

Cyient DLM

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	CYIENTDL IN
Equity Shares (m)	79
M.Cap.(INRb)/(USDb)	29.1 / 0.3
52-Week Range (INR)	620 / 350
1, 6, 12 Rel. Per (%)	-10/-25/-47
12M Avg Val (INR M)	138

Financials & Valuations (INR b)

Y/E Mar	FY26E	FY27E	FY28E
Sales	13.6	17.3	21.6
EBITDA	1.5	2.1	2.7
Adj. PAT	0.7	1.2	1.7
EBITDA Margin (%)	11.2	12.0	12.5
Cons. Adj. EPS (INR)	9.2	15.2	21.3
EPS Gr. (%)	-1.3	65.7	39.6
BV/Sh. (INR)	131.0	146.2	167.5

Ratios

Net D:E	-0.4	-0.4	-0.4
RoE (%)	7.3	11.0	13.6
RoCE (%)	8.3	11.2	13.9

Valuations

P/E (x)	40	24	17
EV/EBITDA (x)	17	12	9

Shareholding pattern (%)

As on	Sep-25	Jun-25	Sep-24
Promoter	52.1	52.1	52.2
DII	28.7	28.2	27.8
FII	2.2	2.5	7.8
Others	17.0	17.2	12.3

Note: FII includes depository receipts

CMP: INR366

TP: INR510 (+39%)

Buy

Weak quarter amid a high base of domestic defense orders

Operating performance misses estimates

- Cyient DLM's (CYIENTDL) 3QFY26 consolidated revenue/EBITDA declined ~32%/19% YoY to INR3b/INR291m. This was led by a higher base of BEL orders and a 39% YoY decline in the Med Tech segment. Despite this, EBITDA margins expanded 210bp YoY, led by a better business mix (higher Aerospace mix of 37%).
- The order book rose 10% YoY/3% QoQ to INR23.5b, boosted by an order intake of ~INR3.9b. The company's book-to-bill ratio stood at ~1.6x for 9MFY26. Further, the company expects FY27 to be better than FY26, led by new client additions, improving order book, and high-margin orders.
- Factoring in the weak 3Q performance, we lower our FY26/FY27/FY28 earnings estimates by 5%/10%/11%. We reiterate our BUY rating on the stock with a TP of INR510 (24x FY28E EPS).

Increasing order inflow enhances growth visibility

- Consolidated revenue declined 32% YoY to INR3b (est. INR3.7b) in 3QFY26, impacted by the year-end holiday period across the globe and tariff uncertainties.
- The company's order backlog expanded 10% YoY to INR23.5b, driven by a strong order intake of ~INR3.9b. Aerospace/Industrial/Others grew 15%/58%/6x YoY, while Defense/Med Tech declined 88%/39% YoY.
- EBITDA margins expanded 210bp YoY to 10.2% (est. 9.7%). EBITDA declined 19% YoY to INR309m (est. INR359m). The EBITDA margin expansion was largely led by a favorable business mix. Gross margin expanded 14.5pp to 41.2%.
- Adjusted PAT declined 24% YoY to INR128m (est. INR157m), adjusted for INR16m/INR17.75m of provision from new labor codes/one-time M&A expenses. CYIENTDL reported a negative cash flow of INR521m.

Highlights from the management commentary

- **Outlook:** The book-to-bill ratio stood at ~1.6x for 9MFY26, and the company expects to sustain it above ~1x by the end of FY26. Additionally, the company anticipates YoY revenue growth in 4QFY26, primarily driven by sustained momentum in the industrial and automotive segments.
- **Order flows:** CYIENTDL secured two global logos in 3QFY26: 1) Medical product category, focusing on battery management systems serving medical infrastructure; 2) Industrial product category, focusing on electrical motors used in high-precision control applications within the industrial environment.
- **Build to specification (B2S):** B2S is expected to form 6-7% of the business in FY26. The company expects contribution from the B2S business to increase to double digits from FY27 onward. This change in the mix is expected to support margin expansion for the company.

