30 July 2019
1QFY20 Results Update | Sector: Media

Music Broadcast

BSE SENSEX	S&P CNX
37,686	11,189

Motilal Oswal values your support in the Asiamoney Brokers Poll 2019 for India Research, Sales and Trading team. We request your ballot.



Bloomberg	RADIOCIT IN
Equity Shares (m)	285
M.Cap.(INRb)/(USDb)	13 / 0.2
52-Week Range (INR)	68 / 45
1, 6, 12 Rel. Per (%)	-15/-23/-24
12M Avg Val (INR M)	11
Free float (%)	26.4

Financials & Valuations (INR b)

Y/E Mar	2019	2020E	2021E
Net Sales	3.2	3.3	3.9
EBITDA	1.1	1.2	1.6
PAT	0.6	0.6	0.9
EPS (INR)	2.2	2.2	3.2
Gr. (%)	22.9	-1.0	44.7
BV/Sh (INR)	21.8	24.0	27.2
RoE (%)	10.2	9.6	12.5
RoCE (%)	10.3	10.6	13.4
P/E (x)	21.5	21.8	15.0
P/BV (x)	2.2	2.0	1.8
EV/EBITDA (x)	11.2	10.3	7.3

Estimate change	↓
TP change	↓
Rating change	↔

CMP: INR47 TP: INR65 (+38%) Buy

Weak ad market drags revenue — a first in many quarters

- **Lower revenue weighs down EBITDA and PAT:** Revenue decline of 8% YoY to INR698m (15% below est.) was a first in many quarters. Delayed national campaigns, decreasing low-yield local ads, and muted government/political advertisements led the revenue decline. Yield rose 4% in the top-12 markets. EBITDA declined 21% YoY to INR205m (22% miss) on pre Ind-AS 116 basis (EBITDA was INR18m on reported basis, down 14% YoY). EBITDA margins were down 500bp to 29.4%, (260bp miss), as opex remained flat QoQ. Subsequently, PAT declined 36% YoY to INR87m on pre Ind-AS 116 basis (down 38% YoY to INR84m on reported basis).
- **Concall highlights:** (a) Industry ad volumes were down 9% v/s 12% for MBL. Both national (12-13%) and local ad volumes (5-6%) were down on the back of weak economic conditions. (b) Management believes that ad volumes have bottomed out in 1QFY20 and anticipates demand revival next quarter onwards, aided by the festive season. (c) MBL's ad pricing is at ~10-15% premium to peers and at ~30% premium to local players. (d)) Cash balances and short-term investments stood at INR26b in 1QFY20.
- **FY20 EBITDA est. cut by 9% on grim environment, loss of market share**: Given the broad- based weak ad outlook, smaller players are undercutting ad pricing to gain local ads, while MBL's ad pricing is at ~35% premium to local players. The outlook now hinges on recovery of ad spends from national advertisers. Thus, we have cut FY20 revenue est. by 8%. However, management's tight control on costs in a difficult environment led to a lower cut in EBITDA est. by 9%. Subsequently, we build in FY20 EBITDA/PAT growth of 6%/-1% on post IND-AS 116 basis.
- **Valuation view:** We ascribe 9x (60% discount to two-year average since the IPO) to FY21 EBITDA, arriving at TP of INR65 (prior: INR70). Recovery in ad spends should drive strong operating leverage due to its stable cost. Maintain **Buy**.

Standalone - Quarterly Earning Model (INR m)

Y/E March	FY19				FY20				FY19	FY20	1Q	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			FY20E	Var (%)
Revenue	**757**	**801**	**870**	**819**	**698**	**829**	**936**	**887**	**3,247**	**3,350**	**822**	**-15.1**
YoY Change (%)	7.6	5.7	14.2	7.8	-7.8	3.5	7.6	8.3	8.9	3.2	8.7	-190.1
Total Expenditure	496	536	584	499	474	545	612	518	0	2,149	536	-11.6
EBITDA	**261**	**266**	**286**	**320**	**224**	**284**	**325**	**368**	**3,247**	**1,201**	**286**	**-21.7**
Margins (%)	34.4	33.1	32.9	39.0	32.1	34.3	34.7	41.5	100.0	35.8	34.8	*-270bps*
Depreciation	67	67	68	69	86	86	86	86	0	344	74	
Interest	14	14	14	15	26	26	26	26	0	103	4	
Other Income	24	36	45	46	33	45	45	32	0	154	45	
PBT	**204**	**221**	**249**	**282**	**145**	**217**	**258**	**288**	**3,247**	**908**	**253**	**-42.6**
Tax	69	87	86	98	61	75	89	100	0	325	87	-30.6
Rate (%)	33.7	39.4	34.3	34.8	41.9	34.6	34.6	34.6	0.0	35.8	34.6	
Reported PAT	**135**	**134**	**164**	**184**	**84**	**142**	**168**	**188**	**3,247**	**583**	**165**	**-49.0**
Adj PAT	**135**	**134**	**164**	**184**	**84**	**142**	**168**	**188**	**616**	**610**	**165**	**-49.0**
YoY Change (%)	24.5	5.1	37.9	12.9	-37.6	6.1	2.8	2.7	19.1	-1.0	22.4	
Margins (%)	17.8	16.7	18.8	22.4	12.1	17.1	18.0	21.3	19.0	18.2	20.1	*-801bps*

