29 October 2025

# Roads

*Back in the game; KNR, Dilip, PNC, Ashoka to be beneficiaries*

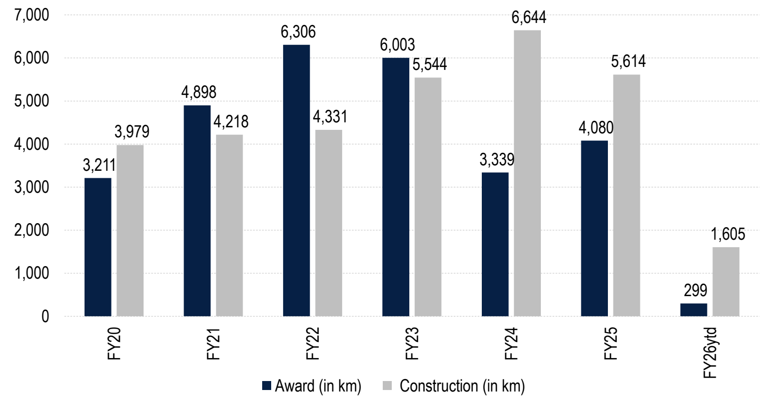
Sensex: 84,628

Nifty: 25,936

**From FY24, NHAI road awardings have significantly dipped with a negligible ~299km in ytd FY26. Limited awarding led to keen competition and a drop in road orders leading to weak revenue growth and compressed EBITDA margins for listed road contractors. However, we expect matters to turn around with NHAI tightening bidding norms and focusing on a PPP model. In Jul, NHAI released a list of 124 highways spanning ~6,400km worth ~Rs3.5trn to be awarded in FY26 with tenders for 46 projects already floated. Our analysis of these 46 tenders on LA status, approvals and various clearances indicates that 23 (~Rs408bn) are at an advanced stage with PPPAC/CCEA approvals, major land acquisitions (>75% notified u/s 3G) and maximum EC/forest/wildlife clearances in place. We expect the awardings to be rolled out in three months and set the ball rolling for the next wave of NHAI awarding. Leading road developers such as PNC, KNR, Ashoka Buildcon and Dilip Buildcon are expected to benefit given proven track records especially in PPP projects, fortified net worth and cash position with the recent rounds of asset monetisation.**

Road contract awardings have decreased from FY24, after having peaked in FY23. More specifically, awardings in FY26 ytd have come down significantly to just of 299km.

**Fig 1 – Deceleration in road awardings**



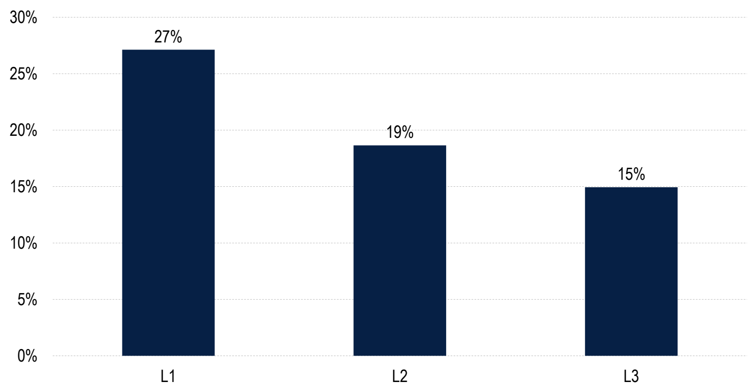

*Source: Anand Rathi Research*

Muted road awardings in the last couple of years are attributed to the shift in the NHAI's focus on asset monetisation, debt repayment, cost overruns, land acquisition issues, delays due to general and state elections, etc.

**Bhavin Modi, CFA**
**Research Analyst**
+9199200 40417
bhavinmodi@rathi.com

Muted awardings and easing of bidding norms by the NHAI led to the entry of others heightening competition. The keen competition could be seen from the fact only two projects were awarded at a premium (of 25 EPC projects awarded in FY26 ytd. More specifically, 10 projects were awarded at a discount of 35% or more, with with highest discount being 69%. Also, the average L3 discount at 15% indicates deep entrenched competition and discount bidding.

