

RESULT UPDATE

KEY DATA

Rating	BUY
Sector relative	Outperformer
Price (INR)	294
12 month price target (INR)	400
52 Week High/Low	428/272
Market cap (INR bn/USD bn)	44/0.5
Free float (%)	36.4
Avg. daily value traded (INR mn)	108.7

SHAREHOLDING PATTERN

	Jun-25	Mar-25	Dec-24
Promoter	56.98%	56.99%	56.56%
FII	14.58%	14.82%	15.24%
DII	8.74%	9.77%	10.45%
Pledge	0.00%	0.00%	0.00%

FINANCIALS

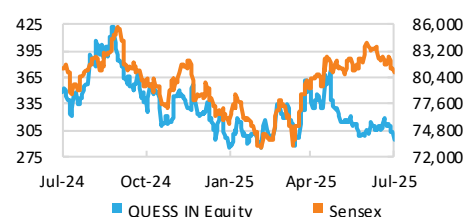
(INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
Revenue	149,672	155,589	171,062	195,491
EBITDA	2,623	2,890	3,271	3,690
Adjusted profit	2,101	2,282	2,726	3,190
Diluted EPS (INR)	14.1	15.3	18.3	21.4
EPS growth (%)	(83.5)	398.3	19.4	17.0
RoAE (%)	2.4	20.4	22.9	25.0
P/E (x)	20.9	19.2	16.1	13.7
EV/EBITDA (x)	15.7	14.0	12.2	10.6
Dividend yield (%)	0.7	3.7	4.4	5.1

CHANGE IN ESTIMATES

	Revised estimates		% Revision	
Year to March	FY26E	FY27E	FY26E	FY27E
Revenue	155,589	171,062	(1.2)	(2.5)
EBITDA	2,890	3,271	3.9	3.6
Adjusted profit	2,282	2,726	3.5	3.4
Diluted EPS (INR)	15.3	18.3	3.5	3.4

PRICE PERFORMANCE



Growth to rebound; margins surprise

Quess Corp reported in-line Q1FY26 results with continued focus on margin improvement. Revenue stood at INR36.5bn, matching our estimate. EBITDA margin at 1.9% too is in line with our expectation. PAT adjusted for the demerger-related fees and employee benefit expenses stood at INR528mn, in line with our estimate of INR517mn.

General staffing headwinds seems to have bottomed out with the June month witnessing positive net headcount addition. Professional staffing is likely to sustain healthy growth and margins momentum aided by new services offered in the GCC segment. We are tweaking FY26E/27E EPS by ~+3.5% largely driven by a steady margin improvement. Maintain 'BUY' with a DCF-based TP of INR400.

Decoding segmental performance

Revenue came in at INR36.5bn, -0.1% QoQ/+1.8% YoY. General staffing revenue stood at INR31.2bn, -0.8% QoQ/+0.2% YoY. Headcount addition grew healthy at ~2k despite uncertain macros. Growth in BFSI and M&I verticals was partially offset by a slowdown in the CRT vertical. Professional staffing revenue grew +11.5% QoQ/+31.1% YoY to INR2.4bn driven by deepening relations with GCCs and targeting of niche and high-value roles. GCCs now contribute ~73% to revenue (~70% in Q4FY25). Overseas business revenue came in at INR2.8bn, -0.9% QoQ/+0.4% YoY. Singapore continues to face visa-related headwinds and headcount declined by 7% QoQ while the Middle East, Malaysia and the Philippines witnessed headcount growth, particularly in the IT and ITeS sectors. Digital platforms' revenue slid -57% QoQ to INR9mn. Headcount stood at ~462k (+0.4% QoQ/-7.1% YoY).

Margin improvement across key businesses

EBITDA margin came in at 1.9% (+7bp QoQ/+15bp YoY) led by operational efficiencies. General staffing and overseas business margins expanded to 1.46%/6.21% from 1.37%/6.10% in Q4FY25 while professional staffing margins inched up to 10.20% from 9.20% in Q4FY25. Digital platforms' EBITDA loss stood at INR-23.21mn (EBITDA profit of INR13.15mn in Q4FY25). Management indicated that growth and elevated margins in professional staffing will remain sustainable. Levers for overall margin improvement remain a change in contract mix and cost optimisation initiatives. Finance cost during the quarter inched up due to an increase in average debt; however, management indicated finance cost shall trend down.

