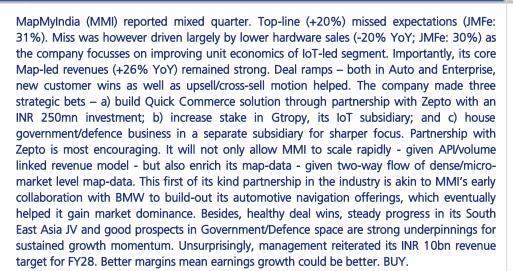
# C. E. Info Systems | BUY

### Into unmapped territory



- 1QFY26 resilient performance: MMI reported revenue of INR 1,216mn (+20% YoY), 8% below JMFe. Map-led revenue grew 26% YoY (JMFe: 30%), while IoT-led revenue remained flat YoY at INR 234mn (JMFe: 33%) dragged by 20% YoY decline in hardware sales. Among markets, A&M grew 24% YoY while C&E grew 16% due to expansion in existing clients and new deal wins. EBITDA margin expanded 381bps YoY to 45.9% (vs JMFe: 41.8%) due to better mix and operational efficiency. IoT segment margins declined to 8.5% (15.7% in 1Q25) due to ongoing transitioning phase. Map-led margins increased 466bps YoY to 54%. PAT grew 28% YoY to INR 458mn, in-line with JMFe.
- Outlook Intact: MMI reiterated its confidence in achieving INR 10bn revenue target by FY28, backed by healthy deal momentum. The company is increasing its stake in Gtropy to 96%, underscoring long-term conviction in IoT-led growth despite near-term transitioning headwinds. The recent strategic alliance with Zepto (incl. INR 250mn investment) aligns with their ambition to tap into high-growth quick-commerce segment. With new launces across HD Maps, embedded navigation, and advanced fleet telematics, the company is sharpening its platform play across auto, logistics, and enterprise verticals. While seasonality may persist, the company remains confident with strong order visibility, monetization of INR 2.3bn E-commerce deal, and platform-led expansion. EBITDA margins, comfortably above their 35% guidance, allows them to invest in growth areas.
- EPS changes 0.5%-3%; Maintain BUY: Our revenue estimates are slightly lowered by -1%-1.8%, as we reduce hardware revenues assumptions. Higher margin assumptions, led by better mix, translate into 0.5%-3% higher EPS. Our FY25-28E EPS CAGR is 38%. MMI trades at 25x FY27E EV/EBITDA, lower than global SaaS peers' (see India's SaaS: Taking Wings). That leaves scope of re-rating, given better growth/India premium. BUY.

JM	<b>FINANCIAL</b>

Abhishek Kumar abhishek.kumar@jmfl.com | Tel: (91 22) 66303053

Nandan Arekal nandan.arekal@jmfl.com | Tel: (91 22) 62243683

Anushree Rustagi

anushree.rustagi@jmfl.com | Tel: (91 22) 69703668

Recommendation and Price Target	
Current Reco.	BUY
Previous Reco.	BUY
Current Price Target (12M)	2,550
Upside/(Downside)	45.6%
Previous Price Target	2,460
Change	3.7%

Key Data – MAPMYIND IN	
Current Market Price	INR1,752
Market cap (bn)	INR95.3/US\$1.1
Free Float	30%
Shares in issue (mn)	53.7
Diluted share (mn)	55.0
3-mon avg daily val (mn)	INR364.0/US\$4.1
52-week range	2,390/1,513
Sensex/Nifty	80,623/24,596
INR/US\$	87.7

Price Performance			
%	1M	6M	12M
Absolute	-1.5	3.0	-20.7
Relative*	2.3	-0.6	-22.4

