# <u>Motilal Oswal</u>

# Hindalco

#### **Estimate change**

TP change

**Rating change** 

Motilal Oswal values your support in the Asiamoney Brokers Poll 2020 for India Research, Sales and Trading team. We <u>request your ballot.</u>



| Bloomberg             | HNDL IN     |
|-----------------------|-------------|
| Equity Shares (m)     | 2,229       |
| M.Cap.(INRb)/(USDb)   | 394.8 / 5.4 |
| 52-Week Range (INR)   | 221 / 85    |
| 1, 6, 12 Rel. Per (%) | 3/-2/-2     |
| 12M Avg Val (INR M)   | 1943        |

### Financial Snapshot (INR b)

| Financial Shapshot (live b) |       |               |       |  |  |  |  |
|-----------------------------|-------|---------------|-------|--|--|--|--|
| Y/E MARCH                   | 2020  | <b>2021</b> E | 2022E |  |  |  |  |
| Sales                       | 1,181 | 1,308         | 1,447 |  |  |  |  |
| EBITDA                      | 142.1 | 142.3         | 167.7 |  |  |  |  |
| Adj. PAT                    | 38.9  | 34.2          | 48.6  |  |  |  |  |
| EBITDA Margin (%)           | 12.0  | 10.9          | 11.6  |  |  |  |  |
| Cons. Adj. EPS (INR)        | 17.5  | 15.4          | 21.8  |  |  |  |  |
| EPS Gr. (%)                 | -29.2 | -12.1         | 42.0  |  |  |  |  |
| BV/Sh. (INR)                | 172   | 174           | 193   |  |  |  |  |
| Ratios                      |       |               |       |  |  |  |  |
| Net D:E                     | 1.0   | 1.4           | 1.2   |  |  |  |  |
| RoE (%)                     | 10.1  | 8.9           | 11.9  |  |  |  |  |
| RoCE (%)                    | 8.5   | 6.7           | 8.1   |  |  |  |  |
| Payout (%)                  | 8.0   | 12.9          | 14.5  |  |  |  |  |
| Valuations                  |       |               |       |  |  |  |  |
| P/E (x)                     | 10.1  | 11.4          | 8.1   |  |  |  |  |
| P/BV (x)                    | 1.0   | 1.0           | 0.9   |  |  |  |  |
| EV/EBITDA(x)                | 5.5   | 6.6           | 5.3   |  |  |  |  |
| Div. Yield (%)              | 0.7   | 1.0           | 1.5   |  |  |  |  |
| FCF Yield (%)               | 15.0  | 15.6          | 23.8  |  |  |  |  |

### Shareholding pattern (%)

| Jun-20 | Mar-20               | Jun-19                                                     |
|--------|----------------------|------------------------------------------------------------|
| 34.7   | 34.7                 | 34.7                                                       |
| 27.3   | 26.7                 | 24.4                                                       |
| 18.8   | 18.9                 | 22.4                                                       |
| 19.3   | 19.7                 | 18.6                                                       |
|        | 34.7<br>27.3<br>18.8 | 34.7      34.7        27.3      26.7        18.8      18.9 |

FII Includes depository receipts

# CMP: INR176

TP: INR233 (+33%)

Buy

# Outlook for Novelis positive Demand and margin improving to pre-COVID levels

- Hindalco's (HNDL) subsidiary Novelis' reported a weak 1QFY21 operating result as expected with EBITDA down 40% YoY to USD219m on a like to like basis (excluding Aleris) due to the impact of COVID-19.
- However, business performance improved substantially with both volumes and margin now inching back to pre-COVID levels. We have raised our FY21/FY22E EBITDA estimates by 4%/6% and reiterate **Buy**. Moreover, valuation at 5.3x FY22E EV/EBITDA (~20% discount to 10-year average) does not factor in the expected ~9% CAGR in EBITDA over FY20-22E.

