

UltraTech Cement | BUY

In-line quarter; market share gains to continue

UltraTech Cement's consolidated EBITDA for 4QFY25 was INR 46.2bn with blended EBITDA/tn at INR 1,126, broadly in line with estimates. The YoY and QoQ numbers are not directly comparable owing to the acquisition of India Cements and Kesoram Industries. In FY25, UltraTech added ~43mt grey cement capacity (62% through the inorganic route) taking its total domestic grey cement capacity to 183mt. It is likely to add another 27mt capacity over the next couple of years to take total capacity to 211mt, which will help it to gain capacity market share (~450bps increase in share to 27% by FY27E), supported by the balance sheet. It has enough levers for structural cost improvement of INR 300/tn over the the next couple of years (INR 86/tn already achieved in FY25). This will help it to either increase market share further or achieve industry leading profitability. We believe UltraTech is poised for structural improvement in return ratios over the next 3-4 years owing to i) rising asset turnover; ii) low cost of expansion; and iii) improving profitability. Factoring in a better pricing scenario, we have increased our FY26E-27E EBITDA estimates by 2% and revised our Mar'26E TP to INR 13,500 (earlier INR 13,000) based on 19x FY27E EV/E. UltraTech is our top pick in the sector.

- **Result summary:** UltraTech's consolidated volume grew by 17% YoY / 28% QoQ to 41 mt. On a like-to-like basis, volume grew 5% YoY. India Cements volume grew 9% YoY to 2.64mt. Grey cement realisation declined 2.3% YoY/ 1.6% QoQ to INR 5,052. Excluding Kesoram and India Cements, EBITDA/tn was INR 1,225 (+INR 274/tn sequentially) in 4Q. In FY25, the company generated FCF of negative INR 108bn. OCF generation (post w/cap blockage of INR 8.6bn) of INR 94bn was utilised for capex spend of INR 94bn and strategic investments of INR 108bn. Consolidated net debt increased INR 150bn YoY and INR 11.6bn QoQ to ~INR 178bn as of Mar'25.
- **What we liked:** Market share gains; robust demand outlook and improving pricing scenario.
- **What we did not like:** Increase in net debt.
- **Earnings Call KTAs:** 1) The management highlighted that industry volume likely grew 4% YoY in FY25. It has guided for sustainable volume growth of 7-8% in the coming years owing to government focus on infra and housing projects and increased rural/ urban demand; 2) It expects double-digit volume growth on a like-to-like basis for FY26 (ex: Kesoram and India Cements); 3) It spent INR 90bn towards organic capex in FY25, and targets INR 100bn capex for FY26, out of which 70% will be allocated towards strategic investments/growth, 15% for ESG capex and 16% for other capex purposes; 5) In India Cements, it targets EBITDA/tn of INR 500, 700 and >1,000 for FY26/ FY27 and FY28 respectively. The company is likely to do a tolling arrangement and will gradually get it re-branded to UltraTech by FY27; 6) In 4Q, Kesoram volume was 1.53mt with EBITDA/tn at INR 399. In FY25, its volume was 6.87mt with EBITDA/tn at INR 112; 7) In the building products division, the management is targeting revenue of INR 30bn over the next 3 years (vs. revenue of INR 9.2bn in FY25).

Financial Summary					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	698,100	749,360	877,671	976,236	1,072,184
Sales Growth (%)	12.0	7.3	17.1	11.2	9.8
EBITDA	129,686	125,575	175,092	212,685	241,407
EBITDA Margin (%)	18.3	16.5	19.7	21.5	22.2
Adjusted Net Profit	70,770	61,371	81,150	109,390	129,347
Diluted EPS (INR)	245.1	208.3	275.4	371.2	438.9
Diluted EPS Growth (%)	39.8	-15.0	32.2	34.8	18.2
ROIC (%)	12.5	9.1	9.6	11.5	12.9
ROE (%)	12.4	9.4	10.6	12.8	13.8
P/E (x)	49.4	58.2	44.0	32.6	27.6
P/B (x)	5.8	5.0	4.4	4.0	3.6
EV/EBITDA (x)	27.8	30.1	21.5	17.5	15.1
Dividend Yield (%)	0.6	0.6	0.7	0.9	1.1

