Operational Outperformance and Market Share Gains

Est. vs. Actual for Q4FY25: **Revenue** – **INLINE** ; **EBITDA** – **INLINE** ; **PAT** – **BEAT**

Change in Estimates post Q4FY25

FY26E/FY27E: Revenue: -2.1%/-1.9%; **EBITDA:** 4.7%/4.7%; **PAT:** 6.2%/4.5%

Recommendation Rationale

- **Domestic CV Industry:** Ashok Leyland expects a positive FY26 for the CV industry, aided by favourable macroeconomic indicators such as robust monsoon forecasts, core sector expansion, and renewed government capex. While Q1FY26 may remain subdued due to high base effects, growth is expected to pick up meaningfully from Q2 onwards. The company anticipates low single-digit volume growth in FY26, in line with industry peers.
- **EV & Alternative Fuel:** The company is intensifying efforts in the electric and alternative fuel space, with substantial investment earmarked for FY26. (1) 6 new LCV models, Intelligent Vehicle Acceleration Control (IVAC) for MHCVs, fully built CNG buses, and 19T and 55T EV trucks launched. (2) EV Terminal Tractor and 15mt SE Bus showcased at Auto Expo 2025 – commercial production due in FY26. (3) EV Centre of Excellence is operational to support critical component development (battery, motor, etc.).
- **Cost Leadership & Margin Levers:** Ashok Leyland is focused on premiumisation, cost optimisation, and service differentiation to strengthen margins. It targets Rs 100 Cr in cost savings for FY26 and is enhancing services to reduce vehicle downtime. Despite expected steel price increases, management anticipates stable margins due to internal efficiencies.

Sector Outlook: Cautiously Positive

Company Outlook & Guidance: AL is focused on gaining CV market share by improving its domestic presence and meeting customers' requirements by investing in the non-auto side of its business and product development, including diverse powertrain technologies. Furthermore, optimising operational efficiencies, material cost reduction efforts, growing non-cyclical segments and pricing discipline are expected to generate strong positive cash flows.

Current Valuation: **18x P/E on FY27E EPS** and Rs 27/share for stake in HLF Ltd.(unchanged)

Current TP: **Rs 270/share** (**earlier Rs 245/share**)

Recommendation: We maintain our **BUY** rating on the stock.

Financial Performance

In Q4FY25, Ashok Leyland's Revenue was at Rs 11,907 Cr (In line), up 5.7%/25.6% YoY/QoQ, led by 5% YoY volume growth and flat ASP. EBITDA (In line) stood at Rs 1,791 Cr, up 12.5%/47.8% YoY/QoQ, on account of cost control measures and a richer product mix. EBITDA Margins were 15%, up 91 bps/226 bps YoY/QoQ, predominantly led by gross margin expansion. PAT (Beat) stood at Rs 1,255 Cr, up 32.3%/64.8% YoY/QoQ, largely following the EBITDA and lower effective tax rate.

Key Financials (Standalone)

(Rs Cr)	Q4FY25	QoQ (%)	YoY (%)	Axis Est.	Variance
Net Sales	11,907	25.6%	5.7%	12,263	-2.9%
EBITDA	1,791	47.8%	12.5%	1,785	0.3%
EBITDA Margin	15.0%	226 bps	91 bps	14.6%	49 bps
Adj Net Profit	1,255	64.8%	32.3%	1,139	10.2%
Adj EPS (Rs)	4.28	64.8%	32.3%	3.88	10.2%

Source: Company, Axis Securities Research

(CMP as of 23rd May, 2025)

CMP (Rs)	240
Upside /Downside (%)	13%
High/Low (Rs)	265/190
Market cap (Cr)	70,359
Avg. daily vol. (6m)Shrs.	77,24,678
No. of shares (Cr)	293.65

Shareholding (%)

	Sep-24	Dec-24	Mar-25
Promoter	51.5	51.5	51.5
FII	24.4	24.1	23.5
Mutual Funds	5.4	6.3	7.3
Others	0.1	0.2	0.2
Total	**100.0**	**100.0**	**100.0**