Aliasgar Shakir – Research Analyst (Aliasgar.Shakir@motilaloswal.com); +91 022 6129 1565

Investors are advised to refer through important disclosures made at the last page of the Research Report.
Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.

Valuation and view

- We have thus cut FY20 revenues by 8%; however, management's tight cost in the difficult environment leads to EBITDA cut of 9%. Subsequently we build FY20 EBITDA/PAT growth of 6%/-1% on post IND-AS 116 basis.
- We ascribe 9x (60% discount to two-year average, since IPO) to FY21 EBITDA, arriving at a TP of INR65 (prior: INR70). Recovery in ad spends should drive strong operating leverage due to its stable cost. Maintain **Buy**

Exhibit 1: Valuation summary

	Methodology	Driver (INR m)	Multiple (x)	Fair Value (INR m)	Value/sh (INR)
EBITDA	FY21 EV/EBITDA	1,588	9	14,611	53
Less Net debt				-3,369	-12
Total Value				**17,981**	**65**
Shares o/s (m)				276.6	
CMP (INR)					48
Upside (%)					**38**

Source: MOFSL, Company



1QFY20 earnings call highlights

Key takeaways

- **Industry ad volumes have declined 9% v/s 12% for MBL. Both national (12-13%) and local ad volumes (5-6%) are down due to weak economic conditions.**
- **Management believes ad volumes have bottomed out in 1QFY20, but expect demand revival from next quarter, to be aided by the festive season.**
- **MBL's ad pricing is at ~10-15% premium to peers and at ~30% premium to local players.**
- **Cash balances and short-term investments stood at INR26b in 1QFY20.**

1QFY20 Performance

- The quarter witnessed a decline in volumes across national and local ads due to slowdown in consumption spends and weak economic conditions; the topline declined for national and local ads
- Only auto and political categories witnessed growth, while the 'Others' category was negatively impacted.
- Government and political categories couldn't cover the shortfall witnessed in the 'Others' category. In contrast to management's expectation, the government category showed muted spends post elections.
- Government ads declined 50% on account of higher base and muted spending.
- Weak consumption, muted ad activity and issues in the financial industry led to lower revenues during the quarter.
- Despite a difficult industry scenario, MBL's yield was up 4%.
- Local advertisers captured the opportunity on the back of low cost plans.
- Volume split between local and national now stands at 60:40, on account of small clients moving towards local advertisers.
- Management has compromised on ad volumes to maintain pricing power in the market.
- MBL's ad pricing is at ~10-15% premium to peers and at ~30% premium to local players.
- Listenership mix stands at 6% from cars, 30% from direct mobile devices and the rest via other mediums.
- Rate hike of 4% was taken across markets; 5% rate hike was taken in the top 4-5 markets.
- There is continued focus on the creative integration of solutions, which is witnessing higher demand. There is less focus on the events business due to low margins and similar offerings within the group company.
- In Delhi, MBL rose to the second position on the back of management's effort for promotions and new offerings.
- June was severely impacted while April-May performed well, achieving 95% of the company's targets.
- Company continues to make deals and offer creative solutions to sustain volume growth in the future, but not at the cost of cutting rates.
- Old station volume utilization was at ~50-55%; for new stations, volume utilization was at 40% – a drop of 10% for both the phases.
- Phase-VI EBITDA contribution was 10%.
- Cash balances and short-term investments stood at INR26b in 1QFY20.

- On RBNL acquisition: Binding agreements and documents have been signed for the RBNL acquisition while approval from the ministry is awaited. ~50% of RBNL's debt will mature this year and the remaining ~50% next year.

Industry

- In volume terms, at the national level, ads declined 12-13%, local advertiser's volumes declined ~5-6%.
- Some local advertisers have seen growth on account of group deals and synergies.
- Industry volumes declined 9%; while for MBL, volumes were down 12%.
- Premium players in the industry have seen decline in volumes due to price pressure, whereas players with mass offerings have seen traction from local participants.
- Ratio for ad rates of Radio and TV now stands at 1:10 from 1:7 earlier.