\* To the BSE Sensex

				(INR mn)
FY24A	FY25A	FY26E	FY27E	FY28E
3,794	4,633	5,940	7,669	10,029
34.8	22.1	28.2	29.1	30.8
1,539	1,799	2,543	3,351	4,574
40.6	38.8	42.8	43.7	45.6
1,355	1,472	2,164	2,719	3,845
24.7	26.8	39.4	49.5	70.0
26.0	8.6	47.1	25.7	41.4
85.9	66.6	89.1	107.9	131.4
22.6	20.3	24.4	24.5	27.1
71.1	65.5	44.5	35.4	25.0
14.6	12.2	9.8	7.8	6.0
58.2	49.3	34.1	25.2	17.8
0.2	0.2	0.2	0.3	0.3
	3,794 34.8 1,539 40.6 1,355 24.7 26.0 85.9 22.6 71.1 14.6 58.2	3,794 4,633 34.8 22.1 1,539 1,799 40.6 38.8 1,355 1,472 24.7 26.8 26.0 8.6 85.9 66.6 22.6 20.3 71.1 65.5 14.6 12.2 58.2 49.3	3,794     4,633     5,940       34.8     22.1     28.2       1,539     1,799     2,543       40.6     38.8     42.8       1,355     1,472     2,164       24.7     26.8     39.4       26.0     8.6     47.1       85.9     66.6     89.1       22.6     20.3     24.4       71.1     65.5     44.5       14.6     12.2     9.8       58.2     49.3     34.1	3,794     4,633     5,940     7,669       34.8     22.1     28.2     29.1       1,539     1,799     2,543     3,351       40.6     38.8     42.8     43.7       1,355     1,472     2,164     2,719       24.7     26.8     39.4     49.5       26.0     8.6     47.1     25.7       85.9     66.6     89.1     107.9       22.6     20.3     24.4     24.5       71.1     65.5     44.5     35.4       14.6     12.2     9.8     7.8       58.2     49.3     34.1     25.2

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.

### Key Highlights from the call

■ Demand: The company reported broad-based traction across its key segments, led by strong growth in the map-led business and improving adoption in automotive and enterprise verticals. Management highlighted that A&M revenues rose 24.4% YoY, aided by deepening OEM partnerships and rising adoption across EV platforms, while C&E grew 16.1% YoY, supported by consistent upsell and cross-sell momentum. In IoT, while overall volumes remained soft, management highlighted ongoing transition towards higher-margin SaaS-led models and strategic de-focus on certain hardware SKUs. They noted that early adoption of HD maps and mobility solutions also continued, reflecting improving attach rates and customer engagement across use-cases.

- Outlook: The company reaffirmed confidence in achieving its FY28 milestone of INR 10bn revenue, underpinned by robust order inflows, increasing government wins, and a focused execution approach. Management highlighted that contribution from Southeast Asia is expected to scale by end-FY26 as the JV moves past the initial build-out phase. While acknowledging quarterly volatility with Q4 being the strongest historically, leadership remains optimistic given the broadening international pipeline, recurring nature of key contracts, and platform-led positioning across verticals.
- Margin: EBITDA margins stood at 46% in Q1, with map-led margins at 54%. Management reported that IoT-led business saw a margin decline due to ongoing restructuring but are expected to improve as the business pivots towards higher-margin SaaS offerings. Leadership mentioned that ~INR 700mn has been earmarked for deployment toward Zepto (INR 250mn), Gtropy (INR 250mn), and dividend payout (INR 200mn). They reiterated EBITDA margin guidance for the full-year in the 35%+ range.
- Zepto strategic deal: The Company highlighted its strategic alignment with Zepto including an INR 250mn financial investment, aimed at deepening penetration in the Qcomm space. Leadership highlighted that the partnership is expected to drive adoption of MMI's SDKs and APIs within Zepto's ecosystem, while also enabling product-market fit refinement through close collaboration. Management remains optimistic about the long-term potential of such engagements to accelerate scale and reinforce MMI's platform-led value proposition.
- Government Business: Leadership noted that the government vertical remained a strategic growth driver in Q1FY26, with management underscoring robust order inflows and a healthy pipeline across central and state agencies. Management noted that the company's differentiated positioning rooted in platform-based offerings, full-stack solutions, and proprietary APIs continued to resonate across stakeholders. They highlighted that the dedicated subsidiary was operationalized to enhance focus, tasked with deepening engagement in areas such as digital transformation, digital twin technologies, and defense solutions.
- **IoT Business:** Management highlighted that the IoT segment is undergoing a strategic shift, with a deliberate pivot toward SaaS-led revenues and away from hardware-centric engagements. During the quarter, management focused on inventory correction, portfolio rationalization, and margin improvement, particularly within the Gtropy business. They highlighted that contribution margin improvement remains a priority, with leadership choosing to forego short-term volume in favor of higher quality revenue. They mentioned that the segment is now being streamlined through focused execution and fiscal discipline, and the company expects profitability to improve gradually over the next few quarters.

