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Issue Details

Issue Details	
Issue Size (Value in ₹`million, Upper Band)	1,360
Fresh Issue (No. of Shares in Lakhs)	113
Offer for Sale (No. of Shares in Lakhs)	143
Bid/Issue opens on	24-Aug-26
Bid/Issue closes on	27-Aug-26
Face Value	Rs. 5
Price Band	50-53
Minimum Lot	283

Objects of the Issue:

➤ **Fresh Issue: ₹600 Million**

- Funding the capital expenditure requirements towards procurement of machinery and equipment for expansion at Kavathe Unit, Shirwal Unit and Pithampur Unit-I;
- Repayment or prepayment, in full or in part, of certain outstanding borrowings availed by their Company; and
- General corporate purposes

• **Offer for sale: ₹760 Million**

Book Running Lead Managers	
New Berry Capitals Private Limited	
Registrar to the Offer	
Bigshare Services Private Limited	

Capital Structure (₹` Million)	Aggregate Value
Authorised share Capital	520.0
Subscribed paid up Capital (Pre-Offer)	417.7
Paid up capital (Post - Offer)	474.3

Share Holding Pattern %	Pre Issue	Post Issue
Promoters & Promoter group	98%	71%
Public	2%	29%
Total	100%	100%

Financials

Particulars (Rs. In Million)	FY26	FY25	FY24
Revenue from operations	1,894	1,614	1,377
Operating expenses	1,477	1,256	1,152
EBITDA	417	358	226
Other Income	40	53	35
Depreciation	107	101	73
EBIT	350	310	187
Finance cost	45	48	29
PBT	306	262	158
Exceptional items			
Tax	80	66	42
Consolidated PAT	226	196	116
EPS	2.4	2.1	1.2
PAT Growth	15%	69%	
Ratio	FY26	FY25	FY24
EBITDAM	22%	22%	16%
PATM	12%	12%	8%
Sales growth	17%	17%	

Company Description

- Hy-Tech Engineers Limited is an engineering company engaged in the design, manufacture and supply of hydraulic fittings catering to diverse industrial applications, with over four decades of operational experience in the hydraulics industry. Its product portfolio comprises standard hydraulic fittings viz. DIN-metric fittings, JIC flared and flareless fittings, O-Ring Face Seal (ORFS) fittings and conversion fittings, as well as fittings customized to customer specifications. As of March 31, 2026, its portfolio consists of more than 11,000 stock keeping units (SKUs) of hydraulic fittings, serving diverse application needs across industries such as construction machinery, automotive, farming machinery, injection moulding machines and hydraulic systems. In addition, the company has obtained certifications which enable it to cater to sectors such as railways and defence, thereby expanding its addressable market.
- The company operates on a business-to-business (B2B) model across both domestic and international markets. Its sales approach combines direct engagement with original equipment manufacturers ("OEMs") and other industrial customers as also through a network of authorized distributors and distribution partners. Direct customer engagement enables the company to build long-term relationships and offer tailored solutions aligned with specific industry requirements. During Fiscal 2026, the company has supplied to 170 direct customers including OEMs. To complement its direct sales efforts, the company leverages a network of distributors and distribution partners in India and overseas, which allows it to expand its reach to a broader customer base. The distributors typically maintain inventory in their territories, promote the company's products, provide after-sales support, and act as the primary interface for customers. This dual-channel distribution strategy enhances the company's market penetration and provides it with the opportunity to increase market share for its offerings across a wide range of industrial sectors.
- The company is led by its Promoter and Managing Director, Hemant Tukaram Mondkar, an alumnus of the Indian Institute of Technology (Bombay), who has an extensive experience of more than four decades in the hydraulic fittings industry. In addition, its Promoter and Non-Executive Director, Ashwin Hemant Mondkar, plays an important role in supporting the company's international expansion. The company's Board of Directors and senior management team bring industry expertise and operational experience, which enables the company to identify market opportunities, formulate and execute business strategies and meet customer expectations.
- The hydraulic fittings market in India is experiencing significant growth, driven by the expansion of various industries such as manufacturing, construction, automotive, and agriculture. As infrastructure development and industrialization continue to rise, there is an increasing demand for hydraulic systems, which in turn boosts the need for high-quality hydraulic fittings. Key trends in this market include the growing adoption of automation, increasing investments in renewable energy projects, and a shift towards more durable, corrosion-resistant, and efficient hydraulic components. Furthermore, the rise of local manufacturing and the availability of cost-effective solutions are making hydraulic fittings more accessible to small and medium-sized enterprises.

Valuation

Hy-Tech Engineers limited, at the upper end of the price band, the company is valued at a P/E of **22.25x** FY26 earnings and an EV/EBITDA of **12.15x**, implying a post-issue market capitalization of ₹5,027 million. While the company is well-positioned to benefit from the growth of the hydraulic fittings industry, the issue appears reasonably valued considering its growth prospects and established market presence. Hence, we recommend a "**Subscribe - Long Term**" rating to the IPO.

➤ Description of Business

- Hy-Tech Engineers Limited has also engaged with a non-exclusive distribution partner in Europe who is not directly involved in customer acquisition but primarily provides post-sale services, local coordination and logistics support. As on March 31, 2026, the company's international presence extends to markets such as USA, Belgium, Poland, Russia, Brazil, Italy, Saudi Arabia, Hungary, UAE, Thailand and Germany supported by relationships with global customers including OEMs, industrial customers and distributors. The following table presents a breakup of the company's revenue from operations by distribution channel and geography for the periods indicated:

Distribution Channel	Market	FY26		FY25		FY24	
		Amount (₹ million)	% of Revenue from Operations	Amount (₹ million)	% of Revenue from Operations	Amount (₹ million)	% of Revenue from Operations
Direct Sales	Domestic	1,186	63	1,022	63	846	61
	Overseas	489	26	408	25	402	29
Sub-Total (A)		1,675	88	1,430	89	1,248	91
Distributors	Domestic	152	8	135	8	75	5
	Overseas	67	4	49	3	54	4
Sub-Total (B)		219	12	184	11	129	9
Grand Total (A+B)		1,894	100	1,614	100	1,377	100

- Currently, the company has six operational manufacturing facilities in India, out of which four are located in the state of Maharashtra and the other two in the state of Madhya Pradesh. The company's Nashik Unit offers it with backward integration capabilities that provide it competitive advantages including reduced reliance on external suppliers, cost efficiency, lead time reduction, and enhanced quality control. Set out below are brief details of the company's Manufacturing Facilities:

S. No.	Location	Product	Total Area (in sq. mtrs.)	Installed Capacity as on March 31, 2026
1	Thane, Maharashtra	Hydraulic fittings	1,327	35 lakh pieces p.a.
2	Pithampur, Madhya Pradesh (Pithampur Unit-I)	Hydraulic fittings	4,217	52 lakh pieces p.a.
3	Pithampur, Madhya Pradesh (Pithampur Unit-II)	Hydraulic fittings	1,394	60 lakh pieces p.a.
4	Shirwal, Satara, Maharashtra	Hydraulic fittings	12,350	144 lakh pieces p.a.
5	Kavathe, Satara, Maharashtra	Hydraulic fittings	12,799	192 lakh pieces p.a.
6	Nashik, Maharashtra	Forged Metal Parts	800	3,120 metric tons p.a.

