



Demand Recovery Gains Traction; Prices Remain Stable

We conducted extensive channel checks with ~25 dealers and distributors across Mumbai, Pune, Nagpur, and other key markets to assess prevailing demand conditions, pricing trends, product availability, and competitive dynamics within the ERW steel tubes and pipes industry. Our interactions suggest that the industry has navigated through the temporary disruptions witnessed during Mar'26 to early-May'26. In fact, the sharp surge in steel prices had initially led to demand deferment for pipes and tubes products across construction, infrastructure, and fabrication segments, as customers adopted a cautious stance amid heightened price volatility and uncertainty around the sustainability of the steel price rally. However, with HRC prices correcting by ~Rs2,000/tonne from their peak levels and subsequently stabilizing, demand sentiment has improved meaningfully. Dealers reported a visible recovery in enquiries, order inflows, and secondary sales towards the end of May'26 and early Jun'26 as deferred purchases were gradually executed and customers resumed activities. Encouragingly, the supply-side constraints witnessed in GI and GP pipes during Mar-Apr'26 have also largely eased, with product availability normalizing across most categories and geographies. Furthermore, pricing across the organized ERW pipes and tubes segment has remained disciplined despite fluctuations in raw material costs, reflecting a rational competitive environment and healthy industry dynamics. Overall, our channel checks indicate a meaningful normalization in market conditions, characterized by improving demand momentum, stable pricing, and adequate product availability. While the onset of the monsoon season may temporarily moderate construction-led activity and result in softer near-term demand, the underlying medium-term demand outlook remains robust, providing confidence in the sustainability of industry growth once seasonal headwinds subside.

Key updates from Industry and channel checks

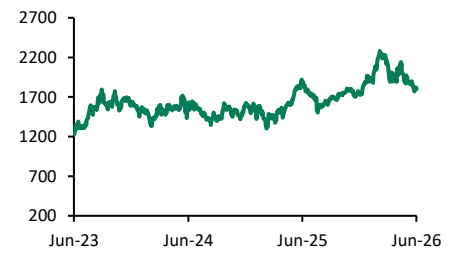
- Update on Steel Industry:** India's steel sector continued to witness healthy demand momentum during Apr'26 despite moderation in production growth. Crude steel production increased by 5.8% YoY to 14.1mn tonnes, while finished steel production grew by 3.4% YoY to 13.1mn tonnes. In comparison, finished steel consumption remained stronger at 13.0mn tonnes, registering an 8.1% YoY growth, reflecting resilient demand across construction, infrastructure, and manufacturing segments. While production growth moderated sequentially versus Mar'26, demand growth outpaced supply growth, resulting in India turning into a net importer of steel in Apr'26 (vs. net exporter in FY26 and Mar'26).
- Update on HRC Prices:** Domestic HRC prices witnessed a sharp rally following the imposition of safeguard duties on steel imports in Dec'25, which significantly curtailed low-cost imports and restored pricing discipline in the domestic market. The pricing upcycle was further fuelled by healthy demand, channel restocking, and elevated coking coal prices. As a result, HRC prices surged from ~Rs46,000/tonne in Dec'25 to ~Rs58,800/tonne in Apr'26, marking a sharp ~25% increase within a short span of four months. However, the cycle has now begun to moderate, with prices easing to ~Rs56,500/tonne by the end of May'26 as the initial impact of safeguard duties was largely absorbed by the market. While prices remain significantly higher than pre-duty levels, the recent correction points towards a more stable raw material environment, which should support better demand visibility across the value chain.

Price performance (%) *

	1M	3M	12M	36M
NIFTY 50	-2.8	-3.0	-7.9	24.8
NIFTY 500	-3.0	0.3	-5.2	39.3
APLAPOLLO	-9.5	-12.5	-6.5	43.7
HITECH	-3.6	4.7	-20.1	9.5
JTLIND	-12.2	30.7	-8.9	-15.6

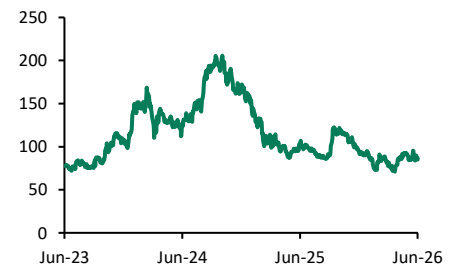
*As on 11th Jun'26; Source: Ace Equity, SMIFS research

APLAPOLLO Price Chart (3 years)



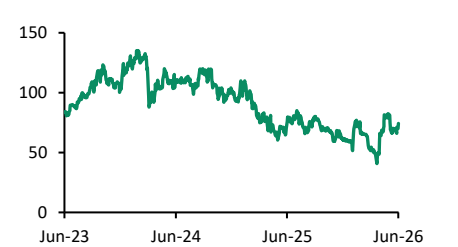
Source: Ace Equity

HI-TECH Price Chart (3 years)