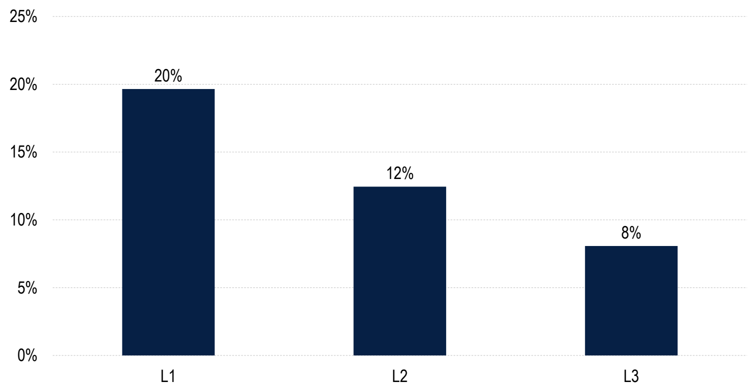
**Fig 2 – EPC projects – discount bidding**




*Source: Anand Rathi Research*

Similarly, analysis of 11 HAM projects awarded in FY26Ytd show that all the projects were awarded at discount with L1 discount hovering ~20%. The aggressiveness was more visible in EPC projects as ticket sizes in EPC were relatively smaller (19 out of 25 EPC being below ~Rs5bn).

**Fig 3 – Discount bidding in HAM projects as well**




*Source: Anand Rathi Research*

The slowdown in weak road awarding and vigorous road bidding was also visible in performances of listed entities. Eg, the companies we cover were awarded only five projects (of ~Rs46bn) by the NHAI since FY24. KNR and Dilip Buildcon saw their shares of road orders falling below ~25% due to their overdependence on NHAI projects.

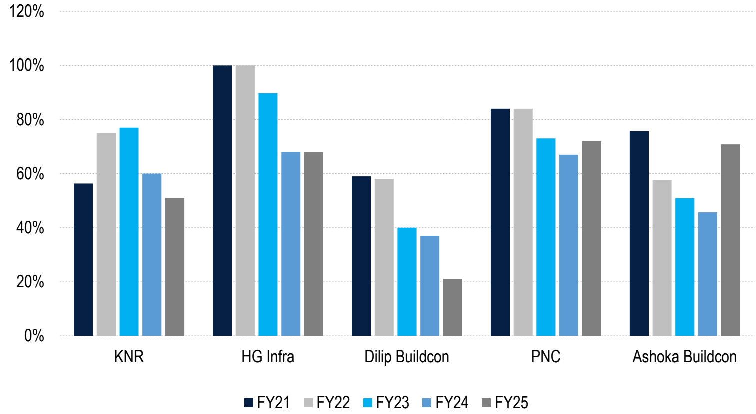
**Fig 4 – Weak orders from the NHAI**

| Inflows (Rs bn) (FY24 to FY26 ytd) | NHAI | Roads | Overall | Roads, as % of overall |
|---|---|---|---|---|
| KNR | 11.5 | 16.5 | 67.9 | 24.2% |
| PNC | - | 76.0 | 128.6 | 59.1% |
| Dilip | 5.5 | 16.8 | 110.0 | 15.3% |
| HG Infra | 14.7 | 71.6 | 151.5 | 47.2% |
| Ashoka | 13.9 | 74.6 | 144.7 | 51.6% |
| **Total** | **45.6** | **255.5** | **602.6** | **42.4%** |

*Source:* Company ** Excludes MoRTH*

Proportions of road OBs to entire OBs have declined as companies sought to diversify to solar, BESS, MDO and other segments. Companies such as Ashoka Buildcon and PNC saw a lesser impact as they secured road projects from state governments, local authorities and overseas clients.

**Fig 5 – Roads, as % to overall OBs, has come down**




*Source: Company, Anand Rathi Research*

This also cut into listed companies' revenue growth with single-digit revenue CAGRs for KNR, PNC and Dilip Buildcon. Ashoka and HG did better due to execution in railways, irrigation, water, BESS and solar projects.

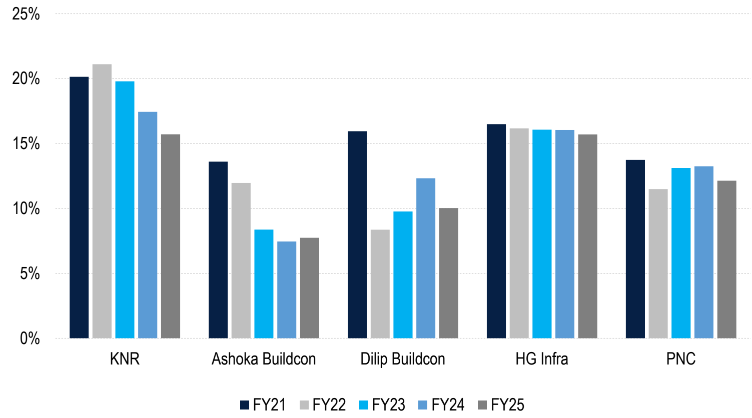
**Fig 6 – Weak revenue growth for NHAI road-dependent players**

| Revenue (Rs bn) | FY21 | FY22 | FY23 | FY24 | FY25 | CAGR, % |
|---|---|---|---|---|---|---|
| KNR | 26.6 | 32.1 | 36.4 | 39.6 | 32.3 | 5.0 |
| PNC | 49.2 | 61.3 | 69.9 | 74.0 | 50.6 | 0.7 |
| Dilip Buildcon | 92.1 | 90.1 | 101.2 | 105.4 | 90.0 | -0.6 |
| HG Infra | 25.3 | 36.2 | 44.2 | 51.2 | 60.5 | 24.3 |
| Ashoka Buildcon | 38.2 | 46.4 | 63.7 | 77.3 | 70.6 | 16.6 |

*Source: Company*

The impact of muted road awardings and vigorous competition reflected in EBITDA margins of listed companies as well with EBITDA margin compression for all the companies we cover. Ashoka and Dilip Buildcon bore the maximum impact, an almost 600bp compression in margins from FY21 to FY25.

