

21 January 2026

Better days ahead

Dalmia Bharat (DALBHARA IN) reported EBITDA of ~INR 6.0bn in Q3FY26, in line with our estimates and up ~18% YoY, driven by ~10% YoY volume growth—the first double-digit increase since March 2024 due to a favorable base. However, realization growth was muted at ~1% YoY (down 4% QoQ) due to higher exposure to South and East India, where prices corrected in Q3FY26. Apart from muted realizations, quarterly profits were hit by higher maintenance spends and an abnormal marketing expense of INR 230mn. However, the impact was partly cushioned by prior-period incentives of INR 370mn. Going ahead, recent price hikes in the company's core markets, particularly in the non-trade segment, along with operating leverage benefits and normalization of marketing and maintenance spends, should drive margin in the upcoming quarter. Further, the likely announcement of the roadmap to reach 75.0mn tonnes in the next few months enhances long-term volume visibility. As our TP offers an upside of ~7%, we revise DALBHARA to **Accumulate** from **Reduce** with a higher TP of INR 2,384 (from INR 2,328) on 12.0x December 2027E EV/EBITDA.

**Volume growth accelerates on a lower base:** Sales volume rose ~10% YoY (down ~2% in H1FY26) and ~6% QoQ to ~7.3mn tonnes, aided by a favorable base. In Q3 last year, volumes had declined 2% YoY (flat QoQ). Blended realization was up ~1% YoY but fell ~4% QoQ to INR 4,793/tonne, due to weak pricing in its core markets of South and East. Further, operating costs were down ~1% YoY (flat QoQ) to INR 3,970/tonne. Thus, EBITDA/tonne improved ~8% YoY on a lower base but declined ~19% QoQ to INR 823 versus our estimate of INR 808.

**Capacity expansion on track....** In January 2026, DALBHARA commissioned a 3.6mn-tonnes clinker expansion at Umrangso (Assam), taking its total clinker capacity to ~27.1mn tonnes and rendering the company clinker-surplus in the region. In addition, the previously announced expansions — 3.6mn tonnes of clinker and 3.0mn tonnes of cement capacity at Belgaum, along with 3.0mn tonnes of cement capacity at Pune — are progressing as planned. These projects are expected to bolster clinker/cement capacities to ~30.7mn tonnes\55.5mn tonnes, respectively, by end-FY27.

**.....with new announcements to strengthen volume visibility:** Further, work is progressing well on the upcoming 3.6mn-tonnes clinker unit and 6.0mn-tonnes grinding unit at Kadapa (Andhra Pradesh), along with a 3.0mn-tonnes bulk terminal in Chennai (Tamil Nadu) with commissioning targeted by Q2FY28. Post completion, DALBHARA's cement\clinker capacities are expected to increase to ~61.5mn tonnes\34.3mn tonnes, respectively. To achieve its longer-term target of ~75mn tonnes by FY28, the company is in the process of announcing additional capacity expansions in the next few months, including a proposed project at Jaisalmer (Rajasthan), where land acquisition is already in place, although a detailed roadmap is awaited.

**Revise to Accumulate with a higher TP of INR 2,384:** We expect earnings to recover in the coming quarter, driven by seasonal demand, recent price hikes, and operating leverage. The capacity expansion pipeline offers long-term earnings visibility. We largely retain our FY26E-28E EBITDA estimates and roll forward our valuation to December 2027E (from September 2027E). With ~7% upside to our revised TP of INR 2,384 (from INR 2,328), we upgrade the stock to **Accumulate** from **Reduce**, valuing it on 12x (unchanged) December 2027E EV/EBITDA. Key risks include sub-par demand, weak cement prices, and a sharp rise in fuel costs.

Key Financials

YE March (INR mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue (INR mn)	146,910	139,800	148,905	164,724	181,302
YoY (%)	8.4	(4.8)	6.5	10.6	10.1
EBITDA (INR mn)	26,390	24,070	30,730	33,905	37,180
EBITDA margin (%)	18.0	17.2	20.6	20.6	20.5
Adj PAT (INR mn)	7,650	6,880	11,431	11,909	14,088
YoY (%)	4.7	(10.1)	66.1	4.2	18.3
Fully DEPS (INR)	40.8	36.7	60.9	63.5	75.1
RoE (%)	4.7	4.0	6.3	6.2	7.0
RoCE (%)	5.6	4.9	7.5	7.6	8.6
P/E (x)	54.7	60.9	36.6	35.2	29.7
EV/EBITDA (x)	16.4	18.0	14.1	12.8	11.7