General staffing witnessed early signs of demand revival while professional staffing growth remains promising led by penetration into new GCCs. Margins shall improve gradually as demerger-related cost normalises. Maintain 'BUY' with a TP of INR400.

Financials

Year to March	Q1FY26	Q1FY25	% Change	Q4FY25	% Change
Net Revenue	36,514	35,869	1.8	36,564	(0.1)
EBITDA	697	632	10.3	674	3.5
Adjusted Profit	528	490	7.6	625	(15.6)
Diluted EPS (INR)	3.5	3.3	7.9	4.2	(15.9)

Financial Statements

Income Statement (INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
Total operating income	149,672	155,589	171,062	195,491
Cost of revenues	140,516	145,512	159,887	183,106
Gross profit	9,156	10,076	11,176	12,385
Other expenses	6,533	7,186	7,905	8,695
EBITDA	2,623	2,890	3,271	3,690
Depreciation	412	368	318	283
Less: Interest expense	386	302	302	302
Add: Other income	236	262	314	364
Profit before tax	2,061	2,482	2,964	3,469
Prov for tax	(41)	199	237	277
Less: Other adjustment	(1,644)	(1)	(1)	(1)
Reported profit	458	2,282	2,726	3,190
Less: Excp.item (net)	1,643	0	0	0
Group adjusted profit	2,101	2,282	2,726	3,190
Diluted shares o/s	149	149	149	149
Adjusted diluted EPS	14	15	18	21
DPS (INR)	2.2	11.0	13.0	15.0
Tax rate (%)	2.0	8.0	8.0	8.0

Important Ratios (%)

Year to March	FY25A	FY26E	FY27E	FY28E
EBITDA margin (%)	1.8	1.9	1.9	1.9
EBIT margin (%)	1.5	1.6	1.7	1.7
Net profit margin (%)	1.4	1.5	1.6	1.6
Revenue growth (% YoY)	9.3	4.0	9.9	14.3
EBITDA growth (% YoY)	11.9	10.2	13.2	12.8
PBT growth (% YoY)	53.9	20.4	19.4	17.0
Adj. profit growth (%)	56.9	8.6	19.4	17.0
Asset turnover (X)	6.3	12.7	13.3	14.2

Assumptions (%)

Year to March	FY25A	FY26E	FY27E	FY28E
GDP (YoY %)	6.0	6.0	6.0	6.0
Repo rate (%)	4.0	4.0	4.0	4.0
USD/INR (average)	72.0	72.0	72.0	72.0
Staffing growth (%)	14.2	14.2	14.2	0
Staffing margin(%)	1.6	1.6	1.6	0
Collect & Pay (%)	70.0	70.0	70.0	70.0
FM growth (%)	13.3	13.3	13.3	0
Capex	17	200	200	200
Net borr. (INR mn)	(2,549)	(3,264)	(3,912)	(4,539)

Valuation Metrics

Year to March	FY25A	FY26E	FY27E	FY28E
Diluted P/E (x)	20.9	19.2	16.1	13.7
Price/BV (x)	4.0	3.8	3.6	3.3
EV/EBITDA (x)	15.7	14.0	12.2	10.6
Dividend yield (%)	0.7	3.7	4.4	5.1

Source: Company and Nuvama estimates

Balance Sheet (INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
Share capital	1,489	1,489	1,489	1,489
Reserves	9,359	10,006	10,799	11,758
Shareholders funds	10,849	11,495	12,288	13,247
Minority interest	11	12	13	14
Borrowings	121	0	0	0
Trade payables	586	609	670	766
Other liabs & prov	15,199	15,718	17,077	19,221
Total liabilities	26,766	27,835	30,048	33,249
Net block	1,009	841	722	639
Intangible assets	2,362	2,362	2,362	2,362
Capital WIP	36	36	36	36
Total fixed assets	3,407	3,239	3,120	3,037
Non current inv	0	0	0	0
Cash/cash equivalent	2,669	3,264	3,912	4,539
Sundry debtors	8,498	8,834	9,712	11,099
Loans & advances	4,410	4,410	4,410	4,410
Other assets	7,782	8,089	8,894	10,164
Total assets	26,766	27,835	30,048	33,249

Free Cash Flow (INR mn)