- Each of the company's manufacturing facilities situated at Thane, Shirwal, Kavathe, and Pithampur operates as an independent manufacturing unit and is not operationally inter-dependent. However, the company's Nashik Unit, which forms an integral part of its backward integration strategy, supplies forgings, which serve as a raw material to all these units. Accordingly, the manufacturing operations for hydraulic fittings at the company's other units are dependent on the supply of forged components from the Nashik Unit. This structure allows better inventory management and operational flexibility. The company's facilities are supported by necessary infrastructure for manufacturing, storage of raw materials and finished goods, together with quality control, and are strategically located in the western and central regions of the country with availability of all modes of transportation and facilitates convenient transportation of the company's products, sourcing of raw materials and easy access to customers.

• Installed capacity and capacity utilization

Manufacturing Facilities	Particulars	Units	Fiscal 2026	Fiscal 2025	Fiscal 2024
Thane Unit (Maharashtra)	Installed Capacity	Pieces in Lakhs per annum	35	35	35
	Actual Production	Pieces in Lakhs per annum	24	28	27
	Capacity Utilization	%	69	80	77
Shirwal Unit (Satara, Maharashtra)	Installed Capacity	Pieces in Lakhs per annum	144	144	190
	Actual Production	Pieces in Lakhs per annum	102	98	111
	Capacity Utilization	%	71	68	58
Kavathe Unit (Satara, Maharashtra)	Installed Capacity	Pieces in Lakhs per annum	192	180	56
	Actual Production	Pieces in Lakhs per annum	116	99	42
	Capacity Utilization	%	60	55	75
Pithampur Unit-I (Madhya Pradesh)	Installed Capacity	Pieces in Lakhs per annum	52	48	48
	Actual Production	Pieces in Lakhs per annum	44	33	44
	Capacity Utilization	%	85	69	92
Pithampur Unit-II (Madhya Pradesh)	Installed Capacity	Pieces in Lakhs per annum	60	48	37
	Actual Production	Pieces in Lakhs per annum	41	30	24
	Capacity Utilization	%	68	63	65
Nashik Unit (Maharashtra)	Installed Capacity	MTPA	3120	3120	3120
	Actual Production	MTPA	2107	1860	1524
	Capacity Utilization	%	68	60	50

• Their Product Portfolio

- The company manufactures hydraulic fittings that are used across a wide range of industries. Its product range comprises standard fittings viz. DIN-metric fittings, JIC flared and flareless fittings, O-Ring Face Seal (ORFS) fittings and conversion fittings, which are manufactured in line with the parameters specified by various standards. In addition, the company also customizes fittings as per the requirements of its customers. As of March 31, 2026, the company offers over 11,000 SKUs of hydraulic fittings.

S. No.	Product	Description	Product Images	S. No.	Product	Description	Product Images
1.	DIN (Metric) Fittings	These fittings adhere to DIN standards and are used in hydraulic systems that require secure and leak-free connections. They are ideal for high-pressure applications in industrial and mobile equipment.		3.	O-ring face seal fittings	Our ORFS fittings are designed to deliver leak resistance in high-pressure applications. With their flat face and O-ring seal, they provide secure, vibration-resistant connections ideal for hydraulic circuits in heavy machinery and construction machinery.	
2.	JIC Flared and Flareless Fittings	JIC fittings provide sealing reliability in hydraulic applications. We offer both flared and flareless types to suit various installation preferences and system requirements.		4.	Conversion Fittings	Our conversion fittings provide a solution for connecting components with different thread types or standards. These versatile fittings ensure integration of various hydraulic systems, improving adaptability and reducing downtime.	

➤ **Strengths:**

● **Integrated operations and product development capabilities:**

- The company’s product portfolio includes more than 11,000 SKUs, comprising standard hydraulic fittings such as DIN-metric fittings, JIC flared fittings, O-Ring Face Seal (ORFS) fittings, and conversion fittings. The company also has the capability to develop application-specific fittings tailored to customer specifications and applicable industry standards, with 880 new SKUs in Fiscal 2026, 1,676 in Fiscal 2025, and 2,206 in Fiscal 2024. This breadth and pace of product development demonstrates both the scale and adaptability of the company’s operations. The company’s manufacturing operations encompass die-designing, forging, heat treatment, machining, plating and inspection and testing, which are primarily conducted in-house. The company has in-house design capabilities that allow it to tailor products to specific customer needs, enabling it to maintain wide product range that caters to both standard and specialized applications. These capabilities enable the company to meet the requirements of both large OEMs and small and mid-sized enterprises, including customers served through its distributor network demonstrates the flexibility of its operations and the inclusivity of its customer base across a broad spectrum of industries.
- The company operates with backward integration at its Nashik Unit which is equipped to manufacture forged components which are in turn used at its other facilities to manufacture hydraulic fittings. As of March 31, 2026, the company has a total installed capacity of forging capacity of 3,120.00 MT per annum at its Nashik Unit and a manufacturing capacity of 483.00 lakhs pieces per annum of hydraulic fittings across all its other facilities. This backward integration reduces reliance on external suppliers and supports cost efficiency, lead time reduction, and quality control. The company’s production infrastructure includes computer numerical control machines, multi spindle machines, transfer machines and supplementary machines such as vertical machining centers, thread rolling, centerless grinding machines, etc., enabling end-to-end manufacturing. To ensure conformance with technical standards, the company uses testing equipment for material composition analysis, mechanical property testing, and detection of surface cracks and defects.
- The integration of product development, captive forging, design, manufacturing, and quality assurance functions enables the company to offer a diverse range of products and respond to varied customer requirements. These factors, along with multi-tier customer relationships across OEMs and industrial segments, support continuity in business operations and strengthen the company’s competitive position in the hydraulic fittings industry.

● **Diversified customer base with wide market reach:**

- The company’s business model is designed to provide scalability by balancing direct engagement with customers and a distributor network. While direct sales to OEMs and other industrial users allow the company to customize solutions and build enduring relationships, its distributors also enable access to smaller and mid-sized industrial customers across domestic and overseas markets. The company served 170 direct customers in Fiscal 2026, compared to 152 in Fiscal 2025 and 144 in Fiscal 2024, while the number of distributors and distribution partners has grown from 5 in Fiscal 2024 to 7 in Fiscal 2026. This dual channel approach provides access to diverse customer segments and reduces dependence on any single sales channel or industry vertical.
- During the last three Fiscals, the company’s exports have contributed meaningfully to revenues, and its growing presence across eleven countries demonstrates both the acceptance of its products in international markets and its ability to compete globally. The following table sets forth a breakup of the company’s revenue from operations from domestic and international market in absolute terms and as a percentage of total revenue from operations, for the periods indicated basis the location of the customers:

Market	FY26		FY25		FY24	
	Amount (₹ million)	% of Revenue from Operations	Amount (₹ million)	% of Revenue from Operations	Amount (₹ million)	% of Revenue from Operations
Domestic	1,337.84	70.63	1,157.12	71.7	920.76	66.86
Overseas	556.2	29.37	456.7	28.3	456.32	33.14
Total	1,894.04	100	1,613.82	100	1,377.08	100

- Set forth below is the country-wise breakup of the company’s revenue from operations from overseas market for the periods indicated:

Particulars	FY26		FY25		FY24	
	Amount (₹ million)	% of Revenue from Operations	Amount (₹ million)	% of Revenue from Operations	Amount (₹ million)	% of Revenue from Operations
USA	405.79	21.42	368.69	22.85	338.25	24.56
Belgium	116.28	6.14	72.32	4.48	104.75	7.61
Poland	23.05	1.22	-	-	-	-
Russia	2.47	0.13	9.59	0.59	13.32	0.97
Brazil	6.4	0.34	4.49	0.28	-	-
Italy	1.52	0.08	1.01	0.06	-	-
Saudi Arabia	-	-	0.38	0.02	-	-
Hungary	0.09	0	0.14	0.01	-	-
UAE	0.43	0.02	-	-	-	-
Thailand	0.09	0	0.04	0	-	-
Germany	0.08	0	0.04	0	-	-
Total	556.2	29.37	456.7	28.3	456.32	33.14

- Similarly, the company's customer base is diversified across end-use industries such as construction equipment, agriculture, automotive, injection moulding machines and hydraulic systems, in addition to products sold through distributors to other sectors. This breadth of industries supported by the company's fittings reduces exposure to fluctuations in demand from any one sector. The following table provides the contribution of industry-wise bifurcation of the company's revenues from operations for the periods indicated:

Particulars	FY26		FY25		FY24	
	Amount (₹ million)	% of Revenue from Operations	Amount (₹ million)	% of Revenue from Operations	Amount (₹ million)	% of Revenue from Operations
Construction Machinery	435	23	379	23	353	26
Farming	432	23	303	19	248	18
Automotive	171	9	163	10	150	11
Injection Moulding Machines	75	4	68	4	56	4
Hydraulic Systems	96	5	60	4	60	4
Material Handling	0	0	5	0	6	0
Parking Systems	5	0	15	1	13	1
IPE & Railways	28	1	26	2	5	0
Others*	651	34	595	37	486	35
Total	1894	100	1614	100	1377	100

*Others includes unidentified sectors sold through distributors.

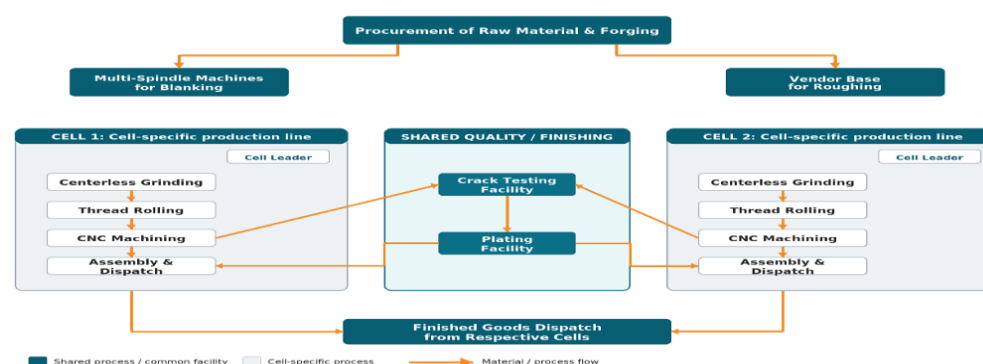
- The combination of direct sales and sales through distributors, increasing international footprint, and balanced sectoral exposure positions the company to mitigate risks, maintain stable revenues and support long-term, scalable growth.

● **Established global presence with access to growing international markets:**

- As of March 31, 2026, the company's operations span both domestic and international markets, supported by a product portfolio of over 11,000 SKUs. During the last three Fiscals, the company has exported hydraulic fittings to eleven countries including the USA, Belgium, Poland, Russia, Brazil, Italy, Saudi Arabia, Hungary, UAE, Thailand and Germany. The company has entered into a distribution agreement dated April 1, 2022 with its Promoter Group entity, Hy-Tech USA Inc., pursuant to which it has appointed them as the exclusive distributor of all hydraulic fittings and related equipment manufactured by the company for its customers, including OEMs, in North America, Canada, and Brazil. In Fiscals 2026, 2025, and 2024, the company's direct sales to Hy-Tech USA Inc. accounted for 3.54%, 3.04% and 3.95% of its revenue from operations, respectively. Additionally, customers sourced by Hy-Tech USA Inc. contributed ₹ 338.71 million, ₹319.59 million and ₹283.77 million towards of the company's revenues from operations in the same periods. Further, in the domestic market, the company's distribution network covered four states in India between Fiscal 2024 and Fiscal 2026. The company's continued focus on engineering, product quality, and industry-specific requirements has enabled it to gain insights and consistently meet the varying standards of international customers and deliver application-specific solutions.
- The hydraulic fittings market is experiencing dynamic growth globally, with significant trends emerging across various regions. The hydraulic fittings market in the USA grew at a CAGR of 7.5% from CY21 to CY25 and is expected to grow at CAGR of 8.2% from CY26 to CY31. Europe follows a similar pattern, with increased investments in industrial automation and green technologies like electric vehicles (EVs) and renewable energy contributing to market growth. The demand for hydraulic fittings in sectors such as construction, mining, and transportation is also prominent in this region. The hydraulic fittings market in Europe grew at a CAGR of 7.8% from CY21 to CY25 and is expected to grow at CAGR of 8.6% from CY26 to CY31.
- The company's export experience, coupled with long-standing customer relationships and a diversified product offering, enhances its ability to scale further in international markets while maintaining revenue stability. They believe that its diverse export footprint, combined with a broad product offering and engineering capabilities, positions it to leverage growing global demand. The scalable structure of its operations, coupled with its customer relationships, supports sustained revenue generation and provides flexibility to adapt to emerging international trends and market shifts.

• **Decentralized cell-based manufacturing model:**

- The company follows a cell-based manufacturing model, which enables it to maintain accountability, and customer focus. Under this structure, its operations are organized into smaller, self-contained cells, with certain cells aligned to specific customer requirements or product categories. Each cell functions with dedicated oversight for production, quality, and design support, which promotes ownership of outcomes, alignment with customer expectations, and consistency in delivery. A diagrammatic representation for this cell-based manufacturing model is given below:



- This approach helps the company respond flexibly to customer needs while maintaining standards of quality and reliability. The company's Manufacturing Facilities operate under a decentralized accountability framework, with plant heads responsible for operational performance and supported by central teams for procurement and strategic planning. This model fosters operational agility, cost discipline, and a performance-driven culture across the company's manufacturing operations. By organizing its manufacturing in this manner, the company is better positioned to manage diverse demand scenarios, adapt to changes in production planning, and support long-term relationships with customers.