Note: Pricing as on 21 January 2026; Source: Company, Elara Securities Estimate

Rating: [Accumulate](#)  
Target Price: [INR 2,384](#)  
Upside: [7%](#)  
CMP: [INR 2,232](#)  
As on 21 January 2026

Key data

Bloomberg	DALBHARA IN
Reuters Code	DALB.NS
Shares outstanding (mn)	188
Market cap (INR bn/USD mn)	419/4,566
EV (INR bn/USD mn)	434/4,730
ADTV 3M (INR mn/USD mn)	614/7
52 week high/low	2,496/1,601
Free float (%)	42

Note: as on 21 January 2026; Source: Bloomberg

Price chart



Source: Bloomberg

	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26
Shareholding (%)				
Promoter	55.8	55.8	55.8	55.8
% Pledge	0.0	0.0	0.0	0.0
FII	8.3	8.2	8.8	7.9
DII	16.5	17.4	17.8	19.0
Others	19.4	18.6	17.6	17.3

Source: BSE

Price performance (%)	3M	6M	12M
Nifty	(2.7)	0.3	9.3
Dalmia Bharat	2.2	(1.3)	26.0
NSE Mid-cap	(3.4)	(2.1)	7.3
NSE Small-cap	(10.5)	(13.5)	(6.1)

Source: Bloomberg

Ravi Sodah

Cement, Metals & Mining  
+91 22 6164 8517  
ravi.sodah@elaracapital.com

Associates  
Bhavi Shah  
bhavi.shah@elaracapital.com

Saurabh Singh  
Saurabh.Singh@elaracapital.com



## Financials (YE March)

<b>Income Statement (INR mn)</b>	<b>FY24</b>	<b>FY25</b>	<b>FY26E</b>	<b>FY27E</b>	<b>FY28E</b>
Total Revenue	146,910	139,800	148,905	164,724	181,302
EBITDA	26,390	24,070	30,730	33,905	37,180
EBIT	11,410	10,760	17,476	18,244	21,353
Interest expense	3,860	3,990	4,703	4,868	5,135
Other income	3,150	2,530	2,479	2,504	2,529
Exceptional/ Extra-ordinary items	-	(1,130)	(160)	-	-
PBT	10,700	8,170	15,093	15,880	18,748
Tax	2,160	1,180	3,622	3,811	4,499
Minority interest/Associates income	(270)	(160)	(160)	(160)	(160)
Reported PAT	8,270	6,830	11,311	11,909	14,088
Adjusted PAT	7,650	6,880	11,431	11,909	14,088
<b>Balance Sheet (INR mn)</b>	<b>FY24</b>	<b>FY25</b>	<b>FY26E</b>	<b>FY27E</b>	<b>FY28E</b>
Shareholders' Equity	163,970	173,740	184,113	194,146	206,171
Minority Interest	1,100	1,260	1,420	1,580	1,740
Trade Payables	13,160	15,390	15,864	17,741	19,743
Provisions & Other Current Liabilities	29,590	30,310	31,826	33,417	35,037
Total Borrowings	46,300	52,580	51,680	48,680	46,680
Other long term liabilities	23,370	28,980	30,429	31,950	33,548
<b>Total liabilities &amp; equity</b>	<b>277,490</b>	<b>302,260</b>	<b>315,332</b>	<b>327,514</b>	<b>342,919</b>
Net Fixed Assets	175,990	195,070	208,816	233,155	260,329
Goodwill	5,270	3,740	2,740	2,740	2,740
Business Investments / other NC assets	17,930	20,310	20,290	20,416	22,982
Cash, Bank Balances & treasury investments	44,540	46,020	45,279	30,410	15,497
Inventories	12,180	13,860	14,153	15,667	16,584
Sundry Debtors	8,360	8,890	9,540	10,598	10,244
Other Current Assets	13,220	14,370	14,514	14,528	14,543
<b>Total Assets</b>	<b>277,490</b>	<b>302,260</b>	<b>315,332</b>	<b>327,514</b>	<b>342,919</b>
<b>Cash Flow Statement (INR mn)</b>	<b>FY24</b>	<b>FY25</b>	<b>FY26E</b>	<b>FY27E</b>	<b>FY28E</b>
<b>Cashflow from Operations</b>	<b>26,350</b>	<b>21,170</b>	<b>31,349</b>	<b>34,547</b>	<b>39,376</b>
Capital expenditure	(27,230)	(26,260)	(27,000)	(40,000)	(43,000)
Other Business cashflow	(270)	3,560	20,020	4,874	12,434
<b>Free Cash Flow</b>	<b>(1,150)</b>	<b>(1,530)</b>	<b>24,369</b>	<b>(579)</b>	<b>8,810</b>
Cashflow from Financing	13,490	3,010	(25,110)	(14,291)	(23,723)
Net Change in Cash / treasury investments	12,340	1,480	(741)	(14,870)	(14,913)
<b>Key assumptions &amp; Ratios</b>	<b>FY24</b>	<b>FY25</b>	<b>FY26E</b>	<b>FY27E</b>	<b>FY28E</b>
Dividend per share (INR)	9.0	9.0	10.0	11.0	12.0
Book value per share (INR)	874.3	926.3	981.6	1,035.1	1,099.2
RoCE (Pre-tax) (%)	5.6	4.9	7.5	7.6	8.6
ROIC (Pre-tax) (%)	6.9	6.2	9.4	9.0	9.4
ROE (%)	4.7	4.0	6.3	6.2	7.0
Asset Turnover (x)	0.9	0.8	0.7	0.7	0.7
Net Debt to Equity (x)	0.0	0.0	0.0	0.1	0.2
Net Debt to EBITDA (x)	0.1	0.3	0.2	0.5	0.8
Interest cover (x)	6.8	6.0	6.5	7.0	7.2
Total Working capital days	91.9	95.3	90.5	46.7	4.4
<b>Valuation</b>	<b>FY24</b>	<b>FY25</b>	<b>FY26E</b>	<b>FY27E</b>	<b>FY28E</b>
P/E (x)	54.7	60.9	36.6	35.2	29.7
P/Sales (x)	2.9	3.0	2.8	2.5	2.3
EV/ EBITDA (x)	16.4	18.0	14.1	12.8	11.7
EV/ OCF (x)	16.5	20.5	13.8	12.6	11.0
FCF Yield (%)	(0.3)	(0.4)	5.6	(0.1)	2.0
Price to BV (x)	2.6	2.4	2.3	2.2	2.0
Dividend yield (%)	0.4	0.4	0.4	0.5	0.5