Source: Ace Equity

JTL Price Chart (3 years)



Source: Ace Equity

Lokesh Kashikar

Sector Lead
900447175/022 42005546
lokesh.kashikar@smifs.com

Pratik Talvatkar

Research Associate
9321787343/022 42005558
Pratik.talvatkar@smifs.com

Company	Rating	Target Price (Rs)	CMP (Rs)	Upside (%)	Revenue (in mn Rs)			EBITDA Margins (%)			PAT (in mn Rs)		
					FY26	FY27E	FY28E	FY26	FY27E	FY28E	FY26	FY27E	FY28E
APL Apollo Tubes	BUY	2,427	1,763	37.7	2,30,790	2,74,307	3,17,835	7.8	7.6	7.8	12,031	14,399	17,738
Hi-Tech Pipes	BUY	116	85	36.1	42,007	45,172	53,191	4.1	4.5	4.6	762	866	1,116
JTL Industries	BUY #	88	71	24.1	21,364	28,737	37,077	7.2	7.4	7.8	1,011	1,286	1,731

Company	Adj EPS (Rs)			ROE (%)			P/E (x)			EV/EBITDA (x)		
	FY26	FY27E	FY28E	FY26	FY27E	FY28E	FY26	FY27E	FY28E	FY26	FY27E	FY28E
APL Apollo Tubes	43.3	51.9	63.9	25.3	24.4	24.4	41.5	34.0	27.6	27.0	22.5	18.4
Hi-Tech Pipes	3.6	4.1	5.3	5.9	6.2	7.3	26.5	20.8	16.2	12.2	9.7	8.6
JTL Industries	2.6	3.3	4.4	7.5	8.3	10.2	26.6	21.7	16.1	18.7	15.4	11.7

Source: Company, SMIFS Research Estimates, # The rating for JTL Industries has been upgraded from Accumulate (as reported in the Q4 FY26 results) to BUY, following the recent correction in the stock price.