➤ **Key Strategies:**

• **Enhancing their manufacturing capabilities:**

- As of the date of this Red Herring Prospectus, the company operates six Manufacturing Facilities with four located in Maharashtra (Thane, Shirwal, Kavathe and Nashik) and two in Madhya Pradesh (both in Pithampur). Amongst these, one unit at Nashik, Maharashtra is dedicated solely for forging, while the remaining five Manufacturing Facilities are focused on manufacturing of hydraulic fittings. As on March 31, 2026, the combined installed capacity of hydraulic fittings at the company's Manufacturing Facilities is 483.00 lakh pieces per annum, while its Nashik facility has an installed capacity of 3,120 metric tons per annum for forging. The forged products manufactured at Nashik Unit are largely utilized for captive consumption and support the company's backward integration objectives. For further information, see "Our Business - Material Properties" on page 188. With the increasing demand for hydraulic fittings across sectors and geographies, the company recognizes the need to augment its production capabilities to sustain long-term growth and service quality. The company's capacity expansion strategy focuses on strengthening its operational infrastructure through the deployment of high-precision machinery, introduction of automation, and improved process integration across critical facilities.
- In order to support its growth strategy and enhance market position with focus on additional capacity for manufacturing of hydraulic fittings and operational efficiency, the company intends to increase its manufacturing capacity at Shirwal Unit, Kavathe Unit and Pithampur Unit-I which offer the physical capacity and operational relevance for scaling up output. The company proposes to install new machines and equipment such as CNC Turning center, thread rolling Machine, CNC vertical machining center, etc. For further details, see "Objects of the Offer - Funding capital expenditure requirement of the Company towards procurement of machinery and equipment for expansion at Kavathe Unit, Shirwal Unit and Pithampur Unit-I" on page 99. These machines are expected to contribute to higher throughput, shorter production cycles, improved product precision and enhanced capacity to introduce new SKUs.
- To finance this expansion, the company intends to deploy a portion of the ₹299.66 million from the Net Proceeds from the Offer towards capital expenditure. Over the past three Fiscals, the company has consistently invested an average of ₹262.42 million per annum in plant and machinery, to improve its production infrastructure.
- Post-expansion, the estimated installed capacity at Shirwal, Pithampur Unit-I and Kavathe is expected to increase by 45.00%, 83.08% and 41.25% respectively, subject to timely commissioning. Post completion of the proposed expansion, the capacity of the said Manufacturing Facilities will be as under:

Manufacturing Facility	Existing Installed Capacity as on March 31, 2026	Existing Capacity Utilization as on March 31, 2026	Proposed Additional Capacity	Enhanced Capacity	Percentage of Increase in Installed Capacity (%)
Shirwal Unit	144	71%	65	209	45
Kavathe Unit	192	60%	79	271	41
Pithampur Unit-I	52	85%	43	95	83

• **Strategic diversification into high-growth sectors:**

- The company's customer base is diversified across industries including construction machinery, farming machinery, automotive components, injection moulding machines and hydraulic systems, reducing reliance on any single end-market, providing operational stability and consistent demand for its hydraulic fittings.
- In line with its strategy to deepen penetration across emerging sectors, the company has recently entered the defence and railways sectors, which demand high-reliability fittings for critical applications. According to CARE Report, the hydraulic fittings industry in India is experiencing growing opportunities in strategic sectors like defence and railways, driven by modernization initiatives, policy support, and a strong focus on

indigenization. These sectors require highly specialized, high-performance hydraulic components that can operate reliably under demanding conditions, opening doors for certified and technologically advanced manufacturers. The development of defence industrial corridors in Uttar Pradesh and Tamil Nadu is further expected to boost local manufacturing, creating a cluster-based demand for certified hydraulic components. Similarly, the Indian Railways sector is undergoing a rapid transformation with projects like Vande Bharat, high-speed trains, electrification, and modern coach manufacturing. Hydraulic systems are critical in areas such as braking mechanisms, suspension systems, coupling devices, and maintenance vehicles. To participate in these projects, manufacturers are required to meet stringent quality standards, notably through obtaining the IRIS (International Railway Industry Standard) certification, which is increasingly being recognized by both Indian and global railway OEMs.

- In Fiscal 2023, the company was awarded an IRIS Certification based on ISO/TS 22163:2017 for the design, development, and manufacturing of hydraulic fittings specific to railway requirements. In addition, the company has been approved by the Defence Research and Development Organisation (DRDO) for supply of DIN hydraulic fittings used in defence projects. With long standing experience, a proven track record in supplying quality hydraulic fittings and established relationships with distributors and OEMs, the company believes it is well positioned to leverage opportunities in these emerging sectors. The company's growth in recent years has been driven by an increased share of business with existing customers, the acquisition of new customers, and the strategic expansion of its product portfolio across industries and geographies.

- **Diversification into valves:**

- As part of its broader strategy to expand its product portfolio, the company is evaluating opportunities to diversify into valve segment through both organic initiatives and inorganic avenues. Valves represent a logical extension of the company's current offerings, catering to similar end-use industries such as construction equipment, agriculture, industrial machinery, and hydraulic systems. Hydraulic valves support the hydraulic systems by starting, stopping, and directing the flow of hydraulic fluids and are made of spools or poppets. According to the CARE Report, valve fittings are experiencing significant demand driven by their critical role in controlling fluid flow, pressure, and direction within hydraulic systems. With advancements in automation and process control, the need for high-quality, precision-engineered valve fittings is on the rise, particularly in industries like energy, aerospace, and chemical processing.
- Expansion into this segment would enable the company to broaden its product range, strengthen its customer base, and create cross selling opportunities by leveraging existing relationships and distribution channels. Such diversification aligns with the company's operational capabilities and industry expertise and is intended to strengthen its long-term positioning without necessitating significant incremental fixed investments. Any initiative in this regard would be undertaken following appropriate commercial and regulatory assessment.

- **Continued expansion of their distribution network:**

- The company intends to continue to expand its distribution network by leveraging its relationship with its existing distributors, while simultaneously pursuing opportunities to develop new relationships in new geographies across both domestic and international markets by expanding its production capacities. As of March 31, 2026, the company's distribution network includes 7 active distributors and distribution partners, compared to 6 as on March 31, 2025. The company's distribution-led model has contributed significantly to its revenues. During Fiscal 2026, the average revenue per distributor stood at approximately ₹ 36.54 million, compared to ₹ 36.79 million in Fiscal 2025 and ₹ 25.78 million in Fiscal 2024, indicating improved wallet share from existing distributors and better customer penetration.
- In the overseas market, the company has onboarded one new distribution partner in Europe in Fiscal 2025. The company's Promoter Group entity, Hy-Tech USA Inc., has further strengthened its sales engagement in North America by offering local fulfilment and technical support, reducing lead times and improving service quality. During Fiscals 2026, 2025, and 2024, the company's revenue from sales to Hy-Tech USA Inc. has been 3.54%, 3.04%, and 3.95%, respectively, of its revenues from operations.
- With its capacity expansion plan, the company expects to expand its reach to other new domestic and international markets while increasing the supply to existing markets as well which will also improve product availability and market reach. To achieve this goal, the company intends to increase the number of distributors, ensuring broader market coverage and improved accessibility of its products to a wider range of distributors and industrial users. The company also intends to increase its wallet share with its existing distributors and direct customers, including through the introduction of its new SKUs. To continue scaling its reach, the company seeks to implement distributor-specific incentive programs, and a feedback mechanism to better understand its customers' needs and address challenges in the domestic and export markets.

