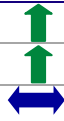


# Bharat Forge

Estimate changes

TP change

Rating change



Motilal Oswal values your support in the Asiamoney Brokers Poll 2020 for India Research, Sales and Trading team. We [request your ballot.](#)



	BHFC IN
Bloomberg	
Equity Shares (m)	466
M.Cap.(INRb)/(USD\$b)	202.4 / 2.6
52-Week Range (INR)	533 / 208
1, 6, 12 Rel. Per (%)	18/-2/0
12M Avg Val (INR M)	912

## Consol. Financials & Valuations (INR b)

Y/E March	2020	2021E	2022E
Sales	80.6	71.0	85.3
EBITDA	13.5	11.7	17.2
Adj. PAT	4.3	2.2	7.0
Cons. Adj. EPS (INR)	9.2	4.6	15.1
EPS Gr. (%)	-58.4	-49.7	226.2
BV/Sh. (INR)	112.1	116.7	128.3
<b>Ratios</b>			
Net D:E	0.7	0.7	0.6
RoE (%)	4.1	12.3	15.2
RoCE (%)	6.1	3.4	8.6
RoIC(%)	6.7	3.2	10.9
Payout (%)	30.4	0.0	23.5
<b>Valuations</b>			
P/E (x)	47.2	93.7	28.7
P/BV (x)	3.9	3.7	3.4
EV/EBITDA(x)	21.6	27.3	15.3
Div. Yield (%)	0.5	0.0	0.7
FCF Yield (%)	2.8	5.6	4.0

## Shareholding pattern (%)

As On	Jun-20	Mar-20	Jun-19
Promoter	45.8	45.8	45.8
DII	15.3	15.9	13.5
FII	22.1	20.7	19.0
Others	16.9	17.6	21.7

FII Includes depository receipts

**CMP: INR435**

**TP: INR500 (+15%)**

**Buy**

## Near EBITDA breakeven qtr despite 20% utilization

### No recovery in sight for India CV, Shale Oil; Defence could be big opportunity

- Bharat Forge (BHFC)'s 1QFY21 operating performance was commendable considering EBITDA breakeven at 20% utilization. With enhanced capabilities, improved efficiency, low gearing, and a strengthened position in the global supply chain, BHFC would come out stronger from this downcycle.
- Maintain **Buy**, with TP of ~INR500 (28x Sep'22 consol. EPS).

### Non-Auto relatively less impacted; cost savings help reduce pain

- S/A revenue declined ~68% YoY to ~INR4.3b; however, EBITDA/PAT loss of ~INR74m/INR563m was reported.
- While tonnage declined 71% YoY, realizations grew 8% YoY (9% QoQ) to INR239.3k/ton (est.: ~INR223.7k).
- The Auto segment's revenues declined 78% YoY, impacted by decline across segments, with 85%/86% and ~79%/53% declines in CV/PV (domestic and exports, respectively). The Non-Auto segment's revenue declined ~51%, impacted by similar declines in both domestic and export revenues.
- EBITDA loss stood lower due to better fixed cost management. Higher other income and lower depreciation/interest restricted net loss.

### Highlights from management commentary

- **Outlook:** Revenue is expected to decline in 2Q on a YoY basis, but domestic revenue would be flat, with growth in Industrial, PV, Mining, and Tractor to cover for expected 67% decline in CV. Export revenue (excl. Oil & Gas) would be flat in 2Q on a YoY basis. The Oil & Gas business would be lower; however, Brent sustaining above USD42/barrel could drive recovery in demand.
- **US Class 8 Trucks:** The net ordering trend has been positive in the last two months, and the segment has seen slow traction toward increased demand.
- **Defence business:** BHFC's focused products are part of the government's localization drive and it is also looking at their potential export. Two of the key product offerings on the priority localization list are the Towed Artillery Gun and Ultra Light Howitzer Gun. Even without this opportunity, the company is confident of doubling Defence revenues by FY23, supported by small projects and consumable supplies.
- **Aerospace business:** The Commercial Aerospace business has declined, while engine parts for business jets and new products in replacement parts are supporting the segment. Hence, it is confident of achieving its USD100m target over the next three years, although there could be a small downside.
- **Cost-cutting:** The VRS scheme (offered from Jul'20 at two plants) and digitalization in manufacturing have reduced manpower cost.

Jinesh Gandhi – Research Analyst (Jinesh@MotilalOswal.com)

Vipul Agarawal – Research Analyst (Vipul.Agarawal@MotilalOswal.com)

**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](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

**Valuation and view**

We estimate consol. revenue/EBITDA/PAT to grow at a 6%/19%/31% CAGR (FY20–23E). The stock trades at 28.7x FY22 consol. EPS and 15.3x EV/EBITDA. Maintain **Buy**, with TP of ~INR500 (~28x Sept'22 consol. EPS).