Note: Pricing as on 21 January 2026; Source: Company, Elara Securities Estimate

**Exhibit 1: Quarterly financials**

Y/E March (INR mn)	Dec'25	Dec'24	YoY (%)	Sep'25	QoQ (%)	Dec-25E	Var (%)
Net sales	35,060	31,810	10.2	34,170	2.6	34,539	1.5
Operating expenses	29,040	26,700	8.8	27,210	6.7	28,631	1.4
% of Sales	82.8	83.9		79.6		82.9	
EBITDA	6,020	5,110	17.8	6,960	(13.5)	5,908	1.9
EBITDA margins (%)	17.2	16.1		20.4		17.1	
Other Income	620	370	67.6	660	(6.1)	673	(7.9)
Interest	1,180	1,010	16.8	1,220	(3.3)	1,244	(5.2)
Depreciation	3,400	3,640	(6.6)	3,220	5.6	3,284	3.5
PBT	1,740	830	109.6	3,180	(45.3)	2,053	(15.2)
Tax	460	170	170.6	790	(41.8)	503	(8.5)
Effective Tax Rate(%)	26.4	20.5		24.8		24.5	
Adjusted PAT	1,460	610	139.3	2,360	(38.1)	1,514	(3.6)
Reported PAT	1,220	610	100.0	2,360	(48.3)	1,514	(19.4)
NPM (%)	4.2	1.9		6.9		4.4	