Source: Company data, JM Financial. Note: Valuations as of 28/Apr/2025



Dharmesh Shah

dharmesh.shah@jmfml.com | Tel: (91 22) 66303541

We acknowledge the support of **Akshaan Agrawal** (akshaan.agrawal@jmfml.com) in preparation of this report

Recommendation and Price Target

Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	13,500
Upside/(Downside)	11.4%
Previous Price Target	13,000
Change	3.8%

Key Data – UTCEN IN

Current Market Price	INR12,114
Market cap (bn)	INR3,569.7/US\$42.0
Free Float	38%
Shares in issue (mn)	294.7
Diluted share (mn)	294.7
3-mon avg daily val (mn)	INR4,317.6/US\$50.8
52-week range	12,341/9,408
Sensex/Nifty	80,218/24,329
INR/US\$	85.0

Price Performance

%	1M	6M	12M
Absolute	5.3	9.2	24.9
Relative*	1.6	9.4	16.2

* 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 Disclaimers and Research Analyst Certification.

Exhibit 1. Actual vs. Estimate (4QFY25)

(INR mn)	Actual	Estimates		Variation %		Comment
		JM	Consensus	JM	Consensus	
Net sales	227,880	239,399	229,674	(4.8)	(0.8)	Broadly- in-line with estimates
EBITDA	46,184	47,448	46,159	(2.7)	0.1	
PAT	24,914	25,151	25,384	(0.9)	(1.9)	
Volumes (mt)	41	42.2		(2.8)		
Blended realisation (Rs/tn)	5,555	5,674		(2.1)		
EBITDA (INR/tn)	1,126	1,125		0.1		

Source: Company, JM Financial

Exhibit 2. Consolidated financials (Quarterly)

INR mn	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY (%)	QoQ (%)
Revenue	2,04,189	1,80,695	1,56,347	1,77,788	2,30,633	13.0	29.7
Expenditure	1,63,050	1,50,303	1,36,165	1,48,841	1,84,449	13.1	23.9
Total RM	38,094	32,239	29,165	32,039	43,490	14.2	35.7
Power & Fuel	48,388	44,937	38,377	42,859	52,236	8.0	21.9
Freight	46,472	41,813	35,835	40,361	51,762	11.4	28.2
Staff cost	7,494	7,382	9,139	8,901	9,815	31.0	10.3
Other expenditure	22,602	23,931	23,649	24,683	27,146	20.1	10.0
EBITDA	41,139	30,392	20,183	28,947	46,184	12.3	59.5
Depreciation	8,149	8,425	9,039	9,928	11,246	38.0	13.3
EBIT	32,990	21,967	11,144	19,020	34,939	5.9	83.7
Other Income	1,356	1,657	2,207	2,473	1,021	(24.7)	(58.7)
Interest	2,612	2,556	3,171	4,568	4,750	81.9	4.0
PBT	31,735	21,069	10,180	16,925	31,210	(1.7)	84.4
Total Tax	8,519	4,471	1,914	3,278	6,261	(26.5)	91.0
Adjusted PAT	23,215	16,598	8,266	13,647	24,949	7.5	82.8
(Profit)/loss from JV's/Ass/MI	86	43	(66)	(53)	(35)	(140.9)	(33.1)
PAT after MI	23,301	16,640	8,200	13,594	24,914	6.9	83.3
Extra ordinary items	(720)	325	-	-	(94)		
Reported PAT	22,581	16,965	8,200	13,594	24,820	9.9	82.6
Adjusted EPS (INR)	80.7	57.6	28.4	47.1	84.5	4.7	79.5