- HRC-Patra Spread Expansion:** Beyond the movement in HRC prices, one of the most notable developments across the steel value chain has been the expansion in the HRC-Patra spread. While Patra prices have also moved higher over the past few months, the increase has been lower than the sharp rise in HRC prices, resulting in the spread widening from ~Rs1,500-2,000/tonne in Dec'25 to ~Rs6,000-6,500/tonne currently. This divergence has improved the relative cost competitiveness of Patra-based products and, if sustained or widened further, could influence purchasing decisions among price-sensitive customers. However, the current spread remains below the historical average of ~Rs9,000-10,000/tonne and significantly lower than the peak levels of ~Rs17,000-18,000/tonne witnessed during previous steel upcycles. Consequently, while the elevated spread may provide a marginal demand tailwind for Patra-based products, it is unlikely to materially disrupt the competitive positioning of HRC-based products in the medium term.
- Demand Trends:** Our channel checks indicate that demand was subdued during Apr'26 and the first half of May'26, as the sharp increase in steel prices prompted customers across the construction, infrastructure, and fabrication segments to defer purchases in anticipation of a price correction. Dealers reported a largely need-based buying environment, with retailers limiting inventory build-up amid heightened price volatility and uncertainty around the sustainability of the steel price rally. However, with HRC prices stabilizing, buying sentiment has improved materially, leading to a pickup in enquiries, order inflows, and secondary sales. Most dealers indicated that demand normalized towards the end of May'26 as retailers resumed procurement activities and postponed orders were gradually executed. That said, the onset of the monsoon season is likely to act as a near-term headwind, as construction activity typically moderates during this period, potentially resulting in softer demand and slower project execution over the next few months.
- Prices of ERW Steel Pipes (Branded):** Branded ERW steel pipe prices have remained broadly stable following the price revisions undertaken during mid-May'26. APL Apollo continues to command a premium positioning in the market, with MS Black Pipes currently priced at ~Rs64,000-65,000/tonne, GP Pipes at ~Rs81,000-82,000/tonne, and GI Pipes at ~Rs86,000-88,000/tonne. Other leading organized players such as Tata and Jindal continue to maintain prices within a similar range, highlighting rational competitive behaviour across the branded segment. In comparison, Hi-Tech Pipes' products are available at a discount of ~Rs1,000-2,000/tonne to APL Apollo, while JTL Industries, Sambhav Steel, and Hariom Pipe Industries are positioned further down the pricing curve at ~Rs61,000-62,000/tonne for MS Black Pipes. Notably, channel checks indicate a divergence in pricing trends across product categories, with MS Black Pipe prices witnessing a modest correction of ~Rs1,000-2,000/tonne in line with the recent softening in HRC prices, whereas GI and GP pipe prices have increased by ~Rs2,000/tonne over the past month owing to higher zinc prices. Despite these raw material fluctuations, APL Apollo's ability to consistently command a premium of ~Rs2,000-4,000/tonne over regional peers underscore the strength of its brand franchise, extensive distribution network, superior product portfolio, and strong customer loyalty, reinforcing its leadership position within the structural steel tubes and pipes industry.
- Prices of Patra-Based Pipes:** Prices of Patra-based MS Black Pipes continue to remain in the range of ~Rs58,000-59,000/tonne. This represents a discount of ~Rs3,000/tonne compared to JTL Industries, Sambhav Steel, and Hariom Pipe Industries, whose products are currently priced at ~Rs61,000-62,000/tonne, while the discount widens to ~Rs6,000/tonne vis-à-vis APL Apollo's offerings. Notably, these pricing differentials have remained broadly stable over the past three months despite volatility in HRC prices, indicating a rational and disciplined pricing environment across the industry.
- Product Availability:** Our channel checks indicate that the availability of smaller-sized, and GI and GP pipes, were constrained during Mar-Apr'26. Dealers attributed this to tighter HRC allocations from primary steel manufacturers amid a sharp rise in steel prices, coupled with intermittent shortages of galvanized coils due to disruptions in the propane/LPG supply chain used in galvanizing operations. The situation was further aggravated by channel restocking ahead of price hikes, resulting in temporary supply tightness in select SKUs. Importantly, the disruption was limited to specific product categories and did not reflect any structural supply shortage. Encouragingly, dealers reported that the situation has normalized significantly, with most standard and fast-moving products now readily available, while non-standard sizes can typically be supplied within 1-2 days against advance orders. Overall, current channel checks suggest that product availability is no longer a concern, with supply chains operating smoothly and adequately supporting demand.
- Competitive Landscape:** Channel interactions indicate that competitive intensity is gradually increasing across the organized ERW pipes market. Dealers highlighted the recent entry of JSW One through its newly launched One Helix Pipes & Tubes brand. Unlike traditional manufacturing-led expansion strategies, JSW has adopted an asset-light, trading-led model, leveraging its extensive steel capabilities, digital marketplace, and distribution network to build presence in the segment. At the same time, Tata Structura continues to strengthen its position through capacity expansion initiatives, with Tata Steel targeting an increase in its overall tubes and pipes capacity from ~1.7mn tonnes to ~4.0mn tonnes over the medium term. Despite these developments, dealers believe APL Apollo retains a significant competitive advantage owing to its unmatched distribution reach, wider product portfolio, superior product availability, and strong brand recall. Competition across the organized sector remains largely rational, with no evidence of aggressive price-led market share gains thus far.

Key Management Insights from the Q4FY26 Conference Call on Demand, Volumes and Pricing Dynamics

APL Apollo Tubes:

- APL Apollo reported Q4FY26 sales volumes of 924,881 tonnes, falling short of its guidance of ~10,50,000 tonnes. Management indicated that the company was on track to achieve its target until Feb'26; however, demand weakened sharply in Mar'26 due to a combination of external factors.
- Geopolitical tensions in the Gulf region adversely impacted demand and resulted in lower utilisation at its Dubai facility (~40%), while fuel shortages and energy-related disruptions constrained raw material availability and affected supply chains. In addition, the sharp rise in steel prices led to channel destocking and deferment of purchases by end customers.
- Consequently, FY26 volumes grew by 10.6% YoY to 34,91,243 tonnes, at the lower end of the company's 10-15% growth guidance.
- Management further highlighted that the subdued demand environment persisted into Apr'26, with volumes of ~2,50,000 tonnes, primarily due to continued channel destocking amid volatile steel prices, softer construction activity owing to state elections and extreme heatwaves, and lingering supply-chain challenges.
- While demand remained muted in early May'26, the company expects a gradual recovery during the remainder of the month, targeting volumes of ~300,000 tonnes, supported by the resumption of construction activity as labour availability improves post-elections and a gradual return of channel restocking.
- This recovery is expected to gain further traction in Jun'26, with volumes likely to reach ~325,000 tonnes, implying Q1FY27 volumes of ~875,000 tonnes (~10% YoY growth).
- On the pricing front, in line with the sharp increase in steel prices, the company implemented price hikes across its product portfolio during Apr'26, resulting in an improvement in realizations of ~Rs3,000/tonne.

