ANANDRATHI

LEAP India Ltd.

06-August-26

Subscribe- Long Term

Shivam Gupta
shivamgupta@rathi.com

SHIVAM GUPTA Digitally signed by SHIVAM GUPTA Date: 2026.08.06 16:11:19 +05'30'

Issue Details

Issue Details	
Issue Size (Value in ₹`million, Upper Band)	24,800
Fresh Issue (No. of Shares in Lakhs)	302
Offer for Sale (No. of Shares in Lakhs)	1,258
Bid/Issue opens on	07-Aug-26
Bid/Issue closes on	11-Aug-26
Face Value	Rs. 1
Price Band	151-159
Minimum Lot	94

Objects of the Issue:

- **Fresh Issue: ₹4,800 Million**
  - Repayment / prepayment, in full or in part, of certain borrowings availed of by our Company; and
  - General corporate purposes.
- **Offer for sale: ₹20,000 Million**

Book Running Lead Managers
JM Financial Limited
Avendus Capital Private Limited
IIFL Capital Services Limited
UBS Securities India Private Limited
Registrar to the Offer
MUFG Intime India Private Limited

Capital Structure (₹` Million)	Aggregate Value
Authorised share Capital	12,650.7
Subscribed paid up Capital (Pre-Offer)	410.3
Paid up capital (Post-Offer)	440.5

Share Holding Pattern %	Pre Issue	Post Issue
Promoters & Promoter group	96%	61%
Public	4%	39%
Total	100%	100%

Financials

Particulars (Rs. In Million)	FY26	FY25	FY24
Revenue from operations	7,295	4,664	3,650
Operating expenses	3,685	2,112	1,620
EBITDA	**3,610**	**2,552**	**2,030**
Other Income	178	186	70
Depreciation	2,043	1,537	1,126
EBIT	**1,745**	**1,201**	**973**
Finance cost	937	680	506
PBT	**809**	**521**	**467**
Tax	185	145	95
Consolidated PAT	**623**	**376**	**372**
EPS	1.4	0.9	0.8
Ratio	**FY26**	**FY25**	**FY24**
EBITDAM	49%	55%	56%
PATM	9%	8%	10%
Sales growth	56%	28%	

Sector- Home Services **Company Description**

LEAP has effectively established and led the pallet pooling industry in India, being the only company to operate pallet pooling at this scale with a pan-India network. LEAP has established itself as a leading solutions partner in the electric material handling space. LEAP is the largest on-demand asset pooling provider in India's supply chain management sector (based on the number of pooled assets). LEAP has a pan-India network of over 10,100 customer touchpoints, 29 fulfilment centres and over 14.7 million pooled assets (including pallets, containers, and MHEs). Building a fleet similar to LEAP's would require substantial investment over multiple years with no assurance of immediate customer demand or established distribution channels. LEAP operates a full-service model covering warehousing, and distribution of returnable packaging assets. Known for innovation in lithium-ion powered forklifts and IoT-driven fleet management, LEAP supports sustainable and efficient supply chain operations. Recognized as one of the leading forklift pooling players and a leader in the lithium-ion segment of MHEs, having been the first to introduce these solutions in India, it serves over 1,000 clients across FMCG, auto, industrials, and logistics. LEAP is a multi-award-winning company (India Today, SCM Pro, HCEBP) and continues to lead digital transformation and ESG practices within India's asset pooling ecosystem.

LEAP was the first company to introduce passive RFID-tagged containers in India. The company has gained deep expertise that is hard to replicate, providing a clear competitive advantage. LEAP pioneered the introduction of pallets in India and is the first company in the country to introduce several innovative products, such as belts and wedges, utility boxes, and stillages, among others, on an integrated basis.

The pallets are a critical element of modern supply chains, enabling companies to operate more efficiently, reduce costs, and deliver products reliably and safely. Further, pallet pooling is a system where companies use pallets from a shared pool instead of purchasing their own pallets. This model is gaining traction as a cost-effective and efficient method of integrating palletization into supply chains. Under this model, the ownership and management of pallets are outsourced to third-party providers, effectively treating pallets as a service. This reduces the burden of procurement, maintenance, tracking, warehousing space requirements, manpower, and time, while ensuring consistent quality and availability across operations.

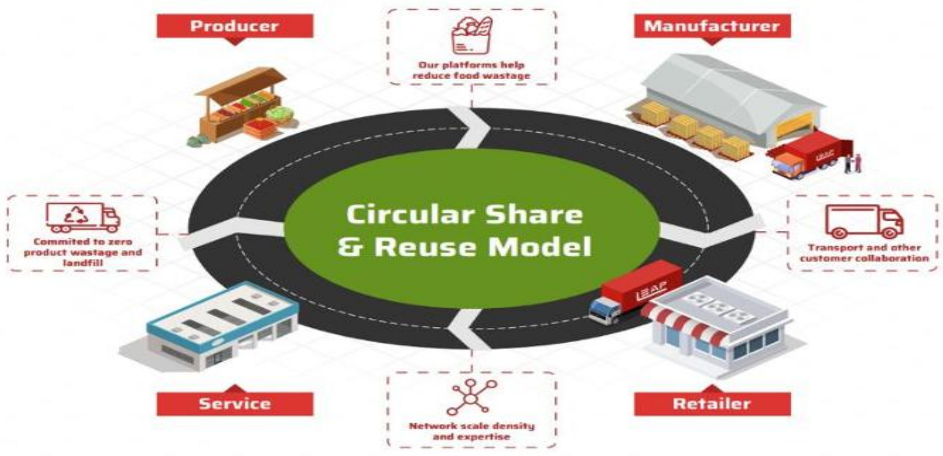
Valuation

LEAP India Limited is India's largest on-demand asset pooling provider in the supply chain management sector, based on the number of pooled assets. The company operates a circular asset pooling model, offering pallets, containers, and material handling equipment (MHEs) through a pan-India network, serving over 1,000 customers across industries including FMCG, food & beverage, third-party logistics, e-commerce, automotive, and industrials. The company is also pursuing international expansion, with a strategic focus on the GCC region through wholly owned subsidiaries in Saudi Arabia and the UAE, while evaluating selective acquisitions and strategic investments to accelerate its presence in the region.

At the upper end of the price band, the company is valued at a P/E of 113.6x FY26 earnings, EV/EBITDA of 21.8x, and P/BV of 6.9x, implying a post-issue market capitalization of ₹70,045 million. While LEAP India is well-positioned to benefit from increasing adoption of asset pooling solutions, supply chain formalization, and its international expansion strategy, the issue appears aggressively priced considering its ROE of 6.19%. Hence, we recommend a **"Subscribe – Long Term"** rating to the IPO.

Description of Business

LEAP India is the largest on-demand asset pooling provider in India's supply chain management sector (based on the number of pooled assets). As of March 31, 2026, the company had 14.70 million assets and maintained a pan-India network of over 10,100 customer touchpoints. The company's circular business model supports its customers while reducing environmental impact and enhancing the time and cost efficiency and safety of supply chains across India. Set out below is a graphic representation of the company's circular share-and-reuse model.



The company's service offerings encompass technology-enabled supply chain solutions tailored to customer requirements across industries. Its solutions help customers connect different stages of their value chain, from manufacturing to distribution and ultimately to the point of sale (retail).

