

Suzlon Energy | BUY

4QFY25: All-round beat; it's finally windy now!

Suzlon Energy Ltd (Suzlon) reported 4QFY25 net revenue of INR 37.9bn, 73%/11%/-1% YoY/ JMFc/cons driven by higher deliveries (110% YoY). EBITDA came in at INR 6.9bn, 94%/28%/20% YoY/ JMFc/cons with improvement in margin to 18.3%/16.3%/15.9% in 4QFY25/4QFY24/ JMFc due to operating leverage. We have adjusted the impact of deferred tax asset (DTA) recognition of INR 6bn post which we arrive at Adj. PAT of INR 5.8bn, 107%/31%/27% YoY/ JMFc/ Cons. In FY26, tax expense is expected to increase due to reversal of DTA created in FY25 which might get partially offset by new DTA. With the manufacturing capacity of 4.5 GW and order book of 5.5 GW, company is confident of 60% growth in key performance parameters like deliveries. India's wind energy momentum, which was once perceived as constrained, is now on an accelerated path driven by the demand for hybrid renewable projects, ensuing control on imports from China, and improved visibility on execution. Considering deliveries of 2500 MW/3100 MW in FY26/FY27, we arrive at an EPS of INR 1.58/ INR 2.32 during FY26/FY27 and, maintain our BUY rating on the stock with a revised TP of INR 81 based on a 35x FY27 EPS.

- **Segment Performance:** Strong WTG (wind turbine generator) deliveries (573MW/ 273MW for 4QFY25/ 4QFY24) led to revenue and EBITDA margin to grow to INR 31.4bn/ INR 15.3bn and 15%/ 6% during 4QFY25/ 4QFY24 for the segment. The installed capacity base for the Operations & Maintenance Services (OMS) business stood at 15.1 GW in FY25 vs. 14.7 GW in FY24. Revenue and EBITDA margin for OMS during 4QFY25/ 4QFY24 stood at INR 5bn/ INR 5.2bn and 39%/ 40%. The EBITDA margin for the foundry and forging division was 20% during 4QFY25 vs. 21% during 4QFY24. Company is working towards increasing non-wind orders for foundry and forging division.
- **Order book:** Suzlon has recorded highest-ever order book of 5,025 MW as on Mar'25 (2,929 MW as on Mar'24) which increased to 5,555 MW in May'25 with a diversified mix (91% 3x MW series; 55% C&I customers; 26% PSU customers; 76% non-EPC; spread across 7 States). Suzlon has won order of 378MW from NTPC green in Apr'25 with this it has signed India's largest wind energy order of 1,544MW from NTPC Green. During the conference call, management indicated that there is an ample pipeline of orders, e.g. NTPC has opened a tender for 1.5 GW of WTGs. The emphasis is on securing orders that can be executed.
- **Deliveries and project execution:** India added 1,875 MW of wind energy capacity during 4QFY25 vs. 1,150 MW during 4QFY24. Suzlon commissioned 95MW of projects in 4QFY25 and 371 MW of WTGs are erected on sites which are ready for commissioning. With this deliveries/ installations during FY25 stood at 1,550MW/ 336MW vs. 710MW/ 882MW during FY24. Lower installations during FY25 are due to connectivity and land related challenges.
- **Guidance:** Management has guided for 60% growth on all parameters viz. deliveries, revenue, EBITDA in FY26. It expects India to add 6 GW and 7-8 GW of wind energy capacity during FY26 and FY27.

Financial Summary					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	64,968	1,08,513	1,74,606	2,30,644	2,57,505
Sales Growth (%)	9.2	67.0	60.9	32.1	11.6
EBITDA	10,289	18,572	30,020	40,137	44,337
EBITDA Margin (%)	15.8	17.1	17.2	17.4	17.2
Adjusted Net Profit	7,142	20,716	21,523	31,664	35,291
Diluted EPS (INR)	0.5	1.5	1.6	2.3	2.6
Diluted EPS Growth (%)	286.5	189.2	3.9	47.1	11.5
ROIC (%)	32.0	57.0	39.9	48.5	54.3
ROE (%)	28.5	41.3	29.9	32.0	26.5
P/E (x)	123.9	42.8	41.2	28.0	25.1
P/B (x)	22.6	14.5	10.7	7.7	5.9
EV/EBITDA (x)	86.1	47.9	29.1	21.4	18.2
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0

Source: Company data, JM Financial. Note: Valuations as of 29/May/2025



Sudhanshu Bansal

sudhanshu.bansal@jmfl.com | Tel: (91 22) 66303128

Krishnakant Phafat

krishnakant.phafat@jmfl.com | Tel: (91 22) 66303563

Recommendation and Price Target

Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	81
Upside/(Downside)	24.1%
Previous Price Target	71
Change	14.4%

Key Data – SUEL IN

Current Market Price	INR65
Market cap (bn)	INR892.9/US\$10.4
Free Float	80%
Shares in issue (mn)	13,647.9
Diluted share (mn)	13,647.9
3-mon avg daily val (mn)	INR4,593.2/US\$53.7
52-week range	86/44
Sensex/Nifty	81,633/24,834
INR/US\$	85.5

Price Performance

%	1M	6M	12M
Absolute	13.4	3.9	41.9
Relative*	11.4	1.5	28.4

* To the BSE Sensex

JM Financial Research is also available on:
Bloomberg - JMFR <GO>,
Thomson Publisher & Reuters,
S&P Capital IQ, FactSet and Visible Alpha

Please see Appendix I at the end of this report for Important Disclosures and

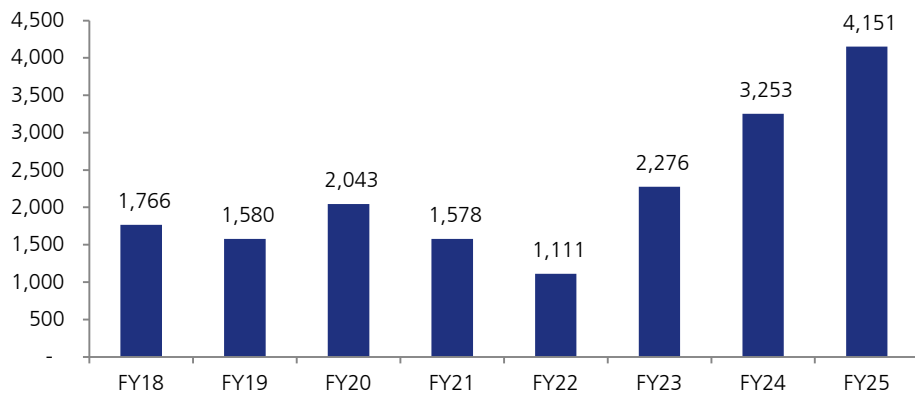
Please see Appendix I at the end of this report for Important Disclosures and