Outlook

- Management believes ad rates have bottomed out during June-July and expects demand revival from Aug-Sept.
- Volume growth is also expected to pick up from 2Q-3QFY20, along with demand on account of the festive season.
- MBL doesn't intend to offer radio ads along with print ads, as prices for the print medium is ~4-5x than radio, thus, there is a possibility of cannibalization and inefficiency in accounting for ad pulls.

Exhibit 2: Quarterly performance (INR m)

Standalone P&L (INR m)	Post Ind-AS 116 Basis					Pre Ind-AS 116 Basis					Impact of Ind-As 116
	1QFY19	4QFY19	1QFY20	YoY%	QoQ%	1QFY20	YoY%	QoQ%	1QFY20E	v/s est (%)	(as a % of Sales in bp)
Revenue	**757**	**819**	**698**	**-7.8**	**-14.8**	**698**	**-7.8**	**-14.8**	**822**	**-15.1**	**NM**
Licence Fees	53	50	50	-5.3	0.6	50	-5.3	0.6	59	-13.9	NM
Employee Costs	180	163	162	-10.2	-1.1	162	-10.2	-1.1	189	-14.5	NM
Other Expenses	263	286	262	-0.3	-8.2	280	6.6	-1.8	260	0.8	262bps
Total Expenses	**496**	**499**	**474**	**-4.5**	**-5.0**	**492**	**-0.8**	**-1.3**	**536**	-11.6	262bps
EBITDA	**261**	**320**	**224**	**-14.2**	**-30.0**	**205**	**-21.2**	**-35.8**	**286**	**-21.7**	-262bps
EBITDA margin (%)	**34.4**	**39.0**	**32.1**	-238bps	-699bps	**29.4**	-500bps	-961bps	**34.8**	-270bps	NM
Depreciation and amortization	67	69	86	27.4	24.3	70	3.2	0.6	74	16.3	-235bps
EBIT	193	251	138	-28.7	-45.0	136	-29.7	-45.8	212	-35.0	-28bps
EBIT margin (%)	25.5	30.6	19.7	-578bps	-1086bps	19.5	-606bps	-1114bps	25.8	-603bps	NM
Net Finance Costs	-10	-31	-7	-30.8	-76.7	-13	28.7	-56.7	-41	-82.3	-89bps
Profit before Tax	**204**	**282**	**145**	**-28.8**	**-48.5**	**149**	**-26.7**	**-47.0**	**253**	-42.6	61bps
Tax	69	98	61	-11.5	-38.1	62	-8.9	-36.2	87	-30.6	NM
Tax rate (%)	33.7	34.8	41.9	817bps	705bps	41.9	817bps	705bps	34.6	726bps	NM
Profit after Tax	**135**	**184**	**84**	**-37.6**	**-54.1**	**87**	**-35.7**	**-52.7**	**165**	**-49.0**	35bps
Adj Profit after Tax	**163**	**164**	**84**	**-48.2**	**-48.5**	**87**	**-46.6**	**-47.0**	**165**	**-49.0**	35bps

Source: MOFSL, Company

Exhibit 3: Legacy and new stations mix (INR m)

Standalone P&L (INR m)	1QFY19	4QFY19	1QFY20	YoY%	QoQ%	1QFY20E	v/s est (%)
Revenue break-up (INR m)							
Old Frequencies - 28 channels	689	753	630	-8.6	-16.4	769	-18.1
New Frequencies - 11 channels	68	65	68	0.0	4.0	80	-14.7
Total revenue	**757**	**819**	**698**	-7.8	-14.8	**822**	-15.1
EBITDA break-up (INR m)							
Old Frequencies - 32 channels	249	307	211	-15.4	-31.4	0	NM
New Frequencies - 11 channels	12	12	13	NA	4.0	0	NM
Total EBITDA	**261**	**320**	**224**	-14.2	-30.0	**286**	-21.7
EBITDA margin (%)							
Old Frequencies - 32 channels	36.2	40.8	33.5	-269	-732	0.0	NM
New Frequencies - 11 channels	17.0	19.0	19.0	197	0	0.0	NM
Total EBITDA margin	**34.4**	**39.0**	**32.1**	**-238**	**-699**	**34.8**	-270bps

Source: MOFSL, Company

Exhibit 4: Legacy and new stations mix (%)

	1QFY19	4QFY19	1QFY20E
Revenue contribution (%)			
Old Frequencies - 28 channels	91%	92%	90%
New Frequencies - 11 channels	9%	8%	10%
Total	**100%**	**100%**	**100%**
EBITDA contribution (%)			
Old Frequencies - 28 channels	96%	96%	94%
New Frequencies - 11 channels	4%	4%	6%
Total	**100%**	**100%**	**100%**

Source: MOFSL, Company

Exhibit 5: Reconciliation Table (for 1QFY20 consolidated numbers in INRm)