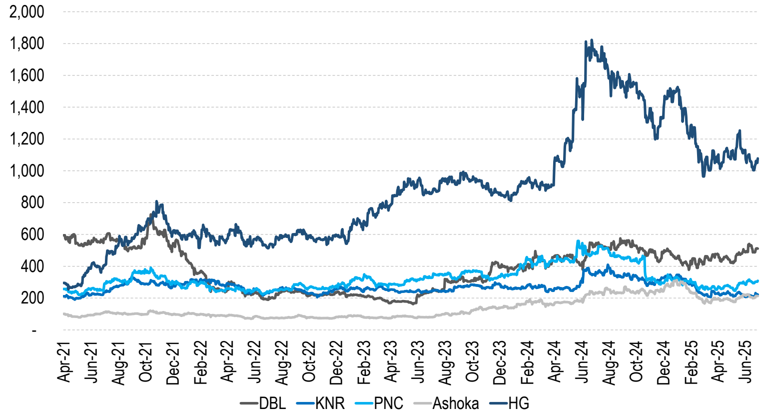
**Fig 7 – EBITDA margins compress**




*Source: Company*

The impact was also seen in share-price movements, with NHAI-dependent players like KNR and Dilip seeing stock-price CAGRs of respectively (~4%) and 1% from Apr'21 to Jun'25. PNC, being road heavy, was also impacted by a price return CAGR of a meagre ~4%. HG Infra and Ashoka, with sustained inflows due to diversification to Railways, BESS and solar, saw prices grow respectively 19% and 36%.

**Fig 8 – Muted stock price movement for KNR, Dilip and PNC**




*Source: BSE*

However, we expect the situation to improve for the sector with higher growth and better margins

### The NHAI has tightened bidding

Seeing the keener competition and ingress of others, the NHAI tightened technical and financial norms in both EPC and PPP spaces to curb relentless bidding. Key changes the NHAI has brought about are

- Higher net-worth required
- Additional performance security
- Revised land acquisition and clearance requirements
- Emphasis on PPP projects.

**Fig 9 – Tightening norms by the NHAI**

| Changes | Comments |
|---|---|
| Net worth required increased from 15% to 20% of BPC (Annexure B) | Increase in net worth required shall disqualify new entrants with thin capital, and helps reduce aggressive bidding |
| Available net worth to be reduced for PPP projects at hand (incl. L1) (Annexure B) | Companies with disproportionate PPP projects in comparison to net worth shall be ineligible to bid. The move will discourage the number of bidders and encourage efficient capital use. |
| Increase in APS required beyond 10% discounted bid (Annexure C) | The change reiterates NHAI commitment to deter aggressive bidding |
| Removal of APS cap of 3% of BPC (Annexure C) | |
| Revised land acquisition and other clearances required (Annexure D) | The synchronised land acquisition and clearance requirements have been introduced to avoid delays in tendering and awardings, construction and contractual disputes. |
| Emphasis on PPP projects and changes in model concession agreements | Emphasis on large PPP projects is to attract private investors and serious contractors with necessary PQs. The NHAI is in the process of amending the BOT model concession agreement w.r.t. land acquisition, termination payments, etc. Further, the government plans to modify the current cap of 40% VGF to attract BOT feasibility. |

*Source: NHAI, MoRTH*

## NHAI awarding should go up

In Jul'25, the NHAI released a list of 124 highways spanning ~6,300km to be awarded in FY26 (Annexure F). Our study of NHAI tenders identified 46 of the above 124 highway tenders to be floated (Annexure G). We analysed each tender with respect to updated land acquisitions status, PPPAC/CCEA approvals and other clearances.

Based on our analysis of these 46 tenders, **we expect 23 advanced-stage tenders of ~Rs408bn to be awarded in three months (Annexure A)**. Our optimism is driven by the following:

- Land acquisition status at an advanced stage. All four BOT and two EPC projects have at least 80% LA, whereas 12 of 17 HAM have at least 80% LA
- All BOT and 13 HAM projects are PPPAC-approved. The other four HAMs don't require such approval.
- Projects currently under CCEA/SFC to get the nod in the next 30-45 days.
- Only one of the five clearances (EC/wildlife/forest/railway/waterway) are awaited; the rest are either received or not required. Awaited clearance, if any, is at the final stage as all initial studies, site visits and public hearings have been completed.