- **Opportunities in long-term:** India is committed to achieve 500 GW (50% RE in energy mix) of non-fossil fuel capacity by 2030 which includes 100 GW (122 GW by FY32) of wind capacity. Evolution of structure of projects from vanilla solar/wind to RTC, FDRE and other combinations require wind component (higher than solar in most of the cases) in all the future projects. To expedite wind energy additions, various policy initiatives have been taken viz. state-specific sub-bids for wind, pooling of tariff for uniform RE tariff, RPO (RE purchase obligations) trajectory (29.91% in FY24 to 43.33% in FY30 with wind-specific RPO), waiver of ISTS charges for 25 years for RE projects commissioned up to 30 Jun'25 and others.
- **Push for Make in India:** Govt of India in Apr'25 issued a draft proposal for the inclusion/ updating of wind turbine models for installation in India which includes mandatory sourcing of key components from India along with localisation of all data centres and servers. With sufficient manufacturing base for wind components (blades, towers, gearboxes, and generators), current policy action is intended to promote 'Make in India' and mitigate cybersecurity risk to the grid, particularly from China. Mandatory sourcing from India will dilute the price advantage, Chinese players have vis-à-vis Indian manufacturers. Suzlon with the most integrated domestic manufacturing is the largest beneficiary of the current policy action. [India says no to 'winds from China'](#)
- **Miscellaneous**
 - S144 order book surpasses 5GW
 - Contribution Margin for WTG division improves to 23% in FY25 from 19.4% in FY24
 - Net Worth and Net Cash position as on Mar'25 stood at INR 61bn and INR 19bn respectively.
 - Current domestic manufacturing capacity at 4.5GW
 - Expects to launch new variant of S144
 - Repowering opportunity: Current focus is on replacing old blades and nacelle with higher rating sets. Total replacement of old WTGs with good sites will take little more time
 - CapEx during FY25 was INR 3.5 bn which is expected to increase to INR 4.0-4.5 bn during FY26
 - CRISIL has upgraded rating of the company to A/Positive

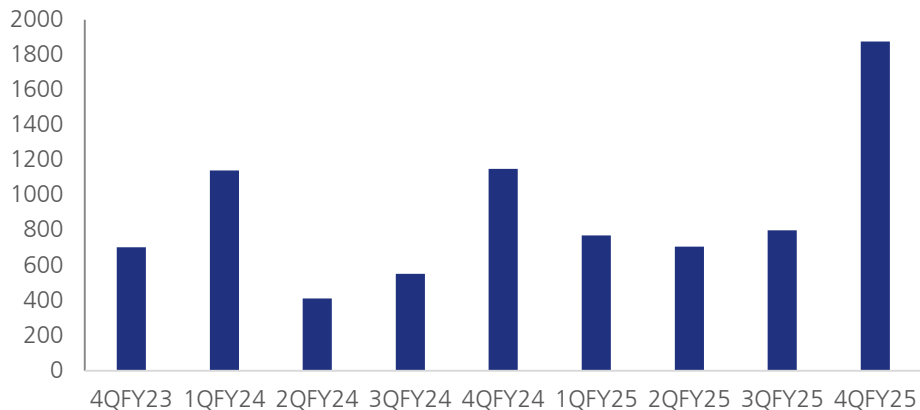
Exhibit 1. 4QFY25 Results summary

Particulars	4QFY25	4QFY24	YoY %	3QFY25	QoQ %	JMFe	% Var
Net sales	37,899	21,962	73%	29,748	27%	34,211	11%
Deliveries (MW)	573	273	110%	447		573	
Expenditure	30,965	18,388	68%	24,753	25%	28,788	
Raw material	24,448	13,875		18,856		21,895	
RM % Sales	65%	63%		63%		64%	
Employee	2,383	1,823		2,654		2,787	
Other exp.	4,134	2,691		3,243		4,105	
EBITDA	6,935	3,574	94%	4,995	39%	5,424	28%
EBITDA margins	18.3%	16.3%	124bps	16.8%	90bps	15.9%	154bps
Other income	353	112		275		275	
Depreciation	928	444		662		700	
Interest	847	443		695		503	
Exceptional item	-	271		-		-	
PBT	5,512	2,529	118%	3,913	41%	4,496	23%
Tax	(6,297)	(13)		36		41	
PAT	11,810	2,541	365%	3,878	205%	4,455	165%
Adjusted PAT	5,815	2,812	107%	3,869	50%	4,447	31%
EPS	0.43	0.21		0.28		0.33	

Source: Company, JM Financial

Exhibit 2. Annual wind capacity additions in India (MW)

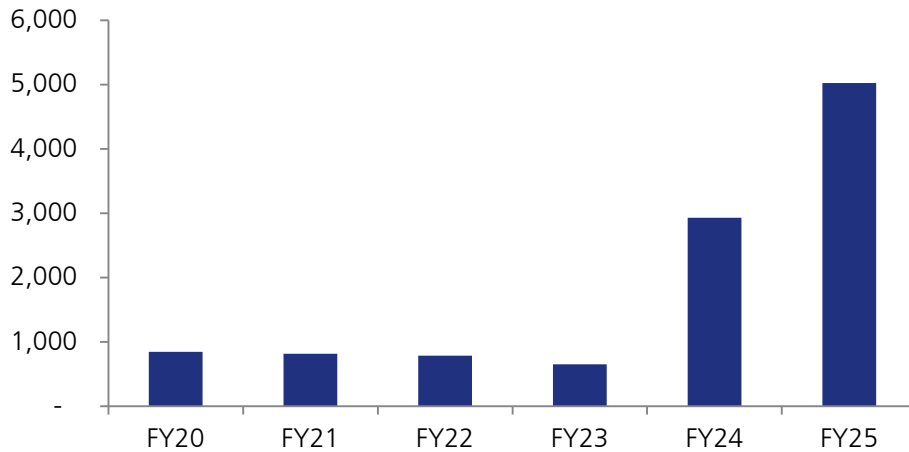
Source: Company, JM Financial

Exhibit 3. Quarterly wind capacity addition in India (MW)