- **Focus to increase customer base in international markets:**

- The company intends to increase its sales in the international markets by continuing to maintain existing relationships with OEMs and other industrial customers and establish new relationships with both direct customers and distributors. During Fiscal 2026, the company derived revenues of ₹556.20 million from international markets which constituted 29.37% of its revenue from operations, with the USA, Belgium, Poland and Russia being the major contributors. Over the last three Fiscals, exports have consistently accounted for over 28% of the company's revenue from operations, underscoring the strategic role of global markets in its growth trajectory. In CY23, the market reached USD 332.4 million, continuing its upward trajectory from USD 300.2 million in CY22 as industries expanded and recovered (Source: CARE Report). This growth continued in CY24, and CY25 with consumption reaching USD 362.8 million, and USD 398.1 million respectively driven by sustained industrial demand. By CY31, the market is expected to hit USD 725.2 million, reflecting strong growth prospects fuelled by infrastructure development, technological advancements, and the increasing adoption of hydraulic systems across various industries.
- During the last three Fiscals, the company has supplied hydraulic fittings to USA, Belgium, Poland, Russia, Brazil, Italy, Saudi Arabia, Hungary, UAE, Thailand and Germany and aims to leverage its expertise in hydraulic fittings to expand its geographical footprint which will enable it to diversify its revenue base. The company believes that as it enters new export markets, it will be able to take advantage of the increased margins associated with these markets and improve its profitability. Furthermore, the company's strategy of diversifying its revenue base and expanding its geographical footprint helps it mitigate the risks associated with economic fluctuations in any one region.
- To drive its next phase of growth, the company intends to invest in logistics and localized support capabilities to reduce lead times, improve service delivery, and offer competitive pricing tailored to market requirements. The company also aims to invest in targeted marketing campaigns, including participation in international trade shows and exhibitions, and build a strong brand presence through digital platforms and localized marketing efforts in target countries. The company believes this diversification not only helps mitigate regional demand volatility but also supports margin expansion through exports to higher-value markets.

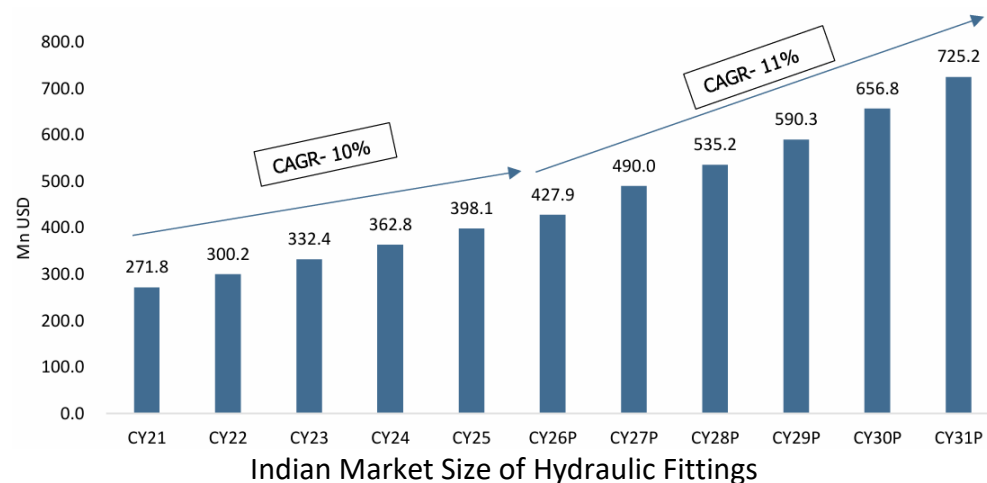
➤ **Industry Snapshot:**

• **Overview of Hydraulic systems:**

- Hydraulic systems operate via pressurized fluids. Within a hydraulic system, pressure is applied on contained fluid and this pressurized fluid creates force or power and acts upon every part of the section of the containing vessel. Depending on how this force is applied, operator can lift heavy loads. Hydraulic systems are usually used when load requirements change very frequently or where high-power density is required.

• **Hydraulic Fittings market size:**

- Hydraulic fittings are critical components of hydraulic systems, designed to connect pipes, tubes and hoses while ensuring leak-proof transmission of pressurized hydraulic fluids. They enable the flow, distribution, mixing and directional control of hydraulic fluids, thereby facilitating efficient power transmission in hydraulic equipment. Given that hydraulic systems operate under high pressure and often in harsh operating environments, fittings are required to offer superior mechanical strength, corrosion resistance, dimensional precision and long service life to ensure system reliability and operational safety.
- Hydraulic fittings are manufactured in a wide range of configurations based on connection type (threaded, flanged, quick connect, compression, etc.), material (carbon steel, stainless steel, brass, aluminium and engineered polymers), pressure rating and end-use application. The choice of fitting depends on factors such as operating pressure, fluid compatibility, temperature, vibration resistance and maintenance requirements.
- The hydraulic fittings market in India is experiencing significant growth, driven by the expansion of various industries such as manufacturing, construction, automotive, and agriculture. As infrastructure development and industrialization continue to rise, there is an increasing demand for hydraulic systems, which in turn boosts the need for high-quality hydraulic fittings. Key trends in this market include the growing adoption of automation, increasing investments in renewable energy projects, and a shift towards more durable, corrosion-resistant, and efficient hydraulic components. Furthermore, the rise of local manufacturing and the availability of cost-effective solutions are making hydraulic fittings more accessible to small and medium-sized enterprises. Additionally, advancements in technology, such as the integration of IoT and smart sensors in hydraulic systems, are shaping the market's future.
- The increasing adoption of technologically advanced machines across various industries such as agriculture, construction, material handling, and aerospace is expected to drive growth in the hydraulic fittings market. In India, the hydraulic fittings market has grown at a CAGR of 10% between CY21 and CY25 and is projected to expand at a higher CAGR of 11% from CY26 to CY31.



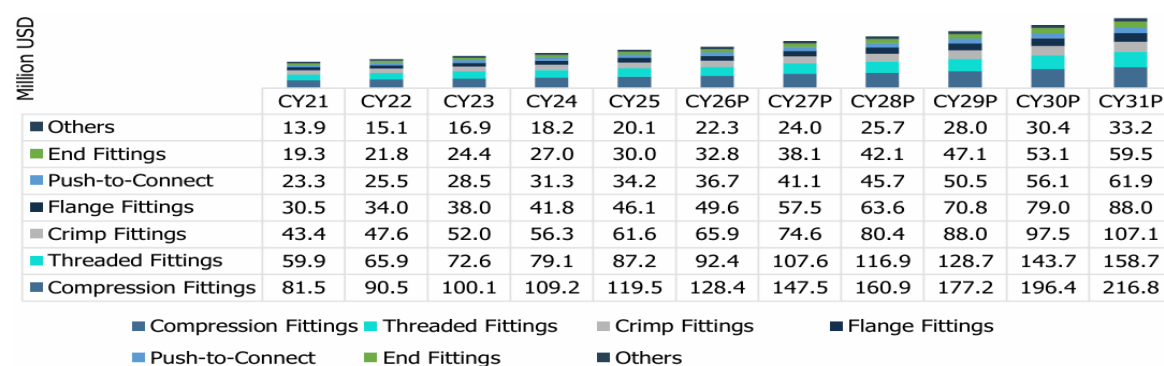
• **Types of Hydraulic fittings:**

- Hydraulic fittings can be differentiated on the basis of type of connection and the function it performs.