These awardings of 23 tenders represent green-shoots after two years of muted awardings and will set the ball rolling for a new wave of awardings of 124 highways, coupled with disciplined bidding, systematic land acquisitions, in-hand clearances and serious contractors.

## KNR, PNC, Dilip Buildcon are major beneficiaries

This coming wave is expected to benefit leading road developers based on their core competency, eligibility and risk-taking capacity. Those like KNR, HG Infra and Ashoka Buildcon are expected to gain from HAM and EPC awarding, whereas contractors such as PNC, Dilip Buildcon, GR Infra and Adani will benefit from large BOT projects.
The commentaries below reflect our view on the companies we cover.

## KNR (Mkt. cap Rs53bn, Hold, 22% potential). Leading beneficiary

Being highly sensitive to roads, expected to win NHAI projects of ~Rs30bn-40bn this fiscal will have a positive impact on growth and margins. Besides, back-to-back EPC arrangements with BOT players such as Adani, Patel, Cube, etc., will stand it in good stead. We believe the present valuation is based on an implied 14.6x Sep'27 construction earnings, which has yet to be built into the NHAI awardings, given its strong governance, coming monetisation of four HAM assets and net cash balance sheet.

## Dilip Buildcon (Rs78bn, Hold, 35%). Front-runner

On a winning spree with five contracts of ~Rs62bn post Q1 and recent asset monetisation, D Buildcon is a front runner in the coming NHAI awardings given its history of winning ~10% of overall HAM awardings. It has already won the Paramakudi–Ramanathapuram HAM, the second to be awarded of the 124-highway list. Expected NHAI win of ~Rs40-60bn this fiscal will trigger margin and market price rises. We have factored in a ~110bp expansion in EBITDA margins over FY25-28 and a TP of ~Rs648, based

9x Sep'27 construction earnings, monetised HAM assets and its MDO business.

### PNC (Rs72bn, Buy, 33%). Niche BOT beneficiary

During the muted NHAI awarding phase, the company stood out by winning highways and elevated projects from state authorities, and maintained its road OB. Its ~Rs26bn cash gives it a strong financial position. This, coupled with experience in PPP (esp. BOT), puts it in a formidable position to win coming big-ticket BOT awardings. Management aims at Rs70bn+ road orders this fiscal from the NHAI and other awarders. We have factored in a ~9.3% EPC revenue CAGR over FY25-28 and a TP of ~Rs372, based on 10x Sep'27 construction earnings, 1x monetisation value of PPP assets and 1.25x of existing investments in PPP.

### Ashoka Buildcon (Rs54bn, Hold, 7%). Moderate impact

The increase in road awardings will improve its margins to ~9.3-9.5% from FY25's ~7.7%. The ongoing monetisation of 16 HAM and BOT wil enable company to provide an exit to SBI Macquarie, repay significant debt and still be left with adequate capital to win awards. It aims at road orders of Rs50bn+ from the NHAI, The MoRTH and other state authorities with selective bidding for BOT. Our TP of Rs204 is based on a sum-of-parts valuation where the EPC business is valued on 8x Sep'27 earnings.

### HG Infra (Rs60bn, Buy, 46%). Limited beneficiary from roads

The company has lately shifted its focus toward BESS, solar and ISTS projects. Roads now are 66% of its OB and we expect the company to restrict its bidding to NHAI projects as it strategizes to restrict roads to 30-40% of its OB. Hence, it will have limited benefit from increased road awardings, though it has a stronghold in other sectors like renewables and the Railways.