Growth due to deepening OEM partnerships, new deal wins, and continued up-sell and cross-sell momentum

Company on-track for achieving FY28 milestone of INR 10bn revenue

Company expects operational momentum in the JV by the end of FY26

INR 700mn will be deployed for Zepto, Gtropy, and dividends

Dedicated subsidiary enhances focus on digital transformation, digital twin, and defence technologies

### 1QFY26 Result review

Exhibit 1. 1Q26 Result summary									
	1Q26 A	4Q25 A	Change (QoQ)	1Q25 A	Change (YoY)	Estimate (JMFe)	Variance (vs. JMFe)	Estimate (Consensus)	Variance (vs. consensus)
Revenue (INR mn)	1,216	1,436	-15%	1,015	19.8%	1,327	-8%	1,309	-7%
EBITDA (INR Mn)	559	580.4	-4%	427.6	31%	554	1%	526	6%
EBITDA Margin (%)	45.9%	40.4%	551bp	42.1%	381bp	41.8%	417bp	40.2%	578bp
EBIT (INR Mn)	490	540	-9%	382	28%	492	0%	481	2%
EBIT Margin (%)	40.3%	37.6%	267bp	37.7%	261bp	37.1%	323bp	36.7%	356bp
PAT (INR Mn)	458	490	-7%	359	28%	464	-1%	455	1%
EPS (INR)	8.5	8.9	-5%	6.6	28%	8.4	0%	8.3	2%

Source: Company, JM Financial

Exhibit 2. Key financials						
(INR Mn)	1QFY25	2QFY25	3QFY25	4QFY25	FY25	1QFY26
Revenue from operations	1,015	1,037	1,145	1,436	4,633	1,216
Change-YoY (%)	13.5%	13.8%	24.5%	34.3%	22.1%	19.8%
Gross Profit	911	877	1,015	1,263	4,065	1,107
Gross profit margin %	90%	85%	89%	88%	88%	91%
Total expenses	587	662	729	855	2,833	657
Operating profit (EBITDA)	428	375	417	580	1,799	559
EBITDA Margin %	42.1%	36.1%	36.4%	40.4%	38.8%	45.9%
Depreciation & amortisation	45	56	55	40	196	69
EBIT	382	319	362	540	1,603	490
EBIT Margin %	37.7%	30.8%	31.6%	37.6%	34.6%	40.3%
PAT(reported)	358.6	303.5	323.2	490.2	1475.5	458.1
	12.1%	-8.3%	4.1%	28.2%	9.8%	27.7%
Adjusted Diluted EPS						
Change- YoY(%)	6.57	5.57	5.90	8.83	26.88	8.39

Source: Company, JM Financial

Growth in the quarter was led by Automotive and Map-led business. IoT led business declined YoY due to strategy shift in Gtropy

Company to invest INR 250mn to increase stake to 96% in Gtropy

Margins were aided by better mix and operating leverage in the quarter.

Strong margin performance in 1Q will allow management to invest for growth while achieving their margin target of 35%+ for FY26

Exhibit 3. Key segmental information					
(INR Mn)	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26
Product wise					
Revenue					
Map led business	780	732	872	1,072	982
IoT-led business	235	305	273	363	234
Sale of hardware	89	171	121	156	71
Sale of Map data and services	146	134	152	207	163
EBITDA (INR Mn)					
Map led business EBITDA (INR Mn)	391	336	394	511	538
Margin (%)	50.1%	45.9%	45.2%	47.7%	54.8%
IoT-led business EBITDA (INR Mn)	37	38	24	68	20
Margin (%)	15.7%	12.5%	8.8%	18.7%	8.5%
Market Wise					
<u>Revenue</u>					
Automotive Tech & Mobility	450	609	492	554	560
Revenue Contribution(%)	44%	59%	43%	39%	46%
Consumer Tech & Enterprise Digital Transformation	565	427	653	881	656
Revenue Contribution(%)	56%	41%	57%	61%	54%