Type of Fitting	Key Features	Where the Product is Used
 Compression Fittings	• Superior sealing, high-pressure performance and easy installation. • Leak-proof joints by compressing ferrules or sealing rings around tubing. • Reliable under high pressure and vibration; compatible with multiple tube materials.	     Used in construction machinery, mining equipment, agricultural machinery, machine tools and industrial hydraulic systems.
 Threaded Fittings	• Versatile, cost-effective and compatible with a wide range of equipment. • Available in male and female threads. • Conforms to BSP, NPT, JIC and Metric standards.	     Used in industrial machinery, mobile equipment, process industries and OEM manufacturing.
 Crimp Fittings	• Permanent, high-strength hose-to-fitting connections. • Crimped using specialized equipment for secure and durable joints. • Withstand high pressure and cyclic loading.	      Used in heavy-duty hydraulic hoses in construction equipment, mining machinery, transportation, material handling and industrial manufacturing.
 Flange Fittings	• Designed for large-diameter, high-pressure hydraulic systems. • Excellent resistance to pressure surges, shock loading and vibration. • Leak-free and structurally robust connections.	     Used in steel plants, mining equipment, marine systems, heavy construction machinery and industrial hydraulic presses.
 Push-to-Connect Fittings	• Tool-free, quick installation and disconnection. • Reduces assembly time and downtime. • High reliability in automation systems.	    Used in industrial automation, robotics, packaging machinery and automated material handling systems.
 End Fittings	• Provides interface between hoses and equipment. • Available in clamp-end, plain-end and custom designs. • Offers higher performance and corrosion resistance with easy assembly.	      Used in mobile hydraulic equipment, heavy machinery OEMs and replacement markets.

• **On the basis of Type of connection:**

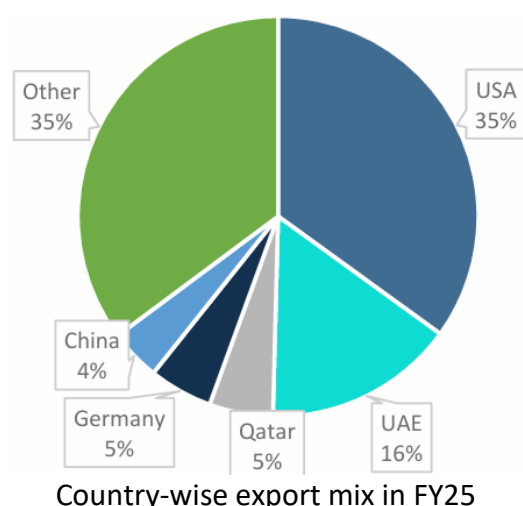
- Hydraulic fittings can be connected in various ways depending on the requirement and usage. The hydraulic fittings market is evolving with a growing demand for more specialized and efficient connection solutions across various industries.



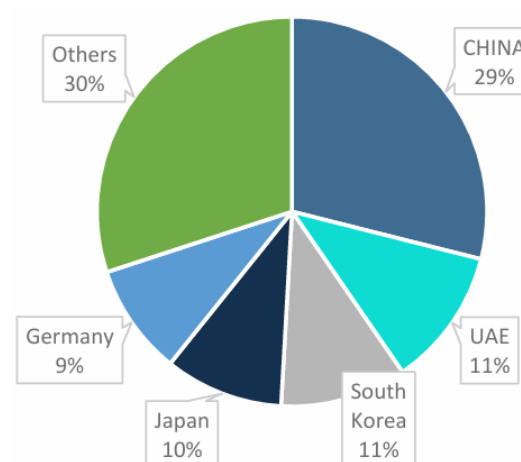
Indian Market Size of Hydraulic Fittings – based on connections

Global Scenario:

- The demand for hydraulic fittings is primarily driven by usage in equipment/machinery in end use industries such as agricultural equipment, construction equipment and so on. Developments in agricultural sectors particularly in developing regions such as India, China augur well for hydraulic fittings industry. In addition, investments in infrastructure development are growing across the globe is expected to lead to growth in demand for hydraulic based construction equipment. Similarly, growing demand for automotive will positively impact the hydraulic fittings industry.
- Fittings include tube or pipe fittings such as coupling, elbow sleeves made of iron or steel. The top 5 countries accounted for a share of 65% in exports of fittings from India in FY26 with USA contributing as the largest share at 35%. With respect to imports to India, the top 5 countries accounted for a share of 70% in imports of fittings in FY26 with China contributing for the largest share at 29%.



Country-wise export mix in FY25



Country-wise import mix in FY25

Global trade environment:

- The global trade environment for engineering products, including hydraulic fittings and hydraulic components, has entered a phase of heightened structural uncertainty, driven less by conventional tariffs and increasingly by evolving industrial policies, regulatory standards, geopolitical developments and supply-chain reconfiguration. According to UNCTAD's Key Statistics and Trends in International Trade 2025 report, global trade reached a record USD 35.2 trillion in 2025, supported by resilient merchandise trade and sustained expansion in services despite rising trade policy uncertainty. Merchandise trade alone accounted for approximately USD 26.4 trillion, highlighting continued strength in global manufacturing and industrial supply chains.
- Unlike earlier years where globalization was primarily driven by cost optimization, recent trade patterns increasingly reflect risk diversification, supply-chain resilience and strategic sourcing. The geopolitical tensions, changes in U.S. trade policy, renewed industrial policies and evolving trade regulations are the major global trade barriers. While globalization has not reversed, companies are increasingly balancing cost competitiveness with supply security by diversifying suppliers, regionalising production networks and reducing dependence on single-country sourcing.
- For hydraulic fittings manufacturers, this translates into higher compliance requirements across export markets. Access to advanced markets such as the European Union and the United States increasingly depends on adherence to internationally recognized technical regulations and product conformity standards, including CE marking, REACH, RoHS, ISO and SAE specifications wherever applicable. Compliance with these standards has become an important competitive differentiator, particularly for precision-engineered hydraulic components supplied to OEMs in construction equipment, agriculture, mining, industrial automation and material handling.
- The global trade concentration witnessed a modest increase during 2025 after several years of decentralisation, while trade among geographically closer economies grew faster than long-distance trade, indicating an emerging trend towards regionalization and supply-chain resilience. This reflects manufacturers' increasing preference for reducing logistics risks and shortening procurement cycles amid persistent geopolitical uncertainty.