Particulars	Post Ind-AS 116	Pre Ind-AS 116	Change due to Ind-AS 116	Change due to Ind-AS 116 (in %)	Impact of Ind-As 116 (as a % of Sales in bp)
Revenue from Operations	698	698	NM	NM	NM
Rent & Other Expenses	**474**	**492**	**-18.3**	**-4%**	**262**
(as a % of sales)	68%	71%			
EBITDA	**224**	**205**	**-18**	**-9%**	**-262**
(as a % of sales)	32%	29.4%			
Depreciation / Amortisation	**86**	**70**	**16**	**24%**	**-235**
(as a % of sales)	12%	10%			
EBIT	**138**	**136**	**-2**	**-1%**	**-28**
Interest & Finance Charges	**-7**	**-13**	**6**	**-46%**	**-89**
(as a % of sales)	-1%	-2%			
PBT	**145**	**149**	**4**	**3%**	**61**
(as a % of sales)	20.8%	21.4%			
Tax	61	62			
Profit for the year	**84**	**87**	**2**	**3%**	**35**
(as a % of sales)	12.1%	12.4%			

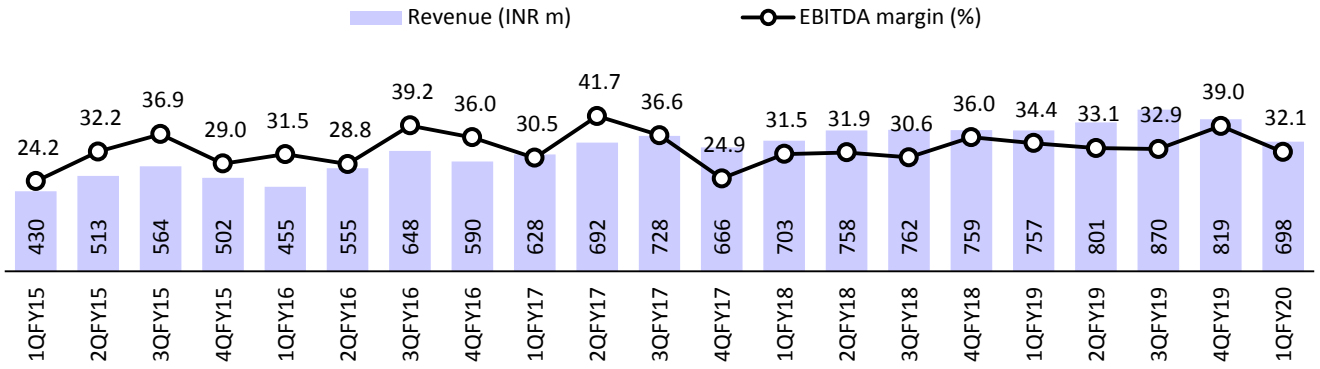
Source: MOFSL, Company

Exhibit 6: Summary of estimate changes

	FY20E	FY21E
Revenue (INR m)		
Old	3,655	4,123
Actual/New	3,350	3,905
Change (%)	-8.3	-5.3
EBITDA (INR m)		
Old	1,314	1,609
Actual/New	1,201	1,588
Change (%)	-8.6	-1.3
EBITDA margin (%)		
Old	36.0	39.0
Actual/New	35.8	40.7
Change (bp)	-11bps	164bps
Net Profit (INR m)		
Old	773	1,003
Actual/New	610	882
Change (%)	-21.1	-12.0
Adj. EPS (INR)		
Old	2.8	3.6
Actual/New	2.2	3.2
Change (%)	-21.1	-12.0

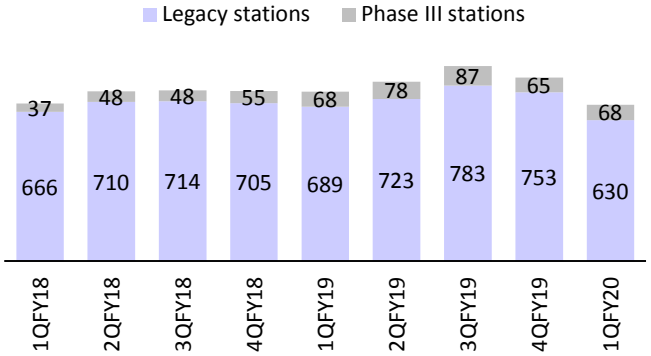
Story in charts

Exhibit 7: Revenue and EBITDA margin trend (INR m)



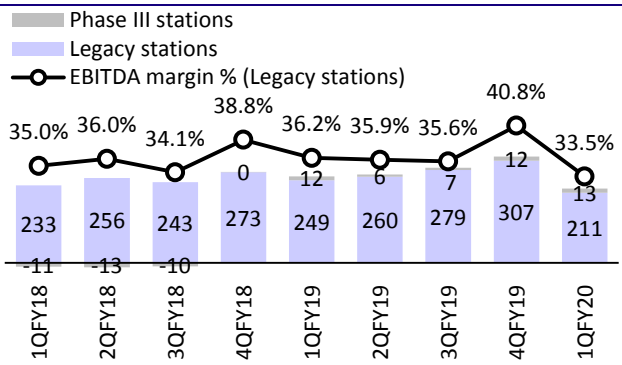
Source: MOFSL, Company

Exhibit 8: Revenue break-up from stations (INR m)



