Mahindra & Mahindra | ADD

Key takeaways from Investor Day 2025

Saksham Kaushal
saksham.kaushal@jmfl.com | Tel: (91 22) 66303019
Nitin Agrawal
nitin.agrawal@jmfl.com | Tel: (91 22) 66303687
Sahil Malik
sahil.malik@jmfl.com | Tel: (91 22) 66301652

Mahindra & Mahindra (M&M) recently hosted its investor meet to outline growth prospects and future strategy. The management highlighted strong positioning across its two core businesses - Automotive and Farm Equipment. In Auto, M&M targets 8x revenue growth by FY30 (20% CAGR over FY25-30P), driven by advanced platforms (INGLO, NU_IQ), global expansion via the Pik-Up platform, and an SUV portfolio up cycle including EV launches (XEV-9s/ new model in Nov'25 and electric BE7/ Vision series (S,X,T, SXT)). LCV growth is projected at 1.6x (~10% CAGR over FY25-30P), while SUVs are expected to deliver higher CAGR through premiumisation, EV penetration, and global reach. In FES, M&M remains the world's largest tractor manufacturer, with FY20–FY25 delivering 1.7x revenue, 1.4x volume, and 2.6x PBIT growth, supported by rising share in the 40–50 HP segment (gone up to 64% in FY25 from 49% in FY20) and domestic market share gains to 43.3%. The company aims to triple farm revenue by FY30 through domestic leadership, international scaling (US, Brazil, ASEAN), farm machinery expansion, and tech-led solutions in electrification, autonomy, and precision farming, with domestic industry CAGR guidance raised to 9% for FY25–FY30 from 7% earlier. We maintain our ADD rating with a target price of INR 4,032 (SOTP valuation, 25x core business).

- **Auto segment:** M&M's automotive business continues to demonstrate strong market leadership with structural gains across SUVs and LCVs, holding the #1 revenue share in SUVs and over 50% share in <3.5T LCVs, supported by a refreshed portfolio, strong brand equity, and deep rural penetration. Auto revenues have grown 3.2x over FY20–FY25 (26% CAGR), while PBIT surged 6x, reflecting robust operating leverage and disciplined capital deployment. M&M targets 8x revenue growth by FY30 to INR 2,270 bn (20% CAGR), driven by cutting-edge platforms (INGLO, NU_IQ), sustained LCV dominance, and a renewed global strategy with the Global Pik-Up platform. LCV growth is projected at 1.6x over FY25–FY30 (~10% CAGR), supported by post-GST formalization, improved TCO, infrastructure spending, and coverage across payloads and energy types. Within SUVs, M&M is preparing for a major portfolio upcycle, targeting domestic premiumisation and global expansion across RHD and LHD markets (slated to launch Global Pik up). M&M sees significant white space with ~70% of the domestic PV market and the global mainstream SUV segment yet untapped by its current positioning, and expects higher SUV CAGR driven by premiumisation, multiple EV launches, rising EV contribution, and higher realizations from top-end ICE variants, alongside overall industry growth.

- **FES segment:** The Farm Equipment business remains a resilient value compounder and a global leader, with M&M maintaining its position as the world's largest tractor manufacturer. Between FY20 and FY25, revenue grew 1.7x, global volumes rose 1.4x, and PBIT expanded 2.6x, supported by increasing share in the fast-growing 40–50 HP segment (contribution gone up to 64% in FY25 from 49% in FY20) and steady domestic market share gains to 43.3%. The company targets 3x farm revenue growth by FY30, driven by (1) strengthening domestic tractor leadership, (2) scaling international operations in the US, Brazil, and ASEAN (Upcoming launches in international markets include new high-horsepower models, the NOVO line, and the OJA series), (3) expanding the farm machinery franchise (already >INR 10 bn), and (4) advancing a strong technology roadmap including electrification, autonomy, and precision agriculture solutions. Additionally, management has raised industry CAGR guidance to 9% from 7% earlier for FY25–FY30P.