**S/A Quarterly**

(INR m)

	FY20				FY21E				FY20	FY21E	FY21E
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			
<b>Tonnage</b>	<b>60,874</b>	<b>53,541</b>	<b>46,998</b>	<b>40,173</b>	<b>17,840</b>	<b>40,156</b>	<b>50,758</b>	<b>52,515</b>	<b>201,586</b>	<b>161,269</b>	<b>7,102</b>
Change (%)	-8.9	-23.2	-29.6	-35.9	-70.7	-25.0	8.0	30.7	-24.2	-20.0	-88.3
<b>Realization (INR '000/ton)</b>	<b>221.2</b>	<b>235.2</b>	<b>229.1</b>	<b>219.3</b>	<b>239.3</b>	<b>227.4</b>	<b>227.4</b>	<b>233.7</b>	<b>226.4</b>	<b>230.7</b>	<b>223.7</b>
Change (%)	-0.1	-2.4	-9.6	-17.6	8.2	-3.3	-0.8	6.5	-7.7	1.9	1.1
<b>Net operating income</b>	<b>13,466</b>	<b>12,595</b>	<b>10,767</b>	<b>8,812</b>	<b>4,270</b>	<b>9,130</b>	<b>11,541</b>	<b>12,271</b>	<b>45,639</b>	<b>37,211</b>	<b>1,589</b>
Change (%)	-9.0	-25.0	-36.4	-47.2	-68.3	-27.5	7.2	39.3	-30.0	-18.5	-88.2
<b>EBITDA</b>	<b>3,519</b>	<b>3,004</b>	<b>2,394</b>	<b>1,482</b>	<b>-74</b>	<b>1,613</b>	<b>2,805</b>	<b>2,914</b>	<b>10,399</b>	<b>7,258</b>	<b>-1,233</b>
EBITDA Margins (%)	26.1	23.9	22.2	16.8	-1.7	17.7	24.3	23.7	22.8	19.5	-77.6
Non-Operating Income	401	495	398	315	420	425	375	305	1,609	1,525	350
Interest	388	291	356	415	299	320	310	317	1,450	1,246	380
Depreciation	886	893	823	847	808	820	845	935	3,449	3,409	850
Fx loss/(gain)	24	-197	38	379	-46	0	0	0	244	-46	0
<b>PBT after EO items</b>	<b>2,622</b>	<b>2,512</b>	<b>1,575</b>	<b>-783</b>	<b>-716</b>	<b>898</b>	<b>2,025</b>	<b>1,967</b>	<b>5,926</b>	<b>4,174</b>	<b>-2,113</b>
Eff. Tax Rate (%)	33.6	2.5	18.8	6.4	21.4	22.8	22.8	22.3	20.1	22.8	21.7
<b>Rep. PAT</b>	<b>1,741</b>	<b>2,449</b>	<b>1,278</b>	<b>-733</b>	<b>-563</b>	<b>694</b>	<b>1,563</b>	<b>1,529</b>	<b>4,735</b>	<b>3,223</b>	<b>-1,654</b>
Change (%)	-25.7	7.6	-58.7	-124.5	-132.3	-71.7	22.3	-308.6	-55.8	-31.9	-195.0
<b>Adj. PAT</b>	<b>1,741</b>	<b>2,449</b>	<b>1,278</b>	<b>17</b>	<b>-563</b>	<b>694</b>	<b>1,563</b>	<b>1,529</b>	<b>5,486</b>	<b>3,223</b>	<b>-1,654</b>
Change (%)	-25.7	7.6	-58.7	-99.4	-132.3	-71.7	22.3	8,649.3	-48.8	-41.3	-195.0

E: MOFSL Estimates

**Key Performance Indicators**

Segment Mix	FY20				FY21E				FY20	FY21E	FY21E
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			
Auto	8,565	7,276	6,250	5,423	1,915				27,359		
Growth (%)	-2.9	-22.7	-34.3	-42.7	-77.6				-25.9		
Contribution (%)	65.5	59.6	59.9	63.1	46.3				61.9		
Non-Auto	4,519	4,929	4,182	3,176	2,218				16,811		
Growth (%)	-17.7	-29.3	-43.6	-56.0	-50.9				-36.7		
Contribution (%)	34.5	40.4	40.1	36.9	53.7				38.1		
<b>Total</b>	<b>13,084</b>	<b>12,205</b>	<b>10,432</b>	<b>8,599</b>	<b>4,133</b>				<b>44,170</b>		
<b>Tonnage</b>	<b>60,874</b>	<b>53,541</b>	<b>46,998</b>	<b>40,173</b>	<b>17,840</b>	<b>40,156</b>	<b>50,758</b>	<b>52,515</b>	<b>201,586</b>	<b>161,269</b>	<b>7,102</b>
Change (%)	-8.9	-23.2	-29.6	-35.9	-70.7	-25.0	8.0	30.7	-24.2	-20.0	-88.3
<b>Realization (INR '000/ton)</b>	<b>221</b>	<b>235</b>	<b>229</b>	<b>219</b>	<b>239</b>	<b>227</b>	<b>227</b>	<b>234</b>	<b>226</b>	<b>231</b>	<b>224</b>
Change (%)	-0.1	-2.4	-9.6	-17.6	8.2	-3.3	-0.8	6.5	-7.7	1.9	1.1
<b>Net operating revenues</b>	<b>13466</b>	<b>12595</b>	<b>10767</b>	<b>8812</b>	<b>4270</b>	<b>9130</b>	<b>11541</b>	<b>12271</b>	<b>45639</b>	<b>37211</b>	<b>1589</b>
Change (%)	-9.0	-25.0	-36.4	-47.2	-68.3	-27.5	7.2	39.3	-30.0	-18.5	-88.2
RM/Sales %	37.0	40.1	39.0	36.9	43.2	39.0	38.5	38.0	38.3	39.0	39
Staff Cost (% of sales)	9.2	9.7	11.0	13.5	26.6	12.6	9.5	9.7	10.6	12.3	63
Other Cost (% of sales)	27.7	26.3	27.8	32.8	31.9	30.7	27.7	28.5	28.3	29.2	75.6
Gross Margin (%)	63.0	59.9	61.0	63.1	56.8	61.0	61.5	62.0	61.7	61.0	61.0
EBITDA Margins (%)	26.1	23.9	22.2	16.8	-1.7	17.7	24.3	23.7	22.8	19.5	-77.6
EBIT Margins (%)	19.6	16.8	14.6	7.2	-20.7	8.7	17.0	16.1	15.2	10.3	-131.1