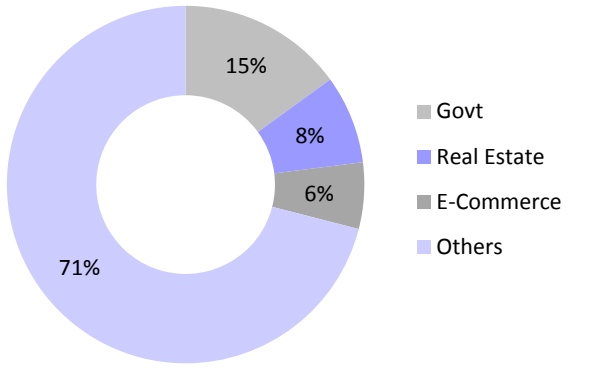
Source: MOFSL, Company

Exhibit 9: EBITDA mix of legacy and new stations (INR m)



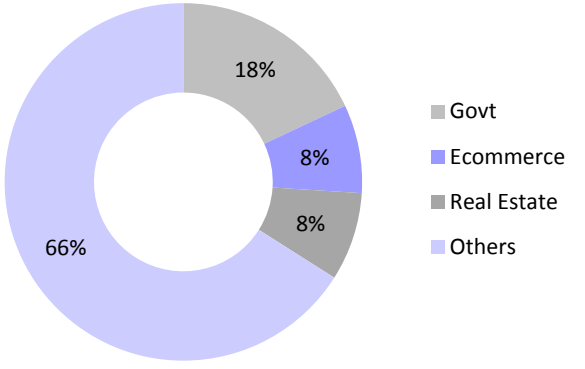
Source: MOFSL, Company

Exhibit 10: 1QFY20 industry volume break-up (%)



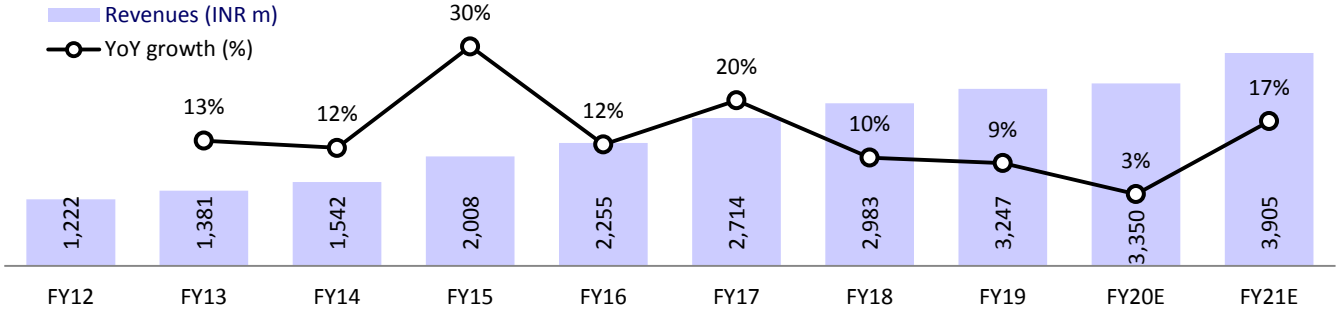
Source: MOFSL, Company

Exhibit 11: FY19 industry volume break-up (%)