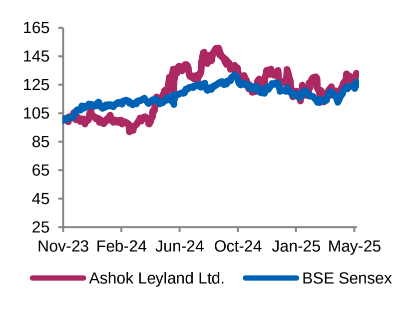
Financial & Valuations

Y/E Mar (Rs Cr)	FY25	FY26E	FY27E
Net Sales	38,753	41,020	43,499
EBITDA	4,931	5,522	5,875
Adj. Net Profit	3,224	3,565	3,803
EPS (Rs.)	11.3	12.5	13.4
PER (x)	21.2	19.2	18.0
EV/EBITDA (x)	12.2	11.3	10.1
P/BV (x)	5.8	4.5	3.7
ROE (%)	30.8	26.2	22.3

Change in Estimates (%)

Y/E Mar	FY26E	FY27E
Sales	-2.1%	-1.9%
EBITDA	4.7%	4.7%
PAT	6.2%	4.5%

Relative Performance



Source: Ace Equity, Axis Securities

Shridhar Kallani
Auto Analyst
Email:shridhar.kallani@axissecurities.in

Outlook

We remain positive on the long-term prospects of AL, factoring in gradual recovery in the MHCV industry momentum and segmental diversification. We, therefore, arrive at a sustainable long-term volume guidance of 5% CAGR volume growth over FY25-27E led by growth in export volumes. We estimate AL to post Revenue/EBITDA/PAT growth of 6%/9%/8% CAGR over FY25-27E on the back of incremental sales mix from non cyclical business.

Valuation & Recommendation

We maintain our **BUY** rating on the stock with the TP at Rs 270/share (earlier Rs 245/share); valuing the stock at 18x P/E on FY27E EPS (unchanged) and assigning Rs 27/share for stake in Hinduja Leyland Finance Ltd.

Key Highlights

Subsidiaries Scaling Up: Switch Mobility and OHM Global

Subsidiary Switch Mobility reported strong traction in Q4FY25, with sales of 287 electric buses and 300 electric LCVs. The company ended FY25 with an EBITDA margin of 6% and achieved double-digit margins in Q4. Its order book stands at 1,800 units, supported by product launches across geographies, including the Switch E1 in Europe and the GCC region, and the Switch EiV12 in India. OHM Global, another Ashok Leyland subsidiary, currently operates over 650 e-buses with fleet uptime exceeding 98% and plans to add 1,700 buses in FY26. The EV landscape in India is becoming increasingly favourable with state-led STU aggregations, robust payment security mechanisms, and accelerating adoption—all of which position Switch and OHM for further growth.

Strong Financial Performance and Capex Discipline

Ashok Leyland ended FY25 with a strengthened balance sheet and improved profitability. EBITDA margin for the year stood at 12.7%, up from 12% in FY24, supported by cost efficiencies. Material costs as a percentage of revenue dropped to 70.6%, the lowest in eight quarters. The company reported a strong cash position of Rs 4,242 Cr, a significant improvement from a net debt of Rs 89 Cr in FY24. FY25 capex stood at Rs 954 Cr, with Rs 1,000 Cr earmarked for FY26—primarily directed towards EVs and technological upgrades. Additionally, subsidiary investments are estimated at Rs 500–750 Cr for FY26, including allocations of Rs 100–200 Cr for Switch India, Rs 300–400 Cr for OHM, and the remainder for HLFL and other businesses.

Strategic Cost Leadership and Margin Resilience

Ashok Leyland continues to prioritise cost leadership and margin protection as central pillars of its strategy. The company is actively pursuing premiumization through value-added variants and segment-specific features to boost price realisation. It also targets another Rs 100 Cr in material cost savings for FY26, benefiting from favourable commodity trends such as declining rubber prices. A service differentiation initiative is underway to minimise vehicle downtime, enhancing value for CV customers. Although steel prices are expected to rise in early FY26, management remains confident in sustaining margins through internal cost efficiencies and operational improvements.

Hinduja Leyland Finance Ltd (HLFL): the company's financial services subsidiary, posted a 25% YoY increase in consolidated assets under management (AUM) to Rs 61,700 Cr. Profit after tax grew 21% YoY, while asset quality improved significantly with gross NPAs at 3.5% and net NPAs at 2.1%. Should regulatory demands from the Reserve Bank of India arise, Ashok Leyland may be required to support HLFL with additional growth capital.