# Novelis' 1QFY21 EBITDA declines on lower volumes and adverse mix

- 1QFY21 results include Aleris' acquisition from 15<sup>th</sup> Apr'20. Thus, it is strictly not comparable to previous quarters.
- Reported Adj. EBITDA at US\$253m was down 31% YoY (our est. US\$264m incl Aleris). It was however down 40% YoY to US\$219m, excl Aleris EBITDA of US\$34m included in 1QFY21 result.
- Volumes declined 6% YoY to 781kt (v/s est. 755kt) on a reported basis and by ~15% YoY to 706kt on a like-to-like basis (excluding 75kt sales in the quarter from Aleris). Volumes were largely impacted by ~50% YoY decline in automotive shipments.
- Adj. EBITDA/t was down 27% YoY to USD324/t (v/s est. USD351/t). On ex-Aleris basis, it was down 30% YoY to USD310m, due to weak volume mix (lower auto business) and negative operating leverage.
- FCF post capex was negative at USD146m (v/s negative USD94m in 1QFY20).
  Capex in 1QFY21 stood at USD106m (v/s USD162m last year).
- Net debt increased by USD3.0b QoQ to USD6.2b by end-Jun'20 due to acquisition of Aleris for USD2.8b as well as increase in working capital. Net debt/EBITDA increased to 3.8x (v/s 2.1x at end-FY20).
- Liquidity profile remained strong at USD2.1b at end-Jun'20.

# Key Highlights: Volumes back to pre-COVID levels

- Beverage can demand remained strong. Automotive volumes recovered gradually and are back to pre-COVID levels. The company has achieved record-high automotive volumes in China during 1QFY21.
- Among the newly acquired portfolio from Aleris, performance of Aerospace is likely to remain muted whereas Building & Construction is likely to improve with recovery in the economy. Specialty continues to do well, led by strong demand from electronics and EVs.
- EBITDA is guided to improve in the ensuing quarters. Management expects sustainable EBITDA/t of USD450-475.
- Interest cost is expected at USD260-270m for the full year (v/s USD240m in FY20), which is lower than expected due to the lower prevailing interest rates.

Amit Murarka - Research analyst (Amit.Murarka@motilaloswal.com) Basant Joshi - Research analyst (Basant.Joshi@motilaloswal.com)

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- Capex (incl. Aleris) for FY21 has been guided in the range of USD450-500m, including sustenance capex of USD250m for Novelis and Aleris.
- Novelis' capacity (post Aleris acquisition) stands at 4.0mtpa (implying Aleris capacity of 0.6mtpa, which excludes divestment of Duffel and Louis Port). It would increase to 4.2mtpa post completion of 200kt expansion in China.

### Valuation and view

- Outlook for Novelis is positive led by resilience in beverage can business and global recovery in auto demand which is a high margin business.
- Profitability in its primary aluminum business in India is also improving, led by lower costs and rebound in LME aluminum prices (now nearly flat YoY).
- With ~75% EBITDA contribution from the non-LME business (Novelis + Aleris), we also see relatively higher stability in HNDL's earnings.
- The stock trades at an attractive valuation of 5.3x EV/EBITDA and 8.1x P/E on FY22E. We value it at INR233/share (earlier INR198) based on SOTP. Re-iterate Buy.