Margins (%)	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY (bps)	QoQ (bps)
EBIDTA	20.1	16.8	12.9	16.3	20.0	(12)	374
EBIT	16.2	12.2	7.1	10.7	15.1	(101)	445
EBT	15.5	11.7	6.5	9.5	13.5	(201)	401
PAT	11.4	9.2	5.3	7.7	10.8	(55)	314
Effective Tax rate	26.8	21.2	18.8	19.4	20.1		

Source: Company, JM Financial; YoY and QoQ are not directly comparable owing to acquisition of India Cements and Kesoram Industries

Exhibit 3. Consolidated quarterly analysis on a per-tonne basis

INR/tn	4QFY24	1QFY25	2QFY25	3QFY25	4QFY25	YoY (%)	QoQ (%)
Volumes (mt)	35.1	32.0	27.8	30.4	41.0	16.9	35.1
Blended Realization	5,721	5,596	5,499	5,588	5,555	(2.9)	(0.6)
Raw Material	1,086	1,009	1,048	1,085	1,060	(2.4)	0.5
Power & Fuel	1,379	1,406	1,378	1,311	1,273	(7.7)	(9.8)
Freight	1,325	1,309	1,287	1,255	1,262	(4.7)	(5.0)
Staff cost	214	231	328	280	239	12.0	(18.4)
Other expenditure	644	749	849	780	662	2.7	(18.6)
Operating cost	4,648	4,704	4,891	4,711	4,497	(3.3)	(8.3)
Other operating income	100	60	117	73	67	(32.7)	(8.3)
EBITDA/tn	1,173	951	725	951	1,126	(4.0)	18.1

Source: Company, JM Financial; YoY and QoQ are not directly comparable owing to acquisition of India Cements and Kesoram Industries

Exhibit 4. Annual analysis

Key Assumptions	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E	CAGR (%)	
											FY20-25E	FY25E-28E
Capacity (mt)	100	115	118	121	135	148	191	203	218	233	10.7	10.5
Volumes (mt)	76	82	86	94	106	119	135.83	156.37	171.51	185.69	10.5	16.9
Utilisation (%)	82	77	74	78	83	80	71	77	79	80		
Blended Realisation (INR/tn)	4,815	5,038	5,118	5,502	5,895	5,864	5,517	5,613	5,692	5,774	1.8	2.3
EBITDA/tn (INR/tn)	889	1,144	1,338	1,225	1,004	1,089	924	1,120	1,240	1,300	(4.2)	18.6
P&L (INR bn)												
Revenue	374	421	447	526	632	709	760	889	989	1,086	12.5	19.6
EBITDA	68	94	116	115	106	130	126	175	213	191	5.9	23.5
Adj. Net Profit	24	38	56	57	51	71	61	81	109	129	9.8	45.2
Balance Sheet (INR bn)												
Equity	284	391	442	504	544	603	739	850	926	1,017		
Net Debt	196	169	67	39	27	28	177	152	110	48		
Net Debt: EBITDA	2.9	1.8	0.6	0.3	0.3	0.2	1.4	0.9	0.5	0.3		
Net Debt: Equity	0.7	0.4	0.2	0.1	0.0	0.0	0.2	0.2	0.1	0.0		
Cash Flow (INR bn)												
OCF before NWC change	47	65	87	93	74	104	21	130	163	188		
Change in NWC	(9)	5	23	(5)	(3)	(5)	(7)	(5)	(3)	(4)		
Capex	(15)	(17)	(18)	(56)	(61)	(89)	(90)	(100)	(90)	(90)		
FCF	23	53	91	32	10	10	(75)	25	70	95		
Return ratios (%)												
RoE	8.9	11.4	13.4	12.0	9.7	12.3	9.1	10.2	12.3	13.3		
RoCE	6.8	8.6	11.6	10.4	8.9	11.2	7.4	9.0	11.1	12.4		
RoIC	7.4	9.3	11.0	10.8	9.3	12.3	9.0	9.5	11.4	12.7		
Valuations (x)												
PE							49.4	58.2	44.0	32.6	27.6	
EV/EBITDA							27.7	28.6	21.4	17.5	15.2	
EV/tn (USD)							278	230	214	197	182	