Source: Company, JM Financial

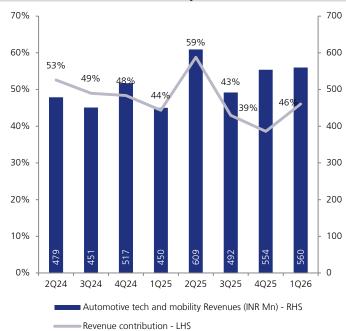
Exhibit 4. Key Metrics FY22 FY23 FY24 FY25 Order Book Open Order Book (Current Year) 13,725 3,775 6,996 9,180 Annual New Orders 5,236 5,118 8,339 6,335 **Fixed Pricing** 2,449 2,249 2,400 4,179 2,787 2,869 5,940 Volume projections 2,156 Open Order Book (Next Year) 6,996 9,180 17,519 20,060 Order book consumed during the year 2,004 2,815 3,794 4,633 Pending Order book 7,007 13,725 9,300 15,428 **Devices Sold** Number of IoT Devices Sold & Rented (# Lacs) 0.6 1.9 2.9 2.1 Number of new vehicles that went attached with MMI technologies (# Mn) 1.3 19 2.5 3.0 Customers Customers (#) 600 850 880 1,000 Customers contributing 80% of revenue 35.0 54.0 71.0 62.0 87% Customer Retention Ratio 91% 91% 93% **Employees** Employees (#) 936 1,170 1,292 1,411 581 660 664 739 Permanent 355 510 628 672 Temporary Break up by function SG&A 146 221 221 235 Technical 790 949 1,071 1,176 16.9% 9.8% Attrition Rate 17.5% 11.2% Source: Company, JM Financial

IoT was impacted by Gtropy's management transition and shift of focus to fiscal prudence, better clients and higher margins

A&M revenues were strong despite weak auto volume growth. N-Case adoption, higher attach rate and ramp-ups with OEMs drove growth

.

### Exhibit 5. Automotive Tech & Mobility market

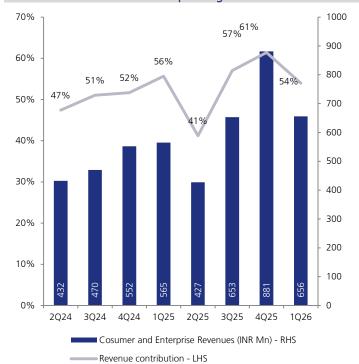


#### **Deal wins**

- Major wins in the quarter include programs from a leading car OEM and a leading EV OEM
- Major go-lives in India include a 2-wheeler OEM and Tata Harrier.ev. Go-lives in SEA with a Tier-1 supplier to a major car OEM
- Major IOT led product wins include EV Fleet Management solutions across multiple 2W and 4W Fleet companies, Driver monitoring and ADAS systems for logistics companies, Unified logistics monitoring win in an automotive OEM and Video telematics wins across automotive, people mobility and school segments

Source: Company, JM Financial

### Exhibit 6. Consumer Tech & Enterprise Digital Transformation Market



### Deal wins

- Key wins include a healthcare major, a large QSR chain, a global CRM software provider and a Cards provider
- IoT wins in a cement customer and in 3PL segment
- Won business in SEA market from a large oil and gas provider.
- Key go-lives include a large fleet bus operator, a leading MFI and a private bank
- New wins in govt. business include Police Dial 112 system in a state in Central India, Town and country planning department in a Southern state, city CCTV surveillance in a Western state, Central Nodal pollution regulator and a Defense research agency
- Go-lives in govt. business include Rake monitoring system for railway logistics PSU and Highway Safety and Emergency Response System for Min of Health PSU

Source: Company, JM Financial

### Retain BUY, Revised TP of 2,550

We have lowered our revenue estimates by 1.0%-1.8% over FY26-28E. This is led by 3-12% cut to our IoT-led revenue estimates. Within IoT, estimates for sale of hardware sees cuts of 13%-19% over FY26-28E. Estimates for sale of Map data have been revised by 5%-(6%). Our revenue estimates for Map-led business sees limited changes, they have been revised by (0.7%)-2.4% over FY26-28E. EBITDA margin estimates have been revised higher given the beat in 1Q. They have been increased by 100bps to 128bps over FY26-28E. Changes to our Revenue and margin estimates drive 0.5%-3% increase to our EPS estimates. Our target multiple remains unchanged at 45x 12m fwd EPS (1.5x PEG). We maintain BUY with a revised TP of INR 2,550 from INR 2460 earlier.