| Y/E March             |       | FY2   | 0     |       |       | FY2   | 1E          |       | FY20   | FY21E  |               | vs Est |
|-----------------------|-------|-------|-------|-------|-------|-------|-------------|-------|--------|--------|---------------|--------|
|                       | 1Q    | 2Q    | 3Q    | 4Q    | 1Q    | 2QE   | 3QE         | 4QE   |        |        | 1 <b>Q</b> E* | (%)    |
| Sales (000 tons)      | 830   | 835   | 797   | 811   | 781   | 904   | 908         | 943   | 3,273  | 3,536  | 673           | 16     |
| Change (YoY %)        | 4.1   | 3.5   | -0.4  | -6.8  | -5.9  | 8.2   | 13.9        | 16.3  | 0.0    | 8.0    | -19.0         |        |
| Net Sales             | 2,925 | 2,851 | 2,715 | 2,726 | 2,426 | 3,131 | 3,235       | 3,399 | 11,217 | 12,155 | 1,981         | 22     |
| Change (YoY %)        | -5.6  | -9.1  | -9.8  | -11.6 | -17.1 | 9.8   | 19.2        | 24.7  | -9.0   | 8.4    | -32.3         |        |
| EBITDA (adjusted)     | 368   | 378   | 343   | 354   | 253   | 362   | 381         | 406   | 1,443  | 1,402  | 237           | 7      |
| Change (YoY %)        | 10.2  | 6.5   | 6.5   | -0.8  | -31.3 | -4.3  | 11.2        | 14.8  | 5.5    | -2.8   | -35.7         |        |
| EBITDA per ton (USD)  | 443   | 453   | 430   | 436   | 324   | 400   | 420         | 431   | 441    | 397    | 352           | -8     |
| Interest              | 62    | 58    | 57    | 63    | 67    | 69    | 69          | 65    | 240    | 270    | 75            | -11    |
| Depreciation          | 88    | 88    | 91    | 94    | 118   | 120   | 120         | 122   | 361    | 480    | 88            | 34     |
| PBT (before EO item)  | 218   | 232   | 195   | 197   | 68    | 173   | <b>192</b>  | 220   | 842    | 653    | 73            | -7     |
| Extra-ordinary Income | (28)  | (60)  | (39)  | (113) | (176) | (30)  | (30)        | (24)  | (240)  | (260)  | (30)          |        |
| PBT (after EO item)   | 190   | 172   | 156   | 84    | -108  | 143   | 16 <b>2</b> | 196   | 602    | 393    | 43            |        |
| Total Tax             | 63    | 49    | 49    | 21    | -29   | 43    | 49          | 59    | 182    | 121    | 13            |        |
| Reported PAT          | 127   | 123   | 107   | 63    | -79   | 100   | 114         | 137   | 420    | 271    | 30            |        |
| Change (YoY %)        | -7    | 6     | 37    | -39   | -162  | -19   | 6           | 117   | -3     | -35    | -76           |        |
| Adjusted PAT          | 155   | 183   | 146   | 176   | 97    | 130   | 144         | 161   | 660    | 531    | 60            |        |

#### Quarterly Performance (Novelis) - USD m

\*estimate based on ex-Aleris basis, hence, not comparable

# Management call highlights

### Beverage can market

- Beverage can volumes declined to low single-digit during the quarter as weakness in South America and Asia can volumes was offset by strong demand in North America.
- Demand remains resilient in North America and Europe due to strong in-house consumption trend. Demand in South America is also improving.

### Auto market

- Automotive volumes declined ~50% YoY due to customer shutdowns in Apr'20. The company achieved record shipments in automotive in China during the quarter.
- However, volumes recovered gradually during the quarter led by restocking demand from customers and are back to pre-COVID levels.

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Management is cautiously optimistic about demand with limited medium-term visibility.

## Aerospace market

Demand has been impacted significantly due to lower consumer travel trends.
 Management expects demand to remain muted from the segment during FY21.

## **Specialties and other segment**

- Specialties segment witnessed double-digit growth during the quarter due to integration of the Aleris business.
- Among the newly acquired portfolio from Aleris, Building and Construction is likely to improve with recovery in the economy.
- Demand is also gradually improving on MoM basis, led by strong demand from electronics and EVs.

## Guidance

- Management expects aluminum-scrap spreads to remain strong in North America, thereby, supporting margins.
- EBITDA is guided to improve in the ensuing quarters. Management expects sustainable EBITDA/t of USD450-475.
- Interest cost should stand at USD260-270m for the full year (v/s USD240m in FY20), which is lower than expected due to lower prevailing interest rates.
- Capex (incl. Aleris) or FY21 has been guided in the range of USD450-500m. This includes sustenance capex of USD200m for Novelis and USD50m for Aleris.
- Novelis' capacity (post Aleris acquisition) stands at 4.0mtpa (implying Aleris' capacity of 0.6mtpa excl. divestment of Duffel and Louis Port). It would increase to 4.2mtpa post completion of 200kt expansion in China.
- Management expects synergy from the Aleris' acquisition to be far higher than the guided amount of USD150m. Of this, USD85m is traditional synergy, which it has started to realize. However, USD65m would come post commissioning of its 200ktpa capacity in China.

## Update on Duffel and Lewis Port

- Duffel plant sale is pending approval from Chinese Authorities.
- The company expects to sell the Lewis Port asset over the next 12 months.
- The company reported net loss of USD18m from Lewis Port and Duffel Plant operations (disclosed under discontinued operations).
- Duffel and Lewis Port had net assets of USD1.1b as disclosed in the Balance Sheet.