Year to March	FY25A	FY26E	FY27E	FY28E
Reported profit	458	2,282	2,726	3,190
Add: Depreciation	412	368	318	283
Interest (net of tax)	259	203	203	203
Others	3,404	(161)	(213)	(263)
Changes in WC	(728)	(101)	(264)	(417)
Operating cash flow	3,805	2,591	2,770	2,996
Less: Capex	(17)	(200)	(200)	(200)
Free cash flow	3,788	2,391	2,570	2,796

Key Ratios

Year to March	FY25A	FY26E	FY27E	FY28E
RoE (%)	2.4	20.4	22.9	25.0
RoCE (%)	11.0	24.8	27.4	29.5
Receivable days	29	20	20	19
Payable days	2	1	1	1
Cash conversion cycle	27	19	18	18
Working cap (% sales)	4.6	4.5	4.2	3.9
Gross debt/equity (x)	0	0	0	0
Net debt/equity (x)	(0.2)	(0.3)	(0.3)	(0.3)
Interest coverage (x)	5.7	8.3	9.8	11.3

Valuation Drivers

Year to March	FY25A	FY26E	FY27E	FY28E
EPS growth (%)	(83.5)	398.3	19.4	17.0
RoE (%)	2.4	20.4	22.9	25.0
EBITDA growth (%)	11.9	10.2	13.2	12.8
Payout ratio (%)	70.8	71.7	70.9	69.9

Q1FY26 earnings call highlights

- Revenue growth was modest due to muted headcount growth.
- General staffing witnessed signs of recovery despite a challenging operating environment. Majority of net additions were in the manufacturing and BFSI verticals.
- April month witnessed headcount decline of ~4k while saw a recovery in June month with net-adds turning positive to ~6.5k.
- While headcount remained steady in professional staffing, revenue growth was led by targeted focus on niche skills in the GCC space.
- Margin expansion in professional staffing was driven by the ability to shift a large tech workforce from shared services to emerging technology with GCC.
- In professional staffing, Quess works with 157 GCCs while India alone has 1,800 GCCs, indicating more room for growth.
- BFSI continues to drive growth followed by the telecom vertical while auto, pharma and retail segment faced headwinds due to tariff-related uncertainties.
- In the Overseas business, Singapore continues to face visa-related headwinds while a strategic shift to general staffing in Singapore offset the revenue decline. Headcount strength in general staffing in Singapore stood at ~300 employees.
- Have partnered with ONDC for digital commerce. Hamara Jobs will continue to contribute ~0.5mn+ verified job listings annually to ONDC network, significantly boosting access to trusted, transparent and scalable job opportunities.
- Focus on margin expansion has started yielding results led by operational efficiency measures and a greater mix of high-margin business.
- During the quarter, average debt was higher, leading to increased finance cost.
- PAPM ranges from INR600–650 in general staffing. With the increase in headcount, PAPM is expected to improve as well.
- PAPM in professional staffing ranges from INR2,300–2,500.

Management guidance

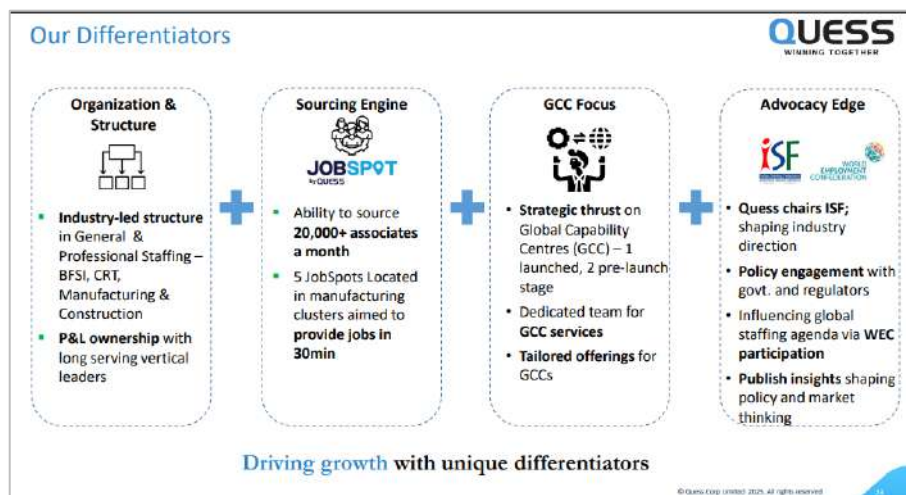
- Growth and margins in professional staffing are sustainable and shall remain elevated, largely driven by new services—Origint (GCC-as-a-service).
- In general staffing, levers for margin improvement remains a shift to variable pay models and operational efficiencies.
- Core-to-Associate ratio has slightly declined, but this is expected to bounce back as new associates join.
- Collect and Pay ratio to remain in a range of 75–80%.