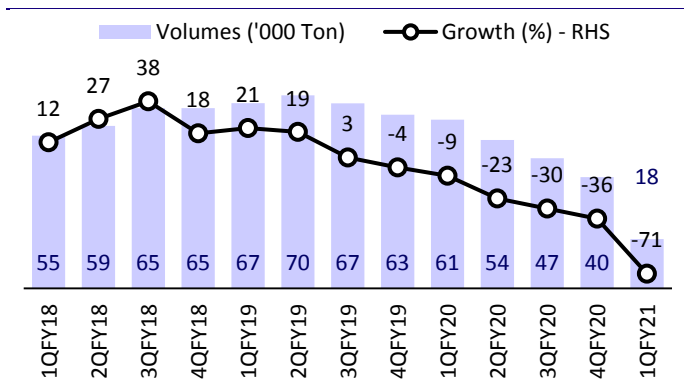
E:MOFSL Estimates



### Key earnings call highlights

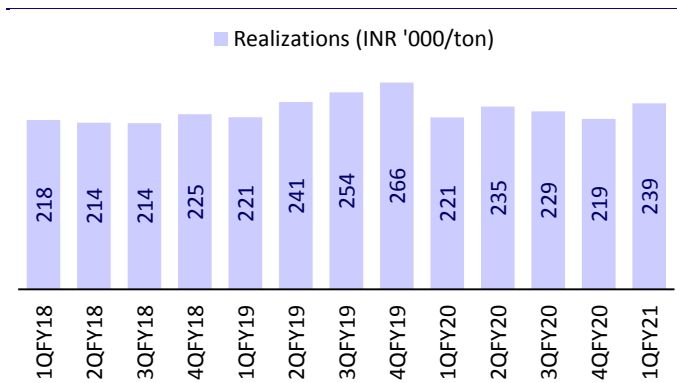
- **Outlook:** Revenue is expected to decline in 2Q on a YoY basis, but domestic revenue would be flat, with growth in Industrial, PV, Mining, and Tractor to cover for expected 67% decline in CV. It has added new customers in all three areas and gained market share, including in the CV segment.
- **International business:** Revenue (excl. Oil & Gas) would be flat in 2Q on a YoY basis. The Oil & Gas business would be lower; however, Brent sustaining above USD42/barrel could drive recovery in demand.
- **US Class 8 Trucks:** The net ordering trend has been positive in the last two months, and the segment has seen slow traction toward increased demand.
- **Defence business:** BHFC's focused products are part of the government's localization drive and it is also looking at their potential export. Two of the key product offerings on the priority localization list are the Towed Artillery Gun and Ultra Light Howitzer Gun. Even without this opportunity, the company is confident of doubling Defence revenues by FY23, supported by small projects and consumable supplies. As per Mr Kalyani, the sale of all defense products in India would be accounted for in the standalone entity, whereas global sales for certain defense products would be accounted for in the associate company (Kalyani Strategic Systems Ltd).
- **Aerospace business:** The Commercial Aerospace business has substantially declined due to the COVID-19 impact. However, demand for engine parts for business jets has increased. Also, new products in replacement parts would add to revenues. Hence, it is confident of achieving its USD100m target over the next three years, although there could be a small downside.
- **Cost-cutting:** The VRS scheme (offered from Jul'20 at two plants) and digitalization in manufacturing have reduced manpower cost. Also, it is targeting other fixed cost in identified areas; 70% of cost reduction was done in 1Q.
- **Overseas subs:** The impact of COVID-19 would be extended to 2Q as well. Expect 1HFY21 cash loss of EUR5m.