Hi-tech Pipes:

- Hi-Tech Pipes delivered a strong operational performance in Q4FY26, with sales volumes rising 26.8% YoY and 8.1% QoQ to 147,125 tonnes, driven by improving demand conditions and incremental contribution from newly commissioned capacities.
- Consequently, FY26 sales volumes stood at 532,437 tonnes, reflecting growth of 9.8% YoY, albeit marginally below the company's guidance of 550,000 tonnes.
- Looking ahead, management has guided for FY27 sales volumes of 650,000-700,000 tonnes, implying a robust growth trajectory of ~22-30% YoY.
- The anticipated growth is expected to be driven by the ramp-up of newly commissioned capacities, improving brand visibility and deeper dealer-distributor penetration, sustained demand momentum across infrastructure, defence and solar sectors, introduction of new products, and continued geographical expansion. With multiple growth levers in place and capacity utilisation expected to improve, the company remains well-positioned to deliver strong volume growth over the medium term.

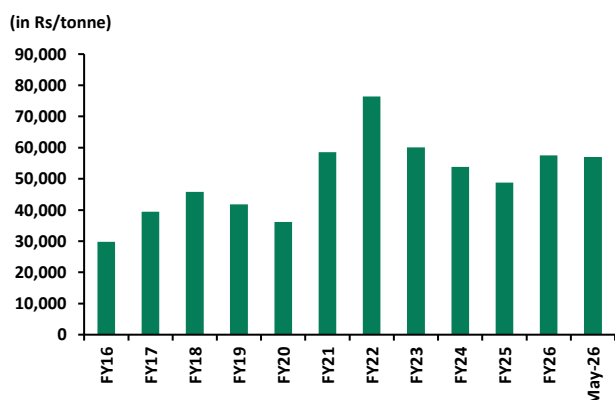
JTL Industries:

- JTL Industries reported strong sales volume growth in Q4FY26, with volumes rising to 123,262 tonnes, driven by improving demand across the infrastructure, industrial and construction sectors, ramp-up of the Mangaon (Raigad) facility, and increasing acceptance of DFT-based steel pipes.
- However, volumes remained below the guided level of ~140,000 tonnes due to a temporary slowdown in domestic demand, as end-users deferred purchases amid heightened steel price volatility.
- Additionally, the share of exports in total volumes moderated to ~9.6% in Q4FY26 from ~10.6% in Q3FY26, impacted by ongoing geopolitical uncertainties.
- Looking ahead, management has guided for ~30% YoY volume growth in FY27, implying volumes of ~515,000 tonnes. While this is lower than its earlier aspiration of ~650,000 tonnes due to delays in commissioning certain facilities and other execution-related challenges, the long-term outlook remains encouraging.
- On the pricing front, realizations improved significantly to Rs51,229/tonne in Q4FY26 from Rs48,460/tonne in Q3FY26 and Rs48,278/tonne in Q4FY25, primarily aided by the sharp recovery in HRC prices. Management expects the positive pricing momentum to continue, supported by the safeguard duty on steel imports implemented in Dec'25 and improving demand across key end-user industries.

To summarize, while most industry players highlighted that the demand weakness witnessed in Mar'26 persisted through Apr'26 and early-May'26, driven by the sharp increase in steel prices and consequent deferment of purchases by customers, our recent channel checks suggest that industry conditions have improved meaningfully since late-May'26. The stabilization of steel prices, normalization of product availability, and gradual execution of deferred orders have led to a recovery in buying activity and demand sentiment across key end-user segments. Looking ahead, we expect healthy volume growth (primarily in H2 FY27; to be supported by expectation of strong demand) and stable realizations to drive revenue growth across the sector. Furthermore, a richer product mix, operating leverage, and benefits of scale should support margin expansion and earnings growth over the coming quarters. Thus, in view of the favourable structural growth drivers, we continue to maintain our BUY rating on APL Apollo Tubes and Hi-Tech Pipes. Further, following the recent correction in the stock price, rating on JTL Industries also upgrades to BUY.