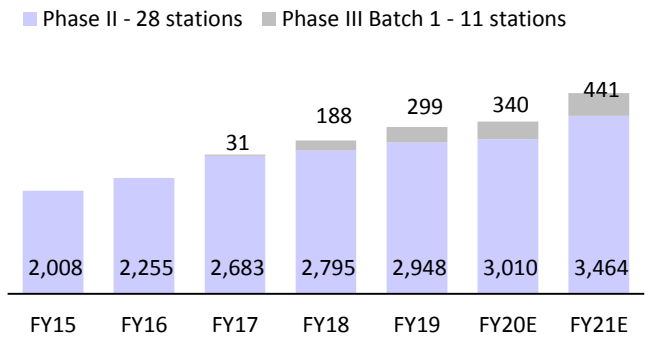
Source: MOFSL, Company

Exhibit 12: Revenue to witness 10% CAGR over FY19-21E



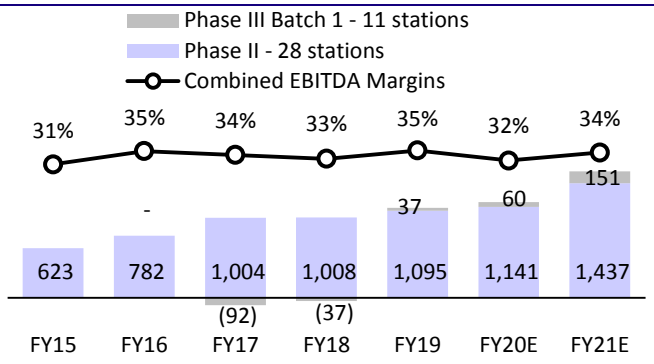
Source: MOFSL, Company

Exhibit 13: Revenue growth accelerated by new stations (INR m)



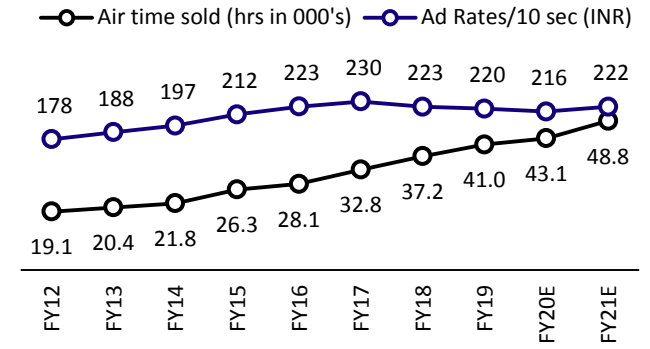
Source: MOFSL, Company

Exhibit 14: EBITDA mix from new stations to improve (INR m)



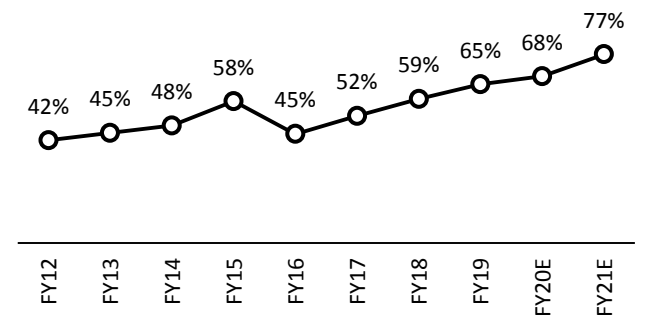
Source: MOFSL, Company

Exhibit 15: Overall ad rates and volumes both increasing steadily



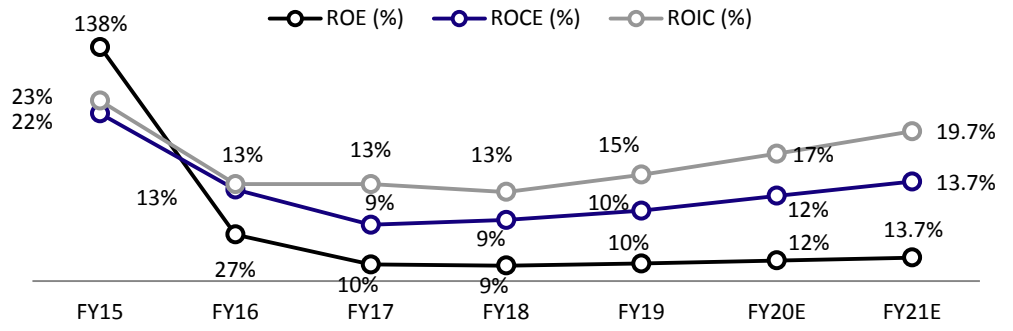
Source: MOFSL, Company

Exhibit 16: Overall capacity utilization levels to increase (%)



Source: MOFSL, Company

Exhibit 17: Return ratios to improve (%)