Exhibit 1: Volume trend



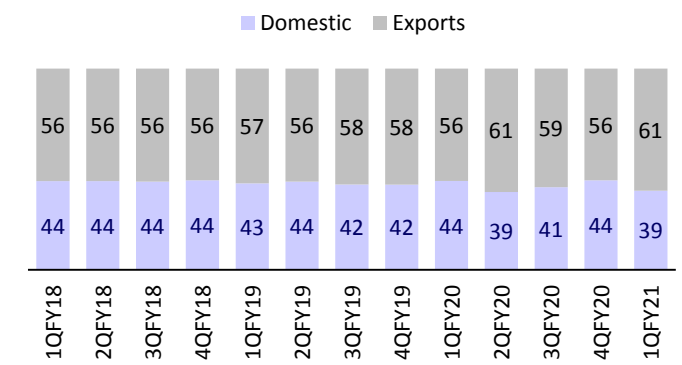
Source: Company, MOFSL

Exhibit 2: Trend in realizations



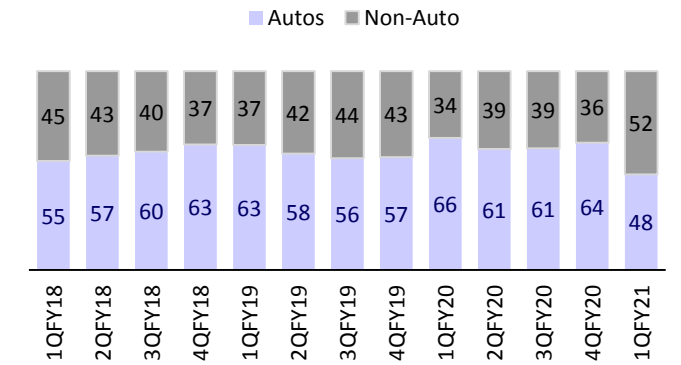
Source: Company, MOFSL

**Exhibit 3: Market mix trend**



Source: Company, MOFSL

**Exhibit 4: Trend in product mix**



Source: Company, MOFSL

**Exhibit 5: Revenue breakup**

INR m	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20	3QFY20	4QFY20	1QFY21
India	6,354	7,358	7,170	7,060	5,939	4,870	4,414	3,916	1,678
Growth (%)	20	33	18	8	-7	-34	-38	-45	-72
Contribution (%)	43	44	42	42	44	39	41	44	39
US	5,739	6,618	6,590	7,075	5,302	5,475	4,508	3,396	1,393
Growth (%)	31	39	21	26	-8	-17	-32	-52	-74
Contribution (%)	39	39	39	42	39	43	42	39	33
EU	2,503	2,537	2,654	2,233	1,853	1,896	1,652	1,426	1,089
Growth (%)	34	32	38	-4	-26	-25	-38	-36	-41
Contribution (%)	17	15	16	13	14	15	15	16	26
Others	201	280	511	318	372	354	193	73	110
Growth (%)	-56	-21	22	59	85	26	-62	-77	-70
Contribution (%)	1	2	3	2	3	3	2	1	3
<b>Total</b>	<b>14,797</b>	<b>16,793</b>	<b>16,925</b>	<b>16,686</b>	<b>13,466</b>	<b>12,595</b>	<b>10,767</b>	<b>8,811</b>	<b>4,270</b>
Growth (%)	23	33	22	14	-9	-25	-36	-47	-68

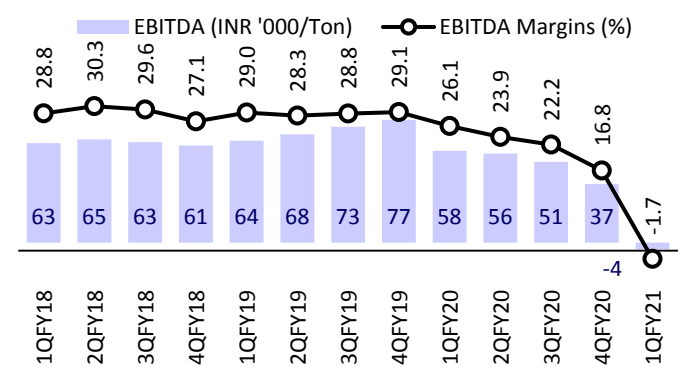
Source: Company, MOFSL

**Exhibit 6: Revenue breakup**

INR m	1QFY21	1QFY20	YoY (%)	4QFY20	QoQ (%)
<b>Domestic</b>	<b>1,678</b>	<b>5,939</b>	<b>-71.7</b>	<b>3,916</b>	<b>-57.2</b>
% of total revenues	39.3	44.1		44.4	
<b>Autos</b>	<b>406</b>	<b>2,695</b>	<b>-84.9</b>	<b>1,525</b>	<b>-73.4</b>
% of total revenues	9.5	20.0		17.3	
CVs	330	2,159	-84.7	983	-66.4
% of total revenues	7.7	16.0		11.2	
PVs	76	536	-85.8	542	-86.0
% of total revenues	1.8	4.0		6.2	
Industrial	1,020	2,090	-51.2	1,773	-42.5
% of total revenues	23.9	15.5		20.1	
Others	252	1,154	-78.2	618	-59.2
% of total revenues	5.9	8.6		7.0	
<b>Exports</b>	<b>2,592</b>	<b>7,527</b>	<b>-65.6</b>	<b>4,896</b>	<b>-47.1</b>
% of total revenues	60.7	55.9		55.6	
<b>Autos</b>	<b>1,394</b>	<b>5,098</b>	<b>-72.7</b>	<b>3,493</b>	<b>-60.1</b>
% of total revenues	32.6	37.9		39.6	
CVs	822	3,893	-78.9	2,388	-65.6
% of total revenues	19.3	28.9		27.1	
PVs	572	1,205	-52.5	1,105	-48.2
% of total revenues	13.4	8.9		12.5	
Industrial	1,198	2,429	-50.7	1,403	-14.6
% of total revenues	28.1	18.0		15.9	
<b>Total Revenues</b>	<b>4,270</b>	<b>13,466</b>	<b>-68.3</b>	<b>8,812</b>	<b>-51.5</b>