Source: JM Financial, Company

Exhibit 5. Annual analysis on per tonne basis

INR/tn	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Blended realisation	4,815	5,038	5,118	5,502	5,895	5,864	5,517	5,613	5,692	5,774
% YoY	0.4	4.6	1.6	7.5	7.1	(0.5)	(5.9)	1.7	1.4	1.4
Raw materials consumed	855	767	820	847	919	1,000	1,009	1,016	1,026	1,051
Power & fuel costs	1,103	1,029	964	1,291	1,749	1,536	1,356	1,263	1,242	1,265
Freight costs	1,158	1,181	1,162	1,246	1,325	1,334	1,285	1,264	1,254	1,245
Staff cost	270	305	272	270	259	255	265	263	255	249
Other expenses	619	691	618	717	725	742	752	761	750	740
Total OpEx	4,005	3,973	3,836	4,371	4,976	4,867	4,667	4,568	4,527	4,550
Other operating income	79	79	56	95	85	92	75	75	75	76
Blended EBITDA	889	1,144	1,338	1,225	1,004	1,089	924	1,120	1,240	1,300
% YoY	(6.6)	28.7	17.0	(8.5)	(18.0)	8.5	(15.1)	21.1	10.8	4.8

Source: Company, JM Financial

Exhibit 6. We increase our EBITDA estimates by ~2% for FY26-27E

INR bn	FY26E			FY27E		
	Old	New	% chg	Old	New	% chg
Revenues	863.9	889.4	3.0	975.6	989.1	1.4
EBITDA	172.1	175.1	1.7	208.6	212.7	1.9
PAT	83.2	81.2	(2.5)	108.9	109.4	0.5

Source: Company, JM Financial

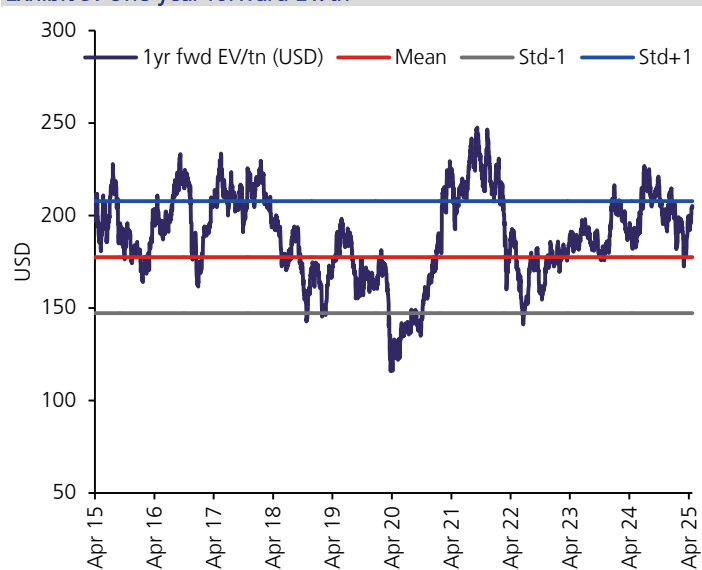
Exhibit 7. Maintain BUY with revised TP of INR 13,500 based on 19x FY27 EV/E**EV/E method**

Mar27E EBITDA (INR bn)	213
EV/E multiple (x)	19
EV (INR bn)	4,124
Net debt (Mar26E)	152
Equity value*	3,978
No. of shares (mn)	295
Mar'26 Target Price (INR)	13,500

Source: JM Financial; *including investment in Star Cement

Exhibit 8. One-year forward EV/EBITDA

Source: Company, JM Financial

Exhibit 9. One-year forward EV/tn

Source: Company, JM Financial

Financial Tables (Consolidated)