Source: Company, Elara Securities Estimate

**Exhibit 2: Variable cost of production up ~3% YoY and ~2% QoQ**

Per tonne analysis (INR)	Dec'25	Dec'24	YoY (%)	Sep'25	QoQ (%)
Sales volume (mn tonnes)	7.31	6.68	9.5	6.87	6.5
<b>Realization</b>	<b>4,793</b>	<b>4,762</b>	<b>0.7</b>	<b>4,973</b>	<b>(3.6)</b>
Raw material consumed	798	766	4.2	735	8.6
Employee cost	306	334	(8.3)	329	(6.9)
Power & Fuel	1,017	997	2.0	1,044	(2.5)
Freight	1,057	1,120	(5.6)	1,060	(0.3)
Other Expenses	792	780	1.5	793	(0.2)
<b>Total cost</b>	<b>3,970</b>	<b>3,997</b>	<b>(0.7)</b>	<b>3,960</b>	<b>0.3</b>
<b>EBITDA</b>	<b>823</b>	<b>765</b>	<b>7.6</b>	<b>1,013</b>	<b>(18.8)</b>
% of Sales	Dec'25	Dec'24	YoY(bp)	Sep'25	QoQ(bp)
Raw material consumed	16.7	16.1	56	14.8	188
Employee cost	6.4	7.0	(62)	6.6	(22)
Power & Fuel	21.2	20.9	28	21.0	24
Freight	22.0	23.5	(147)	21.3	74
Other Expenses	16.5	16.4	14	15.9	56
<b>Total cost</b>	<b>82.8</b>	<b>83.9</b>	<b>(111)</b>	<b>79.6</b>	<b>320</b>
<b>EBITDA</b>	<b>17.2</b>	<b>16.1</b>	<b>111</b>	<b>20.4</b>	<b>(320)</b>

Source: Company, Elara Securities Research

**Exhibit 3: Valuation**

(INR mn)	Dec 2027E
Consolidated EBITDA	36,361
Target multiple (x)	12.0
<b>Target EV</b>	<b>436,333</b>
Less: net debt	27,955
Add : CWIP at 75%	38,790
<b>Target market cap</b>	<b>447,168</b>
Shares (mn)	188
<b>TP (INR)</b>	<b>2,384</b>
CMP	2,232
Upside (%)	6.8

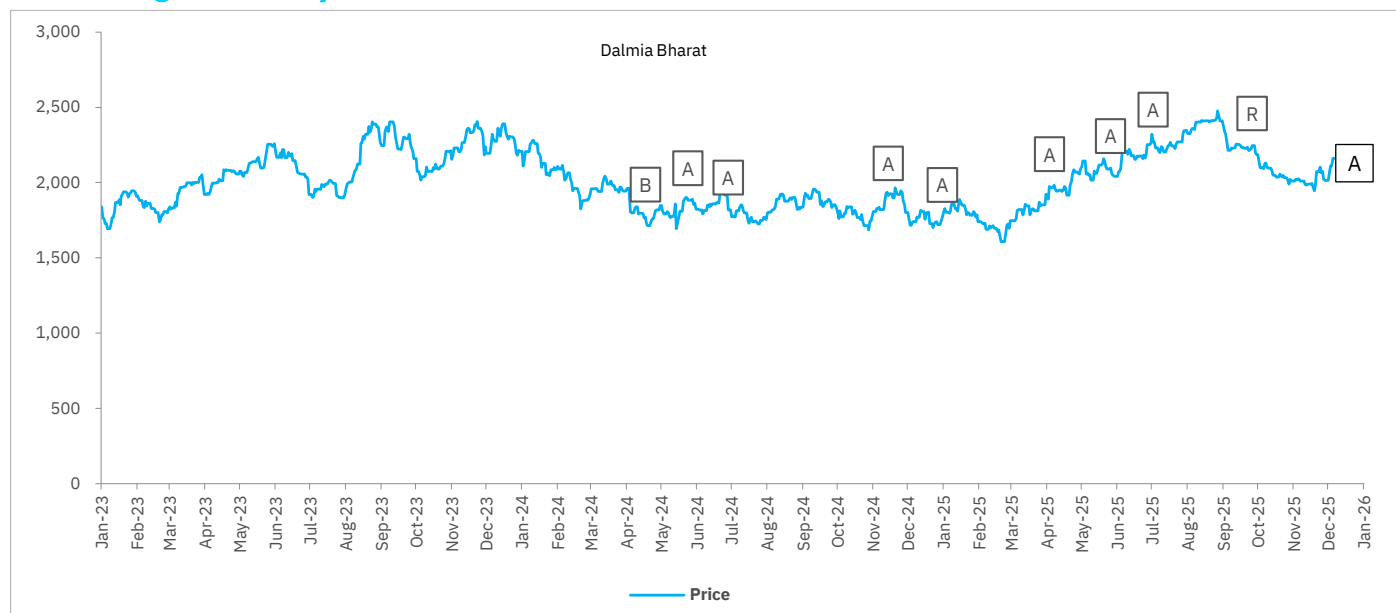
Note: pricing as on 21 January 2025; Source: Elara Securities Estimate