Accelerating the EV and Alternative Fuel Strategy

Ashok Leyland is significantly ramping up its efforts in the electric vehicle (EV) and alternate fuel segments, with substantial investments planned for FY26. Key developments include the launch of six new LCV models, the introduction of Intelligent Vehicle Acceleration Control (IVAC) for MHCVs, and the rollout of fully built CNG buses along with 19T and 55T electric trucks. The company also showcased its EV Terminal Tractor and a 15-meter electric bus at Auto Expo 2025, both of which are slated for commercial production in FY26. To support EV innovation, a dedicated EV Centre of Excellence is now operational, focusing on core components such as batteries and motors.

Diversification Through Exports, Defence, and Aftermarket

Ashok Leyland continues to diversify its revenue base through robust growth in exports, defence, and aftermarket services. Export volumes rose 29% YoY in FY25 to 15,255 units, reflecting the company's growing international presence. The defence segment remained stable with a healthy order book outlook for FY26. Meanwhile, the aftermarket business performed strongly, with spare parts revenue increasing by 14% and engine volumes rising by 2%. The company also expanded its nationwide footprint, adding 214 new MHCV and LCV outlets in FY25, taking its total touchpoints across India to 1,889.

Dividend and Bonus

The Company has declared Bonus Shares in the ratio of 1:1. This is on the back of two interim dividends announced for FY25 amounting to a total 625%, or Rs. 6.25 per share.

Change in Estimates

	Revised			Old			% Change		
	FY25	**FY26E**	**FY27E**	**FY25**	**FY26E**	**FY27E**	**FY25**	**FY26E**	**FY27E**
Sales	38,753	41,020	43,499	39,398	41,882	44,342	-1.6%	-2.1%	-1.9%
EBITDA	4,931	5,522	5,875	4,812	5,275	5,613	2.5%	4.7%	4.7%
PAT	3,224	3,565	3,803	2,930	3,358	3,638	10.1%	6.2%	4.5%