Exhibit 1: Financial snapshot (INR mn)

Year to March	Q1FY26	Q1FY25	YoY	Q4FY25	QoQ	FY25	FY26E	FY27E
Revenues	36,514	35,869	1.8	36,564	(0.1)	1,49,672	1,55,589	1,71,062
Gross Profit	2,171	2,193	(1.0)	2,023	7.3	9,156	10,076	11,176
Total expenditure	35,817	35,236	1.6	35,891	(0.2)	1,47,049	1,52,698	1,67,791
EBITDA	697	632	10.3	674	3.5	2,623	2,890	3,271
Depreciation	105	106	(1.2)	102	3.1	412	368	318
EBIT	592	526	12.6	572	3.6	2,211	2,522	2,953
Interest	99	106	(6.8)	91	9.2	386	302	302
Other income	47	64	(25.7)	109	(56.9)	236	262	314
Add: Exceptional items	-19	1		-1,580		-1,643	0	0
Profit Before Tax	522	484	7.9	-989	(152.8)	418	2,482	2,964
Less: Provision for Tax	12	-6	(298.7)	-35	(136.0)	-41	199	237
Less: Minority Interest	1	-0	NA	0	71.1	1	1	1
Add: Share of profit from associates	0	0		0		0	0	0
Reported profit	509	491	3.8	-955	(153.3)	458	2,282	2,726
Adjusted Profit (for non cash + others)	528	490	7.6	625	(15.6)	2,101	2,282	2,726
No. of Diluted shares outstanding (mn)	149	150		149		149	149	149
As % of net revenues								
EBITDA margin (%)	1.9	1.8		1.8		1.8	1.9	1.9
Adjusted net profit	1.4	1.4		1.7		1.4	1.5	1.6

Source: Company, Nuvama Research

Exhibit 2: What makes Quess stand out in a crowd?



Source: Company, Nuvama Research

Company Description

Quess Corp (Quess), India's leading integrated business services provider, was established in 2007. Headquartered in Bengaluru, the company has pan-India presence with overseas footprint in North America, the Middle East and Southeast Asia. The company serves over 2,600 plus customers. Quess employs over 384,000 personnel (including Terrier Security Services) across its three platforms namely, Workforce Management, Operating Asset Management and Global Technology Solutions.

Investment Theme

The company enjoys huge advantage of scale in general staffing in India (largest in India) as we believe that the larger players benefit from both market share gains and higher margins. Further, Quess's presence in specialised staffing should lead to improved margin profile going forward. Facility management is a high growth sector and the company is focusing on ramping this up sharply. We believe Quess has an eclectic portfolio of services that offers an attractive growth mix. The company's three areas of exposure, viz., general staffing, specialised staffing and facility management are expected to almost triple by FY30, in our view, led by strong domestic structural drivers. Ergo, Quess is an exciting integrated play on the burgeoning growth opportunity in business services in India.

Key Risks

We expect sector headcount for flexi-staffing to grow by at least 11-12% annually. Quess, being a market leader, should be able to deliver at least this level of growth, which is also our base case headcount assumption. Any shortfall in this will pose downside risk to our estimates and target price. Inability of the company to consistently improve margins will pose a downside risk to our investment thesis. Higher than expected competitive pressure leading to lower headcount growth or loss of market share is a downside risk. Any unreasonable acquisition or failure to efficiently manage any acquired business could pose downside risks.

Additional Data

Management

CEO	Guruprasad Srinivasan
CFO	Sushant Pai
Non-Exe - Non-Independent Director	Chandran Ratnaswami
Chairperson	Ajit Issac
Auditor	Deloitte Haskins & Sells LLP

Holdings – Top 10*

% Holding		% Holding	
Fairfax Financi	34.14	Ellipsis Partne	2.78
Issac Ajit	12.02	Vanguard Group	1.65
ISAAC Enterpris	10.32	ICICI Prudentia	1.39
Dhawan Ashish	4.09	IDFC Mutual Fun	1.19
Tata AMC	2.82	Blackrock Inc	0.96