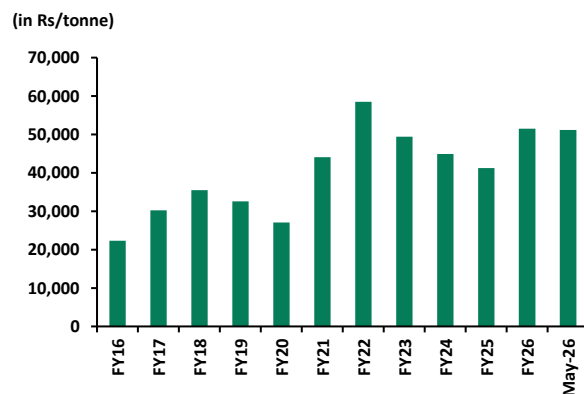
Story In Charts

Fig 1: Domestic HRC Price Trend



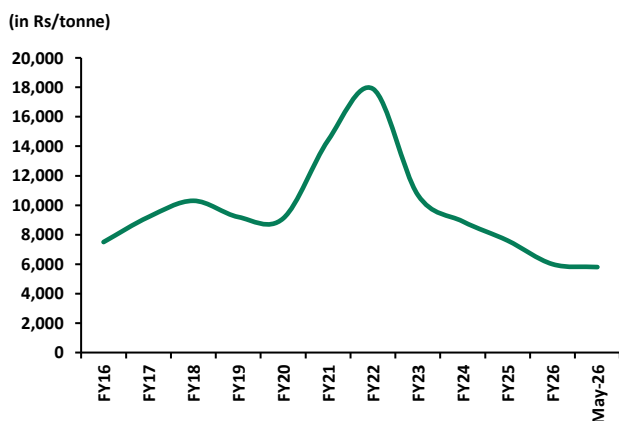
Source: Industry, SMIFS Research

Fig 2: Trend in Domestic Patra Prices



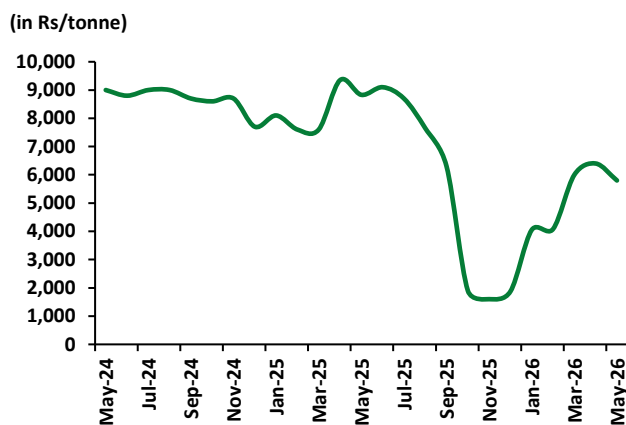
Source: Industry, SMIFS Research

Fig 3: Domestic HRC-Patra Price Spread (Annual)



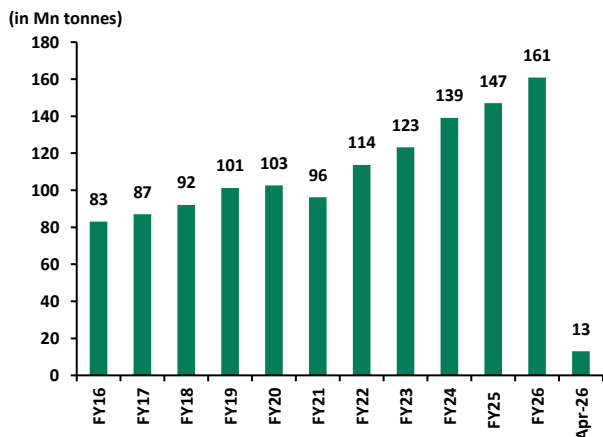
Source: Industry, SMIFS Research

Fig 4: Domestic HRC-Patra Price Spread (Monthly)



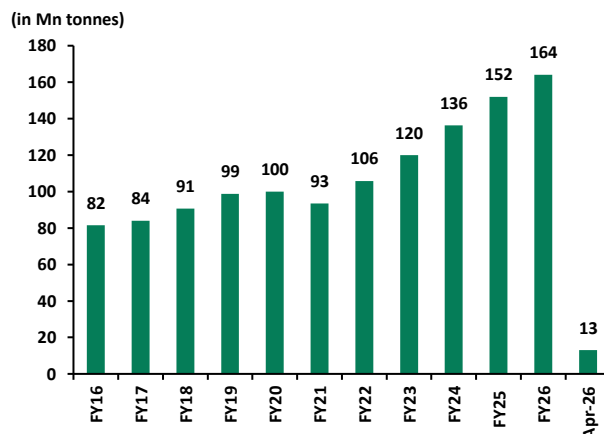
Source: Industry, SMIFS Research

Fig 5: Finished Steel Production Trend*



Source: Industry, SMIFS Research, * Data yet to be reported for May'26

Fig 6: India's Finished Steel Demand Trend*



Source: Industry, SMIFS Research; *Data yet to be reported for May'26

Disclaimer

Analyst Certification:

We, **Lokesh Kashikar, Research Analyst, and Pratik Talvatkar, Research Associate** of SMIFS Limited (in short "SMIFS / the Company"), authors and the names subscribed to this Research Report, hereby certify that all of the views expressed in this Research Report accurately reflect our views about the subject issuer(s) or securities and distributed as per SEBI (Research Analysts) Regulations 2014. I also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this Research Report. It is also confirmed that I, the above-mentioned Research Analyst(s) of this Research Report have not received any compensation from the subject companies mentioned in the Research Report in the preceding twelve months and do not serve as an officer, director or employee of the subject companies mentioned in the Research Report.