Income Statement					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	698,100	749,360	877,671	976,236	1,072,184
Sales Growth	12.0%	7.3%	17.1%	11.2%	9.8%
Other Operating Income	10,981	10,191	11,720	12,892	14,181
Total Revenue	709,081	759,551	889,391	989,128	1,086,365
Cost of Goods Sold/Op. Exp	119,029	137,037	158,919	175,938	195,090
Personnel Cost	30,376	36,046	41,179	43,664	46,300
Other Expenses	429,991	460,894	514,201	556,840	603,567
EBITDA	129,686	125,575	175,092	212,685	241,407
EBITDA Margin	18.3%	16.5%	19.7%	21.5%	22.2%
EBITDA Growth	22.1%	-3.2%	39.4%	21.5%	13.5%
Depn. & Amort.	31,453	40,150	54,012	57,715	62,099
EBIT	98,233	85,425	121,080	154,970	179,308
Other Income	6,170	7,442	7,680	7,934	8,201
Finance Cost	9,680	16,505	19,970	16,294	14,166
PBT before Excep. & Forex	94,722	76,361	108,790	146,611	173,343
Excep. & Forex Inc./Loss(-)	0	0	0	0	0
PBT	94,722	76,361	108,790	146,611	173,343
Taxes	24,183	14,885	27,524	37,093	43,856
Extraordinary Inc./Loss(-)	-720	-974	0	0	0
Assoc. Profit/Min. Int.(-)	-231	106	116	128	141
Reported Net Profit	70,050	60,396	81,150	109,390	129,347
Adjusted Net Profit	70,770	61,371	81,150	109,390	129,347
Net Margin	10.0%	8.1%	9.1%	11.1%	11.9%
Diluted Share Cap. (mn)	288.7	294.7	294.7	294.7	294.7
Diluted EPS (INR)	245.1	208.3	275.4	371.2	438.9
Diluted EPS Growth	39.8%	-15.0%	32.2%	34.8%	18.2%
Total Dividend + Tax	20,208	22,838	24,345	32,817	38,804
Dividend Per Share (INR)	70.0	77.5	82.6	111.4	131.7

Source: Company, JM Financial

Cash Flow Statement					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Profit before Tax	94,722	76,361	108,790	146,611	173,343
Depn. & Amort.	31,453	40,150	52,943	56,614	60,965
Net Interest Exp. / Inc. (-)	9,680	16,505	19,970	16,294	14,166
Inc (-) / Dec in WCap.	1,605	-6,564	-4,342	-1,260	-426
Others	-4,661	-1,920	-7,796	-8,062	-8,342
Taxes Paid	-24,183	-14,885	-27,524	-37,093	-43,856
Operating Cash Flow	108,616	109,647	142,041	173,104	195,851
Capex	-94,753	-190,185	-100,000	-90,000	-90,000
Free Cash Flow	13,863	-80,538	42,041	83,104	105,852
Inc (-) / Dec in Investments	-6,870	30,475	-5,000	-5,000	-5,000
Others	6,170	7,442	7,680	7,934	8,201
Investing Cash Flow	-95,454	-152,268	-97,321	-87,066	-86,799
Inc / Dec (-) in Capital	0	60	-60	0	0
Dividend + Tax thereon	-20,208	-22,838	-24,345	-32,817	-38,804
Inc / Dec (-) in Loans	3,976	127,326	-10,000	-27,000	-27,000
Others	-594	-53,026	-360	-16,105	-13,965
Financing Cash Flow	-16,826	51,522	-34,764	-75,922	-79,769
Inc / Dec (-) in Cash	-3,664	8,901	9,956	10,116	29,284
Opening Cash Balance	11,496	7,832	16,733	26,690	36,805
Closing Cash Balance	7,832	16,733	26,690	36,805	66,089