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

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

Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Valuation and view

- We expect this to be the last quarter of decline (due to high base), and anticipate growth momentum to pick up from 4Q. Moreover, margins are expected to expand going ahead, driven by an improved product mix and increasing orders of box-build and build-to-spec. Macro tailwinds, such as increasing defense spending across regions and growth in AI, are expected to drive growth in the medium term.
- For CYIENTDL, we estimate a CAGR of 13%/23%/32% in revenue/EBITDA/adj. PAT over FY25-28. We reiterate our BUY rating on the stock with a TP of INR510 (24x FY28E EPS).

Consolidated - Quarterly Earning Model

(InR m)

Y/E March	FY25				FY26E				FY25	FY26E	FY26E	Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	%
Gross Sales	2,579	3,895	4,442	4,281	2,784	3,106	3,033	4,709	15,196	13,633	3,687	-18
YoY Change (%)	18.8	33.4	38.4	18.3	8.0	-20.2	-31.7	10.0	27.5	-10.3	-17.0	
Total Expenditure	2,379	3,578	4,081	3,706	2,534	2,794	2,724	4,047	13,745	12,117	3,328	
EBITDA	200	316	361	574	251	312	309	661	1,452	1,515	359	-14
Margins (%)	7.8	8.1	8.1	13.4	9.0	10.0	10.2	14.0	9.6	11.1	9.7	
Depreciation	67	69	100	105	105	106	108	110	341	429	109	
Interest	80	110	100	86	86	68	61	70	375	285	75	
Other Income	89	71	69	33	42	31	43	35	262	151	35	
PBT before EO expense	142	209	230	417	101	169	183	516	997	952	210	
Extra-Ord expense	0	0	80	0	0	-196	34	0	80	-179	0	
PBT	142	209	150	417	101	365	149	516	917	1,131	210	
Tax	36	54	40	106	26	43	37	134	236	240	52	
Rate (%)	25.2	26.0	26.8	25.5	26.1	11.9	24.6	25.9	25.8	21.2	25.0	
Minority Interest & Profit/Loss of Asso. Cos.	0	0	0	0	0	0	0	0	0	0	0	
Reported PAT	106	155	110	310	75	321	112	383	681	891	157	
Adj PAT	106	155	168	310	75	126	147	383	739	712	157	-7
YoY Change (%)	97.7	5.5	-8.7	36.5	-29.6	-18.7	-13.0	23.3	20.8	-3.7	-6.5	
Margins (%)	4.1	4.0	3.8	7.3	2.7	4.0	4.8	8.1	4.9	5.2	4.3	