# Annexure

## Annexure A – Advanced stage tenders

**Fig 10 – Advanced stage tenders of ~Rs418bn to be awarded in three months**

| Project | Length (kms) | BPC (Rs bn) | PPCAC appraisal | Final Approval status | Type | LA status (3G) | Comments |
|---|---|---|---|---|---|---|---|
| Zirakpur Bypass | 19.2 | 13.3 | Y | Y | HAM | 98% | |
| Badvel Nellore | 108.1 | 28.4 | Y | Y | BOT | 100% | NWDL submission pending |
| Vakalapudi Light House to Annavaram | 40.6 | 10.4 | NA | Y | HAM | 100% | |
| Jodhpur elevated road | 8.0 | 9.4 | NA | Y | HAM | 100% | |
| Old Pune to Boramani Naka | 10.0 | 8.2 | NA | Y | HAM | 100% | Elevated flyover |
| Nashik Phata to Alandi | 17.0 | 42.6 | Y | Y | BOT | 92% | |
| Alandi to Khed | 13.0 | 31.8 | Y | Y | BOT | 96% | |
| Marakkam Puducherry | 46.0 | 11.8 | Y | Y | HAM | 59% | |
| Bhubaneshwar Ring Road Pkg 1 | 40.7 | 17.2 | Y | Y | HAM | 93% | |
| Bhubaneshwar Ring Road Pkg 2 | 30.3 | 14.0 | Y | Y | HAM | 92% | |
| Bhubaneshwar Ring Road Pkg 3 | 40.3 | 11.9 | Y | Y | HAM | 94% | |
| STRR NH948A Pkg 1 | 79.0 | 26.4 | Y | CCEA approval soon | HAM | 97% | |
| STRR NH948A Pkg 2 | 65.3 | 27.8 | Y | CCEA approval soon | HAM | 95% | |
| Bangalore Chennai Expwy (Phase IV) | 8.1 | 9.9 | NA | Submitted to CCEA | HAM | 97% | Elevated corridor |
| Sherpur Kanhuli | 10.0 | 3.6 | NA | Y | EPC | 85% | Waterway clearance reqd |
| Areraj - Bettiah - Shahebganj | 78.9 | 38.2 | Y | Y | HAM | 53% | MoEF clearance awaited for 1 pkg |
| Gudebellur to Mahabubnagar | 80.0 | 19.6 | Y | CCEA approval soon | HAM | 97% | |
| Thiruvarur Bypass | 14.9 | 6.3 | NA | SFC approval soon | EPC | 92% | Railway permission soon |
| Jagtial Karimnagar | 58.9 | 19.8 | Y | CCEA approval soon | BOT | 91% | Railway permission soon |
| Armoor Jagtial | 63.3 | 13.5 | Y | CCEA approval soon | HAM | 67% | |
| Jagtial Mancherial | 68.3 | 15.7 | Y | CCEA approval soon | HAM | 68% | |
| Bodeli Pkg IV | 47.5 | 14.4 | Y | CCEA approval soon | HAM | 100% | Forest permission soon |
| Bodeli Pkg VI | 60.2 | 13.8 | Y | CCEA approval soon | HAM | 40% | |
| **Total** | **1007.7** | **408.0** | | | | | |

*Source: NHAI, PPPAC, Anand Rathi Research* **NA – Not applicable*

## Annexure B – Revised net worth criteria

**Fig 11 – Available net worth criteria**

| Particulars | Change in provision | Implications |
|---|---|---|
| Limit on **single/individual** project size | Required net worth has been increased from 15% to 20% of BPC | Companies require 33% more net worth to bid for same project value. |
| **Limit** on **cumulative/multiple** project size | Available net worth should be equal to or more than required net worth (as above)<br>Available net worth = A – ( B * 20 %)<br>Where A = net worth , B = balance value of PPP works | Addition of this clause further restricts companies to bid maximum value of HAM projects **cumulatively** which is arrived below<br>•5x of the net worth further reduced by balance PPP projects costs at hand.<br>•PPP projects can be HAM, BOT, BOOT, including where company is L1. |

*Source: NHAI, MoRTH,Anand Rathi Research*

## Annexure C – APS requirements

**Fig 12 – APS requirements**

| Particulars | Previous circular | Circular of 30th Apr'25 |
|---|---|---|
| Discount of 0-10% | Nil | Nil |
| Discount of 11-20% | Nil | 0.1% of BPC for every 1% of BPC below 11% and up to 20% |
| Discount below 20% | 20%×[80%×Authority costs-BPC] | 0.2% for every 1% of BPC below 21%, in addition to 1% calculated above |
| Capping | 3% of BPC | No cap |

*Source: NHAI, Anand Rathi Research*

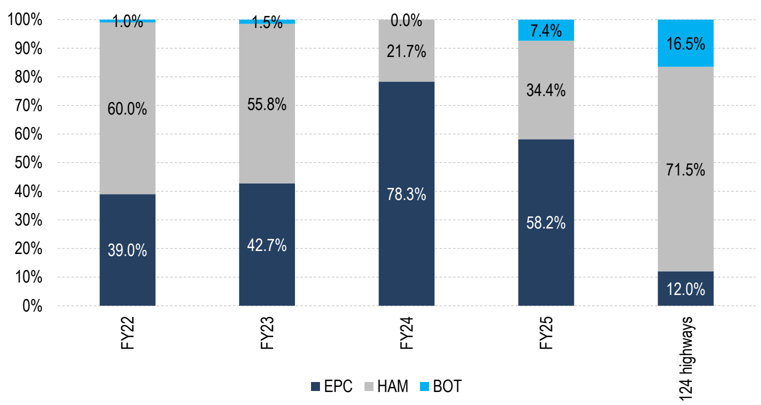
## Annexure D - Revised land acquisition and clearances requirements

To avoid delays in awardings, construction and contractual disputes, the NHAI came out with synchronised land acquisition requirements. The revised requirements require wildlife and environment clearances to be in place before receipt of bids and ~90% of the RpW length should have been notified u/s 3D before receipts of bids. Further, receipt of forest clearance and 90% of the land notified u/s 3G are prerequisites before giving LoA.