Source: Company, JM Financial

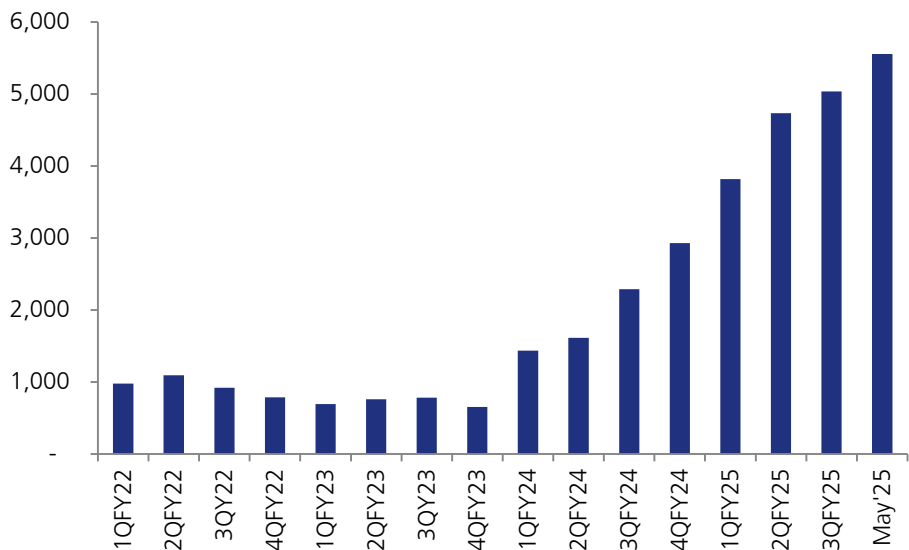
Order book

Exhibit 4. Annual order book (MW)



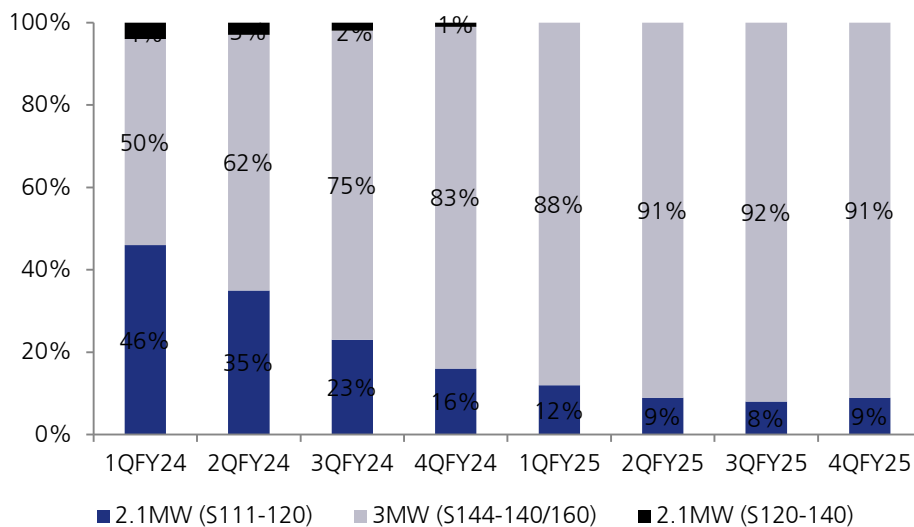
Source: Company, JM Financial

Exhibit 5. Quarterly order book trend (MW)



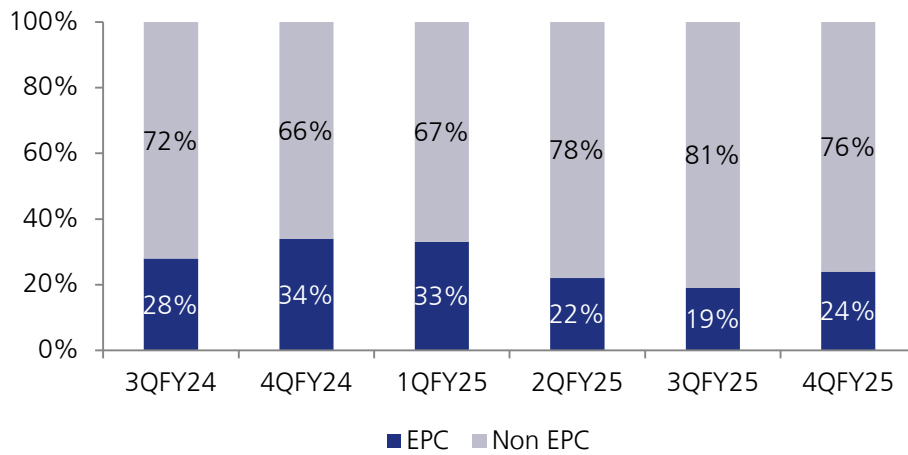
Source: Company, JM Financial

Exhibit 6. WTG model mix



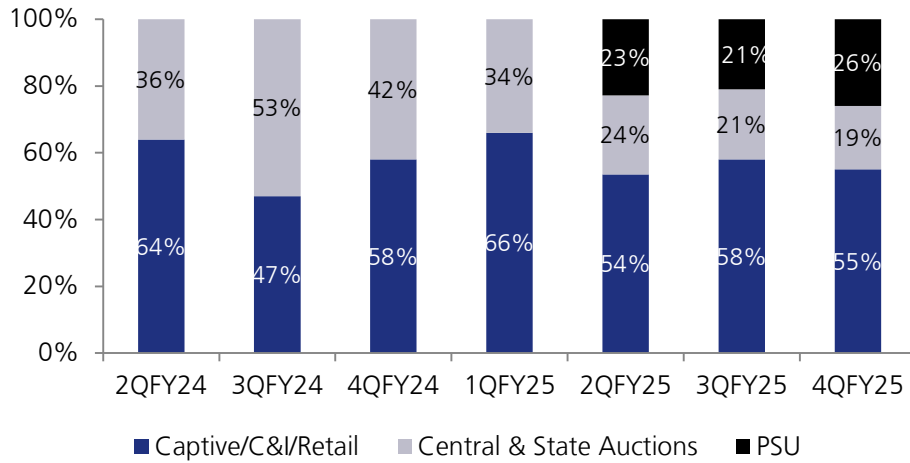
Source: Company, JM Financial

Exhibit 7. Orders' scope mix



Source: Company, JM Financial

Exhibit 8. Customers' segment mix (%)