**Exhibit 4: Change in estimates**

(INR mn)	Old estimates			Revised estimates			Change (%)		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Net Revenue	151,512	167,610	184,478	148,905	164,724	181,302	(1.7)	(1.7)	(1.7)
EBITDA	30,708	33,874	37,142	30,730	33,905	37,180	0.1	0.1	0.1
PAT	11,596	11,944	14,118	11,431	11,909	14,088	(1.4)	(0.3)	(0.2)
<b>Target price (INR)</b>	<b>2,328</b>			<b>2,384</b>			<b>3</b>		
<b>Rating</b>	<b>Reduce</b>			<b>Accumulate</b>					

Source: Elara Securities Estimate

## Coverage History



Date	Rating	Target Price (INR)	Closing Price (INR)
08-May-2024	Buy	2,189	1,779
14-Jun-2024	Accumulate	2,133	1,882
19-Jul-2024	Accumulate	2,068	1,819
05-Dec-2024	Accumulate	2,265	1,914
21-Jan-2025	Accumulate	2,023	1,771
24-Apr-2025	Accumulate	2,133	1,974
16-Jun-2025	Accumulate	2,322	2,096
23-Jul-2025	Accumulate	2,413	2,270
17-Oct-2025	Reduce	2,328	2,245
21-Jan-2026	Accumulate	2,384	2,232

## Guide to Research Rating

<b>BUY (B)</b>	Absolute Return >+20%
<b>ACCUMULATE (A)</b>	Absolute Return +5% to +20%
<b>REDUCE (R)</b>	Absolute Return -5% to +5%
<b>SELL (S)</b>	Absolute Return < -5%

## Disclosures & Confidentiality for non U.S. Investors

The Note is based on our estimates and is being provided to you (herein referred to as the “Recipient”) only for information purposes. The sole purpose of this Note is to provide preliminary information on the business activities of the company and the projected financial statements in order to assist the recipient in understanding / evaluating the Proposal. Nothing in this document should be construed as an advice to buy or sell or solicitation to buy or sell the securities of companies referred to in this document. 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. Nevertheless, Elara Securities (India) Private Limited or any of its affiliates is committed to provide independent and transparent recommendation to its client and would be happy to provide any information in response to specific client queries. Elara Securities (India) Private Limited or any of its affiliates have not independently verified all the information given in this Note and expressly disclaim all liability for any errors and/or omissions, representations or warranties, expressed or implied as contained in this Note. The user assumes the entire risk of any use made of this information. Elara Securities (India) Private Limited or any of its affiliates, 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 Note. Each of these entities functions as a separate, distinct and independent of each other. This Note is strictly confidential and is being furnished to you solely for your information. This Note should not be reproduced or redistributed or passed on directly or indirectly in any form to any other person or published, copied, in whole or in part, for any purpose. This Note 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 Elara Securities (India) Private Limited or any of its affiliates to any registration or licensing requirements within such jurisdiction. The distribution of this document in certain jurisdictions may be restricted by law, and persons in whose possession this document comes, should inform themselves about and observe, any such restrictions. Upon request, the Recipient will promptly return all material received from the company and/or the Advisors without retaining any copies thereof. The Information given in this document is as of the date of this report and there can be no assurance that future results or events will be consistent with this information. This Information is subject to change without any prior notice. Elara Securities (India) Private Limited or any of its affiliates reserves the right to make modifications and alterations to this statement as may be required from time to time. However, Elara Securities (India) Private Limited is under no obligation to update or keep the information current. Neither Elara Securities (India) Private Limited nor any of its affiliates, group companies, directors, employees, agents or representatives shall be liable for any damages whether direct, indirect, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. This Note should not be deemed an indication of the state of affairs of the company nor shall it constitute an indication that there has been no change in the business or state of affairs of the company since the date of publication of this Note. The disclosures of interest statements incorporated in this document are provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. Elara Securities (India) Private Limited generally prohibits its analysts, persons reporting to analysts and their family members from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

Any clarifications / queries on the proposal as well as any future communication regarding the proposal should be addressed to Elara Securities (India) Private Limited. It is important to note that any dispute with respect to this research report, would not have access to stock exchange investor redressal forum or arbitration mechanism.

Elara Securities (India) Private Limited was incorporated in July 2007 as a subsidiary of Elara Capital (India) Private Limited.