Recommendation and Price Target

Current Reco.	ADD
Previous Reco.	ADD
Current Price Target (12M)	4,032
Upside/(Downside)	8.5%
Previous Price Target	3,842
Change	4.9%

Key Data – MM IN

Current Market Price	INR3,717
Market cap (bn)	INR4,621.8/US$52.1
Free Float	70%
Shares in issue (mn)	1,189.9
Diluted share (mn)	1,200.8
3-mon avg daily val (mn)	INR9,207.9/US$103.8
52-week range	3,781/2,360
Sensex/Nifty	85,633/26,192
INR/US$	88.7

Price Performance

%	1M	6M	12M
Absolute	3.3	21.3	26.0
Relative*	1.7	15.0	14.2

** To the BSE Sensex*

Financial Summary (INR mn)

Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	9,90,977	11,64,837	13,94,252	15,25,167	16,49,891
Sales Growth (%)	16.6	17.5	19.7	9.4	8.2
EBITDA	1,31,454	1,71,226	2,09,295	2,34,926	2,74,920
EBITDA Margin (%)	13.3	14.7	15.0	15.4	16.7
Adjusted Net Profit	1,06,423	1,18,550	1,53,170	1,73,942	2,05,607
Diluted EPS (INR)	88.7	98.7	127.6	144.9	171.2
Diluted EPS Growth (%)	33.3	11.3	29.2	13.6	18.2
ROIC (%)	42.1	53.6	60.0	54.4	60.0
ROE (%)	22.3	20.8	22.5	21.2	20.9
P/E (x)	41.9	37.6	29.1	25.7	21.7
P/B (x)	8.5	7.2	6.0	5.0	4.1
EV/EBITDA (x)	32.7	24.5	20.0	17.3	14.3
Dividend Yield (%)	0.6	0.7	0.5	0.5	0.5

Source: Company data, JM Financial. Note: Valuations as of 20/Nov/2025

- **The Truck & Bus (CV) business**: The business is entering a high-growth phase following the SML integration, with M&M aiming to become a top-3 player in ILCVs while building a focused presence in HCVs. India's CV industry (~INR 1,500 bn) is expected to grow to ~ INR 2,000 bn by FY31, supported by infrastructure investment, logistics formalisation, fleet modernisation and GST 2.0. Mahindra's combined CV strategy leverages synergies across network, sourcing, R&D and manufacturing, while retaining dual brands for differentiated positioning. The company targets 6x revenue growth in this decade, aiming for 30%+ share in ILCV trucks, 20%+ in buses, and selective play in profitable HCV niches. With improved uptime, low TCO, advanced telematics (iMAXX), and an in-house bus body facility, M&M is structurally well positioned to capture share from incumbents whose dominance is visibly declining.

- **Other highlights:** 1) M&M's Aerostructures business is set for 12x revenue growth this decade, aiming to become a top-10 global supplier. Backed by strong partnerships with Airbus, Boeing, Embraer, and GE, and a shift to complex assemblies like fuselage sections and nacelles, the business is investing in advanced capabilities such as composites and design engineering. Extended contracts, rising localization, and operational excellence provide a long-term, globally diversified growth runway with strong margin potential. 2) M&M's Last Mile Mobility plans to grow revenue 6x by FY2030, electrify 50% of its portfolio, and expand to 10+ global markets. The strategy focuses on rapid EV adoption, portfolio expansion in 3- and 4-wheelers, and placing 1 million electric vehicles on Indian roads by 2031.

Exhibit 1. M&M's journey

Source: Company, JM Financial

Exhibit 2. Automotive – SUV business aspiration

Source: Company, JM Financial

Exhibit 3. Automotive – LCV business aspiration

Source: Company, JM Financial

Exhibit 4. FES business aspiration

Source: Company, JM Financial

Exhibit 5. M&M (standalone) - change in assumptions

M&M	New assumption			Old assumption			% Change		
	FY25A	FY26E	FY27E	FY25A	FY26E	FY27E	FY25A	FY26E	FY27E
Revenue (INR mn)	1,164,837	1,394,252	1,525,167	1,164,837	1,394,252	1,524,210	0.0%	0.0%	0.1%
Auto Volume (mn units)	941,115	1,062,410	1,148,894	941,115	1,062,410	1,147,934	0.0%	0.0%	0.1%
Growth (%)	14%	13%	8%	14%	13%	8%			
Tractor Volume (mn units)	424,641	503,393	531,553	424,641	503,393	531,553	0.0%	0.0%	0.0%
Growth (%)	12%	19%	6%	12%	19%	6%			
EBITDA (INR mn)	171,226	209,295	234,926	171,226	209,295	233,970	0.0%	0.0%	0.4%
EBITDA margin (%)	14.7%	15.0%	15.4%	14.7%	15.0%	15.4%	0bps	0.0%	0.1%
PAT (INR mn)	118,550	153,170	173,942	118,550	153,170	173,203	0.0%	0.0%	0.4%
EPS (INR)	99	128	145	99	128	144	0.0%	0.0%	0.4%