Source: Company, JM Financial

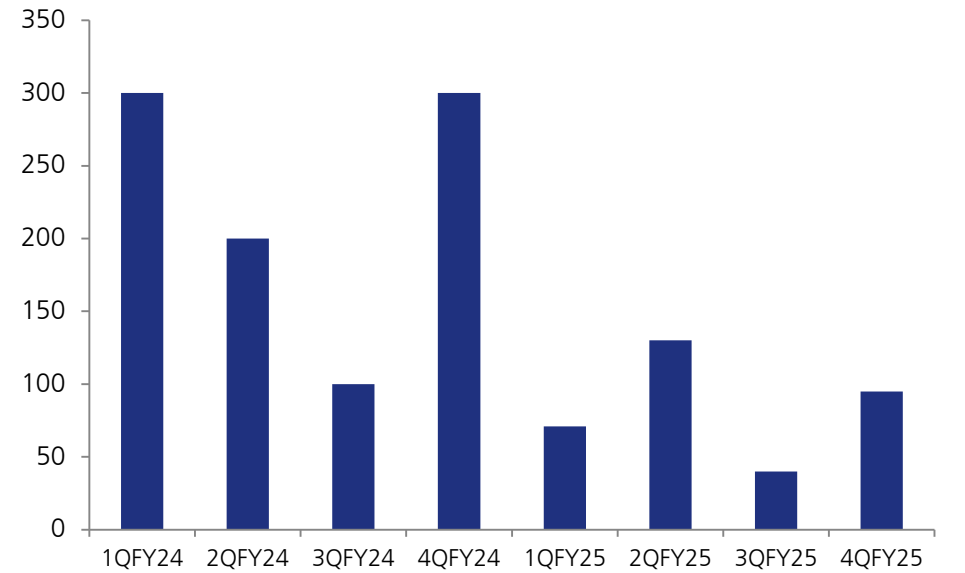
Exhibit 9. Order received

Date	Developer	Product details	Order wins (MW)
	Order book as on 31st Mar'24		2,929
1QFY25			1,139
May'24	Juniper Green Energy	3MW	402
May'24	Adity Birla Group	3MW	551
May'24	Oyster Green Hybrid One Pvt Ltd	3MW	82
Jun'24	AMPIN Energy Transition	3.15MW	104
2QFY25			1,166
Sep'24	NTPC	3.15 MW	1,166
3QFY25			702
Oct'24	Jindal renewables	3.15 MW	400
Dec'24	Jindal renewables	3.15 MW	302
4QFY25			892
Jan'25	Torrent Power	3MW	486
Feb'25	Oyster Renewable	3.15MW	202
Mar'25	Jindal renewables	3.15 MW	205
	FY25 Total Additions		3,900
YTD FY26			479
Apr'25	NTPC Green Energy	3.15MW	378
Apr'25	Sunsure Energy	2.1MW	101
	Dispatches		
	1QFY25		274
	2QFY25		256
	3QFY25		447
	4QFY25		573
	Cancelled		203
	Total in hand		5,555

Source: Company, JM Financial

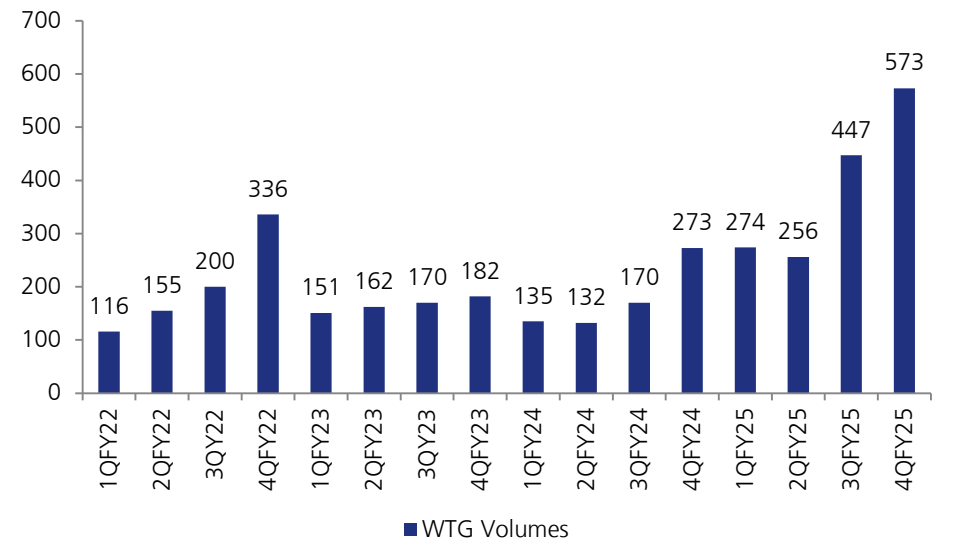
Execution

Exhibit 10. Installation (MW)



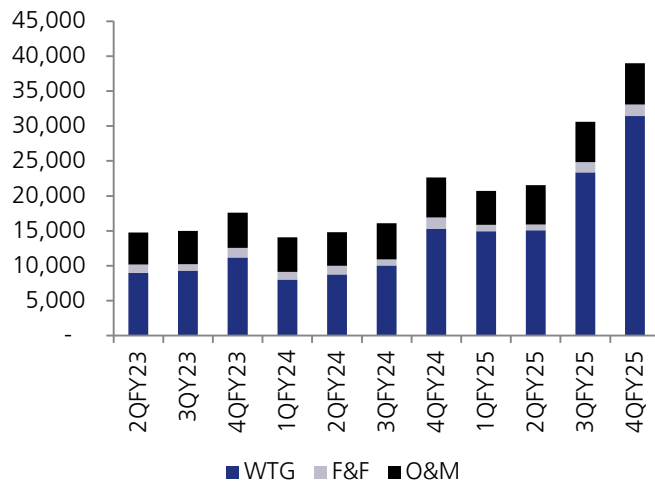
Source: Company, JM Financial

Exhibit 11. WTG Volumes (MW)



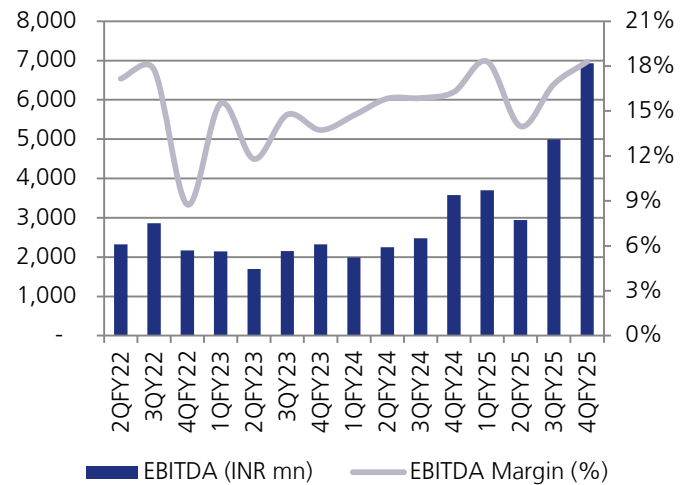
Source: Company, JM Financial

Exhibit 12. Segment-wise revenue (INR mn)