Exhibit 7. What has changed									
		Old			New		Change		
	FY26F	FY27F	FY28F	FY26F	FY27F	FY28F	FY26F	FY27F	FY28F
Consolidated revenues (INR Mn)	6,010	7,812	10,126	5,940	7,669	10,029	-1.2%	-1.8%	-1.0%
Services revenues (INR Mn)	5,379	6,960	8,997	5,390	6,967	9,116	0.2%	0.1%	1.3%
Hardware revenues (INR Mn)	631	852	1,130	551	703	913	-12.8%	-17.6%	-19.1%
EBITDA (INR Mn)	2,513	3,320	4,489	2,543	3,351	4,574	1.2%	0.9%	1.9%
EBITDA margin	41.8%	42.5%	44.3%	42.8%	43.7%	45.6%	100bp	120bp	128bp
EBIT (INR Mn)	2263	3021	4129	2281	3028	4201	0.8%	0.2%	1.7%
EBIT margin	37.6%	38.7%	40.8%	38.4%	39.5%	41.9%	75bp	82bp	111bp
PAT (INR Mn)	2098	2777	3828	2160	2780	3845	3.0%	0.1%	0.5%
EPS (INR)	38.16	50.51	69.61	39.31	50.57	69.96	3.0%	0.1%	0.5%

Source: JM Financial estimates

Exhibit 8. JMFe vs Consensus estimates									
	Co	Consensus estimate			JMFe		Difference		
	FY26F	FY27F	FY28F	FY26F	FY27F	FY28F	FY26F	FY27F	FY28F
Consolidated revenues (INR Mn)	5,976	7,768	11,212	5,940	7,669	10,029	-1%	-1%	-11%
EBITDA (INR Mn)	2,299	3,013	4,553	2,543	3,351	4,574	11%	11%	0%
EBITDA margin	38.5%	38.8%	40.6%	42.8%	43.7%	45.6%	435bp	491bp	500bp
EBIT (INR Mn)	2,087	2,745	3,611	2,281	3,028	4,201	9%	10%	16%
EBIT margin	34.9%	35.3%	32.2%	38.4%	39.5%	41.9%	348bp	415bp	968bp
PAT (INR Mn)	1,966	2,542	3,859	2142	2750	3925	9%	8%	2%
EPS (INR)	35.80	46.29	70.10	39.31	50.57	69.96	10%	9%	0%

Source: Bloomberg, JM Financial estimates

### **Valuation Charts**





Source: Bloomberg, JM Financial

Source: Bloomberg, JM Financial

## Financial Tables (Consolidated)

Income Statement				(	INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Sales	3,794	4,633	5,940	7,669	10,029
Sales Growth	34.8%	22.1%	28.2%	29.1%	30.8%
Other Operating Income	0	0	0	0	0
Total Revenue	3,794	4,633	5,940	7,669	10,029
Cost of Goods Sold/Op. Exp	635	567	591	715	891
Personnel Cost	746	835	1,106	1,361	1,732
Other Expenses	874	1,431	1,700	2,242	2,832
EBITDA	1,539	1,799	2,543	3,351	4,574
EBITDA Margin	40.6%	38.8%	42.8%	43.7%	45.6%
EBITDA Growth	31.3%	16.9%	41.4%	31.8%	36.5%
Depn. & Amort.	148	196	262	323	373
EBIT	1,391	1,603	2,281	3,028	4,201
Other Income	405	527	581	592	902
Finance Cost	29	32	31	28	25
PBT before Excep. & Forex	1,766	2,098	2,831	3,593	5,077
Excep. & Forex Inc./Loss(-)	0	0	0	0	0
PBT	1,766	2,098	2,831	3,593	5,077
Taxes	407	581	661	863	1,206
Extraordinary Inc./Loss(-)	0	0	0	0	0
Assoc. Profit/Min. Int.(-)	4	-38	-50	51	133
Reported Net Profit	1,355	1,472	2,164	2,719	3,845
Adjusted Net Profit	1,355	1,472	2,164	2,719	3,845
Net Margin	35.7%	31.8%	36.4%	35.5%	38.3%
Diluted Share Cap. (mn)	55.0	55.0	55.0	55.0	55.0
Diluted EPS (INR)	24.7	26.8	39.4	49.5	70.0
Diluted EPS Growth	26.0%	8.6%	47.1%	25.7%	41.4%
Total Dividend + Tax	226	229	262	295	327
Dividend Per Share (INR)	3.4	3.5	4.0	4.5	5.0