### Others

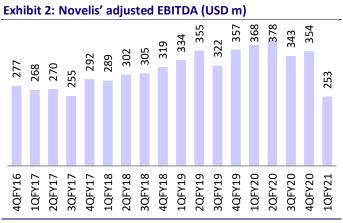
- Management is looking to refinance bridge financing loan of USD1.1b with unsecured debt.
- Gross debt stood at USD7.9b at end-Jun'20, while net-debt stood at USD6.2b. Management would look to reduce gross debt once uncertainty related to COVID-19 subsides.
- Commissioning of Zhanghou is likely to be done in 3QFY21, while Kentucky in the US will be done in the beginning of CY21.

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#### Exhibit 1: Geographical Segment Performance: Asia performance improves on record automotive volumes in China

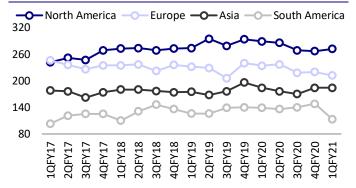
|                              | 1QFY20 | 2QFY20 | 3QFY20 | 4QFY20 | 1QFY21 | QoQ (%) | YoY (%) |
|------------------------------|--------|--------|--------|--------|--------|---------|---------|
| Rolled Product Shipments -kt |        |        |        |        |        |         |         |
| North America                | 289    | 286    | 269    | 267    | 272    | 2       | -6      |
| Europe                       | 234    | 237    | 218    | 220    | 212    | -4      | -9      |
| Asia                         | 184    | 176    | 170    | 184    | 184    |         |         |
| South America                | 139    | 136    | 140    | 148    | 113    | -24     | -19     |
| Adj EBITDA - USDm            |        |        |        |        |        |         |         |
| North America                | 170    | 171    | 127    | 122    | 78     | -36     | -54     |
| Europe                       | 53     | 60     | 47     | 57     | 20     | -65     | -62     |
| Asia                         | 53     | 46     | 55     | 56     | 75     | 34      | 42      |
| South America                | 96     | 97     | 116    | 112    | 76     | -32     | -21     |
| adj. EBITDA per ton (USD)    |        |        |        |        |        |         |         |
| North America                | 588    | 598    | 472    | 457    | 287    | -37     | -51     |
| Europe                       | 226    | 253    | 216    | 259    | 94     | -64     | -58     |
| Asia                         | 288    | 261    | 324    | 304    | 408    | 34      | 42      |
| South America                | 691    | 713    | 829    | 757    | 673    | -11     | -3      |

Source: Company



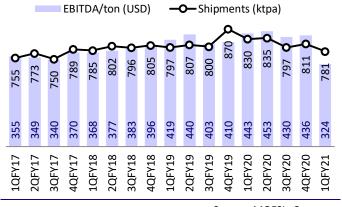
Source: MOFSL, Company

#### Exhibit 4: Novelis' FRP shipments (kt)



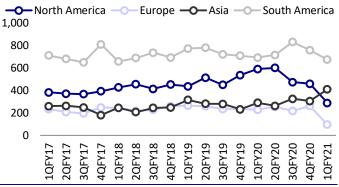
Source: MOFSL, Company

#### Exhibit 3: Novelis' EBITDA/t and shipments



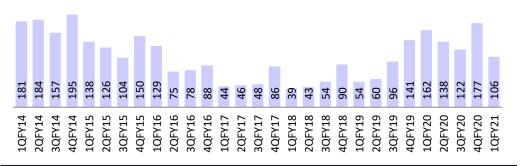
Source: MOFSL, Company

#### Exhibit 5: Novelis' regional EBITDA/t trends



Source: MOFSL, Company

#### Exhibit 6: Novelis' capex (USD m)



Source: MOFSL, Company

## Valuation and view

- Outlook for Novelis is positive, led by resilience in the beverage can business and global recovery in auto demand, which is a high margin business.
- Profitability in its primary aluminum business in India is also improving, led by lower costs and rebound in LME aluminum prices (now nearly flat YoY).
- With ~75% EBITDA contribution from the non-LME business (Novelis + Aleris), we also see relatively higher stability in HNDL's earnings.
- The stock trades at an attractive valuation of 5.3x EV/EBITDA and 8.1x P/E on FY22E. We value it at INR233/share (earlier INR198) based on SOTP. Re-iterate Buy.