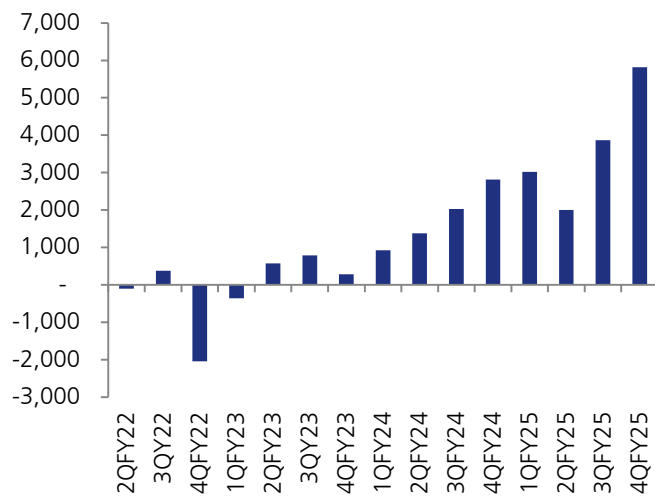
Source: Company, JM Financial

Exhibit 13. EBITDA & EBITDA Margin



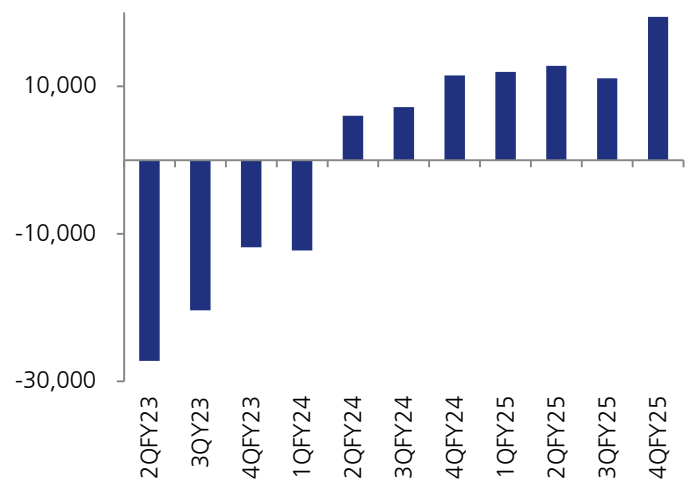
Source: Company, JM Financial

Exhibit 14. Adjusted PAT (INR mn)



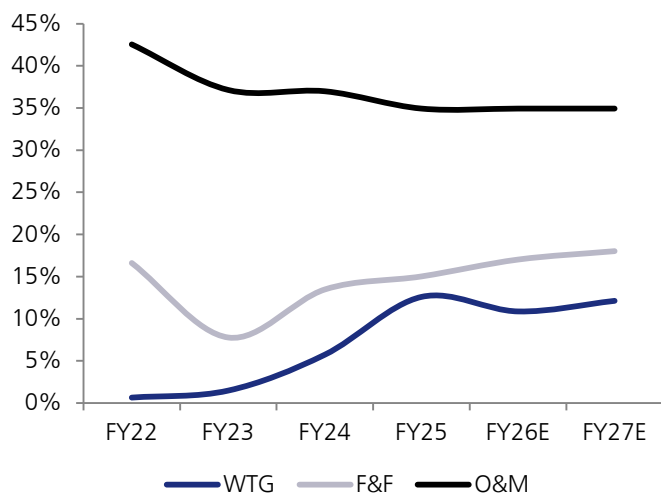
Source: Company, JM Financial

Exhibit 15. Net Cash (INR mn)