Set out below are details of their Assets:

1. Pallets

Pallets are flat carrier structures, that support goods in a stable manner while being handled by forklifts, pallet jacks, or conveyors, which are involved in continuous production, vertical storage and in the movement of cargo, to make supply chains more efficient.

2. Containers

Containers are used to store and transport a variety of goods. Containers help reduce product damage, preserve the aesthetic quality of products, and decrease the use of corrugated boxes, which contribute to greater sustainability.

3. Material handling equipment ("MHE")

MHEs are complementary to pallets and include equipment used in warehouses such as hand pallet trucks, battery operated pallet trucks, forklifts, reach trucks and other equipment used in managing a warehouse. They offer MHEs ranging from lithium-ion forklifts, reach trucks and stackers.

Operating Model and Key Revenue Streams:

The company offers pallets and containers to customers under a pooling model. In addition, it provides MHEs to customers under a hire arrangement. The company's assets are rented to customers either on a static usage basis ("Static Hire") or a movement basis ("Movement Hire").

1) Static Hire: Under the static hire model, assets such as pallets and containers are hired to a customer for use at a specific location, typically within the customer's warehouse or facility, for a set period, after which the de-hired pallets are returned to the asset provider. Customers are charged a per-day

rental amount for the duration that the assets remain at their facilities. This model provides stable, recurring revenue and provides customers with long-term, predictable access to high-quality supply chain assets without the burden of ownership.

2) Movement Hire: Under the movement hire model, assets are used for transporting goods by supply chain partners through multiple locations, rather than returning pallets directly to the pooling provider at the same location after each use. The movement hire model extends beyond static storage, allowing customers to use assets for transporting goods across different nodes in the supply chain. In addition to the per-day rental, customers are charged a movement fee each time assets are transferred from one location to another or between two legal entities. This model is particularly attractive for industries with dynamic logistics needs, such as automotive and FMCG.

In addition, the company also benefits from multiple monetization levers, including allotment fees, per-day rental, and service charges (including fees for asset losses). The company offers a range of ancillary services such as repair and maintenance, transportation, and inventory management. These services are billed separately and provide customers with a one-stop solution for their supply chain needs, further enhancing the company's revenue base.

- **Customers:**

The company serves a diverse customer base comprising reputable businesses and institutions such as Hindustan Coca-Cola Beverages Private Limited, Marico Limited, Toll (India) Logistics Private Limited, Daikin Airconditioning India Private Limited, Panasonic Life Solutions India Private Limited, Haier Appliances India Private Limited, Daimler India Commercial Vehicles Private Limited, Autoliv India Private Limited, and Sanathan Textiles Limited, among others. Its customers span across FMCG, F&B, 3PL, e-commerce and quick commerce, automotive, industrials, and other industries. The company's customer base has grown to over 1,000 customers in Fiscal 2026 from over 900 customers in Fiscal 2025 and over 500 customers in Fiscal 2024. Set out below are details of revenue contribution by customer industry.

Customer Sector	FY26	FY25	FY24
	(% of total revenue from operations)		
F&B	24.45%	30.06%	34.90%
E-commerce and quick commerce	9.57%	11.33%	12.96%
3PL	17.96%	15.80%	15.64%
Automotive	23.66%	14.31%	9.67%
FMCG	6.10%	6.94%	9.05%
Industrial and Others	18.27%	21.57%	17.79%

The company typically enters into contracts with its customers. These contracts typically range from one to five years and generally include auto-renewal provisions. The company's contracts are structured to allow for effective cost pass-through, with built-in price escalations to protect margins.

- **Driving Growth Through Acquisitions and Technology:**

The company consolidated its position in the asset pooling industry by acquiring CHEP India in January 2025. CHEP India was a leading provider of pallet and container pooling services, backed by a long track record, best practices, and strong customer relationships, and was also recognized as the market leader in asset pooling in the container segment in Fiscal 2024. With the addition of CHEP India's established asset pooling network to its own, the company has expanded its network reach across various industries, enhanced its ability to serve a broader customer base, and increased its product portfolio, particularly in relation to its container business.

Product quality is core to the company's value proposition. The company uses Forest Stewardship Council ("FSC") certified spruce-pine-fir ("SPF"). Further, it runs repair and maintenance programs and follows quality standards in an effort to extend asset lifespan and demonstrate its commitment to environmental responsibility. The company also provides internal quality certifications for pallets deployed to its customers.

The company leverages technology to deliver its solutions to customers. Its in-house developed MyLEAP platform provides customers with an interface highlighting order information for tracking and management, details of recent orders, options for swapping damaged assets, reports, as well as help and support features. The company has integrated SAP S/4HANA and Salesforce Management into its systems, enabling electronic data interchange with customers. For tracking capabilities, it utilizes passive RFID technology, allowing for monitoring of containers throughout the supply chain. For its MHEs, the company has implemented IoT or passive RFID solutions in forklifts, enabling tracking of forklift movements at customer locations, which helps improve equipment navigation and enhance safety. Additionally, the company has developed a suite of in-house mobile and web applications, including the RFID App, Asset Audit App, Transport Management System, and Proof of Delivery ("POD") App, each designed to address requirements such as asset verification, inventory management, and proof of delivery. The company's operations are ISO 27001 certified, reflecting its efforts to safeguard customer data and maintain quality security protocols.

- **Strengths:**

- ***Largest on-demand supply chain asset pooling company, in an industry with high barriers to entry:***

Market Leadership

The company is the largest on-demand asset pooling provider in India's supply chain management sector (based on the number of pooled assets). With 14.7 million assets on offer, its network spanned 10,100 customer touchpoints and 29 fulfilment centres (which facilitate the storage, maintenance, repair, and rapid deployment of the company's assets to customers) as of March 31, 2026. The company is the only player in India currently operating at a considerable scale and at a national level in the pallet pooling segment. TARON (the company's subsidiary) is recognized as the leading forklift pooling player and a leader in the lithium-ion segment of MHEs, having been the first to introduce these solutions in India. The company depends on TARON for the sale of products and services relating to MHEs.

Barriers to Entry

The company has effectively established and led the pallet pooling industry in India. Its track record, together with (a) its scale and network, (b) customer relationships, (c) product quality and service excellence, (d) network effects, and (e) knowledge and technology, serves as a barrier to entry for new entrants.

a) Scale and widespread network of their platform

The company is a scaled player with 14.70 million assets on offer as of March 31, 2026. Further, over the years, the company has expanded its asset base to meet the evolving needs of its customers while ensuring quality, durability, and suitability for a wide range of industries. Set out below are details of the growth in the company's assets as at the dates indicated.

Particulars	As at March 31, 2026	As at March 31, 2025	As at March 31, 2024
Assets (in millions)	14.7	13.3	7.92

The company has a widespread network spanning 10,100 customer touchpoints and 29 fulfilment centres as of March 31, 2026.