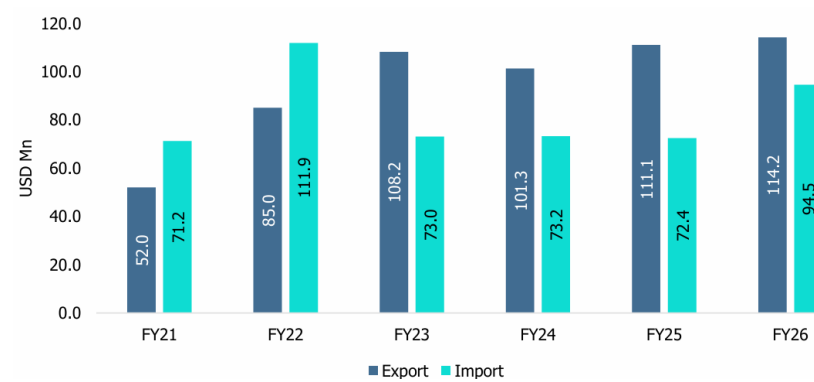
Freight and Logistics Trends:

- Global freight markets have stabilised considerably compared with the extraordinary volatility witnessed during the pandemic; however, logistics costs remain structurally above pre-COVID levels due to continuing geopolitical disruptions and changing shipping routes. According to UNCTAD, global goods trade resumed growth during 2024 and strengthened further in 2025 despite heightened policy uncertainty, indicating that global logistics networks have become more resilient, although they remain exposed to geopolitical shocks.
- Nevertheless, hydraulic fittings manufacturers continue to face external logistics risks. Geopolitical tensions, periodic disruptions along major maritime trade corridors, fluctuations in bunker fuel prices, vessel availability and longer transit routes can increase freight costs, working capital

requirements and inventory holding periods, particularly for imported alloy steel, specialised forgings, precision-machined components and other critical raw materials.

- **Domestic Trade Scenario:**

- The Indian hydraulic fittings industry is highly competitive, with a strong presence of organized players and MSMEs catering to sectors such as construction, mining, agriculture, automotive, industrial machinery, oil & gas and railways. Rising infrastructure development, mechanisation and industrial automation continue to support domestic demand. India has strengthened its position as a net exporter of hydraulic fittings. Exports increased from USD 52 Mn in FY21 to USD 114.2 Mn in FY26 (CAGR: ~21.2%), while imports grew from USD 71.2 Mn in FY21 to USD 94.5 Mn (CAGR: ~9.7%). Exports have consistently exceeded imports since FY23, reflecting improved global competitiveness, expanding manufacturing capabilities and growing acceptance of Indian hydraulic fittings in international markets. Meanwhile, imports continue to be driven by demand for specialised, high-precision hydraulic components with limited domestic production.



- India's hydraulic fittings market is experiencing significant growth in both exports and imports, driven by the increasing demand for high-quality hydraulic components in various industries such as manufacturing, construction, agriculture, and oil & gas. On the export front, India has emerged as a prominent supplier of hydraulic fittings, particularly to markets in North America, Europe, the Middle East, and Southeast Asia.
- The country's competitive advantage lies in its well-established manufacturing base, cost-effective production, and an ability to provide customized solutions that meet international standards. Indian manufacturers are capitalizing on the growing demand for hydraulic fittings by expanding their export networks, offering a wide range of products such as nipple fittings, valve fittings, adapters, and couplings. On the import side, India relies on advanced hydraulic components from countries with sophisticated technologies, such as Germany, the United States, and Japan. These imports include high precision fittings, specialized valves, and advanced materials that may not be locally produced at the required standards. The growing domestic need for high-performance hydraulic systems is driving the influx of these imported products, which complement the local supply and cater to niche applications that require cutting-edge technology. As India's industrial landscape continues to modernize, the trade in hydraulic fittings is expected to see an upward trajectory, with a balanced increase in both exports and imports.

- **Direct OEM Supply:**

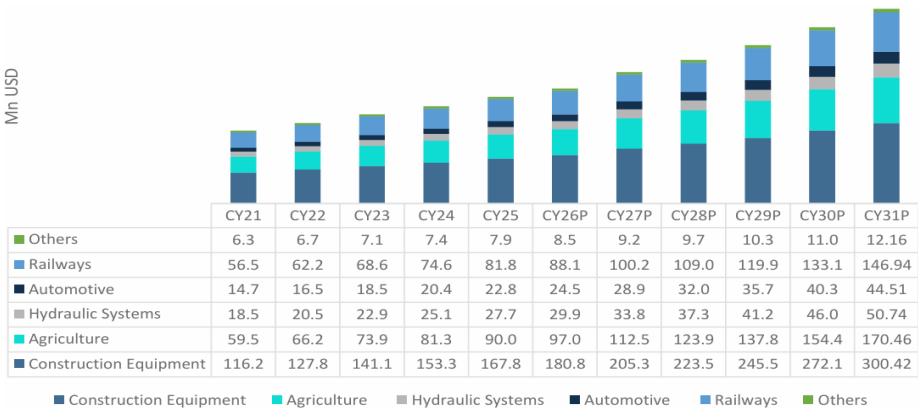
- Direct OEM supply remains the preferred business model for manufacturers supplying hydraulic fittings to construction equipment, agricultural machinery, commercial vehicles, industrial machinery, material handling equipment, mining and railways. Under this model, manufacturers supply hydraulic fittings directly to Original Equipment Manufacturers (OEMs), with products engineered to meet stringent technical specifications, pressure ratings and international standards such as ISO, SAE/JIC, DIN and BSP.
- The increasing localization of manufacturing under the Make in India initiative, expansion of domestic capital goods production and rising investments in infrastructure and manufacturing have strengthened OEM procurement from domestic component suppliers. Large OEMs are increasingly emphasizing supplier quality, traceability, product validation, digital procurement and just-in-time (JIT) deliveries to improve production efficiency and reduce inventory costs.
- Long-term supply agreements continue to characterize OEM relationships, enabling manufacturers to optimize production planning while supporting collaborative product development. The growing adoption of automation, CNC machining and precision manufacturing has further enhanced the ability of Indian hydraulic fitting manufacturers to meet the stringent quality and delivery requirements of global and domestic OEMs.

- **Channel Distribution:**

- Channel distribution continues to play a critical role in serving the aftermarket, maintenance, repair and overhaul (MRO) segment, particularly for customers requiring smaller order quantities and immediate product availability. Manufacturers distribute hydraulic fittings through authorized distributors, dealers and industrial retailers, enabling wider geographic reach without establishing extensive direct sales networks.
- Channel partners maintain inventory, provide technical support and facilitate faster deliveries to industries such as construction, agriculture, mining, manufacturing and industrial maintenance, where equipment downtime directly impacts productivity. Increasing digitalization of industrial procurement has also led many distributors to adopt online ordering platforms, inventory management systems and value-added technical support, improving customer service and supply chain responsiveness.
- As industrial equipment becomes more technologically advanced, distributors are increasingly offering application engineering support, product selection assistance and after-sales services, strengthening customer relationships while enhancing product availability across regional markets.
- Overall, while direct OEM supply dominates high-volume, customized applications, the channel distribution model remains indispensable for the replacement and aftermarket segment, ensuring timely availability of standardized hydraulic fittings across India's diverse industrial base. The continued expansion of manufacturing, infrastructure and mechanization is expected to support growth across both distribution channels.