Elara Securities (India) Private Limited is a SEBI registered Stock Broker in the Capital Market and Futures & Options Segments of National Stock Exchange of India Limited [NSE] and BSE Limited [BSE] and a Depository Participant registered with Central Depository Services (India) Limited [CDSL].

Elara Securities (India) Private Limited's business, amongst other things, is to undertake all associated activities relating to its broking business.

The activities of Elara Securities (India) Private Limited were neither suspended nor has it defaulted with any stock exchange authority with whom it is registered in last five years. However, during the routine course of inspection and based on observations, the exchanges have issued advise letters or levied minor penalties on Elara Securities (India) Private Limited for minor operational deviations in certain cases. Elara Securities (India) Private Limited has not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has the certificate of registration been cancelled by SEBI at any point of time.

Elara Securities (India) Private Limited offers research services primarily to institutional investors and their employees, directors, fund managers, advisors who are registered or proposed to be registered.

Details of Associates of Elara Securities (India) Private Limited are available on group company website [www.elaracapital.com](http://www.elaracapital.com)

Elara Securities (India) Private Limited is maintaining arms-length relationship with its associate entities.

Research Analyst or his/her relative(s) may have financial interest in the subject company. Elara Securities (India) Private Limited does not have any financial interest in the subject company, whereas its associate entities may have financial interest. Research Analyst or his/her relative does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Elara Securities (India) Private Limited does not have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Associate entities of Elara Securities (India) Private Limited may have actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of Research Report. Research Analyst or his/her relative or Elara Securities (India) Private Limited or its associate entities does not have any other material conflict of interest at the time of publication of the Research Report.

Artificial Intelligence (AI) tools may have been used only for compilation or collating publicly available research data or internally generated research data during the information gathering and/or summarizing the final report.

Research Analyst or his/her relative(s) has not served as an officer, director or employee of the subject company.

Research analyst or Elara Securities (India) Private Limited have not received any compensation from the subject company in the past twelve months. Associate entities of Elara Securities (India) Private Limited may have received compensation from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities have not managed or co-managed public offering of securities for the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associates have not received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months. Research analyst or Elara Securities (India) Private Limited or its associate entities may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company or third party in connection with the Research Report in the past twelve months.

## Disclaimer & Standard warning

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

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

## Disclaimer for non U.S. Investors

The information contained in this note is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

## Disclosures for U.S. Investors

**Rule 15a6 Disclosure:** This research report ("Report") was prepared, approved, published, and distributed by Elara Securities (India) Private Limited a company located outside of the United States (the "Foreign Counterparty"). Avior Capital Markets US LLC ("Avior US"), a US registered broker-dealer, distributes this Report in the US on behalf of the Foreign Counterparty. Only major U.S. institutional investors (as defined in Rule 15a-6 under the US Securities Exchange Act of 1934 (the "Exchange Act")) may receive this Report under the exemption in Rule 15a-6. A US institutional investor must effect any transaction in the securities described in this Report through Avior US.

Neither the Report nor any analyst who prepared or approved the Report is subject to US legal requirements or the Financial Industry Regulatory Authority, Inc. ("FINRA") or other US regulatory requirements concerning research reports or research analysts. The Foreign Counterparty is not a registered broker-dealer under the Exchange Act nor is it a member of the Financial Industry Regulatory Authority, Inc., or any other US self-regulatory organisation.

**Disclosures on Subject Companies:** Analysts of the Foreign Counterparty produced this material solely for informational purposes and the use of the intended recipient. No person may reproduce, this Report under any circumstances. No person may copy or make this Report available to any other person other than the intended recipient.

Avior US distributes this Report in the United States of America. The Foreign Counterparty distributes this Report elsewhere in the world. This document is not an offer, or invitation by or on behalf of Avior US, the Foreign Counterparty, their affiliates, or any other person, to buy or sell any security.

Avior US and the Foreign Counterparty and their affiliates obtained the information contained herein from published information and other sources, which Avior US and the Foreign Counterparty and their affiliates reasonably consider to be reliable.

Avior US and the Foreign Counterparty accept no liability or responsibility whatsoever for the accuracy or completeness of any such information. All estimates, expressions of opinion and other subjective judgments contained herein are valid as of the date of this document. Avior US assumes responsibility for the Report content with regards to research distributed in the US.