*Latest public data

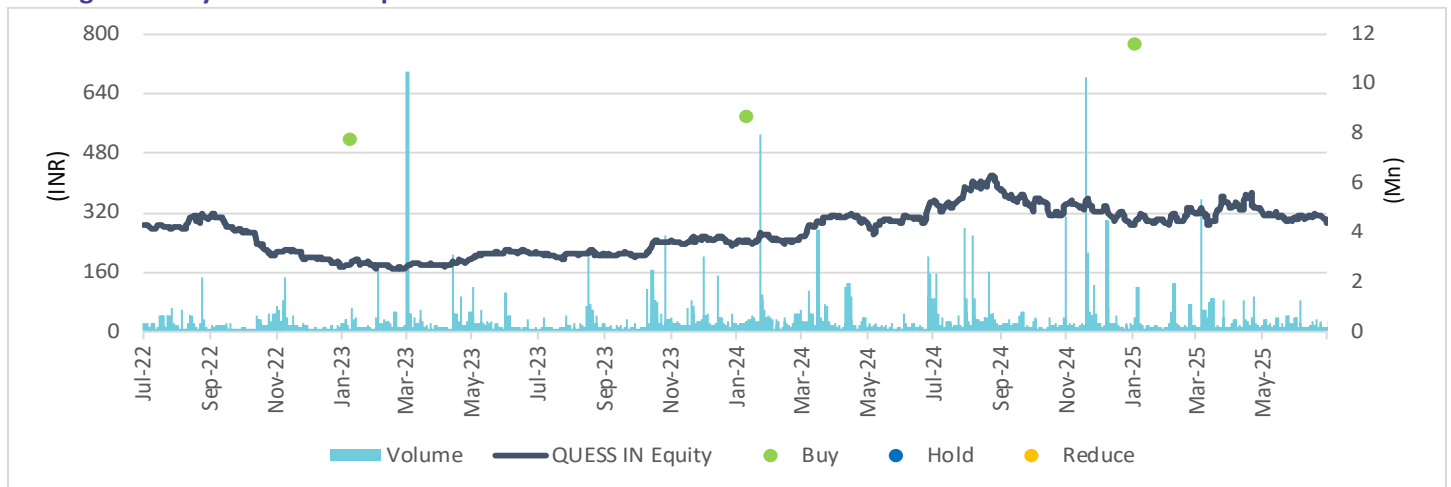
Recent Company Research

Date	Title	Price	Reco
20-May-25	Growth hurt by NBFC headwind; <i>Result Update</i>	338	Buy
30-Jan-25	Margins under pressure; BFSI headwind; <i>Result Update</i>	638	Buy
29-Oct-24	Growth to pick up in H2FY25; <i>Result Update</i>	664	Buy

Recent Sector Research

Date	Name of Co./Sector	Title
21-May-25	Teamlease Services	Regulatory headwind constrains growth; <i>Result Update</i>
01-May-25	SIS India	Focus remains on margin expansion; <i>Result Update</i>
29-Jan-25	Teamlease Services	Quarter broadly in-line; BFSI headwind; <i>Result Update</i>

Rating and Daily Volume Interpretation



Source: Bloomberg, Nuvama research

Rating Rationale & Distribution: Nuvama Research

Rating	Expected absolute returns over 12 months	Rating Distribution
Buy	15%	202
Hold	<15% and >-5%	66
Reduce	<-5%	36

DISCLAIMER

Nuvama Wealth Management Limited (defined as “NWML” or “Research Entity”) a company duly incorporated under the Companies Act, 1956 (CIN No L67110MH1993PLC344634) having its Registered office situated at 801- 804, Wing A, Building No. 3, Inspire BKC, G Block, Bandra Kurla Complex, Bandra East, Mumbai – 400 051 is regulated by the Securities and Exchange Board of India (“SEBI”) and is licensed to carry on the business of broking, Investment Adviser, Research Analyst and other related activities. Name of Compliance/Grievance officer: Mr. Atul Bapna, E-mail address: complianceofficer.nwm@nuvama.com Contact details +91 (22) 6623 3478 Investor Grievance e-mail address: grievance.nwm@nuvama.com

This Report has been prepared by NWML in the capacity of a Research Analyst having SEBI Registration No.INH000011316 and Enlistment no. 5723 with BSE and distributed as per SEBI (Research Analysts) Regulations 2014. This report does not constitute an offer or solicitation for the purchase or sale of any financial instrument or as an official confirmation of any transaction. Securities as defined in clause (h) of section 2 of the Securities Contracts (Regulation) Act, 1956 includes Financial Instruments and Currency Derivatives. The information contained herein is from publicly available data or other sources believed to be reliable. This report is provided for assistance only and is not intended to be and must not alone be taken as the basis for an investment decision. The user assumes the entire risk of any use made of this information. Each recipient of this report should make such investigation as it deems necessary to arrive at an independent evaluation of an investment in Securities referred to in this document (including the merits and risks involved), and should consult his own advisors to determine the merits and risks of such investment. The investment discussed or views expressed may not be suitable for all investors.