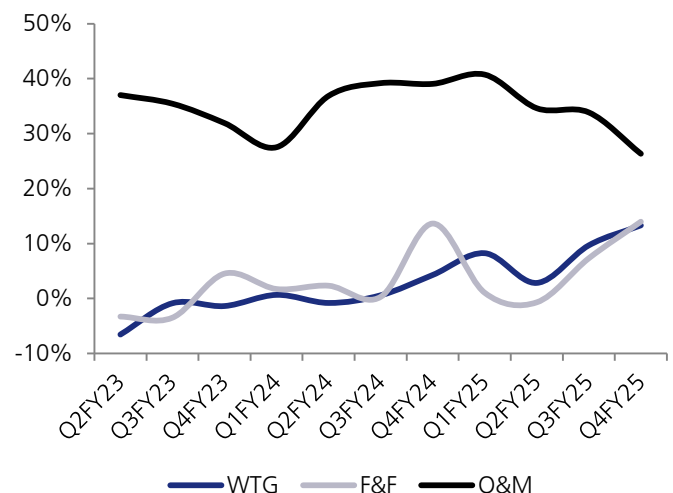
Source: Company, JM Financial

Exhibit 16. Segment-wise EBITDA Margin



Source: Company, JM Financial

Exhibit 17. Segment-wise EBIT Margin

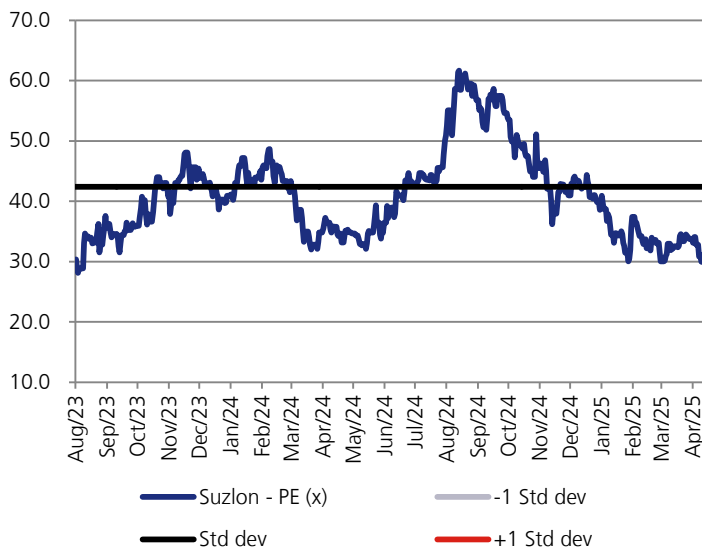


Source: Company, JM Financial

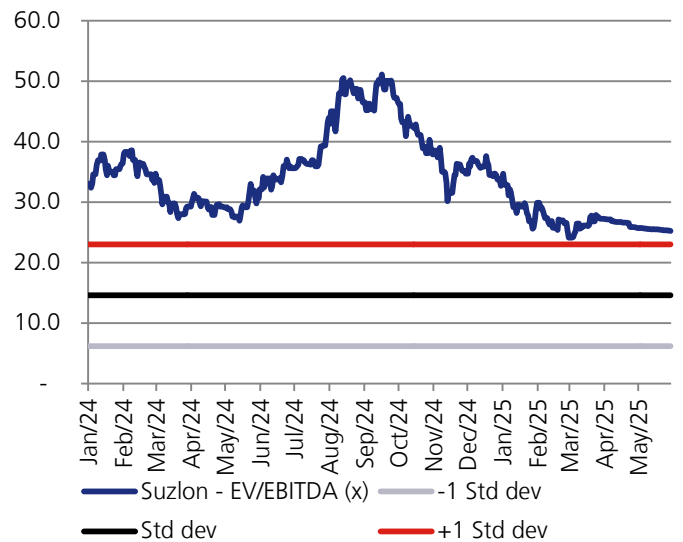
Exhibit 18. Change in estimates

Year end Mar31 (INR mn)	FY26E	FY27E	FY28E
Revenues			
Old	174,782	231,599	
New	174,606	230,644	257,505
Chg	-0%	-0%	
EBITDA			
Old	30,155	39,686	
New	30,020	40,137	44,337
Chg	-0%	1%	
EBITDA Margins			
Old	17.3%	17.1%	
New	17.2%	17.4%	17.22%
bps	-6bps	27bps	
PAT			
Old	26,064	27,718	
New	21,523	31,664	35,291
Chg	-17%	14%	
FD EPS			
Old	1.9	2.0	
New	1.6	2.3	2.6
Chg	-17%	14%	

Source: JM financial

Valuation bands**Exhibit 19. P/E**

Source: Bloomberg, JM Financial

Exhibit 20. EV/EBITDA

Source: Bloomberg, JM Financial

Financial Tables (Consolidated)

Income Statement					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	64,968	1,08,513	1,74,606	2,30,644	2,57,505
Sales Growth	9.2%	67.0%	60.9%	32.1%	11.6%
Other Operating Income	323	384	420	404	369
Total Revenue	65,291	1,08,897	1,75,026	2,31,049	2,57,873
Cost of Goods Sold/Op. Exp	39,821	68,866	1,14,791	1,50,886	1,68,102
Personnel Cost	7,029	9,415	10,864	12,077	12,955
Other Expenses	8,152	12,044	19,350	27,949	32,479
EBITDA	10,289	18,572	30,020	40,137	44,337
EBITDA Margin	15.8%	17.1%	17.2%	17.4%	17.2%
EBITDA Growth	23.7%	80.5%	61.6%	33.7%	10.5%
Depn. & Amort.	1,896	2,592	4,122	4,197	4,295
EBIT	8,393	15,980	25,898	35,940	40,043
Other Income	384	1,034	1,086	1,140	1,197
Finance Cost	1,643	2,548	1,200	1,200	1,200
PBT before Excep. & Forex	7,134	14,466	25,784	35,880	40,039
Excep. & Forex Inc./Loss(-)	539	0	0	0	0
PBT	6,595	14,466	25,784	35,880	40,039
Taxes	-9	-6,250	3,894	3,588	4,004
Extraordinary Inc./Loss(-)	0	0	0	0	0
Assoc. Profit/Min. Int.(-)	0	0	366	627	744
Reported Net Profit	6,604	20,716	21,524	31,664	35,291
Adjusted Net Profit	7,142	20,716	21,523	31,664	35,291
Net Margin	10.9%	19.0%	12.3%	13.7%	13.7%
Diluted Share Cap. (mn)	13,608.6	13,647.9	13,647.9	13,647.9	13,647.9
Diluted EPS (INR)	0.5	1.5	1.6	2.3	2.6
Diluted EPS Growth	286.5%	189.2%	3.9%	47.1%	11.5%
Total Dividend + Tax	0	0	0	0	0
Dividend Per Share (INR)	0.0	0.0	0.0	0.0	0.0

Source: Company, JM Financial

Cash Flow Statement					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Profit before Tax	6,595	14,466	25,783	35,879	40,039
Depn. & Amort.	1,896	2,592	4,122	4,197	4,295
Net Interest Exp. / Inc. (-)	530	-126	114	60	3
Inc (-) / Dec in WCap.	-10,610	-8,902	-5,946	-15,353	17,333
Others	2,588	2,905	0	0	0
Taxes Paid	-203	-15	-3,894	-3,588	-4,004
Operating Cash Flow	795	10,920	20,180	21,195	57,666
Capex	-2,274	-3,706	-5,000	-5,000	-5,000
Free Cash Flow	-1,478	7,214	15,180	16,195	52,666
Inc (-) / Dec in Investments	506	-171	0	0	0
Others	252	-3,641	1,086	1,140	1,197
Investing Cash Flow	-1,516	-7,517	-3,914	-3,860	-3,803
Inc / Dec (-) in Capital	20,652	0	0	0	0
Dividend + Tax thereon	0	0	0	0	0
Inc / Dec (-) in Loans	-18,265	98	-485	370	-444
Others	-1,071	3,331	-1,200	-1,200	-1,200
Financing Cash Flow	1,316	3,430	-1,685	-830	-1,644
Inc / Dec (-) in Cash	596	6,832	14,580	16,505	52,219
Opening Cash Balance	3,673	4,297	11,129	25,709	42,214
Closing Cash Balance	4,269	11,129	25,709	42,214	94,433