Terms & Conditions and Other Disclosures:

SMIFS Limited is regulated by the Securities and Exchange Board of India ("SEBI") and is engaged in the business of Stock Broking, Depository Services, Portfolio Management, Research Services and Distribution of Financial Products and related allied activities for which SMIFS is registered with various regulators. SMIFS Limited includes Subsidiaries, Group and Associate Companies, Promoter, Directors, Employees and affiliates.

Research Services

SMIFS is registered as a Research Analyst Entity. The Research Reports are prepared and distributed by SMIFS in the capacity of a Research Analyst as per Regulation 19 & 22(1) of SEBI (Research Analysts) Regulations 2014, having SEBI Registration Number – INH300001474.

Stock Broking

SMIFS is a Trading Member of National Stock Exchange of India Limited (NSE); BSE Limited (BSE), Metropolitan Stock Exchange of India Limited (MSEI) and Multi Commodity of Exchange of India Limited (MCX); National Commodity and Derivatives Exchange Limited (NCDEX) with SEBI Registration Number: INZ000220635.

Depository Services

SMIFS is a Depository Participant of National Securities Depository Limited (NSDL) bearing DP ID – IN301629 and Central Depository Services (India) Limited (CDSL) bearing DP ID – 12016000 with SEBI Registration Number IN-DP-414-2019.

Portfolio Management

SMIFS is also registered as a Portfolio Manager with SEBI Registration Number INP000004623 and Research Analyst with SEBI Registration Number INH300001474.

Distribution

SMIFS is also registered with Association of Mutual Funds of India (AMFI) with ARN Code 3080 for the distribution of Mutual Fund Units of various reputed Asset Management Companies.

Subsidiaries

Stewart & Mackertich Commodities Limited is a subsidiary of SMIFS Limited and a Trading Member of National Commodity and Derivatives Exchange Limited (NCDEX) with SEBI Registration Number INZ000064332.

SMIFS Wealth Management Limited is also a subsidiary of SMIFS Limited, registered with Association of Portfolio Managers in India (APMI), having APRN - APRN00855.

SMIFS and its associates might have investment banking and other business relationship with a significant percentage of companies covered by our Research Analysts. SMIFS generally prohibits its analysts, persons reporting to analysts and their relatives from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover.

The information and opinions in this Research Report have been prepared by SMIFS and are subject to change without any notice. The Research 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 SMIFS Limited. While we would endeavour to update the information herein on a reasonable basis, SMIFS is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent SMIFS from doing so. Non-rated securities indicate that the rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or policies of SMIFS, in circumstances where SMIFS might be acting in an advisory capacity to this company, or in certain other circumstances.

This Research Report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This Research Report and information herein is solely for informational purposes 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. Securities as defined in clause (h) of section 2 of the Securities Contract Act, 1956, includes Financial Instruments, Currency and Commodity Derivatives. Though disseminated to all the customers simultaneously, not all customers may receive this Research Report at the same time. SMIFS will not treat recipients as customers by virtue of their receiving this Research Report. Nothing in this Research 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 Research 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. SMIFS accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this Research Report. Past performance is not necessarily a guide to future performance. 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. The information given in this report is as of date of this report and there can be no assurance that future results or events will be consistent with this information. The information provided in this report remains, unless otherwise stated, the copyright of SMIFS. All layout, design, original artwork, concepts and Intellectual Properties remain the property and copyright of SMIFS and may not be used in any form or for any purpose whatsoever by any party without the express written permission of the SMIFS.

SMIFS 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, breakdown of the system or any other equipment, server breakdown, maintenance shutdown, breakdown of communication services or inability of SMIFS to present the data. In no event shall SMIFS 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 SMIFS through this report.

Participants in foreign exchange transactions may incur risks arising from several factors, including the following: (a) Exchange Rates can be volatile and are subject to large fluctuations; (b) the value of currencies may be affected by numerous market factors, including world and notional economic, political and regulatory events, events in Equity & Debt Markets and changes in interest rates; and (c) Currencies may be subject to devaluation or government imposed Exchange Controls which could affect the value of the Currency. Investors in securities such as Currency Derivatives, whose values are affected by the currency of an underlying security, effectively assume currency risk.

Since associates are engaged in various financial service businesses, they might have financial interests or beneficial ownership in various companies including the subject company/companies mentioned in this Research Report.

SMIFS and its Associates, Officers, Directors, Employees, Research Analysts including their relatives worldwide may: (i) from time to time have long or short positions in, and buy or sell the Securities, mentioned herein or (ii) be engaged in any other transaction involving such Securities and earn brokerage or other compensation of the Subject Company/ companies mentioned herein or act as an Advisor or Lender/Borrower to such Companies or have other potential/material Conflict of Interest with respect to any recommendation and related information and opinions at the time of the publication of the Research Report or at the time of Public Appearance.