The company has established a broad and connected pooling network across India, which helps meet customer needs in a timely manner by allowing for quick deployment of hired pallets and collection of de-hired pallets over short distances. With the acquisition of CHEP India in January 2025, the company integrated CHEP India's established asset pooling network with its own and has also expanded its reach across various industry customers and enhanced its ability to serve a broader customer base. Building a fleet similar to the company's would require substantial investment over multiple years with no assurance of immediate customer demand or established distribution channels. The company's extensive pan-India network enables it to leverage reverse logistics for pallet retrieval at a competitive cost.

b) Customer relationships

The company has established partnerships with more than 1,000 customers as of March 31, 2026, including blue-chip companies across various industries. Its customer list includes reputed companies such as Hindustan Coca-Cola Beverages Private Limited, Marico Limited, Toll (India) Logistics Private Limited, Daikin Airconditioning India Private Limited, Panasonic Life Solutions India Private Limited, Haier Appliances India Private Limited, Daimler India Commercial Vehicles Private Limited, Autoliv India Private Limited, and Sanathan Textiles Limited, among others. The company has established a track record of customer service and reliability, demonstrated by the tenure of its relationships, with several of its top 10 customers (in terms of revenue) having been associated with the company for more than five years.

The company's pooling assets are integrated into its customers' supply chains, and switching to another provider would be difficult and costly for customers, as it would require re-palletization across all touchpoints. Accordingly, the company's business is characterized by low customer churn. Set out below are details of the company's customers and churn, as at and for the years indicated.

Particulars	FY26	FY25	FY24
No. of customers	1,000+	900+	500+
Customer churn among top 100 customers (%)	0.00%	0.19%	0.75%

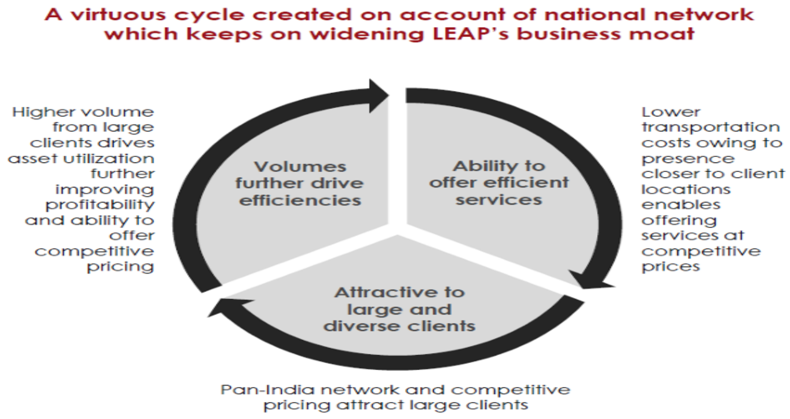
c) Product quality and customer service

The quality of the company's products is core to its business. The company's commitment to quality is demonstrated by its sourcing standards, comprehensive testing protocols, and certifications from recognized bodies such as the Indian Institute of Packaging ("IIP"), ensuring that its pallets and containers do not deform during dynamic load and static load tests. This focus on quality results in low rejection rates from customers, which the company believes may be difficult for new entrants to replicate without experience. Additionally, the company's customer service is built on technology-driven processes, real-time asset tracking, and proactive support, including on-site training for customer employees and efforts to respond to service needs.

d) Network Effects

The company's business benefits from an effective interplay of local network effects. As its network expands, the value proposition for customers strengthens, based on timely and cost-efficient asset pooling availability. Higher transaction volumes drive greater asset utilization rates, which in turn drive operational efficiencies and profitability. This scale advantage enables the company to offer more competitive pricing, which in turn attracts a broader and more diverse client base.

The company's widespread network ensures a closer presence to client locations, reducing transportation costs and enabling rapid delivery of pallets and other assets directly to the point of demand. This proximity not only enhances service efficiency but also increases customer dependence, as clients benefit from quick, reliable access to supply chain assets. Additionally, the high level of integration into customer operations and the disruption associated with switching providers further reinforce long-term customer relationships and result in customer retention.



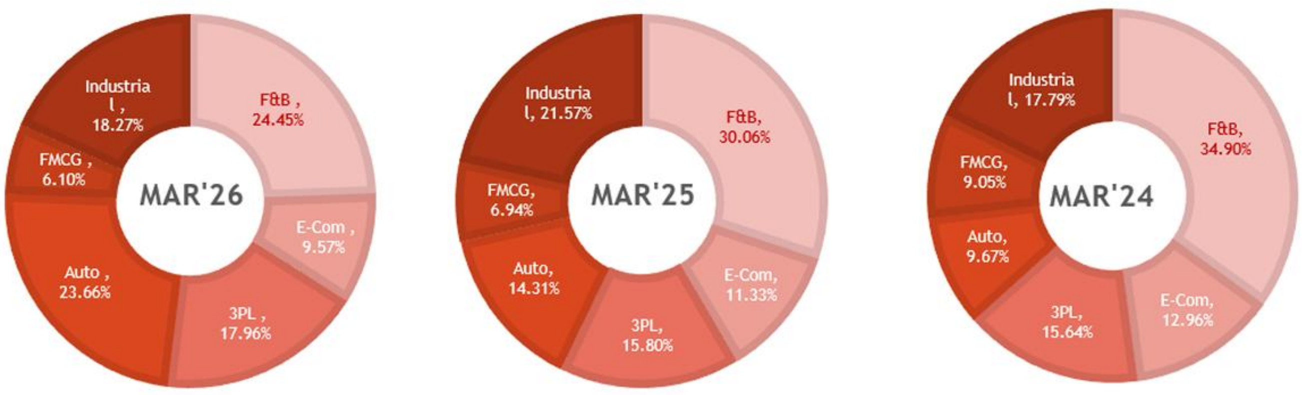
e) Knowledge Base

Over the years, the company has built a substantial knowledge base that it believes acts as a barrier for new entrants in the asset pooling industry. Its experience spans various aspects of the business, from sourcing and managing assets to understanding the nuances of customer operations across diverse sectors. Building a fleet similar to the company's would require substantial investment over multiple years with no assurance of immediate customer demand or established distribution channels. Further, the company's network has been developed over time by analysing and responding to customer patterns, a process enabled by its technical practice of tracking and data collection. This accumulated operational knowledge helps the company improve efficiency and support strong customer relationships.

The operational knowledge accumulated by the company enables it to deliver efficient, reliable, and tailored solutions to customers. Its long-standing relationships with companies across industries have given it an understanding of their supply chain challenges and requirements.

- ***Highly resilient business model with a blue-chip customer base across high growth sectors:***

The company's business is anchored by a diversified end-use customer base spanning multiple high-growth and stable sectors, including FMCG, F&B, 3PL, e-commerce and quick commerce, automotive, industrials, and others. These sectors have shown sustained growth and remained relatively resilient to economic downturns. This ensures steady demand for the company's solutions even during periods of macroeconomic volatility. This sectoral diversification not only supports consistent asset utilization throughout the year but also allows the company to balance demand across different business cycles, maximizing operational efficiency and reducing exposure to sector-specific risks. Set out below is a graphic representation of the revenue contribution from end-use industries for the years indicated.



The company has established strong partnerships with a diversified customer base, including reputable names across their respective industries. Its customer list features organizations such as Hindustan Coca-Cola Beverages Private Limited, Marico Limited, Toll (India) Logistics Private Limited, Daikin Airconditioning India Private Limited, Panasonic Life Solutions India Private Limited, Haier Appliances India Private Limited, Daimler India Commercial Vehicles Private Limited, Autoliv India Private Limited, and Sanathan Textiles Limited, among others. This broad sectoral presence demonstrates the company's ability to meet the varied and complex requirements of large customers. Serving such a marquee customer base not only enhances the company's reputation in the market but also provides valuable insights into evolving industry needs, enabling it to continuously refine and expand its offerings. The company's customer base is both diversified and expanding, as evidenced by the increase in the total number of customers to over 1,000 as of March 31, 2026, from over 500 as of March 31, 2024.