Balance Sheet					(INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Shareholders' Fund	6,592	7,907	9,850	12,385	15,958
Share Capital	108	109	109	109	109
Reserves & Surplus	6,483	7,799	9,741	12,276	15,849
Preference Share Capital	0	0	0	0	0
Minority Interest	6	10	-12	19	99
Total Loans	184	276	276	276	276
Def. Tax Liab. / Assets (-)	-216	-73	-73	-73	-73
Total - Equity & Liab.	6,565	8,120	10,041	12,607	16,260
Net Fixed Assets	717	915	1,028	1,083	1,161
Gross Fixed Assets	365	443	556	611	689
Intangible Assets	351	472	472	472	472
Less: Depn. & Amort.	0	0	0	0	0
Capital WIP	0	0	0	0	0
Investments	4,489	5,596	5,596	5,648	5,648
Current Assets	2,498	2,834	4,835	7,545	11,510
Inventories	83	147	73	88	110
Sundry Debtors	1,047	1,330	1,494	1,891	2,473
Cash & Bank Balances	735	674	2,515	4,770	8,072
Loans & Advances	0	0	0	0	0
Other Current Assets	633	683	752	796	855
Current Liab. & Prov.	1,138	1,224	1,415	1,675	2,065
Current Liabilities	251	302	276	338	458
Provisions & Others	888	922	1,139	1,337	1,607
Net Current Assets	1,360	1,609	3,420	5,870	9,445
Total – Assets	6,565	8,120	10,044	12,601	16,254

Source: Company, JM Financial

Dunont Analysis

Source: Company, JM Financial

Cash Flow Statement (INR mr					INR mn)
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Profit before Tax	1,766	2,096	2,803	3,613	5,131
Depn. & Amort.	148	196	262	323	373
Net Interest Exp. / Inc. (-)	-203	-194	-550	-565	-877
Inc (-) / Dec in WCap.	-321	-337	-116	-350	-484
Others	-270	-191	148	155	211
Taxes Paid	-365	-439	-661	-863	-1,206
Operating Cash Flow	755	1,132	1,886	2,313	3,149
Capex	-304	-396	-376	-378	-451
Free Cash Flow	451	735	1,510	1,935	2,698
Inc (-) / Dec in Investments	-587	-724	0	-52	0
Others	304	482	581	592	902
Investing Cash Flow	-587	-639	205	162	450
Inc / Dec (-) in Capital	5	4	0	0	0
Dividend + Tax thereon	-162	-189	-218	-245	-272
Inc / Dec (-) in Loans	34	92	0	0	0
Others	-72	-80	-31	-28	-25
Financing Cash Flow	-195	-172	-249	-273	-297
Inc / Dec (-) in Cash	-26	320	1,843	2,202	3,303
Opening Cash Balance	760	734	673	2,515	4,770
Closing Cash Balance	734	1,054	2,515	4,718	8,072

Dupont Analysis					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
Net Margin	35.7%	31.8%	36.4%	35.5%	38.3%
Asset Turnover (x)	0.6	0.6	0.6	0.6	0.7
Leverage Factor (x)	1.1	1.1	1.1	1.1	1.1
RoE	22.6%	20.3%	24.4%	24.5%	27.1%

