Curr. Assets, Loans&Adv.	16,431	16,491	21,147	28,936	37,105	36,246	37,601	46,858	63,513
Inventory	7,842	7,599	8,472	14,799	16,379	16,232	19,157	22,476	25,326
Account Receivables	4,764	1,306	3,417	1,374	1,391	2,673	1,885	2,225	2,516
Cash and Bank Balance	456	3,579	3,764	3,525	3,476	5,749	2,794	5,914	17,301
Loans and Advances	3,370	4,006	5,494	9,239	15,859	11,592	13,764	16,244	18,369
Curr. Liability & Prov.	8,796	9,345	12,891	18,560	23,318	26,197	25,206	29,603	33,378
Account Payables	7,644	7,859	10,595	15,970	19,816	22,312	20,899	24,519	27,629
Other Current Liabilities	979	1,310	2,113	2,357	3,229	3,564	3,952	4,663	5,274
Provisions	173	177	184	233	273	321	356	420	475
Net Current Assets	7,636	7,145	8,256	10,377	13,787	10,048	12,395	17,256	30,136
Appl. of Funds	23,865	24,644	31,633	39,957	48,550	49,765	55,807	67,299	83,523

Financials and valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)									
EPS	8.6	13.0	20.1	23.1	26.4	27.3	42.2	55.0	64.5
Cash EPS	12.0	16.7	24.0	28.1	32.8	34.6	50.5	65.4	75.9
BV/Share	48.9	61.1	81.6	108.4	130.0	151.7	188.0	237.0	295.5
DPS	0.0	0.0	3.5	3.5	5.0	5.8	6.0	6.0	6.0
Payout (%)	0.0	0.0	17.4	15.1	18.9	21.1	14.2	10.9	9.3
Valuation (x)									
P/E	222.6	147.1	95.1	82.5	72.3	70.0	45.3	34.7	29.6
Cash P/E	158.7	114.4	79.5	67.9	58.3	55.3	37.8	29.2	25.2
P/BV	39.1	31.3	23.4	17.6	14.7	12.6	10.2	8.1	6.5
EV/Sales	7.0	6.3	4.1	3.3	3.0	2.6	2.3	1.9	1.7
EV/EBITDA	112.8	78.5	56.5	52.4	45.1	44.2	30.2	23.5	19.4
Dividend Yield (%)	0.0	0.0	0.2	0.2	0.3	0.3	0.3	0.3	0.3
FCF per share	-5.4	24.1	1.6	-2.3	15.3	19.5	8.8	33.4	56.0
Return Ratios (%)									
RoE	20.5	23.6	28.2	24.4	22.2	19.4	24.8	25.9	24.2
RoCE	17.4	20.8	25.8	20.6	19.0	18.0	24.1	26.0	24.7
RoIC	15.9	19.9	29.7	24.5	20.6	19.3	26.3	28.6	31.5
Working Capital Ratios									
Fixed Asset Turnover (x)	4.5	4.6	6.3	5.5	4.8	4.8	4.7	4.9	5.1
Asset Turnover (x)	3.2	3.4	4.1	4.0	3.7	4.2	4.1	4.0	3.7
Inventory (Days)	37	33	24	33	33	29	30	30	30
Debtor (Days)	23	6	10	3	3	5	3	3	3
Creditor (Days)	36	34	30	36	40	39	33	33	33
Leverage Ratio (x)									
Current Ratio	1.9	1.8	1.6	1.6	1.6	1.4	1.5	1.6	1.9
Interest Cover Ratio	3.6	8.7	18.8	13.2	9.0	7.5	17.4	38.5	45.7
Net Debt/Equity	0.6	0.1	0.1	0.2	2.0	0.0	0.0	-0.1	-0.3

Consolidated - Cash Flow Statement

(INR m)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
OP/(Loss) before Tax	2,963	5,458	8,323	8,633	9,777	9,604	15,474	20,388	23,906
Depreciation	959	1,028	1,090	1,383	1,759	2,013	2,305	2,869	3,155
Interest & Finance Charges	851	302	40	199	385	372	-270	-1,124	-1,031
Direct Taxes Paid	-403	-1,381	-1,993	-2,161	-2,453	-2,034	-3,768	-5,132	-6,017
(Inc)/Dec in WC	725	3,577	-1,154	-1,475	1,646	2,177	-5,301	-1,742	-1,492
CF from Operations	5,096	8,983	6,306	6,580	11,115	12,133	8,439	15,259	18,521
Others	0	0	211	321	0	0	0	0	0
CF from Operating incl EO	5,096	8,983	6,517	6,901	11,115	12,133	8,439	15,259	18,521
(Inc)/Dec in FA	-6,591	-2,298	-6,070	-7,539	-6,876	-6,732	-6,000	-6,000	-3,000
Free Cash Flow	-1,495	6,685	447	-638	4,239	5,400	2,439	9,259	15,521
(Pur)/Sale of Investments	479	0	-898	-48	-67	-235	0	-3,500	-3,500
Others	1,763	-4,171	1,666	-1,171	-2,214	3,220	1,146	1,624	1,531
CF from Investments	-4,349	-6,468	-5,301	-8,757	-9,157	-3,747	-4,854	-7,876	-4,969
Issue of Shares	10	1	251	1,284	0	0	0	0	0
Inc/(Dec) in Debt	-244	-3,135	603	2,924	2,516	-5,097	-4,000	-2,100	0
Interest Paid	-1,073	-661	-445	-671	-1,134	-1,333	-876	-500	-500
Dividend Paid	0	0	-971	-971	-1,387	-1,595	-1,664	-1,664	-1,664
Others	538	4,403	-469	-949	-2,004	1,912	0	0	0
CF from Fin. Activity	-768	609	-1,031	1,617	-2,008	-6,112	-6,540	-4,264	-2,164
Inc/Dec of Cash	-22	3,123	185	-240	-49	2,273	-2,955	3,119	11,387
Opening Balance	478	456	3,579	3,765	3,525	3,476	5,749	2,794	5,914
Closing Balance	456	3,579	3,765	3,525	3,476	5,749	2,794	5,914	17,301

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

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

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

Disclosures

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

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

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

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

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

Regional Disclosures (outside India)

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

For Hong Kong:

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

For U.S.

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

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

For Singapore

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

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

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

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

The associates of MOFSL may have:

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

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

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, nor its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

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

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

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

Registered Office Address: Motalal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motalaloswal.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@motalaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

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

Registration details of group entities.: Motalal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motalal 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@motalaloswal.com. In case of grievances for any of the services rendered by Motalal Oswal Financial Services Limited (MOFSL) write to grievances@motalaloswal.com, for DP to dp grievances@motalaloswal.com.