The company typically enters into contracts with its customers, with contract durations ranging from one to five years and auto-renewal provisions. These contracts provide predictable cash flows and financial stability, while renewal rates offer strong revenue visibility for three to five years. The company's contract structures allow for periodic price escalations and cost pass-throughs, ensuring that inflation-linked cost increases are passed on to customers and margins are protected. Additionally, the contracts include provisions for the recovery of pallet repair costs, breakage costs, and loss recovery. This combination of a growing, diversified customer base and long-term, inflation-protected contracts demonstrates the stability and sustainability of the company's business model.

- ***Efficient asset management capabilities led by technology and a focus on customer service leading to supply chain efficiency:***

The company's approach to asset management and customer service is built on a foundation of technology-driven processes and a commitment to operational efficiency. The company was the first in India to introduce passive RFID-tagged containers. It is also in the process of tagging CHEP-acquired assets with passive RFID tags. Passive RFID enables real-time tracking and improved asset management practices throughout the supply chain. The company's MHE fleet is IoT-enabled, allowing for detailed tracking of forklift movements at customer locations and providing operational insights.

Furthermore, the company has implemented tracking systems for the benefit of customers, accessible through the MyLEAP platform, a digital portal that offers a user-friendly interface for real-time asset tracking, inventory management, and access to relevant pallet-related information and actions. Similarly, the company has the Docket System, which is used to monitor assets deployed at customer locations and fulfilment centres. These digital tools support efficient inventory management, asset retrieval, and proper maintenance, helping minimize downtime and maximize asset utilization. The company uses advanced analytics and automation within its facilities to ensure optimal asset allocation and timely response to customer needs. It analyses the data collected and utilizes AI and machine learning algorithms to forecast pallet demand. As a result, the company is able to balance its asset inventory to ensure pooling availability across its network.

Additionally, the company has an established asset retrieval mechanism, the Asset & Audit Application (“AAA”), in place to reduce the loss of its assets. The company also operates a Sorting, Repair, and Conditioning (“SRC”) system within its fulfilment centres and at select customer locations and provides access to mobile repair units for on-site maintenance, minimizing service disruptions and ensuring asset reliability. The company conducts regular equipment hire stock audits to compare system records with physical counts, and any discrepancies are addressed through loss equipment fees after notifying the customer, with all transactions recorded in its portal. To help ensure the proper use and longevity of its assets, the company provides frequent equipment handling training at customer sites, training approximately 35,000 to 40,000 customer employees each year, resulting in lower asset damage and improved safety of customer products.

➢ **Key Strategies:**

- ***High growth potential on the back of increasing penetration of palletization and pallet pooling*:**

To capitalize on this opportunity, the company intends to focus on a three-pronged strategy as set out below.

1) Expansion within existing industries by replicating success stories:

The company plans to strengthen its position within existing industries by applying strategies and solutions implemented for its current customers across sectors such as FMCG, F&B, 3PL, e-commerce and quick commerce, automotive, industrials, and others. For instance, in 2020, the company was engaged by a battery manufacturer to upgrade its storage and transportation processes by replacing traditional one-way pallets with the company's pallet pooling solutions. The transition to the company's pallet pooling system resulted in several benefits for the customer. By moving away from one-way wooden pallets, the customer was able to reduce ongoing costs associated with purchasing new pallets and stockpiling pallets. The company's solutions also simplified the customer's operations, as pallets were supplied as needed and the procurement process was streamlined. Environmentally, the transition to the company's pooling solutions helped reduce waste from pallet scrapping, supporting the customer's sustainability goals. Further, the company continues to expand its presence in movement hire and expects the share of revenue from movement hire to increase further.

2) Penetration in new industries:

The company is focused on providing its solutions to a wider range of industries. Industries such as textiles, paints, solar energy, pharmaceuticals, chemicals, and heavy engineering are rapidly evolving and increasingly adopting palletization in India. By providing pallet pooling solutions suited to the unique operational needs of these sectors and demonstrating benefits such as cost savings, improved efficiency, and sustainability, the company aims to accelerate adoption.

3) Penetration across the supply value chain**:**

The company aims to expand its presence across customers’ entire supply value chain by extending its solutions from manufacturers to distributors and retailers, enabling integration at every stage, including by expanding its product portfolio and adding complementary products to pallets.

- ***Integrate CHEP India and selectively pursue inorganic growth opportunities:***

The company acquired CHEP India in January 2025. CHEP India (which has since been merged with the company) was a leading provider of pallet and container pooling services, backed by a long track record, best practices, and strong customer relationships, and was also recognized as the market leader in asset pooling in the container segment in Fiscal 2024. With this acquisition, the company has been able to consolidate its leadership in the container segment and reinforce its position across the broader asset pooling industry in India. The integration of CHEP India is expected to generate synergies on both cost and revenue fronts. By consolidating its fulfilment centres, the company expects to increase its reach for customer servicing while anticipating cost savings through optimized network operations and improved rental negotiations. Additionally, this acquisition opens up new avenues for cross-selling across the combined customer base, leveraging the strengths and relationships of both the company and CHEP India.

The company remains committed to selectively pursuing further investments and acquisitions that are value-accretive to its business, both within and outside India. Its track record of acquisitions demonstrates a capability to acquire, integrate, and revitalize companies in the asset pooling and supply chain management sector. For instance, following the acquisition of SKAN Marine and its subsequent merger with TARON MHE, the company successfully increased TARON MHE’s revenue from ₹676.91 million in Fiscal 2024 to ₹1,165.99 million in Fiscal 2026 by leveraging operational improvements and strategic integration. The acquisition of CHEP India further showcases the company's ability to integrate modern large-scale companies with their own track record of successful operations.

The company's strategy is to complement organic growth with targeted investments that broaden its platform offerings, enhance its technology capabilities, expand its geographic footprint, and elevate the customer experience. In particular, the company may pursue acquisitions that deepen penetration within existing customer segments, strengthen its asset base, streamline the group structure, and rationalize operations, with the aim of developing a stronger foundation for future growth and greater flexibility in supply chain and backend operations. The company believes its disciplined approach to target identification, transaction execution, and post-acquisition integration will continue to drive value creation as it scales its operations.

- ***Expand their product offerings to existing customers:***

The company's portfolio includes a diverse range of assets such as pallets, containers, and MHEs, among others. The company is continually expanding its product range to better serve its customers. For example, it has added items such as belts, wedges, stillages, and racking to its offerings. With its extensive product selection, customers no longer need to coordinate with multiple suppliers for pallets, containers, MHEs, and other supply chain assets, streamlining their operations and reducing management complexity. The company plans to continue making strategic investments across multiple asset categories and further strengthen its leadership position in the market.

The company is committed to building a comprehensive product ecosystem that encompasses key assets utilized throughout the supply chain. Pallets and MHEs are complementary businesses, offering significant customer synergies. By leveraging its established relationships in the pallets vertical and its understanding of customer requirements, the company is well-positioned to cross-sell MHE solutions to its existing customer base. This strategy is expected to enable the company to scale its MHE vertical and enhance the value delivered to customers.