Source: Company, JM Financial

Balance Sheet					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shareholders' Fund	602,275	707,068	817,813	894,386	984,929
Share Capital	2,887	2,947	2,947	2,947	2,947
Reserves & Surplus	599,388	704,121	814,866	891,439	981,982
Preference Share Capital	0	0	0	0	0
Minority Interest	559	31,866	31,982	32,110	32,251
Total Loans	102,984	230,310	220,310	193,310	166,310
Def. Tax Liab. / Assets (-)	64,429	95,144	60,637	60,698	60,759
Total - Equity & Liab.	770,247	1,064,387	1,130,742	1,180,504	1,244,248
Net Fixed Assets	729,679	1,039,279	1,086,336	1,119,721	1,148,756
Gross Fixed Assets	802,389	1,144,720	1,250,908	1,352,047	1,450,958
Intangible Assets	63,455	76,818	76,818	76,818	76,818
Less: Depn. & Amort.	203,992	244,141	297,085	353,699	414,664
Capital WIP	67,828	61,883	55,694	44,556	35,644
Investments	82,490	51,565	56,565	61,565	66,565
Current Assets	195,802	245,477	276,719	314,766	374,851
Inventories	83,297	95,630	122,245	135,825	152,657
Sundry Debtors	42,782	58,903	54,445	60,559	66,511
Cash & Bank Balances	7,832	16,733	26,690	36,805	66,089
Loans & Advances	60,241	74,212	73,340	81,576	89,593
Other Current Assets	1,651	0	0	0	0
Current Liab. & Prov.	237,724	271,934	288,877	315,547	345,923
Current Liabilities	84,783	93,275	93,611	102,948	113,343
Provisions & Others	152,941	178,659	195,266	212,599	232,580
Net Current Assets	-41,922	-26,456	-12,158	-782	28,928
Total - Assets	770,247	1,064,387	1,130,742	1,180,504	1,244,248

Source: Company, JM Financial

Dupont Analysis					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Margin	10.0%	8.1%	9.1%	11.1%	11.9%
Asset Turnover (x)	1.0	0.8	0.8	0.9	0.9
Leverage Factor (x)	1.3	1.4	1.4	1.3	1.3
RoE	12.4%	9.4%	10.6%	12.8%	13.8%

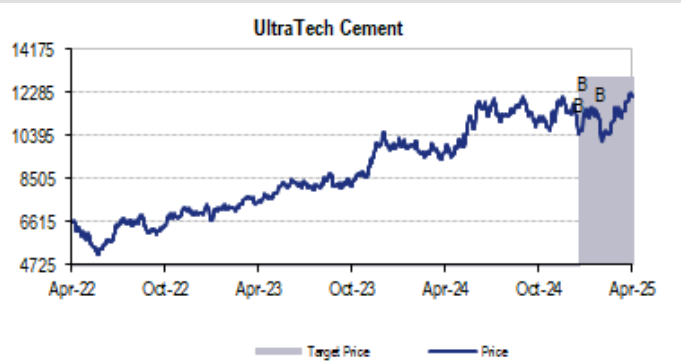
Key Ratios					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
BV/Share (INR)	2,086.2	2,399.4	2,775.3	3,035.1	3,342.4
ROIC	12.5%	9.1%	9.6%	11.5%	12.9%
ROE	12.4%	9.4%	10.6%	12.8%	13.8%
Net Debt/Equity (x)	0.0	0.2	0.2	0.1	0.0
P/E (x)	49.4	58.2	44.0	32.6	27.6
P/B (x)	5.8	5.0	4.4	4.0	3.6
EV/EBITDA (x)	27.8	30.1	21.5	17.5	15.1
EV/Sales (x)	5.1	5.0	4.2	3.8	3.4
Debtor days	22	28	22	22	22
Inventory days	43	46	50	50	51
Creditor days	53	54	48	48	49

Source: Company, JM Financial

History of Recommendation and Target Price

Date	Recommendation	Target Price	% Chg.
14-Jan-25	Buy	13,000	
23-Jan-25	Buy	13,000	0.0
26-Feb-25	Buy	13,000	0.0

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.