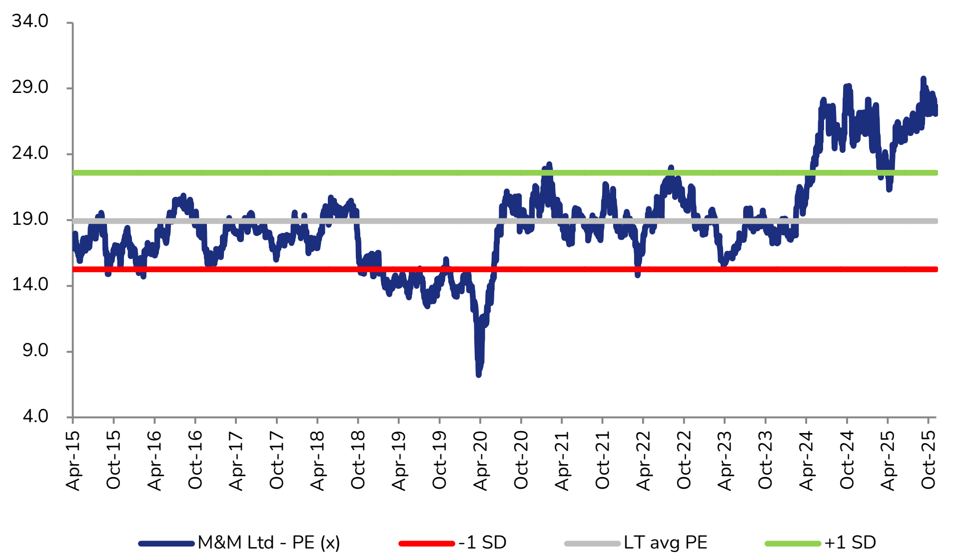
Source: Company, JM Financial

Exhibit 6. SOTP valuation

	Methodology	Value per share (INR)
Core business	**25x Core EPS**	**3,550**
Listed subsidiaries:		
Tech Mahindra	20% discount to TP/CMP	241
Mahindra Finance	20% discount to TP/CMP	149
Mahindra Life	20% discount to TP/CMP	20
Mahindra Holiday	20% discount to TP/CMP	30
Mahindra Logistics	20% discount to TP/CMP	9
Swaraj Engines	20% discount to TP/CMP	16
EPC	20% discount to TP/CMP	1
SML Isuzu	20% discount to TP/CMP	16
Total subsidiary value		**482**
Total Value - SOTP		**4,032**

Source: Company, JM Financial

Exhibit 7. 1-yr forward PE chart



Source: Bloomberg, JM Financial

Financial Tables (Standalone)

Income Statement (INR mn)

Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	9,90,977	11,64,837	13,94,252	15,25,167	16,49,891
Sales Growth	*16.6%*	*17.5%*	*19.7%*	*9.4%*	*8.2%*
Other Operating Income	0	0	0	0	0
Total Revenue	**9,90,977**	**11,64,837**	**13,94,252**	**15,25,167**	**16,49,891**
Cost of Goods Sold/Op. Exp	7,39,949	8,63,401	10,33,491	11,29,606	12,04,159
Personnel Cost	44,632	48,815	54,673	58,775	62,706
Other Expenses	74,943	81,396	96,794	1,01,859	1,08,106
EBITDA	**1,31,454**	**1,71,226**	**2,09,295**	**2,34,926**	**2,74,920**
EBITDA Margin	*13.3%*	*14.7%*	*15.0%*	*15.4%*	*16.7%*
EBITDA Growth	*25.9%*	*30.3%*	*22.2%*	*12.2%*	*17.0%*
Depn. & Amort.	34,880	42,268	43,332	46,987	51,651
EBIT	96,573	1,28,958	1,65,963	1,87,939	2,23,268
Other Income	39,409	30,048	34,316	39,229	44,890
Finance Cost	1,405	2,505	2,000	2,000	2,000
PBT before Excep. & Forex	1,34,578	1,56,501	1,98,279	2,25,168	2,66,158
Excep. & Forex Inc./Loss(-)	0	0	0	0	0
PBT	1,34,578	1,56,501	1,98,279	2,25,168	2,66,158
Taxes	28,155	37,952	45,108	51,226	60,551
Extraordinary Inc./Loss(-)	0	0	0	0	0
Assoc. Profit/Min. Int.(-)	0	0	0	0	0
Reported Net Profit	1,06,423	1,18,550	1,53,170	1,73,942	2,05,607
Adjusted Net Profit	**1,06,423**	**1,18,550**	**1,53,170**	**1,73,942**	**2,05,607**
Net Margin	*10.7%*	*10.2%*	*11.0%*	*11.4%*	*12.5%*
Diluted Share Cap. (mn)	1,199.2	1,200.8	1,200.8	1,200.8	1,200.8
Diluted EPS (INR)	**88.7**	**98.7**	**127.6**	**144.9**	**171.2**
Diluted EPS Growth	*33.3%*	*11.3%*	*29.2%*	*13.6%*	*18.2%*
Total Dividend + Tax	25,304	30,380	24,016	24,016	24,016
Dividend Per Share (INR)	21.1	25.3	20.0	20.0	20.0