- **International expansion:**

By focusing on regions with comparable infrastructure and operational standards, the company aims to replicate its success and expand its international presence. For instance, it plans to strategically enter the GCC, which, is a highly industrialized and commercialized market featuring a high level of palletization, standardized logistics practices, and a well-established movement hire model. These market characteristics align with the company's strengths and present opportunities for growth. The company established wholly owned subsidiaries, LEAP GULF Company in the Kingdom of Saudi Arabia on December 3, 2025, and LEAP MENA Holdings Limited in the UAE on July 1, 2026, to capitalize on the region’s advanced supply chain infrastructure.

In furtherance of its strategy to expand in the GCC, the company may also pursue selective acquisitions or strategic investments in the UAE to accelerate market entry and strengthen its competitive positioning. The company believes that acquiring or investing in established local operators or complementary businesses in the UAE could enable it to gain immediate access to existing customer relationships, operational capabilities, and market knowledge, thereby reducing the time and cost associated with organic market development. Additionally, the company continues to evaluate opportunities for expansion into other countries.

In addition, the company intends to extend its pooling solutions beyond India, leveraging its existing domestic operations as a launchpad to serve customers in international markets. Through the acquisition of CHEP India, the company also commenced the inter-country movement of pallets and containers and aims to further enhance this business in the future.

➢ **Industry Snapshot*:***

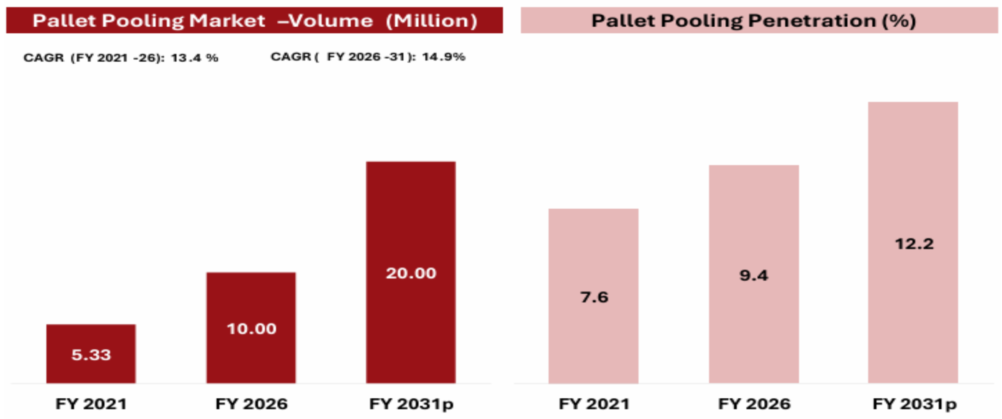
- ***Indian Palletization Market*:**

Pallet penetration in India is rising as supply chains become more automated and integrated with modern warehousing and material handling systems. India’s pallet industry is relatively young, gaining momentum and structure over the past 15 years. With growing industrialization and manufacturing capacity, pallet usage is expanding rapidly to support efficient storage, transport, and movement of goods. India’s logistics sector is characterized by low productivity, largely due to fragmented supply chains, manual handling and inefficient transportation systems, leading to high costs.

These challenges are prompting companies in India to seek modern solutions, with supply chain automation becoming increasingly attractive and palletization emerging as a strong element in this transformation. Further, an increase in population drives higher consumption, which in turn elevates demand and necessitates greater production. This growing need compels companies to adopt vertical expansion strategies, such as transitioning to Grade A facilities. The adoption of palletization is still at a nascent stage in India. As more companies in India recognize the benefits of palletization, the market is expected to grow rapidly, attracting both domestic and international players and driving further innovation in logistics and supply chain management. Within palletization, pallet pooling is also under-penetrated. Industries such as textiles, paints, solar energy, pharmaceuticals, chemicals, and heavy engineering are rapidly evolving and increasingly adopting palletization in India.

- ***Market Size and Outlook (Pallet Pooling Market)*:**

The Indian pallet pooling market is expected to grow at a high CAGR of 14.9% from FY 2026-31p, driven by increase in palletization and deeper penetration of pallet poolers. Despite a strong growth in pooled pallets, penetration account for just 9.4 % of India's total pallet market by FY2026, indicating substantial room for expansion. India’s pallet pooling market is highly concentrated, with LEAP holding the majority of the market share. Pallet pooling model is being adopted by major key industries which are striving to cut logistics costs as well as ensure safety of goods. The industries spending most on logistics are the food & beverages sector as they require cold chain facilities and special handling while transportation and storage.



Pallet Pooling Market by Volume (Million) and Pallet Pooling Penetration (%), India, FY 2021-31p

- ***Criticality of an Effective Pallet Pooling Network***:

An effective pallet pooling network is critical to ensuring supply chain responsiveness and cost efficiency. A well-distributed and agile network helps reduce overall logistics costs by minimizing the need to reposition pallets across long distances. It also limits the dependence on reverse logistics, as pooled pallets can be redeployed locally, lowering backhaul requirements and related emissions. Additionally, during demand surges or seasonal peaks, a strong pooling infrastructure enables rapid supply of incremental pallet requirements to key hubs, ensuring operational continuity. As a result, the quality and density of the pooling network directly influence turnaround time, scalability, and cost competitiveness, making it a strategic differentiator for logistics providers.

- ***Growth By End-Use Sectors***:

The below table indicates e-commerce and q-commerce, FMCG and Automotive are few of the fastest growing segments that utilize pallets This growth is being fueled by increasing automation in warehouses, the need for standardized logistics solutions, and India's expanding manufacturing and export sectors under initiatives like Make in India. Consumption-driven industries such as FMCG, F&B, 3PL, e-commerce, quick commerce, automotive, and industrials have shown sustained growth and remain relatively resilient to economic downturns. Effectively serving a diverse range of customers across industry sectors requires a pan-India network, deep domain expertise, strong operational processes, and the agility to meet evolving customer needs. As supply chains modernize, the adoption of pooled pallets is expected to accelerate beyond metro cities into tier 2 and 3 markets, though the industry.

Pallet pooling in India is gaining traction across diverse industries as companies increasingly prioritize cost efficiency, operational scalability, and standardized handling. Sectors such as food and beverages, e-commerce, FMCG, automotive, and industrial manufacturing are driving this growth, supported by the rising adoption of automation and organized logistics practices. Figure below forecasts sector-wise pallet pooling adoption in India (FY 2021-2031p).

Industry	FY2021	FY2026	FY2031p	CAGR % (2021–2026p)	CAGR % (2026–2031p)
	Pallet Pooling Market by End Users (In Million)				
Food and Beverages	1.1	2.21	4.73	15.05	16.45
Ecom and Q Com	0.36	0.99	2.78	22.44	22.93
3PL	0.68	1.31	2.57	14	14.46
FMCG and Retail	1.46	2.9	5.85	14.79	15.06
Automotive	0.58	0.92	1.5	9.66	10.25
Industrial & Other sectors	0.61	0.83	1.21	6.49	7.88
Other Manufacturing	0.56	0.84	1.35	8.58	9.95
Total Pallet Pooling	**5.33**	**10**	**20**	**13.39**	**14.9**

- ***Barriers to Entry in the Industry***:

The Indian pallet pooling industry exhibits high barriers to entry, limiting competition and allowing a select few players to dominate across geographies. The Indian pallet pooling market is dominated by LEAP, which holds 90% of the market share in FY 2026 with the largest pallet fleet and nationwide facility network. The market is largely monopolistic or duopolistic, with established leaders holding the lion’s share of the industry.