| INR m                                             | Multiple | FY22E    | EV       | INR Per |
|---------------------------------------------------|----------|----------|----------|---------|
|                                                   |          | EBITDA   |          | share   |
| India operations                                  | 5.5      | 39,473   | 2,17,101 | 98      |
| Novelis                                           | 6.0      | 1,28,236 | 7,69,418 | 346     |
| Enterprise Value                                  |          |          | 9,86,519 | 444     |
| Net-Debt                                          |          |          | 5,01,827 | 226     |
| Equity Value (a)                                  |          |          | 4,84,692 | 218     |
| Investment in Listed securities @10% discount (b) |          |          | 34,300   | 15      |
| Target Price INR/sh. (a+b)                        |          |          |          | 233     |

#### Exhibit 7: Target price derivation

Source: MOSL

# **Financials and Valuations**

| Consolidated Income Statement |          |           |           |           |           | (1)       | NR Million) |
|-------------------------------|----------|-----------|-----------|-----------|-----------|-----------|-------------|
| Y/E March                     | 2016     | 2017      | 2018      | 2019      | 2020      | 2021E     | 2022E       |
| Net sales                     | 9,87,589 | 10,01,838 | 11,51,717 | 13,05,423 | 11,81,440 | 13,07,533 | 14,46,547   |
| Change (%)                    | -4.1     | 1.4       | 15.0      | 13.3      | -9.5      | 10.7      | 10.6        |
| Total Expenses                | 9,01,047 | 8,77,479  | 10,13,513 | 11,50,317 | 10,39,380 | 11,65,276 | 12,78,838   |
| EBITDA                        | 86,542   | 1,24,359  | 1,38,204  | 1,55,105  | 1,42,060  | 1,42,256  | 1,67,709    |
| % of Net Sales                | 8.8      | 12.4      | 12.0      | 11.9      | 12.0      | 10.9      | 11.6        |
| Depn. & Amortization          | 43,468   | 44,572    | 45,062    | 47,770    | 50,910    | 61,522    | 62,765      |
| EBIT                          | 43,074   | 79,786    | 93,141    | 1,07,335  | 91,150    | 80,735    | 1,04,944    |
| Net Interest                  | 51,338   | 57,424    | 39,107    | 37,780    | 41,970    | 44,366    | 43,943      |
| Other income                  | 11,888   | 11,110    | 10,046    | 11,271    | 11,860    | 11,575    | 12,217      |
| PBT before EO                 | 3,624    | 33,472    | 64,080    | 80,826    | 61,040    | 47,944    | 73,218      |
| EO income (exp)               | -5,765   | -76       | 17,742    |           | -1,840    |           |             |
| PBT after EO                  | -2,141   | 33,395    | 81,821    | 80,826    | 59,200    | 47,944    | 73,218      |
| Тах                           | 4,984    | 14,326    | 20,742    | 25,881    | 21,570    | 13,795    | 24,702      |
| Rate (%)                      | -232.8   | 42.9      | 25.4      | 32.0      | 36.4      | 28.8      | 33.7        |
| Reported PAT                  | -7,125   | 19,069    | 61,080    | 54,945    | 37,630    | 34,149    | 48,517      |
| Minority interests            | -4,508   | -174      | -1        | -7        |           |           |             |
| Share of asso.                | 1,715    | -251      | -1,251    | 5         | 40        | 40        | 40          |
| Adjusted PAT                  | 4,863    | 19,069    | 42,088    | 54,957    | 38,884    | 34,189    | 48,557      |
| Change (%)                    | -82.6    | -22.9     | 120.7     | 30.6      | -29.2     | -12.1     | 42.0        |
| Balance Sheet                 |          |           |           |           |           | (1)       | R Million)  |
| Y/E March                     | 2016     | 2017      | 2018      | 2019      | 2020      | 2021E     | 2022E       |
| Share Capital                 | 2,049    | 2,227     | 2,229     | 2,224     | 2,224     | 2,224     | 2,224       |