Source: Company, JM Financial

Cash Flow Statement (INR mn)

Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Profit before Tax	1,34,578	1,56,501	1,98,279	2,25,168	2,66,158
Depn. & Amort.	34,880	42,268	43,332	46,987	51,651
Net Interest Exp. / Inc. (-)	1,405	2,505	2,000	2,000	2,000
Inc (-) / Dec in WCap.	-8,360	41,564	-80,629	-11,876	-15,341
Others	0	0	0	0	0
Taxes Paid	-28,155	-37,952	-45,108	-51,226	-60,551
Operating Cash Flow	**1,34,348**	**2,04,886**	**1,17,873**	**2,11,053**	**2,43,917**
Capex	-52,947	-62,151	-51,299	-55,916	-60,948
Free Cash Flow	*81,400*	*1,42,735*	*66,574*	*1,55,137*	*1,82,968*
Inc (-) / Dec in Investments	-21,201	-62,609	-25,000	-25,000	-25,000
Others	-1,405	-2,505	-2,000	-2,000	-2,000
Investing Cash Flow	**-75,553**	**-1,27,265**	**-78,299**	**-82,916**	**-87,948**
Inc / Dec (-) in Capital	6	8	0	0	0
Dividend + Tax thereon	-25,304	-30,380	-24,016	-24,016	-24,016
Inc / Dec (-) in Loans	-29,749	-3,689	-6,000	-6,000	0
Others	8,079	7,700	1,487	1,689	1,996
Financing Cash Flow	**-46,967**	**-26,361**	**-28,529**	**-28,327**	**-22,019**
Inc / Dec (-) in Cash	**11,828**	**51,260**	**11,046**	**99,811**	**1,33,949**
Opening Cash Balance	44,818	56,645	1,07,906	1,18,951	2,18,762
Closing Cash Balance	56,645	1,07,906	1,18,951	2,18,762	3,52,711

Source: Company, JM Financial

Balance Sheet (INR mn)

Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shareholders' Fund	5,22,912	6,15,851	7,45,006	8,94,932	10,76,523
Share Capital	5,996	6,004	6,004	6,004	6,004
Reserves & Surplus	5,16,916	6,09,847	7,39,002	8,88,928	10,70,520
Preference Share Capital	0	0	0	0	0
Minority Interest	0	0	0	0	0
Total Loans	20,507	16,818	10,818	4,818	4,818
Def. Tax Liab. / Assets (-)	19,324	22,263	23,750	25,438	27,435
Total - Equity & Liab.	**5,62,743**	**6,54,931**	**7,79,573**	**9,25,188**	**11,08,776**
Net Fixed Assets	2,15,676	2,35,559	2,43,526	2,52,455	2,61,752
Gross Fixed Assets	4,09,654	4,70,389	5,14,435	5,65,734	6,21,650
Intangible Assets	0	0	0	0	0
Less: Depn. & Amort.	2,31,608	2,73,876	3,17,208	3,64,195	4,15,847
Capital WIP	37,630	39,046	46,299	50,916	55,948
Investments	2,92,071	3,54,681	3,79,681	4,04,681	4,29,681
Current Assets	3,29,339	4,06,250	5,17,268	6,54,479	8,24,060
Inventories	97,180	1,03,333	1,33,695	1,46,249	1,58,209
Sundry Debtors	45,679	57,256	76,397	83,571	90,405
Cash & Bank Balances	56,645	1,07,906	1,18,951	2,18,762	3,52,711
Loans & Advances	1,29,835	1,37,755	1,88,224	2,05,897	2,22,735
Other Current Assets	0	0	0	0	0
Current Liab. & Prov.	2,74,343	3,41,558	3,60,901	3,86,426	4,06,716
Current Liabilities	1,85,902	2,34,058	2,54,833	2,78,533	2,96,916
Provisions & Others	88,441	1,07,500	1,06,068	1,07,893	1,09,800
Net Current Assets	54,996	64,692	1,56,367	2,68,053	4,17,344
Total – Assets	**5,62,743**	**6,54,931**	**7,79,573**	**9,25,188**	**11,08,776**