Key Ratios					
Y/E March	FY24A	FY25A	FY26E	FY27E	FY28E
BV/Share (INR)	119.9	143.8	179.2	225.3	290.3
ROIC	85.9%	66.6%	89.1%	107.9%	131.4%
ROE	22.6%	20.3%	24.4%	24.5%	27.1%
Net Debt/Equity (x)	-0.8	-0.8	-0.8	-0.8	-0.8
P/E (x)	71.1	65.5	44.5	35.4	25.0
P/B (x)	14.6	12.2	9.8	7.8	6.0
EV/EBITDA (x)	58.2	49.3	34.1	25.2	17.8
EV/Sales (x)	23.6	19.1	14.6	11.0	8.1
Debtor days	101	105	92	90	90
Inventory days	8	12	4	4	4
Creditor days	41	39	30	29	31

Source: Company, JM Financial

Source: Company, JM Financial

listory of Recommendation and Target Price				
Date	Recommendation	Target Price	% Chg.	
27-Jun-24	Buy	2,900		
13-Aug-24	Buy	2,980	2.8	
10-Nov-24	Buy	3,060	2.7	
1-Dec-24	Buy	2,810	-8.2	
30-Jan-25	Buy	2,830	0.7	
12-May-25	Buy	2,620	-7.4	
1-Jun-25	Buy	2,620	0.0	



#### **APPENDIX I**

### JM Financial Institutional Securities Limited

Corporate Identity Number: U67100MH2017PLC296081

Member of BSE Ltd. and National Stock Exchange of India Ltd.

SEBI Registration Nos.: Stock Broker - INZ000163434, Research Analyst - INH000000610

Registered Office: 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025, India.

Board: +91 22 6630 3030 | Fax: +91 22 6630 3488 | Email: jmfinancial.research@jmfl.com | www.jmfl.com Compliance Officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1743 | Email: sahil.salastekar@jmfl.com

Grievance officer: Mr. Sahil Salastekar | Tel: +91 22 6224 1743 | Email: instcompliance@jmfl.com

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

Definition of	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.					

<sup>\*</sup> 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, 27th Floor, Office No. 2715, New York, New York 10019. Telephone +1 (332) 900 4958 which is registered with the SEC and is a member of FINRA and SIPC.

Additional disclosure only for U.K. persons: Neither JM Financial Institutional Securities nor any of its affiliates is authorised in the United Kingdom (U.K.) by the Financial Conduct Authority. As a result, this report is for distribution only to persons who (i) have professional experience in matters relating to investments falling within Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended, the "Financial Promotion Order"), (ii) are persons falling within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc.") of the Financial Promotion Order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000) in connection with the matters to which this report relates may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). This report is directed only at relevant persons and must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this report relates is available only to relevant persons and will be engaged in only with relevant persons.

Additional disclosure only for Canadian persons: This report is not, and under no circumstances is to be construed as, an advertisement or a public offering of the securities described herein in Canada or any province or territory thereof. Under no circumstances is this report to be construed as an offer to sell securities or as a solicitation of an offer to buy securities in any jurisdiction of Canada. Any offer or sale of the securities described herein in Canada will be made only under an exemption from the requirements to file a prospectus with the relevant Canadian securities regulators and only by a dealer properly registered under applicable securities laws or, alternatively, pursuant to an exemption from the registration requirement in the relevant province or territory of Canada in which such offer or sale is made. This report is not, and under no circumstances is it to be construed as, a prospectus or an offering memorandum. No securities commission or similar regulatory authority in Canada has reviewed or in any way passed upon these materials, the information contained herein or the merits of the securities described herein and any representation to the contrary is an offence. If you are located in Canada, this report has been made available to you based on your representation that you are an "accredited investor" as such term is defined in National Instrument 45-106 Prospectus Exemptions and a "permitted client" as such term is defined in National Instrument 31-103 Registration Requirements, Exemptions and Ongoing Registrant Obligations. Under no circumstances is the information contained herein to be construed as investment advice in any province or territory of Canada nor should it be construed as being tailored to the needs of the recipient. Canadian recipients are advised that JM Financial Securities, Inc., JM Financial Institutional Securities Limited, their affiliates and authorized agents are not responsible for, nor do they accept, any liability whatsoever for any direct or consequential lo