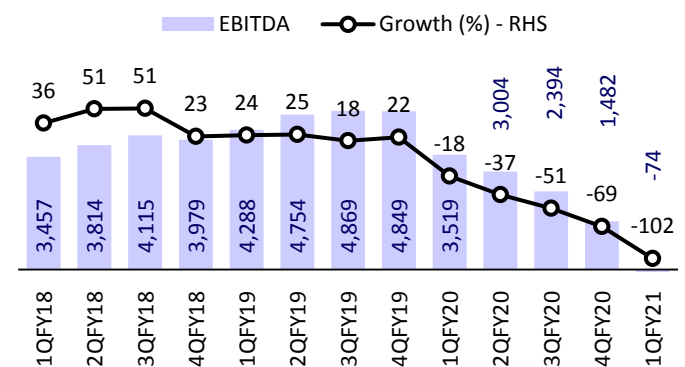
Source: Company, MOFSL

Exhibit 7: Trend in EBITDA margins



Source: Company, MOFSL

Exhibit 8: EBITDA growth trend



Source: Company, MOFSL

### Valuation and view

#### Continued focus on de-risking the business and increasing value add

In the last decade, BHFC has broadened its revenue stream with its entry into new segments (Non-Auto) and the global markets, resulting in decline in the share of the Auto business to ~62% in FY20 from ~80% in FY07. Furthermore, it has increased value addition by focusing on machined components, the contribution of which increased to ~50%, boosting realization and margins. It is currently focusing on adding new business lines beyond steel forgings, in the form of: a) aluminum forgings, b) non-metal materials, and c) electronic components for EVs. The benefit of these initiatives would start reflecting from FY21, driving not just revenue growth but aiding improvement in profitability and capital efficiencies.

#### Auto business: Near-term challenges in CV; PV to witness ramp-up

While the worst of the cyclical pressures in domestic CV has been elongated due to the impact of COVID-19, outlook for the US & EU CV is weak for CY20. In the last 1.5 years, BHFC has developed capabilities in truck transmission parts, which should improve its content per truck considerably and drive growth in the CV segment over the next three to five years. The PV segment is a focus area as it offers an opportunity size 4x that of CVs. To tap this opportunity, BHFC is focusing on increasing customer penetration and moving up the value chain, and is already making in-roads. BHFC expects the PV segment’s current contribution of ~12% to double over the next two to three years.

#### Non-Auto: Aerospace and Defence ramp-up to dilute weakness in Oil & Gas

The O&G segment is expected to remain under pressure due to weak oil prices. Aerospace, despite near-term challenges, is on track to see ramp-up in revenues to USD40–50m over the next two-three years, driven by new customer wins. Defence is another large opportunity and would see benefit from the government’s recently announced localization drive. BHFC is very well prepared in this regard, but visibility on ramp-up is poor due to elongated timelines. Over the next three-five years, Defence has the potential to drive strong growth for BHFC, especially as the government systematically focuses on reducing defense imports. BHFC is among the few players that offer holistic localization solutions on artillery guns and armored vehicles, among other areas.

**BHFC to come out stronger; benefit from possible diversification from China**

BHFC would come out stronger from this downcycle, strengthening its position in the global supply chain and possibly benefitting from the possible diversification from China. Unlike the previous downcycle, BHFC is more resilient, with a diversified revenue stream, more value-added content, the methodical reduction in breakeven points, and leverage on the books. For the next decade, it has seeded many new segments (Aerospace, Defence, PV) and new technologies (aluminum forging, other lightweight materials, electrical components). This is particularly exciting on account of the possibility of: a) consolidation, driven by ongoing COVID-19 challenges, and b) diversification and realignment of the global supply chain.

**Valuation and view**

Following a strong performance in all its core businesses and ramp-up in nascent businesses up to FY19, the cycle has turned negative for its core businesses: CV and Oil & Gas. While the near-term outlook is challenging, we believe BHFC is much better placed than previous cycles and would emerge stronger with more diversified revenue streams. We estimate consol. revenue/EBITDA/PAT to grow at a 6%/19%/31% CAGR (FY20–23E). This would be driven by continued ramp-up in PV/Aerospace, strong growth in the Aluminum Forging business (global & India), recovery in CV / Oil & Gas in FY22, and cost-cutting initiatives. The stock trades at 28.7x FY22 consol. EPS and 15.3x EV/EBITDA. We value BHFC at 28x Sept'22 consol. EPS (15% discount to the 10-year average PE of 33.3x). Maintain **Buy**, with TP of ~INR500.