SMIFS does not have proprietary trades but may at a future date, opt for the same with prior intimation to Clients/ Investors and extant Authorities where it may have proprietary long/short position in the above Scrip(s) and therefore should be considered as interested.

The views provided herein are general in nature and do not consider Risk Appetite or Investment Objective of any particular Investor; Clients/ Readers/ Subscribers of this Research Report are requested to take independent professional advice before investing, however the same shall have no bearing whatsoever on the specific recommendations made by the analysts, as the recommendations made by the analysts are completely independent views of the Associates of SMIFS even though there might exist an inherent conflict of interest in some of the stocks mentioned in the Research Report.

The information provided herein should not be construed as invitation or solicitation to do business with SMIFS.

SMIFS or its subsidiaries collectively or Research Analysts or their relatives, do not own 1% or more of the equity securities of the Company mentioned in the Research Report as of the last day of the month preceding the publication of the Research Report.

SMIFS encourages independence in Research Report preparation and strives to minimize conflict in the preparation of Research Report. Accordingly, neither SMIFS and their Associates nor the Research Analysts and their relatives have any material conflict of interest at the time of publication of this Research Report or at the time of the Public Appearance, if any.

SMIFS 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.

SMIFS or its associates might have received any compensation from the companies mentioned in the Research Report during the period preceding twelve months from the date of this Research Report for services in respect of managing or co-managing public offerings, corporate finance, investment banking, brokerage services or other advisory services in a merger or specific transaction from the subject company.

SMIFS or its associates might have received any compensation for products or services other than investment banking or brokerage services from the subject companies mentioned in the Research Report in the past twelve months.

SMIFS or its associates or its Research Analysts did not receive any compensation or other benefits whatsoever from the subject companies mentioned in the Research Report or third party in connection with preparation of the Research Report.

Compensation of Research Analysts is not based on any specific Investment Banking or Brokerage Service Transactions.

The Research Analysts might have served as an officer, director or employee of the subject company.

SMIFS and its Associates, Directors, Officers, Employees, Research Analysts, including their relatives worldwide, may have been engaged in market making activity for the companies mentioned in the Research Report.

SMIFS may have issued other Research Reports that are inconsistent with and reach different conclusion from the information presented in this Research Report.

A graph of daily closing prices of the securities/commodities is also available at www.nseindia.com and/or www.bseindia.com, www.mcxindia.com and/or <https://www.msei.in>.

SMIFS submits that no material disciplinary action has been taken on the Company by any Regulatory Authority impacting Equity Research Analysis activities in last 3 years.

This Research 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 SMIFS and affiliates 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 certain categories of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.

Specific Disclosures

1. SMIFS, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
2. SMIFS, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company.
3. SMIFS, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months.
4. SMIFS, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report.
5. Research Analyst has not served as director/officer/employee in the subject company

6. SMIFS has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. SMIFS has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
8. SMIFS has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months.
9. SMIFS has not received any compensation or other benefits from third party in connection with the research report.
10. SMIFS has not engaged in market making activity for the subject company
11. Investment in securities market are subject to market risks. Read all the related documents carefully before investing.
12. Registration granted by SEBI, enlisted with BSE and certification from NISM is no way guarantee performance of SMIFS or provides any assurance of returns to investors.
13. Performance related information is not verified by SEBI.
14. The Security/Securities quoted are for illustration only and are not recommendatory.

Disclaimer for U.S. persons only:

SMIFS has entered into a chaperoning agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("MPS").

This report was prepared, approved, published and distributed by SMIFS Limited (SMIFS) located outside of the United States (a "non-US Group Company"), which accepts responsibility for its contents. It is distributed in the U.S. by Marco Polo Securities Inc. ("MPS"), a U.S. registered Broker Dealer, on behalf of SMIFS, only to major U.S. Institutional Investors (as defined in Rule 15a-6 under the U.S. Securities Exchange Act of 1934 (the "Exchange Act")) pursuant to the exemption in Rule 15a-6.

Neither the report nor any analyst who prepared or approved the report is subject to U.S. legal requirements or the Financial Industry Regulatory Authority, Inc. ("FINRA") or other Regulatory Requirements pertaining to research reports or research analysts. No non-US Group Company is registered as a broker-dealer under the Exchange Act or is a member of the Financial Industry Regulatory Authority, Inc. or any other U.S. self-regulatory organization. Outside the United States, this report is distributed by SMIFS or an authorized affiliate of SMIFS.

Research reports are intended for distribution 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.