Key Exhibits

Exhibit 1: Consolidated order book trend

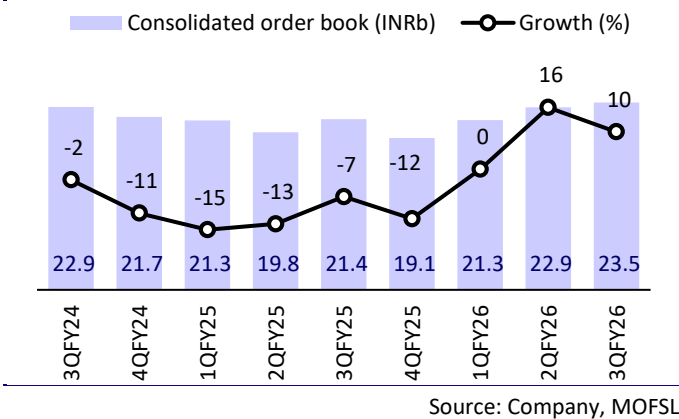


Exhibit 2: Consolidated revenue trend

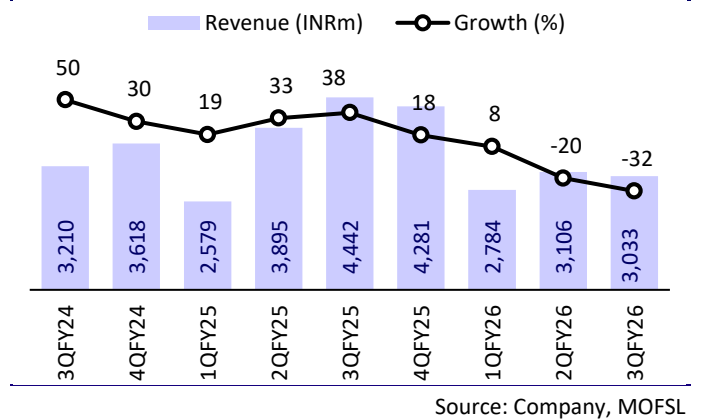


Exhibit 3: Consolidated EBITDA trend

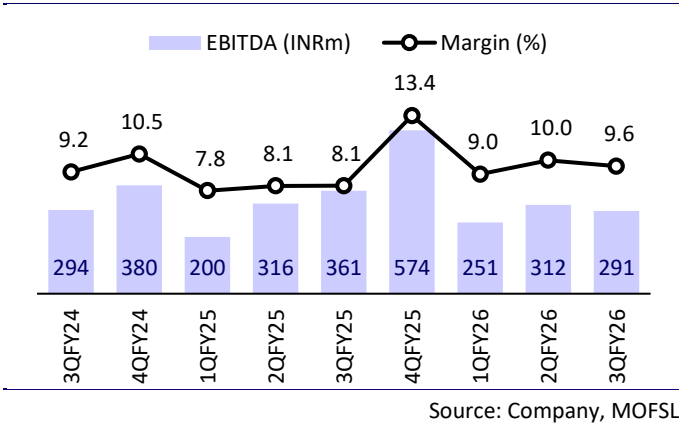


Exhibit 4: Consolidated adj. PAT trend

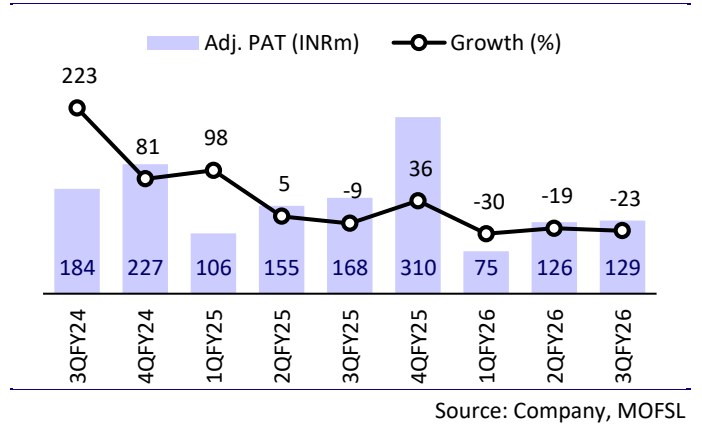


Exhibit 5: Product-wise revenue mix

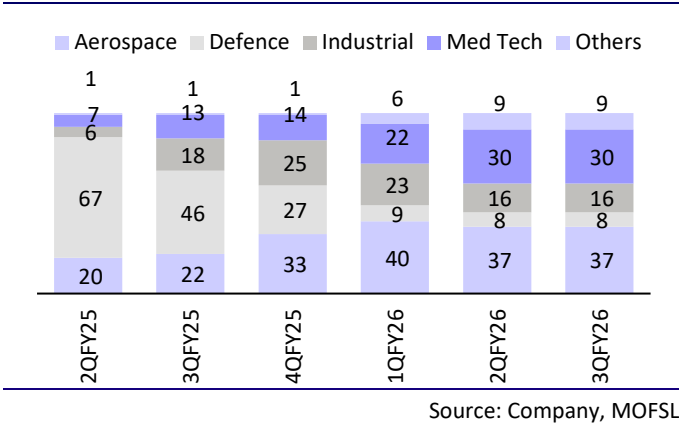
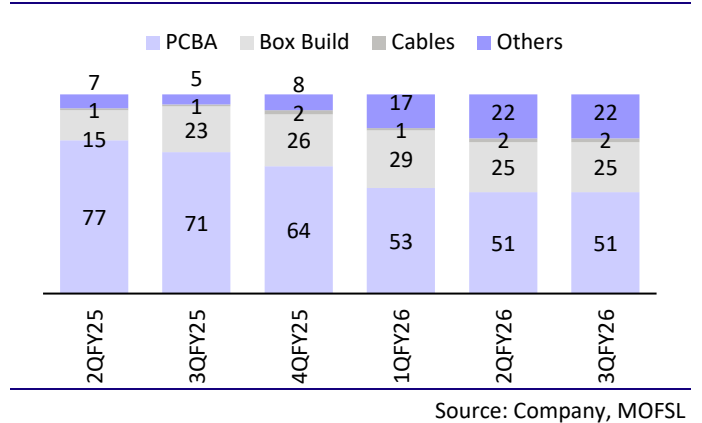


Exhibit 6: End-user industry-wise revenue mix





Highlights from the management commentary

Build to specification (B2S)

- Contribution from B2S business is expected to increase to double digits from FY27 onward.
- As B2S orders have a longer gestation period, they generate revenue for the company over a longer period of time.
- B2S is expected to form 6-7% of the business in FY26.