**Exhibit 9: Revised forecast (consol)**

(INR m)	FY21E			FY22E		
	Rev	Old	Chg (%)	Rev	Old	Chg (%)
Net Sales	70,985	68,287	4.0	85,264	83,276	2.4
EBITDA (%)	11.7	11.0	80bp	17.2	17.6	-40bp
Net Profit	2,152	1,332	61.5	7,037	7,003	0.5
EPS (INR)	4.6	2.9	61.1	15.1	15.1	0.5

Source: MOFSL

Exhibit 10: BHFC P/E chart

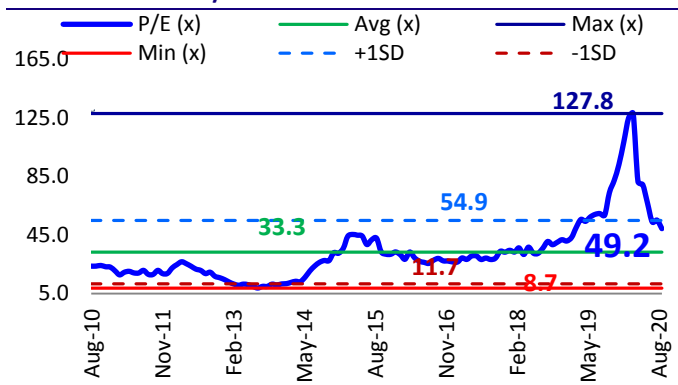
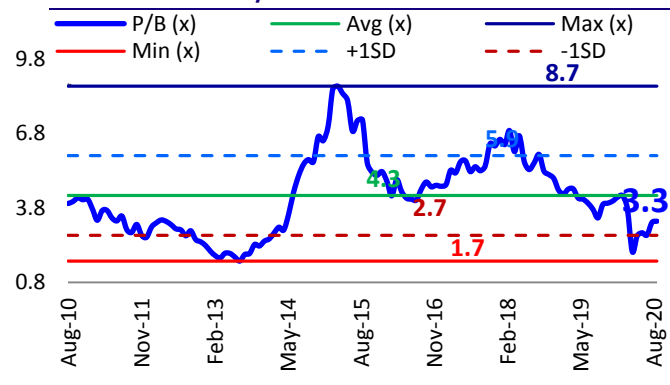


Exhibit 11: BHFC P/B chart



Source: MOFSL

Exhibit 12: Key operating metrics

Revenue model

INR M	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
<b>Autos</b>	22,434	25,058	21,796	28,525	34,148	25,194	20,599	25,475
% of total revenues	54	63	60	57	56	60	60	59
<b>CV</b>	19,277	21,448	18,016	23,419	26,900	17,884	13,037	15,644
% of total revenues	46	54	50	47	44	43	38	36
<b>PV</b>	3,157	3,610	3,780	5,106	7,248	7,310	7,562	9,831
% of total revenues	8	9	10	10	12	17	22	23
<b>Non-Autos</b>	19,461	14,929	14,366	21,505	26,565	16,811	13,782	17,534
% of total revenues	46	37	40	43	44	40	40	41
<b>Total Net Op Revenues</b>	<b>45,481</b>	<b>43,054</b>	<b>38,647</b>	<b>53,160</b>	<b>65,200</b>	<b>45,639</b>	<b>37,211</b>	<b>46,262</b>
Growth (%)	34	-5	-10	38	23	-30	0	0
<b>Subsidiary Revenues</b>	30,742	25,037	25,315	30,417	36,257	34,919	33,774	39,002
Growth (%)	-7	-19	1	20	19	-4	-3	15
<b>Net Consolidated Revenues</b>	<b>76,222</b>	<b>68,092</b>	<b>63,962</b>	<b>83,577</b>	<b>101,457</b>	<b>80,558</b>	<b>70,985</b>	<b>85,264</b>
Growth (%)	13	-11	-6	31	21	-21	-12	20
<b>S/A EBITDA margins (%)</b>	29.8	31.0	28.5	31.5	28.8	22.8	19.5	24.9
<b>Consol EBITDA margins (%)</b>	18.9	20.7	19.6	20.6	20.3	13.5	11.7	17.2
<b>Consol EPS (INR)</b>	<b>15.8</b>	<b>14.1</b>	<b>13.1</b>	<b>18.4</b>	<b>22.2</b>	<b>9.2</b>	<b>4.6</b>	<b>15.1</b>
Growth (%)	64.0	-10.8	-7.0	40.7	20.3	-58.4	-49.7	226.2