This information is strictly confidential and is being furnished to you solely for your information. This information should not be reproduced or redistributed or passed on directly or indirectly in any form to any other person or published, copied, in whole or in part, for any purpose. This 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 NWML and associates, subsidiaries / group companies to any registration or licensing requirements within such jurisdiction. The distribution of this report in certain jurisdictions may be restricted by law, and persons in whose possession this report comes, should observe, any such restrictions. The information given in this report is as of the date of this report and there can be no assurance that future results or events will be consistent with this information. This information is subject to change without any prior notice. NWML reserves the right to make modifications and alterations to this statement as may be required from time to time. NWML or any of its associates / group companies shall 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. NWML is committed to providing independent and transparent recommendation to its clients. Neither NWML nor any of its associates, group companies, directors, employees, agents or representatives shall be liable for any damages whether direct, indirect, special or consequential including loss of revenue or lost profits that may arise from or in connection with the use of the information. Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein. Past performance is not necessarily a guide to future performance. The disclosures of interest statements incorporated in this report are provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. The information provided in these reports remains, unless otherwise stated, the copyright of NWML. All layout, design, original artwork, concepts and other Intellectual Properties, remains the property and copyright of NWML and may not be used in any form or for any purpose whatsoever by any party without the express written permission of the copyright holders.

NWML shall not be liable for any delay or any other interruption which may occur in presenting the data due to any reason including network (Internet) reasons or snags in the system, break down of the system or any other equipment, server breakdown, maintenance shutdown, breakdown of communication services or inability of the NWML to present the data. In no event shall NWML be liable for any damages, including without limitation direct or indirect, special, incidental, or consequential damages, losses or expenses arising in connection with the data presented by the NWML through this report.

We offer our research services to clients as well as our prospects. Though this report is disseminated to all the customers simultaneously, not all customers may receive this report at the same time. We will not treat recipients as customers by virtue of their receiving this report.

NWML and its associates, officer, 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, 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. (c) NWML may have proprietary long/short position in the above mentioned scrip(s) and therefore should be considered as interested. (d) The views provided herein are general in nature and do not consider risk appetite or investment objective of any particular investor; readers are requested to take independent professional advice before investing. This should not be construed as invitation or solicitation to do business with NWML (e) Registration granted by SEBI and certification from NISM in no way guarantee performance of NWML or provide any assurance of returns to investors and clients.

NWML or its associates may have received compensation from the subject company in the past 12 months. NWML or its associates may have managed or co-managed public offering of securities for the subject company in the past 12 months. NWML or its associates may have received compensation for investment banking or merchant banking or brokerage services from the subject company in the past 12 months. NWML or its associates may 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 12 months. NWML or its associates have not received any compensation or other benefits from the Subject Company or third party in connection with the research report. Research analyst or his/her relative or NWML's associates may have financial interest in the subject company. NWML and/or its Group Companies, their Directors, affiliates and/or employees may have interests/ positions, financial or otherwise in the Securities/Currencies and other investment products mentioned in this report. NWML, its associates, research analyst and his/her relative may 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.

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

Research analyst has served as an officer, director or employee of subject Company: No

NWML has financial interest in the subject companies: No

NWML's Associates may have actual / beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report.

Research analyst or his/her relative has actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report: No

NWML has actual/beneficial ownership of 1% or more securities of the subject company at the end of the month immediately preceding the date of publication of research report: No

Subject company may have been client during twelve months preceding the date of distribution of the research report.

There were no instances of non-compliance by NWML on any matter related to the capital markets, resulting in significant and material disciplinary action during the last three years. A graph of daily closing prices of the securities is also available at www.nseindia.com

Analyst Certification:

The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

Additional Disclaimers**Disclaimer for U.S. Persons**

This research report is a product of NWML, 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 persons 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.