Key end-user industries:

- The usage of hydraulic fittings can be segregated into end-use industries such as construction equipment, mining equipment etc. and intermediaries such as Injection Moulding Machines as detailed below:
 - Agricultural equipment: farming equipment
 - Construction equipment: Earth Moving, Road Construction, Concrete equipment
 - Automotive: Heavy Vehicle
 - Railways
 - Hydraulics System
 - Other equipment: Vibration control systems for Trains & high-storey buildings, Hydraulic lifts, Crushers



Consumption of Hydraulic Fittings across end-user industries

KPI:

S. No.	Particulars	Units	2026	2025	2024
Financial KPI					
GAAP Financial measures					
1	Revenue from operations(a)	₹ in million	1,894	1,614	1,377
2	Profit after tax(b)	₹ in million	226	196	116
Non-GAAP Financial measures					
3	Total Revenue(c)	₹ in million	1,934	1,667	1,412
4	Earnings before interest, taxes, depreciation, and amortization (EBITDA)(d)	₹ in million	417	358	226
5	EBITDA Margin(e)	%	22	22	16
6	PAT Margin(f)	%	12	12	8
7	Return on Equity (ROE)(g)	%	20	21	15
8	Debt To Equity Ratio(h)	%	24	43	50
9	Interest Coverage Ratio(i)	Times	7	5	5
10	ROCE(j)	%	24	20	15
11	Current Ratio(k)	Times	3	2	2
12	Net Capital Turnover Ratio(l)	Times	3	3	5
13	NAV / Book Value After Bonus and Split per Share(m)	₹	15	12	10
14	Inventory Turnover Ratio(n)	Times	2	2	2
15	Trade Receivables Turnover Ratio(o)	Times	4	4	3
16	Trade payables Turnover Ratio(p)	Times	7	6	5
Operational KPI					
1	Actual Production (q)	Pieces per annum	3,27,00,000	2,88,00,000	2,48,00,000
2	Capacity Utilisation (r)	%	71	67	73

Comparison with listed entity

Name of the Company	Face Value (₹)	Revenue from Operations (₹ million)	Basic EPS (₹)	Diluted EPS (₹)	P/E	Return on Net Worth (%)	NAV per Equity Share (₹)
Hy-Tech Engineers Limited	5	1,894	2.7	2.7	22.3	20.2	14.6
Listed peers							
Aeroflex Industries Limited	2	4,419	4.3	4.3	107.0	14.1	33.8
Dynatomic Technologies Limited	10	16,213	47.7	47.7	230.3	7.9	1168.4
Yuken India Limited	10	4,622	10.8	10.8	69.3	4.3	274.7

Note: Financial information of the Company is derived from the Restated Financial Statements for the Fiscal Year ended March 31, 2026

➤ **Key Risk:**

- The company is dependent on a few customers for a major portion of its revenues with its top 10 customers contributing to 45.32%, 42.02% and 48.72% of its revenue from operations in the Fiscals 2026, 2025 and 2024, respectively. Further, the company does not enter into long-term arrangements with its customers and any failure to continue its existing arrangements with such customers could adversely affect its business, financial condition results of operations and cash flows.
- The company derives a significant portion of revenue from operations from exports, which accounted for 29.37%, 28.30% and 33.14% of its total revenues in Fiscal 2026, 2025 and 2024, respectively. Out of which a substantial portion was generated from the United States of America, which contributed 21.42%, 22.85% and 24.56% of its total revenues during the same period. Fluctuation in exchange rates, any adverse developments in these markets or restrained economic or political relations of India with the United States of America could adversely affect the company's business.
- In the Fiscal 2024, the company has experienced negative year on year growth in its profit after tax. The company may be unable to manage its growth and expansion operations or to successfully implement its business plan and growth strategies in a timely manner or within budget estimates, which could materially and adversely affect its business, results of operations and financial condition.
- Four out of the company's six Manufacturing Facilities are located in Maharashtra, India and the balance two in Madhya Pradesh. The company derived 77.64%, 77.27% and 77.43% of its revenue from operations during Fiscals 2026, 2025 and 2024, respectively, from the Manufacturing Facilities located in the state of Maharashtra. Any significant social, political, economic or seasonal disruption, natural calamities or civil disruptions in the state of Maharashtra or Madhya Pradesh where the company's other Manufacturing Facilities are concentrated could have an adverse effect on its business, results of operations and financial condition.
- Under-utilization of the company's manufacturing capacities and an inability to effectively utilize its expanded manufacturing capacities could have an adverse effect on its business, future prospects and future financial performance.
- The company is dependent on its suppliers for raw materials used in its manufacturing processes with its top 10 suppliers contributing to 65.61%, 54.78% and 65.49% of its total purchases in the Fiscal 2026, 2025 and 2024, respectively. Any shortages, delay or disruption in the supply of the raw materials the company uses in its manufacturing process may have a material adverse effect on its business, financial condition, results of operations and cash flows.
- The company derives a significant portion of its revenue from operations from direct sales to its customers, with such direct sales contributing to 88.42%, 88.60% and 90.64% of its revenue from operations in Fiscals 2026, 2025 and 2024, respectively. Any adverse changes in this distribution channel could adversely impact the company's business, results of operations and financial condition.
- While the company caters to multiple industry segments, a significant portion of its revenue comes from construction machinery, farming and automotive industry segments, which collectively contributed 54.82%, 52.33% and 54.55% of its revenue from operations in Fiscals 2026, 2025 and 2024, respectively. The company may be affected by any reduction in the demand or requirement of products in such industries which can adversely impact its business, financial condition, results of operations, cash flows and prospects.
- The company depends on third party logistic providers for transportation of its products. Any disruption, accident or delay in transportation, by such logistic providers may hamper its supply chain and impact its financial performance.
- The company has not placed orders in relation to purchase of machineries. In the event of any delay in placing the orders, or in the event the vendors are not able to provide the machineries in a timely manner, or at all, the same may result in time and cost over-runs.
- A significant portion of the company's domestic revenues are derived from the western and central zones and any adverse developments in this market could adversely affect the company's business.
- The company's Erstwhile Subsidiary, Hy-Tech ACR Private Limited, had incurred losses and witnessed negative operating cash flows (on standalone basis) in the last three Fiscals.

➤ **Valuation:**

- Hy-Tech Engineers limited, at the upper end of the price band, the company is valued at a P/E of 22.25x FY26 earnings and an EV/EBITDA of 12.15x, implying a post-issue market capitalization of ₹5,027 million. While the company is well-positioned to benefit from the growth of the hydraulic fittings industry, the issue appears reasonably valued considering its growth prospects and established market presence. Hence, we recommend a "**Subscribe - Long Term**" rating to the IPO.

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