Source: Company, Axis Securities Research

Q4FY25 Results Review

YE March (Rs Crs)	Q4FY24	Q3FY25	Axis Sec Estimates	Q4FY25	YoY (%)	QoQ (%)	Axis Sec Var (%)
M&HCV	34,716	26,838		36,056	3.9%	34.3%	
LCV	17,951	15,415		17,660	-1.6%	14.6%	
Total Domestic	**52,667**	**42,253**		**53,716**	2.0%	27.1%	
M&HCV	2,433	3,220		3,852	58.3%	19.6%	
LCV	1,169	931		1,608	37.6%	72.7%	
Total Exports	**3,602**	**4,151**		**5,460**	**51.6%**	**31.5%**	
Total Volume (units)	**56,269**	**46,404**		**59,176**	**5.2%**	**27.5%**	
	Q4FY24	**Q3FY25**	**Axis Sec Estimates**	**Q4FY25**	**YoY (%)**	**QoQ (%)**	**Axis Sec Var (%)**
Net Sales	**11,267**	**9,479**	**12,263**	**11,907**	**5.7%**	**25.6%**	**-2.9%**
ASP (Rs/vehicle)	**20,02,291**	**20,42,641**	**20,72,371**	**20,12,084**	**0.5%**	**-1.5%**	**-2.9%**
Less:							
Net Raw Material consumed	8,091	6,774	8,805	8,403	3.9%	24.0%	-4.6%
Other Manufacturing & Sales Exp.	1,030	887	1,042	1,061	3.0%	19.7%	1.8%
Personnel	554	606	631	651	17.7%	7.4%	3.2%
Total Expenditure	**9,675**	**8,267**	**10,479**	**10,116**	**4.6%**	**22.4%**	**-3.5%**
EBITDA	**1,592**	**1,211**	**1,785**	**1,791**	**12.5%**	**47.8%**	**0.3%**
Less: Depreciation	180	192	204	179	-0.5%	-7.0%	-12.4%
EBIT	**1,412**	**1,019**	**1,581**	**1,612**	**14.1%**	**58.2%**	**2.0%**
Less: Interest	59	50	53	47	-20.4%	-5.9%	-10.7%
Add: Other income	118	25	11	106	-10.2%	328.7%	835.8%
Profit Before Extraordinary Items and Tax	**1,471**	**994**	**1,539**	**1,671**	**13.6%**	**68.1%**	**8.6%**
Less: Extraordinary Expense/(Income)	70	-	-	14	-80.4%	NA	NA
Profit Before Tax	**1,401**	**994**	**1,539**	**1,657**	**18.3%**	**66.8%**	**7.7%**
Less: Total Tax	501	232	400	411	-17.9%	77.3%	2.8%
Profit After Tax	**900**	**762**	**1,139**	**1,246**	**38.4%**	**63.6%**	**9.4%**
Adj. PAT	**949**	**762**	**1,139**	**1,255**	**32.3%**	**64.8%**	**10.2%**
Shares Outstanding (cr)	294	294	294	294	0.0%	0.0%	0.0%
Reported EPS (Rs.)	**3.1**	**2.6**	**3.9**	**4.2**	**38.4%**	**63.6%**	**9.4%**
Adj. EPS (Rs.)	**3.2**	**2.6**	**3.9**	**4.3**	**32.3%**	**64.8%**	**10.2%**
Margin Analysis	**Q4FY24**	**Q3FY25**	**Axis Sec Estimates**	**Q4FY25**	**Change in bps**	**Change in bps**	**Change in bps**
Gross Margins	28.2%	28.5%	28.2%	29.4%	124 bps	90 bps	123 bps
EBITDA Margin	**14.1%**	**12.8%**	**14.6%**	**15.0%**	**91 bps**	**226 bps**	**49 bps**
Adj. NPM	8.4%	8.0%	9.3%	10.5%	212 bps	251 bps	126 bps
Effective Tax Rate	34.1%	23.3%	26.0%	24.8%	-923 bps	148 bps	-118 bps
Cost Analysis							
RM/Net Sales	71.8%	71.5%	71.8%	70.6%	-124 bps	-90 bps	-123 bps
Other Mfg & Sales Exp/Net Sales	9.1%	9.4%	8.5%	8.9%	-23 bps	-44 bps	41 bps
Personnel/Net Sales	4.9%	6.40%	5.1%	5.5%	56 bps	-93 bps	33 bps

Source: Company, Axis Securities Research.

Financials (Standalone)

Profit & Loss (Rs Cr)

Y/E March (Rs Cr)	FY24	FY25	FY26E	FY27E
Net revenues	38,367	38,753	41,020	43,499
Operating expenses	33,760	33,822	35,498	37,624
EBIDTA	**4,607**	**4,931**	**5,522**	**5,875**
EBIDTA margin (%)	**12.0**	**12.7**	**13.5**	**13.5**
Other income	247	250	234	234
Interest	249	217	165	199
Depreciation	718	719	798	798
Profit Before Tax	3,792	4,348	4,793	5,113
Tax	1,174	1,045	1,188	1,268
Reported Net Profit	**2,618**	**3,303**	**3,605**	**3,845**
Net Margin (%)	6.8	8.5	8.8	8.8
Adjusted Net Profit	**2,618**	**3,224**	**3,565**	**3,803**

Source: Company, Axis Securities Research

Balance Sheet (Rs Cr)

Y/E March (Rs cr)	FY24	FY25	FY26E	FY27E
Equity capital	294	294	294	294
Reserves & surplus	8,517	11,526	14,838	18,389
Shareholders' funds	8,810	11,820	15,132	18,683
Total Loans	2,255	1,955	1,655	1,355
Deferred tax liability	556	556	556	556
Total Liabilities and Equity	**11,621**	**14,331**	**17,342**	**20,594**
Gross block	10,972	11,423	11,923	12,423
Depreciation	4,469	5,189	5,987	6,785
Net block	6,502	6,234	5,936	5,639
Capital WIP	202	250	250	250
Investments	5,560	5,760	5,960	6,160
Inventory	3,191	2,960	2,807	2,976
Debtors	3,570	4,035	3,933	4,171
Cash & Bank Bal	3,438	10,073	7,501	10,432
Loans & Advances	1,149	2,602	3,131	3,702
Current Assets	11,348	19,669	17,372	21,282
Sundry Creditors	6,305	12,821	7,294	7,731
Other Current Liability	5,685	4,761	4,881	5,005
Current Liability& Provisions	11,991	17,583	12,175	12,736
Net current assets	(642)	2,087	5,196	8,546
Total Assets	**11,621**	**14,331**	**17,342**	**20,594**

Source: Company, Axis Securities Research.