Source: MOFSL, Company

Financials and Valuations

Standalone - Income Statement								(INR m)
Y/E March	**FY14**	**FY15**	**FY16**	**FY17**	**FY18**	**FY19**	**FY20E**	**FY21E**
Total Income from Operations	**1,542**	**2,008**	**2,255**	**2,714**	**2,983**	**3,247**	**3,350**	**3,905**
Change (%)	11.7	30.3	12.3	20.4	9.9	8.9	3.2	16.6
Total Expenditure	**1,118**	**1,385**	**1,473**	**1,802**	**2,012**	**2,115**	**2,149**	**2,317**
% of Sales	72.5	69.0	65.3	66.4	67.4	65.1	64.2	59.3
EBITDA	**424**	**623**	**782**	**913**	**971**	**1,132**	**1,201**	**1,588**
Margin (%)	27.5	31.0	34.7	33.6	32.6	34.9	35.8	40.7
Depreciation	155	157	167	197	263	271	344	392
EBIT	**269**	**466**	**614**	**716**	**708**	**861**	**857**	**1,197**
Int. and Finance Charges	57	62	207	190	150	56	103	103
Other Income	31	67	148	44	194	151	178	256
PBT bef. EO Exp.	**243**	**471**	**555**	**570**	**752**	**955**	**932**	**1,349**
EO Items	0	0	-136	0	0	0	0	0
PBT after EO Exp.	**243**	**471**	**420**	**570**	**752**	**955**	**932**	**1,349**
Total Tax	0	0	143	203	235	339	323	467
Tax Rate (%)	0.0	0.0	34.2	35.7	31.2	35.5	34.6	34.6
Reported PAT	**243**	**471**	**276**	**367**	**517**	**616**	**610**	**882**
Adjusted PAT	**243**	**471**	**366**	**367**	**517**	**616**	**610**	**882**
Change (%)	109.4	93.5	-22.3	0.3	41.1	19.1	-1.0	44.7
Margin (%)	15.8	23.4	16.2	13.5	17.3	19.0	18.2	22.6

Standalone - Balance Sheet								(INR m)
Y/E March	**FY14**	**FY15**	**FY16**	**FY17**	**FY18**	**FY19**	**FY20E**	**FY21E**
Equity Share Capital	389	389	420	571	571	553	553	553
Total Reserves	-283	187	1,680	4,911	5,428	5,480	6,090	6,972
Net Worth	**106**	**576**	**2,100**	**5,481**	**5,999**	**6,033**	**6,643**	**7,526**
Total Loans	1,282	2,932	2,242	1,509	499	156	0	0
Deferred Tax Liabilities	0	0	-316	-252	-182	-46	0	0
Capital Employed	**1,388**	**3,507**	**4,026**	**6,738**	**6,316**	**6,143**	**6,643**	**7,526**
Gross Block	2,166	2,189	2,471	3,480	3,596	3,996	4,394	4,792
Less: Accum. Deprn.	1,850	2,002	167	364	627	896	1,240	1,632
Net Fixed Assets	**317**	**187**	**2,304**	**3,116**	**2,969**	**3,100**	**3,154**	**3,161**
Capital WIP	3	3	657	0	0	0	0	0
Total Investments	**0**	**0**	**147**	**268**	**1,559**	**1,717**	**1,717**	**1,717**
Curr. Assets, Loans & Adv.	**1,380**	**3,787**	**1,474**	**3,975**	**2,276**	**2,442**	**2,237**	**3,186**
Account Receivables	628	772	763	817	1,104	1,254	1,055	1,177
Cash and Bank Balance	339	543	159	2,679	762	788	847	1,653
Loans and Advances	413	2,472	552	480	410	400	334	357
Curr. Liability & Prov.	**311**	**470**	**554**	**621**	**488**	**1,116**	**465**	**538**
Account Payables	231	339	223	329	223	247	239	278
Other Current Liabilities	55	94	279	224	222	820	181	208
Provisions	26	36	53	69	43	49	45	52
Net Current Assets	**1,069**	**3,317**	**919**	**3,354**	**1,788**	**1,327**	**1,772**	**2,648**
Appl. of Funds	**1,388**	**3,507**	**4,026**	**6,738**	**6,316**	**6,143**	**6,643**	**7,526**

E: MOFSL Estimates

Financials and Valuations

Ratios								
Y/E March	**FY14**	**FY15**	**FY16**	**FY17**	**FY18**	**FY19**	**FY20E**	**FY21E**
Basic (INR)								
EPS	**6.3**	**12.1**	**8.7**	**6.4**	**1.8**	**2.2**	**2.2**	**3.2**
Cash EPS	10.2	16.1	12.7	9.9	2.7	3.2	3.4	4.6
BV/Share	2.7	14.8	50.0	96.1	21.0	21.8	24.0	27.2
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Valuation (x)								
P/E				44.1	32.6	26.5	21.8	15.0
Cash P/E				28.7	21.6	18.4	13.9	10.4
P/BV				3.0	2.8	2.7	2.0	1.8
EV/Sales				5.5	5.6	4.8	3.7	3.0
EV/EBITDA				16.4	17.1	13.9	10.3	7.3
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FCF per share	5.7	10.9	-39.0	9.0	1.2	3.7	0.5	2.4
Return Ratios (%)								
RoE	-1,580.1	138.0	27.3	9.7	9.0	10.2	9.6	12.5
RoCE	21.9	21.8	12.8	8.6	9.2	10.3	10.6	13.4
RoIC	24.9	23.3	13.4	13.4	12.5	14.5	14.5	19.0
Working Capital Ratios								
Asset Turnover (x)	1.1	0.6	0.6	0.4	0.5	0.5	0.5	0.5
Debtor (Days)	149	140	123	110	135	141	115	110
Creditor (Days)	55	62	36	44	27	28	26	26
Leverage Ratio (x)								
Net Debt/Equity	8.9	4.1	0.9	-0.3	-0.3	-0.4	-0.4	-0.4