## Annexure E - Focus back on PPP projects with BOT making a comeback

- In the previous awarding cycle under the Bharatmala Pariyojana (BMP), emphasis shifted toward commitment-heavy EPC projects (~55.8%) and HAM (~42.6%). BOT contributed a meagre (~1.6%). This led to a surge in debt by the NHAI and stiffer competition.
- To attract private investors and serious contractors with necessary PQs, the NHAI is in the process of amending the BOT model concession agreements, w.r.t. land acquisition, termination payments, etc. Further, government plans to modify the current cap of 40% VGF would attract BOT feasibility.
- Shifting the intent toward BOT can also be reflected in the proposed list of 124 highways where the share of BOT is proposed at ~17%.

**Fig 13 – Sharper focus on PPP especially BOT (in km)**




*Source: Anand Rathi Research*

## Annexure F – Proposed 124 highways of NHAI

In Jul'25, the NHAI released a list of 124 highways (spanning ~6,300km) with capital costs of ~Rs3.5trn, to be awarded in FY26. The list includes all projects of at least Rs5bn. The following table details the break-up of the 124 highways. UP, Bihar and Maharashtra together account for 40% of the projects by value.

**Fig 14 – 124 highways proposed to be awarded in FY26.**

| Particulars | Projects | Length (km) | Rs bn |
|---|---|---|---|
| BOT | 13 | 1,052 | 639 |
| HAM | 81 | 4,519 | 2,434 |
| EPC | 31 | 766 | 397 |

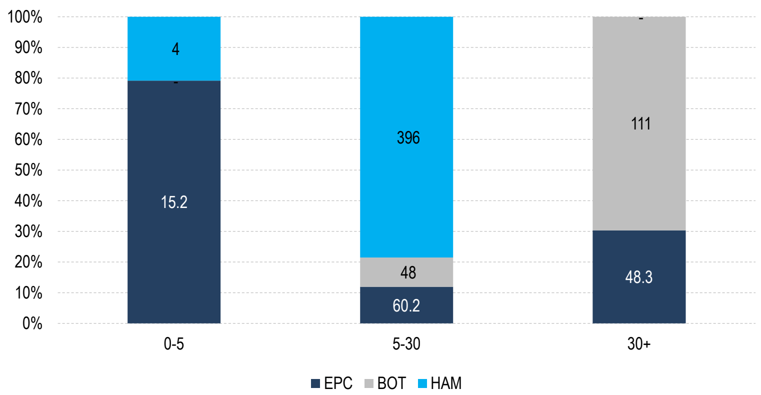
*Source: NHAI, Anand Rathi Research*

## Annexure G – Analysis of 46 issued tenders

Till now, of the superset of 124 highways, the NHAI has floated 46 tenders, five BOT (226km), 30 HAM (1,498km) and 11 EPC (332km) with BPC of ~Rs683bn

- ~66% of the tenders have been opened since Jul'25 showing intense tendering (~24% in Oct)
- A sizewise analysis indicated EPC dominated the Rs0-5bn size, and HAM in the Rs5bn-30bn category. BOT projects are large projects dominating the Rs30bn+ tenders.
- In terms of awarding, only two projects (Nepali Farm Dehradun, Paramakudi-Ramanathapuram) have been awarded. Two others await opening.

**Fig 15 – HAM dominates Rs5bn-30bn size, BOT dominates Rs30bn+**

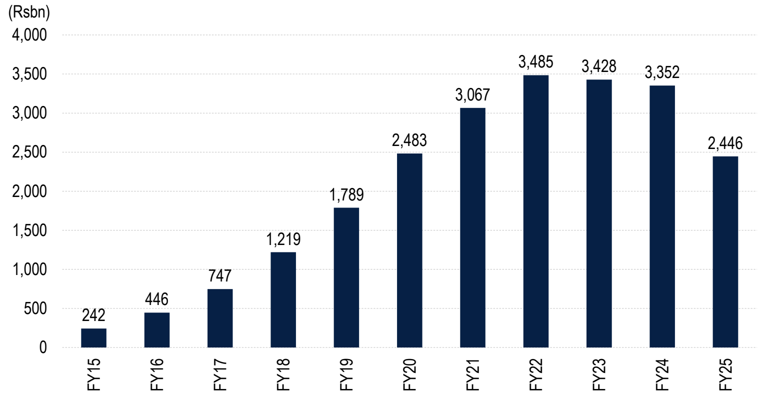



*Source: NHAI, Anand Rathi Research*

## Annexure H: Increase in debt till FY22 due to increased EPC commitments

Current NHAI debt dropped to FY20's ~Rs2.5trn after FY22's peak of ~Rs3.5trn due to MoRTH's focus on repaying debt and reduced awardings.