| 2016      | 2017                                                                                                                                                                                                                                                             | 2018                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2019                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 2020                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 20215                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | ZUZZE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|-----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2,049     | 2,227                                                                                                                                                                                                                                                            | 2,229                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 2,224                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 2,224                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 2,224                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | 2,224                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 4,04,017  | 4,58,361                                                                                                                                                                                                                                                         | 5,46,289                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 5,72,793                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 5,80,950                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 6,11,358                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 6,53,910                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 4,06,066  | 4,60,588                                                                                                                                                                                                                                                         | 5,48,518                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 5,75,017                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 5,83,174                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 6,13,582                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 6,56,134                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 3,813     | 62                                                                                                                                                                                                                                                               | 86                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 95                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 100                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 100                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 100                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| 6,74,754  | 6,37,515                                                                                                                                                                                                                                                         | 5,20,155                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 5,24,150                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 6,74,190                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 7,87,832                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 7,61,151                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 20,970    | 20,168                                                                                                                                                                                                                                                           | 31,333                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 36,505                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 37,610                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 40,369                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 45,309                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 11,05,603 | 11,18,333                                                                                                                                                                                                                                                        | 11,00,092                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 11,35,767                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 12,95,074                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 14,41,884                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 14,62,694                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 10,57,871 | 10,40,510                                                                                                                                                                                                                                                        | 10,82,644                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 11,30,670                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 11,99,704                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 14,51,485                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 15,14,495                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 3,78,494  | 3,64,991                                                                                                                                                                                                                                                         | 4,10,054                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 4,57,824                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 5,08,734                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 5,70,255                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 6,33,020                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 6,79,377  | 6,75,518                                                                                                                                                                                                                                                         | 6,72,590                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 6,72,846                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 6,90,970                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 8,81,230                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 8,81,474                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 1,77,353  | 1,71,350                                                                                                                                                                                                                                                         | 1,78,294                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1,85,746                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 2,00,980                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,26,105                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,26,105                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 42,138    | 18,139                                                                                                                                                                                                                                                           | 20,629                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 40,971                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 77,210                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 37,473                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 28,184                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 47,488    | 62,057                                                                                                                                                                                                                                                           | 68,778                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 51,567                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 31,320                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 31,360                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 31,400                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 4,65,104  | 5,29,543                                                                                                                                                                                                                                                         | 5,29,846                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 5,67,157                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 6,85,704                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 