Source: Company, JM Financial

Dupont Analysis

Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Margin	10.7%	10.2%	11.0%	11.4%	12.5%
Asset Turnover (x)	1.9	1.9	1.9	1.8	1.6
Leverage Factor (x)	1.1	1.1	1.1	1.0	1.0
RoE	22.3%	20.8%	22.5%	21.2%	20.9%

Key Ratios

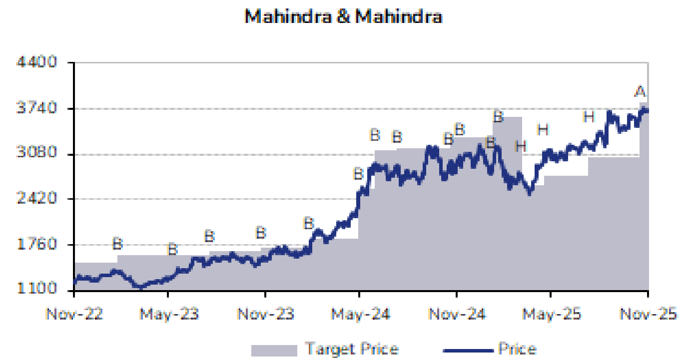
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
BV/Share (INR)	436.0	512.9	620.4	745.3	896.5
ROIC	42.1%	53.6%	60.0%	54.4%	60.0%
ROE	22.3%	20.8%	22.5%	21.2%	20.9%
Net Debt/Equity (x)	-0.2	-0.4	-0.3	-0.4	-0.5
P/E (x)	41.9	37.6	29.1	25.7	21.7
P/B (x)	8.5	7.2	6.0	5.0	4.1
EV/EBITDA (x)	32.7	24.5	20.0	17.3	14.3
EV/Sales (x)	4.3	3.6	3.0	2.7	2.4
Debtor days	17	18	20	20	20
Inventory days	36	32	35	35	35
Creditor days	79	86	78	79	79

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
7-Aug-22	Buy	1,400	
15-Aug-22	Buy	1,400	0.0
12-Sep-22	Buy	1,500	7.2
13-Nov-22	Buy	1,500	0.0
12-Feb-23	Buy	1,600	6.7
28-May-23	Buy	1,600	0.0
6-Aug-23	Buy	1,675	4.7
12-Nov-23	Buy	1,725	3.0
14-Feb-24	Buy	1,850	7.2
16-May-24	Buy	2,575	39.2
17-Jun-24	Buy	3,125	21.4
31-Jul-24	Buy	3,175	1.6
7-Nov-24	Buy	3,325	4.7
27-Nov-24	Buy	3,325	0.0
27-Jan-25	Buy	3,565	7.2
9-Feb-25	Buy	3,625	1.7
24-Mar-25	Hold	2,640	-27.2
5-May-25	Hold	2,760	4.5
31-Jul-25	Hold	3,030	9.8
5-Nov-25	Add	3,842	26.8

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, Cnergy, 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.com
Compliance Officer: Ms. Ashley Johnson | Tel: +91 22 6224 1862 | Email: ashley.johnson@jmfl.com
Grievance Officer: Ms. Ashley Johnson | Tel: +91 22 6224 1862 | Email: instcompliance@jmfl.com

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

New Rating System: Definition of ratings	
Rating	**Meaning**
BUY	Expected return >= 15% over the next twelve months.
ADD	Expected return >= 5% and < 15% over the next twelve months.
REDUCE	Expected return >= -10% and < 5% over the next twelve months.
SELL	Expected return < -10% over the next twelve months.

Note: For REITs (Real Estate Investment Trust) and InvIT (Infrastructure Investment Trust) total expected returns include dividends or DPU (distribution per unit)

Previous Rating System: 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. Please click here to access our detailed Terms and Conditions, including the Most Important Terms and Conditions.

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, 27th Floor, Office No. 2715, 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.