Source: MOFSL

## Financials and valuations

Consolidated – Income statement								(INR m)
Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
<b>Net Sales</b>	<b>76,222</b>	<b>68,092</b>	<b>63,962</b>	<b>83,577</b>	<b>101,457</b>	<b>80,558</b>	<b>70,985</b>	<b>85,264</b>
Change (%)	13.5	-10.7	-6.1	30.7	21.4	-20.6	-11.9	20.1
<b>EBITDA</b>	<b>14,390</b>	<b>14,081</b>	<b>12,511</b>	<b>17,230</b>	<b>20,556</b>	<b>10,905</b>	<b>8,335</b>	<b>14,645</b>
Margin (%)	18.9	20.7	19.6	20.6	20.3	13.5	11.7	17.2
Depreciation	3,623	4,530	4,521	4,669	5,208	5,477	5,339	5,648
<b>EBIT</b>	<b>10,766</b>	<b>9,551</b>	<b>7,990</b>	<b>12,561</b>	<b>15,348</b>	<b>5,428</b>	<b>2,995</b>	<b>8,997</b>
Int. and Finance Charges	1,356	1,160	1,000	1,065	1,272	1,713	1,480	1,269
Other Income - Rec.	1,367	1,321	1,193	1,420	2,028	1,879	1,800	1,736
<b>PBT bef. EO Exp.</b>	<b>10,777</b>	<b>9,713</b>	<b>8,183</b>	<b>12,916</b>	<b>16,104</b>	<b>5,593</b>	<b>3,315</b>	<b>9,464</b>
EO Expense/(Income)	-428	55	-1,284	955	0	789	0	0
<b>PBT after EO Exp.</b>	<b>11,205</b>	<b>9,658</b>	<b>9,468</b>	<b>11,961</b>	<b>16,104</b>	<b>4,804</b>	<b>3,315</b>	<b>9,464</b>
Current Tax	3,587	3,165	2,492	4,418	5,664	1,125	1,164	2,426
Deferred Tax	0	0	0	0	0	0	0	0
Tax Rate (%)	32.0	32.8	26.3	36.9	35.2	23.4	35.1	25.6
<b>Reported PAT</b>	<b>7,618</b>	<b>6,493</b>	<b>6,976</b>	<b>7,544</b>	<b>10,440</b>	<b>3,680</b>	<b>2,152</b>	<b>7,037</b>
<b>PAT Adj for EO items</b>	<b>7,327</b>	<b>6,530</b>	<b>6,030</b>	<b>8,498</b>	<b>10,440</b>	<b>4,284</b>	<b>2,152</b>	<b>7,037</b>
Change (%)	64.4	-10.9	-7.7	40.9	22.8	-59.0	-49.8	227.1
Margin (%)	9.6	9.6	9.4	10.2	10.3	5.3	3.0	8.3
Less: Minority Interest	-30	-31	-70	-81	118	-9	-9	-9
<b>Net Profit</b>	<b>7,357</b>	<b>6,561</b>	<b>6,100</b>	<b>8,579</b>	<b>10,322</b>	<b>4,293</b>	<b>2,160</b>	<b>7,046</b>

Consolidated – Balance sheet								(INR m)
Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
Equity Share Capital	466	466	466	931	931	931	931	931
Total Reserves	32,039	33,667	40,698	45,586	52,829	51,266	53,427	58,822
<b>Net Worth</b>	<b>32,504</b>	<b>34,132</b>	<b>41,164</b>	<b>46,517</b>	<b>53,761</b>	<b>52,197</b>	<b>54,358</b>	<b>59,753</b>
Minority Interest	-35	-43	100	294	298	320	320	320
Deferred Liabilities	2,754	1,628	2,606	2,147	2,062	507	507	507
Total Loans	33,619	34,445	31,241	32,570	37,728	38,784	36,784	34,784
<b>Capital Employed</b>	<b>68,843</b>	<b>70,162</b>	<b>75,111</b>	<b>81,528</b>	<b>93,850</b>	<b>91,807</b>	<b>91,968</b>	<b>95,363</b>
Gross Block	57,108	66,569	72,328	80,211	54,985	64,236	76,863	79,863
Less: Accum. Deprn.	30,697	35,227	39,560	45,217	18,739	24,216	29,555	35,203
<b>Net Fixed Assets</b>	<b>26,411</b>	<b>31,343</b>	<b>32,768</b>	<b>34,994</b>	<b>36,246</b>	<b>40,020</b>	<b>47,307</b>	<b>44,660</b>
Capital WIP	4,008	4,088	4,532	3,438	8,307	11,427	1,000	1,000
<b>Total Investments</b>	<b>5,624</b>	<b>8,854</b>	<b>11,916</b>	<b>15,011</b>	<b>15,237</b>	<b>16,180</b>	<b>18,180</b>	<b>20,180</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>45,156</b>	<b>38,299</b>	<b>39,192</b>	<b>46,324</b>	<b>55,993</b>	<b>47,197</b>	<b>48,346</b>	<b>56,989</b>
Inventory	8,664	9,968	10,752	13,599	18,447	17,347	11,669	14,016
Account Receivables	15,967	14,038	13,419	19,605	21,478	14,938	15,947	19,155
Cash and Bank Balance	6,261	4,493	3,361	3,041	4,755	5,751	11,590	12,838
Loans and Advances	14,265	9,800	11,661	10,080	11,314	9,161	9,141	10,979
<b>Curr. Liability &amp; Prov.</b>	<b>12,356</b>	<b>12,422</b>	<b>13,296</b>	<b>18,240</b>	<b>21,933</b>	<b>23,017</b>	<b>22,866</b>	<b>27,466</b>
Creditors	9,026	8,372	8,463	13,268	13,664	10,309	11,669	14,016
Other Current Liabilities	1,759	2,394	2,980	3,019	6,200	10,000	8,812	10,585
Provisions	1,571	1,656	1,853	1,953	2,069	2,707	2,385	2,865
<b>Net Current Assets</b>	<b>32,800</b>	<b>25,877</b>	<b>25,896</b>	<b>28,085</b>	<b>34,060</b>	<b>24,181</b>	<b>25,480</b>	<b>29,523</b>
<b>Appl. of Funds</b>	<b>68,842</b>	<b>70,162</b>	<b>75,111</b>	<b>81,528</b>	<b>93,850</b>	<b>91,807</b>	<b>91,968</b>	<b>95,363</b>