**Fig 16 – NHAI debt movement**




*Source: NHAI, Anand Rathi Research*

## Appendix

### Analyst Certification

The views expressed in this Research Report accurately reflect the personal views of the analyst(s) about the subject securities or issuers and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations or views expressed by the research analyst(s) in this report. The research analysts are bound by stringent internal regulations and also legal and statutory requirements of the Securities and Exchange Board of India (hereinafter "SEBI") and the analysts' compensation are completely delinked from all the other companies and/or entities of Anand Rathi, and have no bearing whatsoever on any recommendation that they have given in the Research Report.

### Anand Rathi Ratings Definitions

Analysts' ratings and the corresponding expected returns take into account our definitions of Large Caps, Mid Caps & Small Caps as described in the Ratings Table below:

**Ratings Guide (12 months)**

| | Buy | Hold | Sell |
|---|---|---|---|
| Large Caps (Top 100 companies) | >15% | 0-15% | <0% |
| Mid Caps (101st-250th company) | >20% | 0-20% | <0% |
| Small Caps (251st company onwards) | >25% | 0-25% | <0% |

### Research Disclaimer and Disclosure inter-alia as required under Securities and Exchange Board of India (Research Analysts) Regulations, 2014

Anand Rathi Share and Stock Brokers Ltd. (hereinafter refer as ARSSBL) (Research Entity, SEBI Regn No. INH000000834, Date of Regn. 29/06/2015, BSE Enlistment Number – 5048 date of Regn 25 July 2024 ) is a subsidiary of the Anand Rathi Financial Services Ltd. ARSSBL is a corporate trading and clearing member of Bombay Stock Exchange Ltd (BSE), National Stock Exchange of India Ltd. (NSEIL),Multi Commodity Exchange of India Limited (MCX),National Commodity & Derivatives Exchange Limited (NCDEX), and also depository participant with National Securities Depository Ltd (NSDL) and Central Depository Services Ltd. (CDSL), ARSSBL is engaged into the business of Stock Broking, Depository Participant, Mutual Fund distributor.

The research analysts, strategists, or research associates principally responsible for the preparation of Anand Rathi research have received compensation based upon various factors, including quality of research, investor client feedback, stock picking, competitive factors and firm revenues.

**General Disclaimer:** This Research Report (hereinafter called "Report") is meant solely for use by the recipient and is not for circulation. This Report does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. The recommendations, if any, made herein are expression of views and/or opinions and should not be deemed or construed to be neither advice for the purpose of purchase or sale of any security, derivatives or any other security through ARSSBL nor any solicitation or offering of any investment /trading opportunity on behalf of the issuer(s) of the respective security (ies) referred to herein. These information / opinions / views are not meant to serve as a professional investment guide for the readers. No action is solicited based upon the information provided herein. Recipients of this Report should rely on information/data arising out of their own investigations. Readers are advised to seek independent professional advice and arrive at an informed trading/investment decision before executing any trades or making any investments. This Report has been prepared on the basis of publicly available information, internally developed data and other sources believed by ARSSBL to be reliable. ARSSBL or its directors, employees, affiliates or representatives do not assume any responsibility for, or warrant the accuracy, completeness, adequacy and reliability of such information / opinions / views. While due care has been taken to ensure that the disclosures and opinions given are fair and reasonable, none of the directors, employees, affiliates or representatives of ARSSBL shall be liable for any direct, indirect, special, incidental, consequential, punitive or exemplary damages, including lost profits arising in any way whatsoever from the information / opinions / views contained in this Report. The price and value of the investments referred to in this Report and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance. ARSSBL does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding taxation aspects of any potential investment.

Opinions expressed are our current opinions as of the date appearing on this Research only. We do not undertake to advise you as to any change of our views expressed in this Report. Research Report may differ between ARSSBL's RAs and/ or ARSSBL's associate companies on account of differences in research methodology, personal judgment and difference in time horizons for which recommendations are made. User should keep this risk in mind and not hold ARSSBL, its employees and associates responsible for any losses, damages of any type whatsoever.

ARSSBL and its associates or employees may; (a) from time to time, have long or short positions in, and buy or sell the investments in/ security of company (ies) mentioned herein or (b) be engaged in any other transaction involving such investments/ securities of company (ies) discussed herein or act as advisor or lender / borrower to such company (ies) these and other activities of ARSSBL and its associates or employees may not be construed as potential conflict of interest with respect to any recommendation and related information and opinions. Without limiting any of the foregoing, in no event shall ARSSBL and its associates or employees or any third party involved in, or related to computing or compiling the information have any liability for any damages of any kind.