New entrants face substantial operational and financial hurdles, including the need for large-scale capital investments in pallet procurement, infrastructure, and advanced tracking technologies. Building a nationwide depot and repair network requires not only high upfront costs but also deep industry expertise to ensure service reliability. Moreover, the dominance of established players with entrenched customer relationships and long-term contracts creates a strong barrier to switching, while compliance with quality standards and ESG requirements adds further complexity. Together, these factors reinforce the market's monopolistic nature and limit the scope for smaller or new competitors to scale effectively.

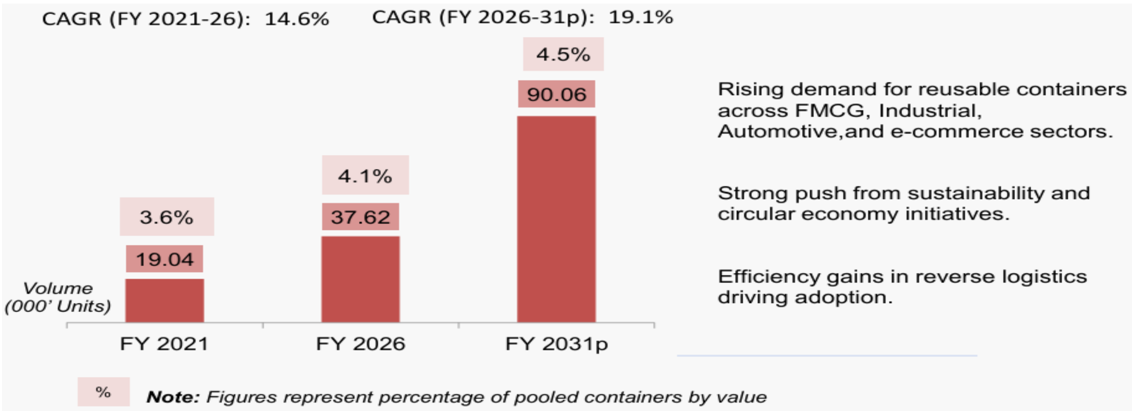
Additionally, limited availability of standardized pallets and the high cost of reverse logistics further discourage new players from entering the market. Established players leverage economies of scale, integrated technology platforms, and strong relationships with key industries such as FMCG, retail, and automotive, making it even harder for smaller firms to compete. As a result, market entry often requires strategic partnerships, niche specialization, or significant financial backing to overcome these structural disadvantages.

- ***Indian Container Pooling market***:

India's container pooling market is gaining traction as industries shift toward asset-light, cost-efficient, and sustainable logistics models. Traditionally dominated by container ownership, the market is now witnessing increased adoption of pooling solutions, especially across sectors like FMCG, organized retail, and 3PL. This shift is further supported by government initiatives such as the National Logistics Policy and Gati Shakti.

- **Market Size and Outlook**:

India's container pooling market for FLCs, utility boxes, and crates is growing rapidly, driven by rising demand for reusable and standardized transport solutions. India's container pooling market, though still underpenetrated, is experiencing a strong shift toward shared pooling solutions as companies increasingly prefer flexible, pay-per-use models over traditional asset ownership. The growing need for operational efficiency, sustainability, and seamless 3PL integration is accelerating adoption. Large players are investing in track-and-trace technologies to enhance container visibility and utilization, while sectors like automotive, pharmaceuticals, and cold chain are driving standardization through integrated supply chains. The expansion of temperature-controlled infrastructure is also playing a key role in boosting demand for insulated and reusable containers, reinforcing pooling as a scalable and future-ready solution.



Total Container Pooling by Value (USD Mn) & Volume (000' Units), India, FY 2021- FY2031p

- ***Growth and End-Use Sectors***:

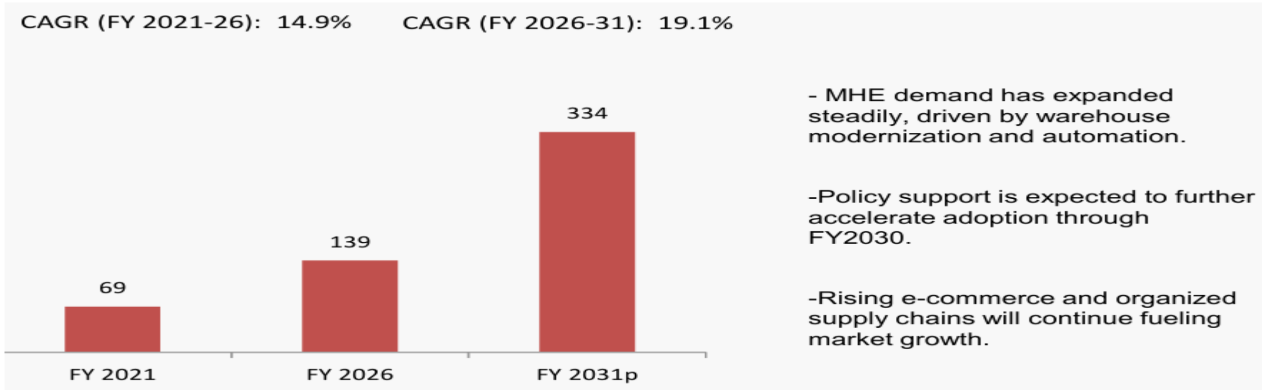
Reusable container solutions such as Foldable Large Containers (FLCs), crates, and utility boxes are gaining strong adoption across industries like automotive, FMCG, pharmaceuticals, and retail as companies prioritize efficiency, sustainability, and operational flexibility. By replacing single-use packaging with durable, returnable units, businesses can significantly reduce packaging waste, lower carbon footprints, and cut long-term costs, directly supporting ESG and circular economy goals. Advancements in high-strength materials, RFID, and IoT-enabled tracking enhance container durability, traceability, and real time visibility, while compatibility with automated systems, such as conveyor belts, robotic pickers, and automated storage and retrieval systems, enables seamless integration into modern warehouses. Standardized designs allow for optimal stacking, reduced handling time, and improved safety in logistics operations. As production volumes rise and e-commerce accelerates, these containers are becoming essential for managing high-mix, low-volume goods efficiently. Collectively, these factors position reusable container solutions as a critical driver of sustainable and technology-driven supply chain growth.