E: MOFSL Estimates



## Financials and valuations

### Ratios

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
<b>Basic (INR) *</b>								
EPS	15.8	14.1	13.1	18.4	22.2	9.2	4.6	15.1
Cash EPS	23.5	23.7	22.7	28.3	33.6	21.0	16.1	27.2
BV/Share	69.8	73.3	88.4	99.9	115.5	112.1	116.7	128.3
DPS	3.7	3.7	3.8	4.5	5.0	2.0	0.0	2.8
Payout (%)	27.6	32.4	30.1	33.4	26.8	30.4	0.0	23.5
<b>Valuation (x) *</b>								
P/E	27.5	30.9	33.2	23.6	19.6	47.2	93.7	28.7
P/BV	6.2	5.9	4.9	4.4	3.8	3.9	3.7	3.4
EV/Sales	3.0	3.4	3.6	2.8	2.3	2.9	3.2	2.6
EV/EBITDA	16.0	16.5	18.4	13.5	11.5	21.6	27.3	15.3
Dividend Yield (%)	0.9	0.9	0.9	1.0	1.2	0.5	0.0	0.7
FCF per share	16.2	28.7	17.5	8.6	-4.7	12.0	24.3	17.5

### Return Ratios (%)

RoE	24.8	19.7	16.2	19.6	20.6	8.1	4.1	12.3
RoCE (Post-tax)	13.9	10.9	9.6	11.6	13.2	6.1	3.4	8.6
RoIC	16.4	12.2	10.9	13.7	15.8	6.7	3.2	10.9

### Working Capital Ratios

Fixed Asset Turnover (x)	1.3	1.0	0.9	1.0	1.8	1.3	0.9	1.1
Inventory (Days)	41	53	61	59	66	79	60	60
Debtor (Days)	76	75	77	86	77	68	82	82
Creditor (Days)	43	45	48	58	49	47	60	60
Working Capital Turnover (Days)	127	115	129	109	105	84	71	71

### Leverage Ratio (x)

Debt/Equity	1.0	1.0	0.8	0.7	0.7	0.7	0.7	0.6
-------------	-----	-----	-----	-----	-----	-----	-----	-----

\* Adjusted for treasury stocks

### Consolidated – Cash flow statement

(INR m)

Y/E March	FY15	FY16	FY17	FY18	FY19	FY20	FY21E	FY22E
Operating PBT	11,223	9,551	9,468	11,961	16,104	5,046	2,995	8,997
Depreciation	3,624	4,530	4,520	4,669	5,208	5,477	5,339	5,648
Other income	1,358	1,328	-536	1,902	52	3,208	1,808	1,745
Direct Taxes Paid	-4,088	-4,291	-2,729	-3,925	-5,502	-2,331	-1,164	-2,426
(Inc)/Dec in WC	-1,240	5,156	-214	-3,979	-6,747	4,607	4,539	-2,794
<b>CF from Operations</b>	<b>10,877</b>	<b>16,273</b>	<b>10,510</b>	<b>10,628</b>	<b>9,115</b>	<b>16,008</b>	<b>13,518</b>	<b>11,169</b>
<b>CF from Operating incl EO</b>	<b>10,877</b>	<b>16,219</b>	<b>10,517</b>	<b>9,674</b>	<b>9,115</b>	<b>15,219</b>	<b>13,518</b>	<b>11,169</b>
(inc)/dec in FA	-7,113	-9,526	-6,439	-5,684	-11,318	-9,618	-2,200	-3,000
<b>Free Cash Flow</b>	<b>3,764</b>	<b>6,693</b>	<b>4,078</b>	<b>3,990</b>	<b>-2,203</b>	<b>5,601</b>	<b>11,318</b>	<b>8,169</b>
(Pur)/Sale of Investments	1,913	-3,231	-405	-2,458	-433	-1,705	-2,000	-2,000
<b>CF from Investments</b>	<b>-5,201</b>	<b>-12,756</b>	<b>-6,844</b>	<b>-8,142</b>	<b>-11,751</b>	<b>-11,322</b>	<b>-4,200</b>	<b>-5,000</b>
Inc/(Dec) in Debt	-621	825	-2,118	-38	7,521	1,082	-2,000	-2,000
Interest Paid	-1,460	-1,160	-1,048	-875	-1,038	-1,380	-1,480	-1,269
Dividend Paid	-1,519	-2,101	-841	-2,522	-2,806	-3,335	0	-1,651
<b>CF from Fin. Activity</b>	<b>-3,599</b>	<b>-5,230</b>	<b>-4,007</b>	<b>-3,144</b>	<b>3,676</b>	<b>-3,633</b>	<b>-3,480</b>	<b>-4,920</b>
<b>Inc/Dec of Cash</b>	<b>2,077</b>	<b>-1,768</b>	<b>-334</b>	<b>-1,612</b>	<b>1,040</b>	<b>263</b>	<b>5,838</b>	<b>1,249</b>
Add: Beginning Balance	2,397	0	3,579	2,723	2,030	2,862	5,751	11,590
<b>Closing Balance</b>	<b>4,474</b>	<b>-1,768</b>	<b>3,245</b>	<b>1,111</b>	<b>3,070</b>	<b>3,126</b>	<b>11,590</b>	<b>12,838</b>

E: MOFSL Estimates; \* Adjusted for treasury stocks

NOTES

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](http://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](http://www.nseindia.com), [www.bseindia.com](http://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 MOFSL, 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 MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOFSL, 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 MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 7 MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- 8 MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 9 MOFSL has not received any compensation or other benefits from third party in connection with the research report
- 10 MOFSL 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](http://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](mailto: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.