Operating performance

- Revenue remained soft in 3QFY26 due to the year-end holiday period across the globe and tariff uncertainties. However, the company doesn't expect a prolonged impact from the same.
- The company secured two global logos in 3QFY26: 1) Medical product category, focusing on battery management systems serving medical infrastructure; 2) industrial product category, focusing on electrical motors used in high precision control industrial environment.
- While revenue and EBITDA growth declined, EBITDA margin expanded meaningfully. Healthy EBITDA growth was supported by a favorable mix.
- The order book grew 10% YoY/3% QoQ to INR23.5b.
- Rest of the World (RoW) continues to account for a higher share of the business, with continued traction in NAM & Europe regions.
- PCBA share continues to be dominant. Box-build share has increased to 31% from 21% in 3QFY25.

Financial and operational metrics

- The defense segment's growth moderated due to the completion of a large order.
- The company generated a negative cash flow of INR521m.
- Aerospace/Industrial/others grew 15%/58%/6x YoY, while defense/medical tech declined 88%/39% YoY.
- NWC increased predominantly due to higher DIOs. Inventory is expected to normalize in 4QFY26. Further, FCF is expected to turn positive on a full-year basis.

Guidance and outlook

- The company aims to maintain a book-to-bill ratio of above 1x for FY26, with 9MFY26 ratio standing at ~1.6x (1.3x for 3QFY26).
- CYIENTDL expects growth in 4QFY26, mainly from the industrial and automotive segments. Further, margins are expected to strengthen sequentially.
- The company expects FY27 to be far better than FY26, with margins expected to expand due to an increased B2S mix and a better product mix.

Others

- There were two one-off expenses: An M&A expense of INR17.75m for the deal that did not go through; and INR16m for a one-off expense due to new labor codes.
- The company has provided four options to its customers to reduce the impact of tariffs. Customers are expected to return in 4Q with these alternatives.
- The company expects to incur capex of 1-2% of revenue going forward. Further, if there is a specific capex requirement due to a customer – the company may incur that as well.
- The company is building a strong sales team in key markets across regions, focusing on acquiring new logos and building large deals pipeline.
- The company is actively looking for inorganic acquisition targets in Europe to strengthen capability in stack cables, sheet metals, etc.

Valuation and view

- The revenue decline in 3Q was offset by margin expansion. We expect margin expansion to continue going ahead, driven by an improved product mix and increasing orders of box-build and build-to-spec. Macro tailwinds, such as the end of geopolitical tensions, increasing defense spend across regions, and growth in AI, are expected to drive growth in the medium term.
- For CYIENTDL, we estimate a CAGR of 12%/25%/34% in revenue/EBITDA/adj. PAT over FY25-28. We reiterate our BUY rating on the stock with a TP of INR510 (24x FY28E EPS).

Exhibit 7: Revised estimates

Earnings change (INR m)	Old			New			Change		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	14,500	18,126	22,657	13,633	17,314	21,642	-6%	-4%	-4%
EBITDA	1,611	2,266	2,991	1,533	2,078	2,705	-5%	-8%	-10%
Adj. PAT	765	1,343	1,894	729	1,209	1,688	-5%	-10%	-11%