Industry	FY2021	FY2026	FY2031p	CAGR % (2021–2026p)	CAGR % (2026–2031p)
	Pallet Pooling Market by End Users (In Million)				
Food and Beverages	3.89	6.27	13.42	10	16.4
Ecom and Q Com	1.2	2.33	6.28	14.1	21.9
3PL	1.36	2.93	7	16.7	19
FMCG and Retail	3.88	6.94	18.77	12.4	22
Automotive	4.63	10.96	27.55	18.8	20.2
Industrial & Other sectors	2.22	3.83	7.96	11.5	15.7
Other Manufacturing	1.85	4.35	9.09	18.6	15.9
Total Pallet Pooling	**19.04**	**37.62**	**90.06**	**14.6**	**19.1**

- ***Indian MHE and Pooling Market***:

The MHE industry remains closely aligned with the performance of India's manufacturing and logistics sectors, both of which have seen renewed momentum post-pandemic. This growth is being fuelled by rapid infrastructure development, increasing investments in Grade A warehousing, widespread adoption of automation, and the continued boom in e-commerce and omni channel retailing. Additionally, rising safety and efficiency standards in manufacturing and logistics operations are prompting greater use of advanced MHE. The Indian warehousing landscape is increasingly shifting toward palletized storage systems and vertical racking, where modern MHE such as forklifts, reach trucks, and automated storage solutions play a critical role in improving space utilization and throughput. With ongoing policy support under initiatives like PM Gati Shakti and the National Logistics Policy, the Indian MHE market is expected to continue expanding as supply chains become more organized and automation led.

The growth in MHE Pooling in India is anticipated to be largely influenced by the growing wet leasing MHE business model in the coming years. Growth and development of various industries like e-commerce, FMCG and logistics sector in India are expected to boost quick adoption of MHE through pooling services to automate operations and stay competitive in a rapidly changing business environment. High costs related to MHE purchase as well as training of staff to operate MHE has created a demand for wet leasing of MHE in India. Figure 6.4 identifies key growth drivers for India MHE Pooling adoption in CY2025.



India MHE Market Size by Volume ('000 Units), FY 2021- FY 2031p

- ***Growth Drivers***:

Shift to Asset-Light Models through MHE Pooling: With capital-intensive requirements for forklifts, stackers, cranes etc., many Indian businesses are opting for equipment pooling and leasing models to avoid high Capex. This model allows companies to redirect capital into core operations while outsourcing the ownership, maintenance, and depreciation risks to pooling service providers. This is especially attractive for warehousing, logistics, and mid-size manufacturers looking to scale without heavy upfront investments.

Warehouse Modernization and Growth of Palletized Storage: India's shift toward organized warehousing and palletized storage systems, driven by GST-led unification, e-commerce growth, and 3PL automation, is accelerating the demand for pooling. MHE Companies are increasingly pooling electric forklifts, VNA trucks, and automated retrieval systems to manage high-density inventory while avoiding large capital outlays and improving operational flexibility.

Operational and Financial Efficiency through Pooling: Pooling models offer additional advantages by eliminating maintenance, repair, and downtime-related costs, which are handled by the equipment provider. For businesses operating in time-sensitive environments, such as e-commerce, FMCG, and 3PL logistics, having access to reliable, ready-to-use MHE without long lead times adds significant operational flexibility.

Reduced Insurance and Administrative Burden: High-value MHE typically requires extensive insurance coverage for risks including fire, theft, and workplace accidents. By leasing or pooling MHE, Indian companies can benefit from insurance coverage bundled into the service contract, resulting in lower costs and reduced administrative complexity compared to insuring self-owned assets. Additionally, the need for trained staff to safely operate such equipment has led to increased preference for pooling models that offer MHE along with skilled operators, further driving the growth of the MHE Pooling market.

Government Push for Infrastructure and Logistics Reform: National initiatives like PM Gati Shakti, the National Logistics Policy, and investments in multimodal parks and industrial corridors are accelerating the shift toward integrated and automated material movement. To align with these developments without heavy upfront capital expenditure, companies are increasingly turning to MHE Pooling models, enabling access to advanced equipment while preserving financial flexibility.

- ***ESG Impact of Polled Assets- Pallets, Containers and MHEs***

Pooled pallets and MHE offer a fundamentally more sustainable alternative to single-use or dedicated logistics assets by maximizing reuse and minimizing waste. In a pooled system, assets like pallets are shared across multiple customers and returned, inspected, repaired, and reused, significantly reducing the need to manufacture new units. This model drastically cuts carbon emissions associated with timber harvesting, plastic resin production, and energy-intensive manufacturing. For instance, CHEP's global pallet pooling operation enabled avoidance of over 10 million tonnes of CO_2 and saved 13.3 million trees cumulative by 2025. LEAP India, operating at scale within the Indian market, reports saving 21 million tonnes of CO_2, 258,000 tonnes of waste, and 2.1 million trees through its pooled pallets and FLC as of June 2026. Additionally, optimized pooling networks reduce empty freight miles by rebalancing assets efficiently thus contributing to fuel savings and reduced Scope 3 emissions.

Pooling platforms inherently support better governance through centralized asset management and digital traceability. This traceability also simplifies compliance with regulatory standards (e.g., ISPM-15 for wooden pallets in export shipments, emissions standards for diesel MHE). Pallet pooling providers typically adhere to sustainability standards, sourcing FSC- or PEFC-certified timber and ensuring that pallets meet health and safety norms. By outsourcing logistics equipment management to a pooler, companies benefit from a compliant, auditable, and environmentally optimized logistics infrastructure, reducing reputational and operational risks associated with poorly managed supply chains.

- **KPI:**

S. No.	Key Performance Indicators	Units	Fiscal 2026	Fiscal 2025	Fiscal 2024
1	Total Assets	Volume (million)	14.7	13.3	7.92
2	**Utilization Rate:**				
	Pallets	%	89.34%	87.46%	87.75%
	Containers	%	71.68%	76.03%	66.17%
	Material Handling Equipment (MHEs)	%	79.79%	81.54%	82.50%
3	Total Income	₹ million	7,473.55	4,850.31	3,719.44
4	Net profit for the year ("PAT")	₹ million	623.41	375.58	371.74
5	**Total Income split:**				

	Asset Pooling (excluding MHE)	₹ million	6,168.81	3,842.20	2,992.79
	Material Handling Equipment (MHE) Pooling	₹ million	1,151.80	886.74	675.83
	Others	₹ million	152.94	121.37	50.82
6	EBITDA	₹ million	3,788.29	2,737.97	2,099.18
7	EBITDA Margin	%	50.69%	56.45%	56.44%
8	PAT Margin	%	8.34%	7.74%	9.99%
9	Cash PAT	₹ million	2,666.71	1,912.87	1,497.83
10	Cash PAT Margin	%	35.68%	39.44%	40.27%
11	Debt to Equity	Times	1.01	0.87	0.72
12	Return on Equity	%	6.48%	4.60%	5.79%
13	Cash Return on Equity	%	27.73%	23.45%	23.34%
14	Return on Capital Employed (by EBITDA)	%	19.06%	18.01%	20.33%