Marco Polo Securities Inc. ("MPS") is the distributor of this document in the United States of America. Any US customer wishing to effect transactions in any securities referred to herein or options thereon should do so only by contacting a representative of MPS and any transaction effected by a U.S. investor in the securities described in this report must be effected through Marco Polo Securities Inc at its registered address 1230 Avenue of the Americas, 16th Floor, New York, NY 10020.

Important US Regulatory Disclosures on Subject Companies

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

DISCLAIMERS FOR INTERNATIONAL JURISDICTION (WEBSITE)

Disclaimer for U.S. Persons:

The content of the SMIFS Website/Research Report does not constitute an offer or invitation to purchase or subscribe for any securities or solicitation of any investments or investment services and/or shall not be considered as an advertisement tool. "U.S. Persons" are generally defined as a natural person, residing in the United States or any entity organized or incorporated under the laws of the United States. US Citizens living abroad may also be deemed "US Persons" under certain rules. THIS DOCUMENT IS INTENDED SOLELY TO PROVIDE INFORMATION TO THE QUALIFIED INSTITUTIONAL INVESTORS ONLY AND IS NOT MEANT FOR RETAIL INVESTORS. If you are not the intended recipient you must not copy, distribute, or take any action or place reliance on it. If you have received this communication by error, please notify the sender immediately. This communication is intended solely for the person to whom it is addressed and may contain confidential or privileged information. The document is intended to be educational only and not for a marketing or prospecting purpose. The views and opinions expressed as part of this presentation do not necessarily state or reflect those of SMIFS Limited, its holding company(ies), subsidiaries and associates including entities in overseas jurisdictions.

The content of the website or any information contained therein must not be distributed, published, reproduced, or disclosed (in whole or in part) by recipients to any other person. The content of the website must not be acted on or relied on by persons who are not qualified institutional investor. Any investment or investment activity to which this website relates, is available only to qualified institutional investor and will be engaged only with qualified institutional investor. Any person who is not a qualified institutional investor should not act or rely on this website or any of its contents.

Additional Marketing Disclaimer for all other International Jurisdiction:

The content of SMIFS Website/Research Report is restricted in certain jurisdictions and does not constitute or form part of any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, by anyone in any jurisdiction in which such an offer or solicitation is not authorised or may not lawfully be made (without compliance with any registration or other legal requirements) or in which the person making such offer or solicitation is not qualified to do so or to any person to whom it is unlawful to make such offer in any jurisdiction. The above information is for general guidance only, it is the responsibility of receivers to inform themselves as to any income or other tax consequences arising in the jurisdictions in which they are resident or domiciled or have any other presence for tax purposes, as well as any foreign exchange or other fiscal, or legal or regulatory restrictions which are relevant to their particular circumstances in connection with the acquisition, holding or disposal of any securities if any mentioned in this document. This document is strictly private and confidential and may not be reproduced or used for any other purpose and not be provided to any person other than the recipient thereof. If you are not the intended recipient you must not copy, distribute, or take any action or place reliance on it. If you have received this communication by error, please notify the sender immediately. Any such information contained or discussed on the website is subject to change and SMIFS Limited or any of its Directors, Employees, agents or representatives shall not have any responsibility to maintain the information made available or to supply any correction therewith. In no event will SMIFS Limited or any of its Directors, Employees, agents or representatives, be liable for any special direct or indirect or consequential damages which may be incurred from the use of the information made available, even if it has been advised of the possibility of such damages. The company and its employees mentioned in these communications cannot be held liable for any error's inaccuracies and/or omission howsoever caused. Any opinion or advice herein is made on a general basis and is subject to change without notice. The information provided in this website may contain optimistic statements regarding future events or future financial performance of countries, markets, or companies. You must make your own financial assessment of the relevance, accuracy and adequacy of the information provided therein.

Analyst holding in stock: **NO**

Key to SMIFS Investment Rankings / Ratings

Buy: Return >15%, Accumulate: Return between 5% to 15%, Reduce: Return between -5% to +5%, Sell: Return < -5%

Contact us:

SMIFS Limited. (<https://www.smifs.com/>)

Compliance Officer:

Tamari Chatterjee,

5F Vaibhav, 4 Lee Road, Kolkata 700020, West Bengal, India.

Contact No.: +91 33 4011 5414 / +91 33 6634 5414

Email Id.: compliance@smifs.com

Mumbai Office:

206/207, Trade Centre, Bandra Kurla Complex (BKC), Bandra East, Mumbai – 400051, India

Contact No.: (D) +91 22 4200 5508, (B) +91 22 4200 5500

Email Id: institutional.equities@smifs.com

Kolkata Office:

Vaibhav, 4 Lee Road, Kolkata 700020, West Bengal, India.

Contact No.: (D) +91 33 6634 5466, (B) +91 33 4011 5466

Email Id: smifs.institutional@smifs.com