Neither Avior US nor the Foreign Counterparty has managed or co-managed a public offering of securities for the subject company in the past 12 months, have not received compensation for investment banking services from the subject company in the past 12 months and do not expect to receive and does not intend to seek compensation for investment banking services from the subject company in the next three months. Avior US and the Foreign Counterparty have not owned any class of equity securities of the subject company. There are no other actual, material conflicts of interest of Avior US and the Foreign Counterparty at the time of the publication of this Report. As of the publication of this Report, Avior US nor the Foreign Counterparty makes a market in the subject securities.

Avior US and its affiliates, to the fullest extent permissible by law, accept no liability of any nature whatsoever for any claims, damages or losses arising from, or in connection with, the contents of this Report or the use, reliance, publication, distribution, dissemination, disclosure, alteration or reproduction of this Report, or any views or recommendations recorded therein.

Participants in foreign exchange transactions may incur risks arising from several factors, including the following: (i) exchange rates can be volatile and are subject to large fluctuations; (ii) the value of currencies may be affected by numerous market factors, including world and national economic, political and regulatory events, events in equity and debt markets and changes in interest rates; and (iii) currencies may be subject to devaluation or government imposed exchange controls which could affect the value of the currency. Investors in securities such as ADRs, whose values are affected by the currency of an underlying security, effectively assume currency risk.

Subject to the applicable laws, all transactions should be executed through Avior US. Aside from within this Report, important conflict disclosures can also be found at <https://aviorcapital.us/us-regulatory-disclosures/and> Investors are strongly encouraged to review this information before investing.

## Additional Disclaimer for UK Investors

Note that Elara Securities (India) Private Limited ("Foreign Counterparty") has concluded a MiFID II research intermediary agreement with Avior Capital Markets International Limited ("Avior UK"), regulated by the Financial Conduct Authority (FRN: 191074), pursuant to which Avior UK distributes the Foreign Counterparty's research in the UK, in return for which the Foreign Counterparty pays Avior UK a percentage of the income received in relation to such research. This research report including any recommendations recorded therein ("Report") have been prepared by the Foreign Counterparty, and not by Avior UK.

The Report: (a) has been objectively prepared from public sources which are believed to be reliable and therefore constitutes independent investment research and is presented as such; and (b) may only be distributed to, and relied on by, qualifying investors, who are permitted to receive same in the UK.

Securities, money market instruments, strategies, financial or investment instruments mentioned in this Report may not be suitable for all investors. The information and opinions provided in this Report do not constitute a personal recommendation/investment advice and take no account of the investor's individual circumstances. Investors should consider this Report as only a single factor in making any investment decisions and, if appropriate, should seek advice from an investment advisor. This Report is not an offer, or invitation by or on behalf of Avior UK, the Foreign Counterparty, their affiliates, or any other person, to buy or sell any security.

Save as disclosed otherwise, the Foreign Counterparty's relationship with Avior UK is not reasonably expected to impair the objective presentation of the recommendations in the Report, including any interests or conflicts of interest concerning any financial instruments or the issuers to which the recommendations, directly or indirectly, relate. The Report is deemed to be first disseminated at the date and time recorded on the relevant distribution platform, data network or email (as applicable), and which information is available on request. A list of the Foreign Counterparty's research reports disseminated in the UK over the past 12 months is also available on request.

Avior UK does not assume any responsibility or liability of any nature whatsoever arising from or in connection with the content, use, reliance or dissemination of the Report or any recommendation in respect thereof and disclaims any such liability.

## Certification by Each of the Authors of this Report

The analyst(s) (singular includes plural) ("Analyst") certifies that the views expressed in this Report are an accurate representation of the Analyst's personal opinions on the stock or sector as covered and reported on by the Analyst hereinabove. The Analyst furthermore certifies that no part of the Analyst's compensation was, is, or will be related, directly or indirectly, to the specific recommendations or views as expressed in this document. The Analyst is principally responsible for the preparation of this Report and does not have any material conflict of interest at the time of publication of this Report. The Analyst(s) has not served as an officer, director or employee of the subject company in the last 12-month period ending on the last day of the month immediately preceding the date of publication of the Report.

**Analyst Certification:** In connection with the companies or securities that; each analyst identified in this Report certifies that: The views expressed on the subject companies and securities in this Report reflect their personal views. No part of his or her compensation was, is or will be directly or indirectly dependent on the specific recommendations or views expressed in this Report.