Standalone - Cash Flow Statement								(INR m)
Y/E March	**FY14**	**FY15**	**FY16**	**FY17**	**FY18**	**FY19**	**FY20E**	**FY21E**
OP/(Loss) before Tax	243	471	555	570	752	955	932	1,349
Depreciation	155	157	167	197	263	271	344	392
Interest & Finance Charges	57	62	207	190	150	56	103	103
Direct Taxes Paid	-4	7	-104	-85	-165	-339	-323	-467
(Inc)/Dec in WC	-77	-54	8	-68	-403	487	-386	-70
CF from Operations	**373**	**643**	**833**	**804**	**597**	**1,431**	**671**	**1,306**
Others	-9	7	-227	-15	-196	-15	-132	-256
CF from Operating incl EO	**364**	**650**	**606**	**789**	**401**	**1,415**	**539**	**1,051**
(Inc)/Dec in FA	-37	-27	-2,830	-274	-58	-400	-398	-398
Free Cash Flow	**327**	**623**	**-2,224**	**515**	**342**	**1,016**	**140**	**653**
(Pur)/Sale of Investments	0	0	-134	-109	-1,228	-158	0	0
Others	139	-1,871	2,400	65	124	149	178	256
CF from Investments	**101**	**-1,898**	**-564**	**-319**	**-1,162**	**-409**	**-220**	**-143**
Issue of Shares	0	0	0	3,823	0	-582	0	0
Inc/(Dec) in Debt	-203	1,649	-88	-1,557	-1,000	-343	-156	0
Interest Paid	-56	-51	-227	-244	-156	-56	-103	-103
Dividend Paid	0	0	0	0	0	0	0	0
Others	0	0	0	29	0	0	0	0
CF from Fin. Activity	**-259**	**1,599**	**-316**	**2,050**	**-1,156**	**-981**	**-259**	**-103**
Inc/Dec of Cash	**206**	**351**	**-274**	**2,521**	**-1,918**	**26**	**60**	**805**
Opening Balance	133	192	432	159	2,679	762	788	847
Closing Balance	**339**	**544**	**159**	**2,679**	**762**	**788**	**847**	**1,653**

E: MOFSL Estimates

Explanation of Investment Rating	
Investment Rating	**Expected return (over 12-month)**
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Investment Advisory Services, Depository participant services & distribution of various financial products. MOFSL is a subsidiary company of Passionate Investment Management Pvt. Ltd.. (PIMPL). MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL),NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the"1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL , including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co.Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore.As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

Specific Disclosures

1 MOSL, 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 MOSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
3 MOSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
4 MOSL, 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 MOSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
7 MOSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
8 MOSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
9 MOSL has not received any compensation or other benefits from third party in connection with the research report
10 MOSL has not engaged in market making activity for the subject company

The associates of MOFSL may have:
- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company
- received compensation/other benefits from the subject company in the past 12 months
- other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report
Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Terms & Conditions:

This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential 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 MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may 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. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL 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 category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 71934200/ 022-71934263; Website www.motilaloswal.com.CIN no.: L67190MH2005PLC153397.Correspondence Office Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad(West), Mumbai- 400 064. Tel No: 022 7188 1000.

Registration Nos.: Motilal Oswal Financial Services Limited (MOFSL)*: INZ000158836(BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412. AMFI: ARN - 146822; Investment Adviser: INA000007100; Insurance Corporate Agent: CA0579;PMS:INP000006712. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP000000670); PMS and Mutual Funds are offered through MOAMC which is group company of MOFSL. Motilal Oswal Wealth Management Ltd. (MOWML): PMS (Registration No.: INP000004409) is offered through MOWML, which is a group company of MOFSL. Motilal Oswal Financial Services Limited is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs,Insurance Products and IPOs.Real Estate is offered through Motilal Oswal Real Estate Investment Advisors II Pvt. Ltd. which is a group company of MOFSL. Private Equity is offered through Motilal Oswal Private Equity Investment Advisors Pvt. Ltd which is a group company of MOFSL. Research & Advisory services is backed by proper research. Please read the Risk Disclosure Document prescribed by the Stock Exchanges carefully before investing. There is no assurance or guarantee of the returns. Investment in securities market is subject to market risk, read all the related documents carefully before investing. Details of Compliance Officer: Name: Neeraj Agarwal, Email ID: na@motilaloswal.com, Contact No.:022-71881085.

* MOSL has been amalgamated with Motilal Oswal Financial Services Limited (MOFSL) w.e.f August 21, 2018 pursuant to order dated July 30, 2018 issued by Hon'ble National Company Law Tribunal, Mumbai Bench.