6,88,943                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 7,41,609                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 1,67,873  | 1,82,914                                                                                                                                                                                                                                                         | 2,16,314                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 2,21,938                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 2,23,840                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,43,595                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,61,567                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 79,184    | 82,748                                                                                                                                                                                                                                                           | 99,598                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1,14,598                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 93,450                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 1,21,798                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1,30,784                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 1,20,962  | 1,72,129                                                                                                                                                                                                                                                         | 1,19,612                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1,36,419                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 2,78,480                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,33,616                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,59,324                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 97,085    | 91,752                                                                                                                                                                                                                                                           | 94,322                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 94,203                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | 89,934                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 89,934                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 89,934                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| 3,05,857  | 3,38,275                                                                                                                                                                                                                                                         | 3,70,046                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 3,82,520                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 3,91,110                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 4,23,227                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 4,46,079                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 1,50,598  | 1,78,581                                                                                                                                                                                                                                                         | 2,04,392                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 2,07,244                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 1,82,820                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,14,937                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,37,789                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 1,55,259  | 1,59,694                                                                                                                                                                                                                                                         | 1,65,655                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1,75,276                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 2,08,290                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,08,290                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,08,290                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 1,59,247  | 1,91,269                                                                                                                                                                                                                                                         | 1,59,800                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1,84,637                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 2,94,594                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,65,716                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,95,530                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 11,05,603 | 11,18,333                                                                                                                                                                                                                                                        | 11,00,092                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 11,35,767                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 12,95,074                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 14,41,884                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 14,62,694                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|           | 2,049<br>4,04,017<br>4,06,066<br>3,813<br>6,74,754<br>20,970<br>11,05,603<br>10,57,871<br>3,78,494<br>6,79,377<br>1,77,353<br>42,138<br>47,488<br>47,488<br>4,65,104<br>1,67,873<br>79,184<br>1,20,962<br>97,085<br>3,05,857<br>1,50,598<br>1,55,259<br>1,59,247 | 2,049      2,227        4,04,017      4,58,361        4,06,066      4,60,588        3,813      62        6,74,754      6,37,515        20,970      20,168        11,05,603      11,18,333        10,57,871      10,40,510        3,78,494      3,64,991        6,79,377      6,75,518        1,77,353      1,71,350        42,138      18,139        47,488      62,057        4,65,104      5,29,543        1,67,873      1,82,914        79,184      82,748        1,20,962      1,72,129        97,085      91,752        3,05,857      3,38,275        1,50,598      1,78,581        1,55,259      1,59,694        1,59,247      1,91,269 | 2,0492,2272,2294,04,0174,58,3615,46,2894,06,0664,60,5885,48,5183,81362866,74,7546,37,5155,20,15520,97020,16831,33311,05,60311,18,33311,00,09210,57,87110,40,51010,82,6443,78,4943,64,9914,10,0546,79,3776,75,5186,72,5901,77,3531,71,3501,78,29442,13818,13920,62947,48862,05768,7784,65,1045,29,5435,29,8461,67,8731,82,9142,16,31479,18482,74899,5981,20,9621,72,1291,19,61297,08591,75294,3223,05,8573,38,2753,70,0461,50,5981,78,5812,04,3921,55,2591,59,6941,65,6551,59,2471,91,2691,59,800 | 2,0492,2272,2292,2244,04,0174,58,3615,46,2895,72,7934,06,0664,60,5885,48,5185,75,0173,8136286956,74,7546,37,5155,20,1555,24,15020,97020,16831,33336,50511,05,60311,18,33311,00,09211,35,76710,57,87110,40,51010,82,64411,30,6703,78,4943,64,9914,10,0544,57,8246,79,3776,75,5186,72,5906,72,8461,77,3531,71,3501,78,2941,85,74642,13818,13920,62940,97147,48862,05768,77851,5674,65,1045,29,5435,29,8465,67,1571,67,8731,82,9142,16,3142,21,93879,18482,74899,5981,14,5981,20,9621,72,1291,19,6121,36,41997,08591,75294,32294,2033,05,8573,38,2753,70,0463,82,5201,50,5981,78,5812,04,3922,07,2441,55,2591,59,6941,65,6551,75,2761,59,2471,91,2691,59,8001,84,637 | 2,0492,2272,2292,2242,2244,04,0174,58,3615,46,2895,72,7935,80,9504,06,0664,60,5885,48,5185,75,0175,83,1743,8136286951006,74,7546,37,5155,20,1555,24,1506,74,19020,97020,16831,33336,50537,61011,05,60311,18,33311,00,09211,35,76712,95,07410,57,87110,40,51010,82,64411,30,67011,99,7043,78,4943,64,9914,10,0544,57,8245,08,7346,79,3776,75,5186,72,5906,72,8466,90,9701,77,3531,71,3501,78,2941,85,7462,00,98042,13818,13920,62940,97177,21047,48862,05768,77851,56731,3204,65,1045,29,5435,29,8465,67,1576,85,7041,67,8731,82,9142,16,3142,21,9382,23,84079,18482,74899,5981,14,59893,4501,20,9621,72,1291,19,6121,36,4192,78,48097,08591,75294,32294,20389,9343,05,8573,38,2753,70,0463,82,5203,91,1101,50,5981,78,5812,04,3922,07,2441,82,8201,55,2591,59,6941,65,6551,75,2762,08,2901,59,2471,91,2691,59,8001,84,6372,94,594 | 2,0492,2272,2292,2242,2242,2244,04,0174,58,3615,46,2895,72,7935,80,9506,11,3584,06,0664,60,5885,48,5185,75,0175,83,1746,13,5823,8136286951001006,74,7546,37,5155,20,1555,24,1506,74,1907,87,83220,97020,16831,33336,50537,61040,36911,05,60311,18,33311,00,09211,35,76712,95,07414,41,88410,57,87110,40,51010,82,64411,30,67011,99,70414,51,4853,78,4943,64,9914,10,0544,57,8245,08,7345,70,2556,79,3776,75,5186,72,5906,72,8466,90,9708,81,2301,77,3531,71,3501,78,2941,85,7462,00,9802,26,10542,13818,13920,62940,97177,21037,47347,48862,05768,77851,56731,32031,3604,65,1045,29,5435,29,8465,67,1576,85,7046,88,9431,67,8731,82,9142,16,3142,21,9382,23,8402,43,59579,18482,74899,5981,14,59893,4501,21,7981,20,9621,72,1291,19,6121,36,4192,78,4802,33,61697,08591,75294,32294,20389,93489,9343,05,8573,38,2753,70,0463,82,5203,91,1104,23,2271,50,598< |