Financials and valuations

Consolidated - Income Statement

(InR m)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Total Income from Operations	4,571	6,280	7,205	8,320	11,919	15,196	13,633	17,314	21,642
Change (%)	-4.9	37.4	14.7	15.5	43.2	27.5	-10.3	27.0	25.0
RM Cost	3,649	4,953	5,440	6,452	9,200	11,082	8,165	10,942	13,743
Employees Cost	441	469	517	647	1,174	1,862	2,300	2,441	2,922
Other Expenses	344	399	409	344	435	800	1,634	1,853	2,272
Total Expenditure	4,434	5,821	6,365	7,442	10,809	13,745	12,100	15,236	18,937
% of Sales	97.0	92.7	88.3	89.4	90.7	90.4	88.8	88.0	87.5
EBITDA	137	460	840	878	1,110	1,452	1,533	2,078	2,705
Margin (%)	3.0	7.3	11.7	10.6	9.3	9.6	11.2	12.0	12.5
Depreciation	106	185	193	194	223	341	429	443	469
EBIT	31	275	647	684	887	1,111	1,104	1,635	2,237
Int. and Finance Charges	182	208	220	315	344	375	285	200	180
Other Income	78	89	79	63	278	262	151	181	199
PBT bef. EO Exp.	-72	156	507	432	821	997	970	1,616	2,255
EO Items	0	0	0	0	0	80	-162	0	0
PBT after EO Exp.	-72	156	507	432	821	917	1,131	1,616	2,255
Total Tax	-5	38	109	114	209	236	240	407	568
Tax Rate (%)	7.2	24.2	21.6	26.5	25.5	25.8	21.2	25.2	25.2
Minority Interest	0	0	0	0	0	0	0	0	0
Reported PAT	-67	118	398	317	612	681	891	1,209	1,688
Adjusted PAT	-67	118	398	317	612	739	729	1,209	1,688
Change (%)	760.3	-276.3	236.0	-20.2	92.9	20.8	-1.3	65.7	39.6
Margin (%)	-1.5	1.9	5.5	3.8	5.1	4.9	5.4	7.0	7.8

Consolidated - Balance Sheet

(InRm)

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Equity Share Capital	14	14	14	529	793	793	793	793	793
Total Reserves	243	363	757	1,450	8,297	8,701	9,592	10,801	12,489
Net Worth	257	377	771	1,979	9,090	9,494	10,385	11,594	13,282
Total Loans	3,080	2,790	3,369	3,145	1,336	2,438	1,438	938	438
Deferred Tax Liabilities	-62	-51	-39	0	0	0	0	0	0
Capital Employed	3,275	3,116	4,101	5,123	10,425	11,932	11,823	12,532	13,720
Gross Block	1,705	2,650	2,668	2,750	3,285	4,513	4,733	5,107	5,541
Less: Accum. Deprn.	674	824	977	1,171	1,394	1,734	2,163	2,606	3,074
Net Fixed Assets	1,032	1,826	1,692	1,579	1,891	2,779	2,570	2,501	2,467
Goodwill on Consolidation	30	30	30	30	30	681	681	681	681
Capital WIP	774	23	34	13	10	56	186	262	277
Total Investments	3	3	3	895	662	309	309	309	309
Curr. Assets, Loans&Adv.	4,034	4,517	5,971	8,529	13,440	13,115	12,625	14,701	17,405
Inventory	2,226	1,555	2,696	4,251	4,642	5,713	3,803	4,647	5,459
Account Receivables	546	2,264	1,523	1,617	2,259	3,474	2,571	3,266	4,082
Cash and Bank Balance	661	342	1,218	1,676	5,366	2,878	5,160	5,404	6,132
Loans and Advances	601	357	534	985	1,173	1,050	1,091	1,385	1,731
Curr. Liability & Prov.	2,599	3,284	3,629	5,924	5,607	5,007	4,548	5,923	7,421
Account Payables	1,205	1,928	1,932	2,853	3,200	2,499	2,100	2,814	3,534
Other Current Liabilities	1,330	1,262	1,564	2,973	2,297	2,326	2,318	2,943	3,679
Provisions	64	93	134	98	110	182	131	166	208
Net Current Assets	1,435	1,233	2,342	2,605	7,832	8,107	8,077	8,778	9,985
Appl. of Funds	3,274	3,116	4,101	5,123	10,425	11,932	11,823	12,531	13,719