Cash Flow (Rs Cr)

Y/E March (Rs Cr)	FY24	FY25	FY26E	FY27E
EBIT	3,889	4,211	4,724	5,077
Other Income	247	250	234	234
Depreciation & Amortization	718	719	798	798
Interest paid (-)	-249	-217	-165	-199
Tax paid (-)	-1,174	-1,045	-1,188	-1,268
Extra Ord Income	-94	104	0	0
Operating Cash Flow	3,336	4,023	4,403	4,643
Change in Working Capital	1,958	3,906	-5,682	-418
Cash flow from Operations	**5,294**	**7,928**	**(1,279)**	**4,225**
Capex	-354	-500	-500	-500
Investment	1,104	-200	-200	-200
Cash flow from Investing	**749**	**-700**	**-700**	**-700**
Change in borrowing	-926	-300	-300	-300
Others	-1,887	0	0	0
Dividends paid (-)	-294	-294	-294	-294
Cashflow from Financial Activities	**-3,106**	**-594**	**-594**	**-594**
Change in Cash	2,937	6,635	-2,572	2,931
Opening cash	501	3,438	10,073	7,501
Closing cash	**3,438**	10,073	7,501	10,432

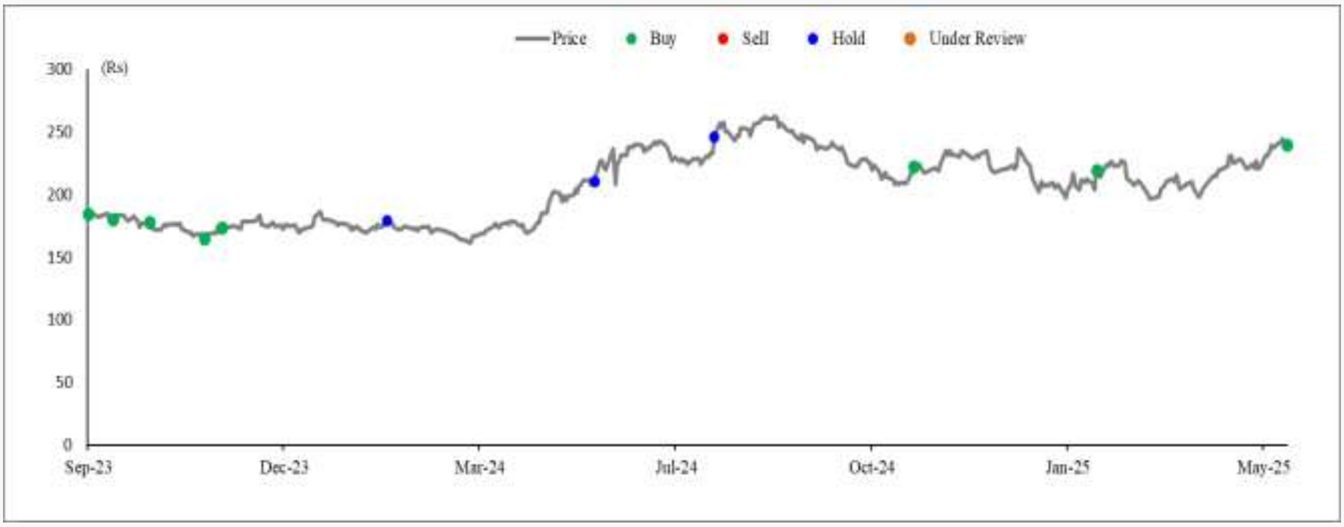
Source: Company, Axis Securities Research

Ratio Analysis (%)

Y/E March	FY24	FY25E	FY26E	FY27E
Revenue Growth	6.2	1.0	5.9	6.0
EBITDA Margin	12.0	12.7	13.5	13.5
Net Profit Margin	6.8	8.3	8.7	8.7
ROCE (%)	22.6	25.2	22.6	20.3
ROE (%)	29.9	30.8	26.2	22.3
EPS	8.9	11.0	12.1	12.9
P/E (x)	19.2	21.9	19.8	18.6
P/ BV (x)	5.7	6.0	4.7	3.8
EV/ EBITDA (x)	10.6	14.0	11.7	10.4
Fixed Assets Turnover Ratio (x)	7.6	8.1	9.1	10.4
Debt / Equity (x)	0.3	0.2	0.1	0.1
EV/ Sales (x)	1.3	1.8	1.6	1.4