This report is intended for distribution by NWML only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major 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 the Major 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 Institutional Investors, NWML has entered into an agreement with a U.S. registered broker-dealer, Nuvama Financial Services Inc. (formerly Edelweiss Financial Services Inc.) ("NFSI"). Transactions in securities discussed in this research report should be effected through NFSI.

Disclaimer for U.K. Persons

The contents of this research report have not been approved by an authorised person within the meaning of the Financial Services and Markets Act 2000 ("FSMA").

In the United Kingdom, this research report is being distributed only to and is directed only at (a) persons who have professional experience in matters relating to investments falling within Article 19(5) of the FSMA (Financial Promotion) Order 2005 (the "Order"); (b) persons falling within Article 49(2)(a) to (d) of the Order (including high net worth companies and unincorporated associations); and (c) any other persons to whom it may otherwise lawfully be communicated (all such persons together being referred to as "relevant persons").

This research report must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this research report relates is available only to relevant persons and will be engaged in only with relevant persons. Any person who is not a relevant person should not act or rely on this research report or any of its contents. This research report must not be distributed, published, reproduced or disclosed (in whole or in part) by recipients to any other person.

Disclaimer for Canadian Persons

This research report is a product of NWML, which is the employer of the research analysts who have prepared the research report. The research analysts preparing the research report are resident outside the Canada and are not associated persons of any Canadian registered adviser and/or dealer and, therefore, the analysts are not subject to supervision by a Canadian registered adviser and/or dealer, and are not required to satisfy the regulatory licensing requirements of the Ontario Securities Commission, other Canadian provincial securities regulators, the Investment Industry Regulatory Organization of Canada and are not required to otherwise comply with Canadian rules or regulations regarding, among other things, the research analysts' business or relationship with a subject company or trading of securities by a research analyst.

This report is intended for distribution by NWML only to "Permitted Clients" (as defined in National Instrument 31-103 ("NI 31-103")) who are resident in the Province of Ontario, Canada (an "Ontario Permitted Client"). If the recipient of this report is not an Ontario Permitted Client, as specified above, then the recipient should not act upon this report and should return the report to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any Canadian person.

NWML is relying on an exemption from the adviser and/or dealer registration requirements under NI 31-103 available to certain international advisers and/or dealers. Please be advised that (i) NWML is not registered in the Province of Ontario to trade in securities nor is it registered in the Province of Ontario to provide advice with respect to securities; (ii) NWML's head office or principal place of business is located in India; (iii) all or substantially all of NWML's assets may be situated outside of Canada; (iv) there may be difficulty enforcing legal rights against NWML because of the above; and (v) the name and address of the NWML's agent for service of process in the Province of Ontario is: Bamac Services Inc., 181 Bay Street, Suite 2100, Toronto, Ontario M5J 2T3 Canada.

Disclaimer for Singapore Persons

In Singapore, this report is being distributed by Nuvama Investment Advisors Private Limited (NIAPL) (Previously Edelweiss Investment Advisors Private Limited ("EIAPL")) (Co. Reg. No. 201016306H) which is a holder of a capital markets services license and an exempt financial adviser in Singapore and (ii) solely to persons who qualify as "institutional investors" or "accredited investors" as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Pursuant to regulations 33, 34, 35 and 36 of the Financial Advisers Regulations ("FAR"), sections 25, 27 and 36 of the Financial Advisers Act, Chapter 110 of Singapore shall not apply to NIAPL when providing any financial advisory services to an accredited investor (as defined in regulation 36 of the FAR. Persons in Singapore should contact NIAPL in respect of any matter arising from, or in connection with this publication/communication. This report is not suitable for private investors.

Disclaimer for Hong Kong persons

This report is distributed in Hong Kong by Nuvama Investment Advisors (Hong Kong) Private Limited (NIAHK) (Previously Edelweiss Securities (Hong Kong) Private Limited (ESHK)), a licensed corporation (BOM -874) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to Section 116(1) of the Securities and Futures Ordinance "SFO". This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The report also does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of any individual recipients. The Indian Analyst(s) who compile this report is/are not located in Hong Kong and is/are not licensed to carry on regulated activities in Hong Kong and does not / do not hold themselves out as being able to do so.

INVESTMENT IN SECURITIES MARKET ARE SUBJECT TO MARKET RISKS. READ ALL THE RELATED DOCUMENTS CAREFULLY BEFORE INVESTING.

Abneesh Roy

Head of Research Committee

Abneesh.Roy@nuvama.com