Source: Company, JM Financial

Balance Sheet					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shareholders' Fund	39,203	61,057	82,946	1,15,237	1,51,272
Share Capital	27,217	27,318	27,318	27,318	27,318
Reserves & Surplus	11,986	33,739	55,628	87,919	1,23,954
Preference Share Capital	0	0	0	0	0
Minority Interest	0	0	0	0	0
Total Loans	2,927	13,121	12,636	13,006	12,562
Def. Tax Liab. / Assets (-)	-38	-6,446	-6,446	-6,446	-6,446
Total - Equity & Liab.	42,093	67,733	89,137	1,21,798	1,57,389
Net Fixed Assets	8,257	9,107	9,985	10,788	11,493
Gross Fixed Assets	23,862	26,580	31,580	36,580	41,580
Intangible Assets	535	9,482	9,482	9,482	9,482
Less: Depn. & Amort.	15,767	18,359	22,481	26,678	30,973
Capital WIP	162	887	887	887	887
Investments	9,300	11,293	11,293	11,293	11,293
Current Assets	53,661	93,269	1,22,957	1,67,098	2,07,870
Inventories	22,923	32,336	47,837	63,190	67,022
Sundry Debtors	18,296	38,664	38,270	50,552	35,275
Cash & Bank Balances	4,268	11,128	25,709	42,214	94,433
Loans & Advances	1,436	2,316	2,316	2,316	2,316
Other Current Assets	6,738	8,826	8,826	8,826	8,826
Current Liab. & Prov.	29,660	55,417	64,580	76,862	82,749
Current Liabilities	18,123	29,602	38,520	50,803	56,690
Provisions & Others	11,537	25,815	26,059	26,059	26,059
Net Current Assets	24,001	37,851	58,377	90,236	1,25,121
Total - Assets	42,093	67,733	89,137	1,21,798	1,57,389

Source: Company, JM Financial

Dupont Analysis					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Margin	10.9%	19.0%	12.3%	13.7%	13.7%
Asset Turnover (x)	1.0	1.1	1.2	1.3	1.1
Leverage Factor (x)	2.5	2.0	2.0	1.8	1.7
RoE	28.5%	41.3%	29.9%	32.0%	26.5%

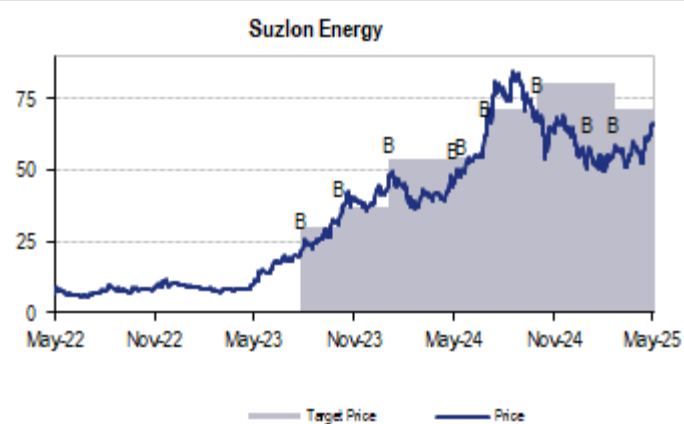
Key Ratios					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
BV/Share (INR)	2.9	4.5	6.1	8.4	11.1
ROIC	32.0%	57.0%	39.9%	48.5%	54.3%
ROE	28.5%	41.3%	29.9%	32.0%	26.5%
Net Debt/Equity (x)	0.0	0.0	-0.2	-0.3	-0.5
P/E (x)	123.9	42.8	41.2	28.0	25.1
P/B (x)	22.6	14.5	10.7	7.7	5.9
EV/EBITDA (x)	86.1	47.9	29.1	21.4	18.2
EV/Sales (x)	13.6	8.2	5.0	3.7	3.1
Debtor days	102	130	80	80	50
Inventory days	128	108	100	100	95
Creditor days	119	119	96	97	96

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
24-Aug-23	Buy	30	
2-Nov-23	Buy	37	21.5
1-Feb-24	Buy	54	45.7
26-May-24	Buy	54	1.5
10-Jun-24	Buy	54	0.0
24-Jul-24	Buy	71	31.0
29-Oct-24	Buy	81	12.9
30-Jan-25	Buy	80	-0.3
18-Mar-25	Buy	71	-11.4

Recommendation History



APPENDIX I

JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

SEBI Registration Nos.: Stock Broker - INZ000163434, Research Analyst - INH000000610

Registered Office: 7th Floor, Chenergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025, India.

Board: +91 22 6630 3030 | Fax: +91 22 6630 3488 | Email: jmfinancial.research@jmfl.com | www.jmfl.comCompliance Officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1073 | Email: sahil.salastekar@jmfl.comGrievance officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1073 | Email: instcompliance@jmfl.com

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

Definition of ratings	
Rating	Meaning
Buy	Total expected returns of more than 10% for stocks with market capitalisation in excess of INR 200 billion and REITs* and more than 15% for all other stocks, over the next twelve months. Total expected return includes dividend yields.
Hold	Price expected to move in the range of 10% downside to 10% upside from the current market price for stocks with market capitalisation in excess of INR 200 billion and REITs* and in the range of 10% downside to 15% upside from the current market price for all other stocks, over the next twelve months.
Sell	Price expected to move downwards by more than 10% from the current market price over the next twelve months.

* REITs refers to Real Estate Investment Trusts.

Research Analyst(s) Certification

The Research Analyst(s), with respect to each issuer and its securities covered by them in this research report, certify that:

All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and

No part of his or her or their compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research report.

Important Disclosures

This research report has been prepared by JM Financial Institutional Securities Limited (JM Financial Institutional Securities) to provide information about the company(ies) and sector(s), if any, covered in the report and may be distributed by it and/or its associates solely for the purpose of information of the select recipient of this report. This report and/or any part thereof, may not be duplicated in any form and/or reproduced or redistributed without the prior written consent of JM Financial Institutional Securities. This report has been prepared independent of the companies covered herein.

JM Financial Institutional Securities is registered with the Securities and Exchange Board of India (SEBI) as a Research Analyst and a Stock Broker having trading memberships of the BSE Ltd. (BSE) and National Stock Exchange of India Ltd. (NSE). No material disciplinary action has been taken by SEBI against JM Financial Institutional Securities in the past two financial years which may impact the investment decision making of the investor. Registration granted by SEBI and certification from the National Institute of Securities Market (NISM) in no way guarantee performance of JM Financial Institutional Securities or provide any assurance of returns to investors.

JM Financial Institutional Securities renders stock broking services primarily to institutional investors and provides the research services to its institutional clients/investors. JM Financial Institutional Securities and its associates are part of a multi-service, integrated investment banking, investment management, brokerage and financing group. JM Financial Institutional Securities and/or its associates might have provided or may provide services in respect of managing offerings of securities, corporate finance, investment banking, mergers & acquisitions, broking, financing or any other advisory services to the company(ies) covered herein. JM Financial Institutional Securities and/or its associates might have received during the past twelve months or may receive compensation from the company(ies) mentioned in this report for rendering any of the above services.