Note that:

- (i) The Foreign Counterparty is the employer of the research analyst(s) responsible for the content of this Report, and
- (ii) Research analysts preparing this Report are resident outside the United States and are not associated persons of any US regulated broker-dealer. Therefore, the analyst(s) are not subject to supervision by a US broker-dealer and are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with US rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

**Avior Capital Markets US, LLC** is a FINRA registered broker-dealer (CRD # 172595) formed for that purpose in the State of Delaware with its principal office at 45 Rockefeller Plaza, Suite 2335, New York, New York 10111.

**Avior Capital Markets International Limited** is regulated by the Financial Conduct Authority (FRN: 191074), with its principal office at 10 South Street, Elgin, Scotland IV30 1LE.

**Elara Securities (India) Private Limited** is a SEBI-registered Research Analyst (Regn. No.: INH000000933), Stock Broker (Regn. No.: INZ000238236) and Depository Participant (Regn. No.: IN-DP-370-2018). Its registered address is One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India



**India**  
**Elara Securities (India) Private Limited**  
 One International Center, Tower 3,  
 21st Floor, Senapati Bapat Marg,  
 Elphinstone Road (West)  
 Mumbai – 400 013, India  
 Tel : +91 22 6164 8500

**Europe**  
**Elara Capital Plc.**  
 6th Floor, The Grove,  
 248A Marylebone Road,  
 London, NW1 6JZ,  
 United Kingdom  
 Tel : +44 20 7486 9733

**USA**  
**Elara Securities Inc.**  
 230 Park Avenue, Suite 2415,  
 New York, NY 10169, USA  
 Tel: +1 212 430 5870  
 Fax: +1 212 208 2501

**Asia / Pacific**  
**Elara Capital (Asia) Pte.Ltd.**  
 One Marina Boulevard,  
 Level 20,  
 Singapore 018989  
 Tel : +65 6978 4047



**Managing  
Director**

**Harendra Kumar** | harendra.kumar@elaracapital.com | +91 22 6164 8571



**Head of  
Research**

**Dr Bino Pathiparampil** | bino.pathiparampil@elaracapital.com | +91 22 6164 8572

## Sales Team



**India**

**Hitesh Danak** - hitesh.danak@elaracapital.com - +91 22 6164 8543  
**Ashok Agarwal** - ashok.agarwal@elaracapital.com - +91 22 6164 8558  
**Himani Sanghavi** - himani.sanghavi@elaracapital.com - +91 22 6164 8586



**India, APAC &  
Australia**

**Sudhanshu Rajpal** - sudhanshu.rajpal@elaracapital.com - +91 22 6164 8508  
**Joshua Saldanha** - joshua.saldanha@elaracapital.com - +91 22 6164 8541  
**Shraddha Shrikhande** - shraddha.shrikhande@elaracapital.com - +91 22 6164 8567  
**Suyash Maheshwari** - suyash.maheshwari@elaracapital.com - +91 22 4204 8698



**India & UK**

**Prashin Lalvani** - prashin.lalvani@elaracapital.com - +91 22 6164 8544



**India & US**

**Karan Rathod** - karan.rathod@elaracapital.com - +91 22 6164 8570



**Corporate  
Access,  
Conference &  
Events**

**Anita Nazareth** - anita.nazareth@elaracapital.com - +91 22 6164 8520  
**Tina D'souza** - tina.dsouza@elaracapital.com - +91 22 6164 8595

By clicking this link, you acknowledge and agree to the [Terms and Conditions of Research Services](#).

Access our reports on Bloomberg: Type **RESP ESEC <GO>**

Also available on **Thomson & Reuters**

### Elara Securities (India) Private Limited

Registered Office Address: One International Center, Tower 3, 21st Floor, Senapati Bapat Marg, Elphinstone Road (West) Mumbai – 400 013, India Tel : +91 22 6164 8500  
 CIN: U74992MH2007PTC172297 | SEBI Research Analyst Registration No.: INH000000933  
 Member of BSE Limited and National Stock Exchange of India Limited | SEBI REGN. NO.: INZ000238236  
 Member of Central Depository Services (India) Limited | SEBI REGN. NO.: IN-DP-370-2018  
 Investor Grievance Email ID: investor.grievances@elaracapital.com - Tel. +91 22 6164 8509  
 Compliance Officer: Mr. Anand Rao - Email ID: anand.rao@elaracapital.com - Tel. +91 22 6164 8509