Financials and valuations

Ratios

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Basic (INR)									
EPS	-0.8	1.5	5.0	4.0	7.7	9.3	9.2	15.2	21.3
Cash EPS	0.5	3.8	7.4	6.4	10.5	13.6	14.6	20.8	27.2
BV/Share	3.2	4.7	9.7	25.0	114.6	119.7	131.0	146.2	167.5
Valuation (x)									
P/E	-433.5	245.9	73.2	91.7	47.5	39.3	39.9	24.1	17.2
Cash P/E	751.6	96.0	49.3	56.9	34.8	26.9	25.1	17.6	13.5
P/BV	113.1	77.3	37.7	14.7	3.2	3.1	2.8	2.5	2.2
EV/Sales	6.9	5.0	4.3	3.7	2.1	1.9	1.9	1.4	1.1
EV/EBITDA	229.6	68.6	37.2	34.8	22.6	19.7	16.5	11.8	8.6
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	-8.4	0.9	5.2	5.8	-13.2	-14.2	43.1	9.6	15.3
Return Ratios (%)									
RoE	-22.1	37.3	69.3	23.1	11.1	8.0	7.3	11.0	13.6
RoCE	3.8	8.5	15.6	11.9	11.2	9.1	8.3	11.2	13.9
RoIC	1.9	9.1	18.1	18.7	19.1	12.6	11.7	19.2	24.7
Working Capital Ratios									
Fixed Asset Turnover (x)	2.7	2.4	2.7	3.0	3.6	3.4	2.9	3.4	3.9
Asset Turnover (x)	1.4	2.0	1.8	1.6	1.1	1.3	1.2	1.4	1.6
Inventory (Days)	201	139	143	196	176	171	170	155	145
Debtor (Days)	70	82	96	69	59	69	69	69	69
Creditor (Days)	108	115	130	135	120	94	94	94	94
Leverage Ratio (x)									
Current Ratio	1.6	1.4	1.6	1.4	2.4	2.6	2.8	2.5	2.3
Interest Cover Ratio	0.2	1.3	2.9	2.2	2.6	3.0	3.9	8.2	12.4
Net Debt/Equity	9.4	6.5	2.8	0.7	-0.4	0.0	-0.4	-0.4	-0.4

Consolidated - Cash Flow Statement

Y/E March	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
(INRm)									
OP/(Loss) before Tax	-67	118	398	317	821	917	970	1,616	2,255
Depreciation	106	185	193	194	223	341	429	443	469
Interest & Finance Charges	133	171	175	267	344	375	135	19	-19
Direct Taxes Paid	3	1	-62	-168	-195	-257	-240	-407	-568
(Inc)/Dec in WC	-105	-200	-329	-229	-1,676	-1,976	2,313	-457	-478
CF from Operations	69	275	375	381	-483	-600	3,605	1,214	1,660
Others	93	74	111	158	-222	-24	162	0	0
CF from Operating incl EO	163	349	486	539	-705	-624	3,767	1,214	1,660
(Inc)/Dec in FA	-830	-274	-77	-76	-338	-500	-350	-450	-450
Free Cash Flow	-667	75	409	463	-1,043	-1,124	3,417	764	1,210
(Pur)/Sale of Investments	-3	0	0	-892	0	0	0	0	0
Others	-51	265	-247	-450	-3,940	1,767	151	181	199
CF from Investments	-884	-9	-324	-1,418	-4,277	1,267	-199	-269	-251
Issue of Shares	0	0	0	889	7,000	0	0	0	0
Inc/(Dec) in Debt	905	-336	534	-4	-1,647	323	-1,000	-500	-500
Interest Paid	-183	-92	-73	-145	-192	-644	-285	-200	-180
Dividend Paid	0	0	0	0	0	0	0	0	0
Others	0	-232	0	-19	-371	-266	0	0	0
CF from Fin. Activity	723	-660	461	721	4,790	-587	-1,285	-700	-680
Inc/Dec of Cash	2	-320	622	-158	-193	55	2,282	244	728
Opening Balance	596	662	342	1,218	1,676	5,366	2,878	5,160	5,404
Other cash & cash equivalent	64	0	254	616	3,883	-2,544	0	0	0
Closing Balance	662	342	1,218	1,676	5,366	2,878	5,160	5,404	6,132

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

NOTES

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

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

Disclosures

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

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

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

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

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

Regional Disclosures (outside India)

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

For Hong Kong:

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

For U.S.

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

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

For Singapore

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

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

Nainesh Rajani

Email: nainesh.rajani@motilaloswal.com

Contact: (+65) 8328 0276

Specific Disclosures

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

The associates of MOFSL may have:

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

- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

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

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

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

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000. Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

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

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412, BSE enlistment no. 5028, AMFI registered Mutual Fund Distributor and SIF Distributor: ARN : 146822. IRDA Corporate Agent – CA0579, APMI: APRN00233. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.