JM Financial Institutional Securities and/or its associates, their directors and employees may; (a) from time to time, have a long or short position in, and buy or sell the securities of the company(ies) mentioned herein or (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) covered under this report or (c) act as an advisor or lender/borrower to, or may have any financial interest in, such company(ies) or (d) considering the nature of business/activities that JM Financial Institutional Securities is engaged in, it may have potential conflict of interest at the time of publication of this report on the subject company(ies).

Neither JM Financial Institutional Securities nor its associates or the Research Analyst(s) named in this report or his/her relatives individually own one per cent or more securities of the company(ies) covered under this report, at the relevant date as specified in the SEBI (Research Analysts) Regulations, 2014.

The Research Analyst(s) principally responsible for the preparation of this research report and their immediate relatives are prohibited from buying or selling debt or equity securities, including but not limited to any option, right, warrant, future, long or short position issued by company(ies) covered under this report. The Research Analyst(s) principally responsible for the preparation of this research report or their immediate relatives (as defined under SEBI (Research Analysts) Regulations, 2014); (a) do not have any financial interest in the company(ies) covered under this report or (b) did not receive any compensation from the company(ies) covered under this report, or from any third party, in connection with this report or (c) do not have any other material conflict of interest at the time of publication of this report. Research Analyst(s) are not serving as an officer, director or employee of the company(ies) covered under this report.

While reasonable care has been taken in the preparation of this report, it does not purport to be a complete description of the securities, markets or developments referred to herein, and JM Financial Institutional Securities does not warrant its accuracy or completeness. JM Financial Institutional Securities may not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. This report is provided for information only and is not an investment advice and must not alone be taken as the basis for an investment decision.

This research report is based on the fundamental research/analysis conducted by the Research Analyst(s) named herein. Accordingly, this report has been prepared by studying/focusing on the fundamentals of the company(ies) covered in this report and other macro-economic factors. JM Financial Institutional Securities may have also issued or may issue, research reports and/or recommendations based on the technical/quantitative analysis of the company(ies) covered in this report by studying and using charts of the stock's price movement, trading volume and/or other volatility parameters. As a result, the views/recommendations expressed in such technical research reports could be inconsistent or even contrary to the views contained in this report.

The investment discussed or views expressed or recommendations/opinions given herein may not be suitable for all investors. The user assumes the entire risk of any use made of this information. The information contained herein may be changed without notice and JM Financial Institutional Securities reserves the right to make modifications and alterations to this statement as they may deem fit from time to time.

This report is neither an offer nor solicitation of an offer to buy and/or sell any securities mentioned herein and/or not an official confirmation of any transaction.

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 JM Financial Institutional Securities and/or its affiliated company(ies) 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 a certain category of investors. Persons in whose possession this report may come, are required to inform themselves of and to observe such restrictions.

Additional disclosure only for U.S. persons: JM Financial Institutional Securities has entered into an agreement with JM Financial Securities, Inc. ("JM Financial Securities"), a U.S. registered broker-dealer and member of the Financial Industry Regulatory Authority ("FINRA") in order to conduct certain business in the United States in reliance on the exemption from U.S. broker-dealer registration provided by Rule 15a-6, promulgated under the U.S. Securities Exchange Act of 1934 (the "Exchange Act"), as amended, and as interpreted by the staff of the U.S. Securities and Exchange Commission ("SEC") (together "Rule 15a-6").

This research report is distributed in the United States by JM Financial Securities in compliance with Rule 15a-6, and as a "third party research report" for purposes of FINRA Rule 2241. In compliance with Rule 15a-6(a)(3) this research report is distributed only to "major U.S. institutional investors" as defined in Rule 15a-6 and is not intended for use by any person or entity that is not a major U.S. institutional investor. If you have received a copy of this research report and are not a major U.S. institutional investor, you are instructed not to read, rely on, or reproduce the contents hereof, and to destroy this research or return it to JM Financial Institutional Securities or to JM Financial Securities.

This research report is a product of JM Financial Institutional Securities, which is the employer of the research analyst(s) solely responsible for its content. The research analyst(s) preparing this research report is/are resident outside the United States and are not associated persons or employees of any U.S. registered broker-dealer. Therefore, the analyst(s) are not subject to supervision by a U.S. broker-dealer, or otherwise required to satisfy the regulatory licensing requirements of FINRA and may not be subject to the Rule 2241 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

Any U.S. person who is recipient of this report that wishes further information regarding, or to effect any transaction in, any of the securities discussed in this report, must contact, and deal directly through a U.S. registered representative affiliated with a broker-dealer registered with the SEC and a member of FINRA. In the U.S., JM Financial Institutional Securities has an affiliate, JM Financial Securities, Inc. located at 1325 Avenue of the Americas, 28th Floor, Office No. 2821, New York, New York 10019. Telephone +1 (332) 900 4958 which is registered with the SEC and is a member of FINRA and SIPC.

Additional disclosure only for U.K. persons: Neither JM Financial Institutional Securities nor any of its affiliates is authorised in the United Kingdom (U.K.) by the Financial Conduct Authority. As a result, this report is for distribution only to persons who (i) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the "Financial Promotion Order"), (ii) are persons falling within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc.") of the Financial Promotion Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000) in connection with the matters to which this report relates may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). This report is directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this report relates is available only to relevant persons and will be engaged in only with relevant persons.

Additional disclosure only for Canadian persons: This report is not, and under no circumstances is to be construed as, an advertisement or a public offering of the securities described herein in Canada or any province or territory thereof. Under no circumstances is this report to be construed as an offer to sell securities or as a solicitation of an offer to buy securities in any jurisdiction of Canada. Any offer or sale of the securities described herein in Canada will be made only under an exemption from the requirements to file a prospectus with the relevant Canadian securities regulators and only by a dealer properly registered under applicable securities laws or, alternatively, pursuant to an exemption from the registration requirement in the relevant province or territory of Canada in which such offer or sale is made. This report is not, and under no circumstances is it to be construed as, a prospectus or an offering memorandum. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed upon these materials, the information contained herein or the merits of the securities described herein and any representation to the contrary is an offence. If you are located in Canada, this report has been made available to you based on your representation that you are an "accredited investor" as such term is defined in National Instrument 45-106 Prospectus Exemptions and a "permitted client" as such term is defined in National Instrument 31-103 Registration Requirements, Exemptions and Ongoing Registrant Obligations. Under no circumstances is the information contained herein to be construed as investment advice in any province or territory of Canada nor should it be construed as being tailored to the needs of the recipient. Canadian recipients are advised that JM Financial Securities, Inc., JM Financial Institutional Securities Limited, their affiliates and authorized agents are not responsible for, nor do they accept, any liability whatsoever for any direct or consequential loss arising from any use of this research report or the information contained herein.