Source: Company, Axis Securities Research

Ashok Leyland Price Chart and Recommendation History



Source: Axis Securities research

Date	Reco	TP	Research
01-Jan-23	BUY	175	Top Picks
02-Feb-23	BUY	175	Top Picks
03-Feb-23	BUY	175	Result Update
01-Mar-23	BUY	175	Top Picks
01-Apr-23	BUY	175	Top Picks
01-May-23	BUY	175	Top Picks
24-May-23	BUY	175	Result Update
01-Jun-23	BUY	175	Top Picks
01-Jul-23	BUY	190	Top Picks
25-Jul-23	BUY	210	Result Update
01-Aug-23	BUY	210	Top Picks
01-Sep-23	BUY	210	Top Picks
15-Sep-23	BUY	210	Company Update
03-Oct-23	BUY	210	Top Picks
01-Nov-23	BUY	210	Top Picks
10-Nov-23	BUY	205	Result Update
06-Feb-24	HOLD	185	Result Update
27-May-24	HOLD	222	Result Update
29-Jul-24	HOLD	230	Result Update
11-Nov-24	BUY	250	Result Update
13-Feb-25	BUY	245	Result Update
26-May-25	BUY	270	Result Update

Source: Axis Securities Research

DISCLAIMER:

Axis Securities Limited is a subsidiary company of Axis Bank Ltd. Axis Bank Ltd. is a listed public company and one of India's largest private sector banks and has its various subsidiaries engaged in businesses of Asset management, NBFC, Merchant Banking, Trusteeship, Venture Capital, Stock Broking, the details in respect of which are available on www.axisbank.com.

Axis Securities Limited, is registered as a

- Stock Broker, Depository Participant, Portfolio Manager, Investment Adviser and Research Analyst with Securities and Exchange Board of India
- Corporate Agent with Insurance Regulatory and Development Authority of India
- Point of Presence with Pension Fund Regulatory and Development Authority
- Distributor for Mutual Funds with AMFI

Registration Details:

SEBI Single Reg. No.- NSE, BSE, MSEI, MCX & NCDEX – INZ000161633 | SEBI Depository Participant Reg. No. IN-DP-403-2019 | Portfolio Manager Reg. No.- INP000000654 | Investment Advisor Reg No. INA000000615 | SEBI-Research Analyst Reg. No. INH000000297 | IRDA Corporate Agent (Composite) Reg. No. CA0073| PFRDA – POP Reg. No. POP387122023 | Mutual Fund Distributor ARN- 64610.

Compliance Officer Details: Name – Mr. Maneesh Mathew, Tel No. – 022-68555574, Email id – compliance.officer@axisdirect.in.;

Registered Office Address – Axis Securities Limited, Unit No.002, Building- A, Agastya Corporate Park, Piramal Realty, Kamani Junction, Kurla (W), Mumbai – 400070.

Administrative office address: Axis Securities Limited, Aurum Q Parć, Q2 Building, Unit No. 1001, 10th Floor, Level – 6, Plot No. 4/1 TTC, Thane – Belapur Road, Ghansoli, Navi Mumbai, Pin Code – 400710.

In case of any grievances please call us at 022-40508080 or write to us helpdesk@axisdirect.in.

We hereby declare that our activities were neither suspended nor we have defaulted with any stock exchange authority with whom we are registered in last five years. However, SEBI, Exchanges, Clearing Corporations and Depositories etc. have conducted the routine inspection and based on their observations have issued advise/warning/show cause notices/deficiency letters/ or levied penalty or imposed charges for certain deviations observed in inspections or in normal course of business, as a Stock Broker / Depository Participant/Portfolio Manager. We have not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has our certificate of registration been cancelled by SEBI at any point of time.

Investments in securities market are subject to market risks. Read all the related documents carefully before investing.
By referring to any particular sector, Axis Securities does not provide any promise or assurance of favourable view for a particular industry or sector or business group in any manner.