➢ **Key Risk:**

- The company's business has grown rapidly in recent years, and it may not be able to sustain its rate of growth and profitability in the future.
- A majority of the company's revenue from operations is derived from its pallets (which contributed 62.17%, 67.90%, and 72.23% of revenue from operations in Fiscals 2026, 2025, and 2024, respectively). Any adverse impact on the company's pallet pooling business would adversely affect its business, results of operations, and profitability.
- The company is dependent on its suppliers and service providers (its top ten suppliers and service providers contributed 63.27%, 60.00%, and 77.00% of total purchases in Fiscals 2026, 2025, and 2024, respectively) in relation to its operations. Any loss of suppliers or interruptions in the timely delivery of supplies and services could have an adverse impact on the company's business, financial condition, cash flows, and results of operations.
- Pooling asset loss and inadequate controls and processes relating to the company's pooling equipment may result in additional expenses and could negatively affect its financial performance.
- The company typically enters into long-term, recurring contracts with customers. If customers do not renew their agreements with the company or expand the scope of services provided, the company's business, financial condition, results of operations, and cash flows could be adversely impacted. In particular, if relationships with the company's top customers are impaired or terminated, its business, financial condition, results of operations, and cash flows could be adversely impacted.
- The company is reliant on its technology infrastructure for business operations, and any disruption or failure of this technology infrastructure could materially affect its growth prospects, reputation, business, and results of operations, financial condition, and cash flows.
- The company is exposed to counterparty credit risk. Its inability to collect receivables on time or at all and defaults in payment from its customers could reduce its profits and affect its cash flows.
- The company is subject to volatility in the supply and pricing of raw materials such as timber and plastic which are used in the manufacture of its Assets as well as the supply and pricing of Assets, which it purchases from third parties.
- The company holds 90.00% of the market share in the pallet pooling business in India with the largest pallet fleet. Competition in the industry in which the company operates could result in a reduction in its market share which could adversely affect its business, results of operations and financial conditions.
- Company's insurance coverage may not be sufficient or may not adequately protect it against risks and unexpected events, which may adversely affect its business, financial condition, cash flows and results of operations.

➢ **Valuation:**

LEAP India Limited is India's largest on-demand asset pooling provider in the supply chain management sector, based on the number of pooled assets. The company operates a circular asset pooling model, offering pallets, containers, and material handling equipment (MHEs) through a pan-India network, serving over 1,000 customers across industries including FMCG, food & beverage, third-party logistics, e-commerce, automotive, and industrials. The company is also pursuing international expansion, with a strategic focus on the GCC region through wholly owned subsidiaries in Saudi Arabia and the UAE, while evaluating selective acquisitions and strategic investments to accelerate its presence in the region.

At the upper end of the price band, the company is valued at a P/E of 113.6x FY26 earnings, EV/EBITDA of 21.8x, and P/BV of 6.9x, implying a post-issue market capitalization of ₹70,045 million. While LEAP India is well-positioned to benefit from increasing adoption of asset pooling solutions, supply chain formalization, and its international expansion strategy, the issue appears aggressively priced considering its ROE of 6.19%. Hence, we recommend a **"Subscribe – Long Term"** rating to the IPO.

DISCLAIMER:

Analyst Certification

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

Anand Rathi Ratings Definitions

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

Ratings Guide (12 months)	Buy	Hold	Sell
Large Caps (Top 100 companies)	**>15%**	**0%-15%**	**Below 0%**
Mid Caps (101st-250th company)	>20%	0%-20%	Below 0%
Small caps (251st company onwards)	>25%	0%-25%	Below 0%

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

Anand Rathi Share and Stock Brokers Ltd. (hereinafter refer as ARSSBL) (Research Entity, SEBI Regn No. INH000000834, Date of Regn. 29/06/2015) is a subsidiary of the Anand Rathi Financial Services Ltd. ARSSBL is a corporate trading and clearing member of Bombay Stock Exchange Ltd (BSE), National Stock Exchange of India Ltd. (NSEIL), Metropolitan Stock Exchange of India Ltd. (MSE), and also depository participant with National Securities Depository Ltd (NSDL) and Central Depository Services Ltd. (CDSL), ARSSBL is engaged into the business of Stock Broking, Depository Participant, Mutual Fund distributor.

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

General Disclaimer: -

This Research Report (hereinafter called "Report") is meant solely for use by the recipient and is not for circulation. This Report does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. The recommendations, if any, made herein are expression of views and/or opinions and should not be deemed or construed to be neither advice for the purpose of purchase or sale of any security, derivatives or any other security through ARSSBL nor any solicitation or offering of any investment /trading opportunity on behalf of the issuer(s) of the respective security (ies) referred to herein. These information / opinions / views are not meant to serve as a professional investment guide for the readers. No action is solicited based upon the information provided herein. Recipients of this Report should rely on information/data arising out of their own investigations. Readers are advised to seek independent professional advice and arrive at an informed trading/investment decision before executing any trades or making any investments. This Report has been prepared on the basis of publicly available information, internally developed data and other sources believed by ARSSBL to be reliable.

ARSSBL or its directors, employees, affiliates or representatives do not assume any responsibility for, or warrant the accuracy, completeness, adequacy and reliability of such information / opinions / views. While due care has been taken to ensure that the disclosures and opinions given are fair and reasonable, none of the directors, employees, affiliates or representatives of ARSSBL shall be liable for any direct, indirect, special, incidental, consequential, punitive or exemplary damages, including lost profits arising in any way whatsoever from the information / opinions / views contained in this Report. The price and value of the investments referred to in this Report and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance. ARSSBL does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding taxation aspects of any potential investment.

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

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

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

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

Contd.

- **Statements on ownership and material conflicts of interest, compensation - ARSSBL and Associates**
- **Answers to the Best of the knowledge and belief of ARSSBL/ its Associates/ Research Analyst who is preparing this report**

Sr. No.	Statement	Answers to the Best of the knowledge and belief of the ARSSBL/ its Associates/ Research Analyst who is preparing this report
1	ARSSBL/its Associates/ Research Analyst/ his Relative have any financial interest in the subject company? Nature of Interest (if applicable), is given against the company's name?.	NO
2	ARSSBL/its Associates/ Research Analyst/ his Relative have actual/beneficial ownership of one per cent or more securities of the subject company, at the end of the month immediately preceding the date of publication of the research report or date of the public appearance?.	NO
3	ARSSBL/its Associates/ Research Analyst/ his Relative have any other material conflict of interest at the time of publication of the research report or at the time of public appearance?.	NO
4	ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation from the subject company in the past twelve months.	NO
5	ARSSBL/its Associates/ Research Analyst/ his Relative have managed or co-managed public offering of securities for the subject company in the past twelve months.	NO
6	ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months.	NO
7	ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months.	NO
8	ARSSBL/its Associates/ Research Analyst/ his Relative have received any compensation or other benefits from the subject company or third party in connection with the research report.	NO
9	ARSSBL/its Associates/ Research Analyst/ his Relative have served as an officer, director or employee of the subject company.	NO
10	ARSSBL/its Associates/ Research Analyst/ his Relative has been engaged in market making activity for the subject company.	NO

Other Disclosures pertaining to distribution of research in the United States of America

The research report is a product of Anand Rathi Share and Stock Brokers Ltd. (hereinafter refer as ARSSBL) under Marco Polo Securities 15a6 chaperone service 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.

Research reports are intended for distribution by 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, ARSSBL has entered into a chaperoning agreement with a U.S. registered broker dealer, Marco Polo Securities Inc. ("Marco Polo").

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

- As of the publication of this report, ARSSBL does not make a market in the subject securities.
- Additional information on recommended securities/instruments is available on request.
- Compliance officer-Deepak Kedia, email id - deepakkedia@rathi.com, Contact no. +91 22 6281 7000.
- Grievance officer-Madhu Jain-email id- grievance@rathi.com, Contact no. +91 22 6281 7191 ARSSBL registered address: Express Zone, A Wing, 9th Floor, Western Express Highway, Diagonally Opposite Oberoi Mall, Malad (E), Mumbai – 400097. Tel No: +91 22 6281 7000 | Fax No: +91 22 4001 3770 | CIN: U67120MH1991PLC064106.