Details of Associates of ARSSBL and Brief History of Disciplinary action by regulatory authorities & its associates are available on our website i.e. www.rathionline.com

**Disclaimers in respect of jurisdiction:** This report is not directed to, 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 or regulation or which would subject ARSSBL to any registration or licensing requirement within such jurisdiction(s). No action has been or will be taken by ARSSBL in any jurisdiction (other than India), where any action for such purpose(s) is required. Accordingly, this Report shall not be possessed, circulated and/or distributed in any such country or jurisdiction unless such action is in compliance with all applicable laws and regulations of such country or jurisdiction. ARSSBL requires such recipient to inform himself about and to observe any restrictions at his own expense, without any liability to ARSSBL. Any dispute arising out of this Report shall be subject to the exclusive jurisdiction of the Courts in India.

### Statements on ownership and material conflicts of interest, compensation - ARSSBL and Associates

**Answers to the Best of the knowledge and belief of ARSSBL/ its Associates/ Research Analyst who is preparing this report**

| | |
|---|---|
| Research analyst or research entity or his associate or his relative has any financial interest in the subject company and the nature of such financial interest. | No |
| ARSSBL/its Associates/ Research Analyst/ his Relative have actual/beneficial ownership of one per cent or more securities of the subject company, at the end of the month immediately preceding the date of publication of the research report? | No |
| ARSSBL/its Associates/ Research Analyst/ his Relative have actual/beneficial ownership of one per cent or more securities of the subject company | No |
| ARSSBL/its Associates/ Research Analyst/ his Relative have any other material conflict of interest at the time of publication of the research report? | No |
| ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation from the subject company in the past twelve months | No |
| ARSSBL/its Associates/ Research Analyst/ his Relative have managed or co-managed public offering of securities for the subject company in the past twelve months | No |
| ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months | No |
| ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months | No |
| ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation or other benefits from the subject company or third party in connection with the research report | No |
| ARSSBL/its Associates/ Research Analyst/ his Relative have served as an officer, director or employee of the subject company. | No |
| ARSSBL/its Associates/ Research Analyst/ his Relative has been engaged in market making activity for the subject company. | No |

### NOTICE TO US INVESTORS:

This research report is the product of Anand Rathi Share and Stock Brokers Limited, which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated person(s) of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances, and trading securities held by a research analyst account.

Research reports are intended for distribution only to Major U.S. Institutional Investors as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act of 1934 (the Exchange Act) and interpretations thereof by the U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a-6(a)(2). If the recipient of this research report is not a Major U.S. Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated, and/or transmitted onward to any U.S. person which is not a Major U.S. Institutional Investor. In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major U.S. Institutional Investors, Anand Rathi Share and Stock Brokers Limited has entered into a Strategic Partnership and chaperoning agreement with a U.S. registered broker-dealer: Banc Trust Securities USA. Transactions in securities discussed in this research report should be affected through Banc Trust Securities USA.

1. ARSSBL or its Affiliates may or may not have been beneficial owners of the securities mentioned in this report.
2. ARSSBL or its affiliates may have or not managed or co-managed a public offering of the securities mentioned in the report in the past 12 months.
3. ARSSBL or its affiliates may have or not received compensation for investment banking services from the issuer of these securities in the past 12 months and do not expect to receive compensation for investment banking services from the issuer of these securities within the next three months.
4. However, one or more of ARSSBL or its Affiliates may, from time to time, have a long or short position in any of the securities mentioned herein and may buy or sell those securities or options thereon, either on their own account or on behalf of their clients.
5. As of the publication of this report, ARSSBL does not make a market in the subject securities.
6. ARSSBL or its Affiliates may or may not, to the extent permitted by law, act upon or use the above material or the conclusions stated above, or the research or analysis on which they are based before the material is published to recipients and from time to time, provide investment banking, investment management or other services for or solicit to seek to obtain investment banking, or other securities business from, any entity referred to in this report.



As of the publication of this report, ARSSBL does not make a market in the subject securities.

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

Additional information on recommended securities/instruments is available on request.

**Compliance officer:** Deepak Kedia, email id - deepakkedia@rathi.com, Contact no. +91 22 6281 7000. **Grievance officer:** Madhu Jain-email id- grievance@rathi.com, Contact no. +91 22 6281 7191

ARSSBL registered address: Express Zone, A Wing, 10th Floor, Western Express Highway, Diagonally Opposite Oberoi Mall, Malad (E), Mumbai – 400097.

Tel No: +91 22 6281 7000 | Fax No: +91 22 4001 3770 | CIN: U67120MH1991PLC064106.