Registration granted by SEBI, membership of BASL (in case of IAs) and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. None of the research recommendations promise or guarantee any assured, minimum or risk-free return to the investors. Our research should not be considered as an advertisement or advice, professional or otherwise. This research report and its respective content by Axis Securities made available on this page or otherwise do not constitute an offer to sell or purchase or subscribe for any securities or solicitation of any investments or investment services for the residents of Canada and / or USA or any jurisdiction where such an offer or solicitation would be illegal.

Subject company(ies) may have been client during twelve months preceding the date of distribution of the research report. Derivatives are a sophisticated investment device. The investor is requested to take into consideration all the risk factors before actually trading in derivative contracts.

Past performance should not be taken as an indication or guarantee of future performance, and no representation or warranty, express or implied, is made regarding future performance. Information, opinions and estimates contained in this report reflect a judgment of its original date of publication by ASL and are subject to change without notice. The price, value of and income from any of the securities or financial instruments mentioned in this report can fall as well as rise. The value of securities and financial instruments is subject to exchange rate fluctuation that may have a positive or adverse effect on the price or income of such securities or financial instruments.

The information and opinions in this report have been prepared by Axis Securities and are subject to change without any notice. The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of Axis Securities. The report must not be used as a singular basis of any investment decision. The views herein are of a general nature and do not consider the risk appetite, investment objective or the particular circumstances of an individual investor. The investor is requested to take into consideration all the risk factors including their financial condition, suitability to risk return profile and the like and take professional advice before investing.

While we would endeavour to update the information herein on a reasonable basis, Axis Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent Axis Securities from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or Axis Securities policies, in circumstances where Axis Securities might be acting in an advisory capacity to this company, or in certain other circumstances.

This report is based on information obtained in good faith from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. Axis Securities will not treat recipients as customers by virtue of their receiving this report. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. Axis Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance.

NEERAJ CHADAWAR Digitally signed by NEERAJ CHADAWAR Date: 2025.05.26 12:44:39 +05'30'

Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice. Axis Securities or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months. Axis Securities or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction. Axis Securities or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the companies mentioned in the report in the past twelve months. Axis Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. Axis Securities or its associates or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither Axis Securities nor Research Analysts and / or their relatives have any material conflict of interest at the time of publication of this report. Please note that Axis Securities has a proprietary trading desk. This desk maintains an arm's length distance with the Research team and all its activities are segregated from Research activities. The proprietary desk operates independently, potentially leading to investment decisions that may deviate from research views.

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

Research Analyst may have served as an officer, director or employee of subject company(ies). Axis Securities or Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report. Since associates of Axis Securities and Axis Securities as an entity are engaged in various financial service businesses, they might have financial interests or actual/beneficial ownership of one percent or more or other material conflict of interest in various companies including the subject company/companies mentioned in this report. Axis Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report. Certain transactions -including those involving futures, options and other derivatives as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. Reports based on technical analysis centres on studying charts of a stock'sprice movement and trading volume, as opposed to focusing on a company's fundamentals and as such, may not match with a report on a company's fundamentals.

We and our affiliates/associates, officers, directors, and employees, Research Analyst(including relatives) worldwide may: (a) from time to time, have long or short positions in, and buy or sell the securities thereof, of 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 subject company/company (ies) discussed herein or act as advisor or lender / borrower to such company (ies) or have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of Research Report or at the time of public appearance. Axis Securities may have proprietary long/short position in the above mentioned scrip(s) and therefore may be considered as interested. This should not be construed as invitation or solicitation to do business with Axis Securities. Axis Securities is also a Portfolio Manager. Portfolio Management Team (PMS) takes its investment decisions independent of the PCG research and accordingly PMS may have positions contrary to the PCG research recommendation.

RATING SCALE: Definitions of ratings

Ratings	**Expected absolute returns over 12 – 18 months**
BUY	More than 10%
HOLD	Between 10% and -10%
SELL	Less than -10%
NOT RATED	We have forward looking estimates for the stock, but we refrain from assigning valuation and recommendation.
UNDER REVIEW	We will revisit our recommendation, valuation and estimates on the stock following recent events
NO STANCE	We do not have any forward-looking estimates, valuation or recommendation for the stock

Note: Returns stated in the rating scale are our internal benchmark.