# **Financials and Valuations**

| Ratios                   |       |       |       |       |       |       |       |
|--------------------------|-------|-------|-------|-------|-------|-------|-------|
| Y/E March                | 2016  | 2017  | 2018  | 2019  | 2020  | 2021E | 2022E |
| Basic (INR)              |       |       |       |       |       |       |       |
| EPS                      | 2.4   | 8.6   | 18.9  | 24.7  | 17.5  | 15.4  | 21.8  |
| Cash EPS                 | 17.7  | 28.6  | 47.6  | 46.2  | 39.8  | 43.0  | 50.0  |
| BV/Share (adj.)          | 111.6 | 129.9 | 166.1 | 175.0 | 171.8 | 174.2 | 193.4 |
| DPS                      | 1.0   | 1.1   | 1.4   | 1.2   | 1.2   | 1.7   | 2.7   |
| Payout (%)               | 49.3  | 15.0  | 8.7   | 5.7   | 8.0   | 12.9  | 14.5  |
| Valuation (x)            |       |       |       |       |       |       |       |
| P/E                      | 74.2  | 20.6  | 9.3   | 7.1   | 10.1  | 11.4  | 8.1   |
| Cash P/E                 | 9.9   | 6.2   | 3.7   | 3.8   | 4.4   | 4.1   | 3.5   |
| P/BV                     | 1.6   | 1.4   | 1.1   | 1.0   | 1.0   | 1.0   | 0.9   |
| EV/Sales                 | 0.9   | 0.9   | 0.7   | 0.6   | 0.7   | 0.7   | 0.6   |
| EV/EBITDA                | 10.6  | 6.9   | 5.7   | 5.0   | 5.5   | 6.6   | 5.3   |
| Dividend Yield (%)       | 0.6   | 0.6   | 0.8   | 0.7   | 0.7   | 1.0   | 1.5   |
| Return Ratios (%)        |       |       |       |       |       |       |       |
| EBITDA Margins (%)       | 8.8   | 12.4  | 12.0  | 11.9  | 12.0  | 10.9  | 11.6  |
| Net Profit Margins (%)   | 0.5   | 1.9   | 3.7   | 4.2   | 3.3   | 2.6   | 3.4   |
| RoE                      | 2.2   | 7.1   | 12.8  | 14.5  | 10.1  | 8.9   | 11.9  |
| RoCE (pre-tax)           | 4.9   | 8.2   | 9.3   | 10.6  | 8.5   | 6.7   | 8.1   |
| RoIC (pre-tax)           | 5.0   | 9.1   | 10.8  | 11.9  | 10.3  | 7.9   | 9.2   |
| Working Capital Ratios   | 35.6  | 31.7  | 35.3  | 36.2  | 41.5  |       |       |
| Fixed Asset Turnover (x) | 0.9   | 1.0   | 1.1   | 1.2   | 1.0   | 0.9   | 1.0   |
| Asset Turnover (x)       | 0.9   | 0.9   | 1.0   | 1.1   | 0.9   | 0.9   | 1.0   |
| Debtor (Days)            | 29.3  | 30.1  | 31.6  | 32.0  | 28.9  | 34.0  | 33.0  |
| Inventory (Days)         | 62.0  | 66.6  | 68.6  | 62.1  | 69.2  | 68.0  | 66.0  |
| Payable (Days)           | 55.7  | 65.1  | 64.8  | 57.9  | 56.5  | 60.0  | 60.0  |
| Leverage Ratio (x)       |       |       |       |       |       |       |       |
| Current Ratio            | 1.5   | 1.6   | 1.4   | 1.5   | 1.8   | 1.6   | 1.7   |
| Interest Cover Ratio     | 0.8   | 1.4   | 2.4   | 2.8   | 2.2   | 1.8   | 2.4   |
| Debt/Equity              | 2.4   | 1.6   | 1.1   | 1.0   | 1.0   | 1.4   | 1.2   |

| Cash Flow Statement        |          |          |           |          |          | (IN       | IR Million) |
|----------------------------|----------|----------|-----------|----------|----------|-----------|-------------|
| Y/E March                  | 2016     | 2017     | 2018      | 2019     | 2020     | 2021E     | 2022E       |
| EBITDA                     | 86,542   | 1,24,359 | 1,38,204  | 1,55,105 | 1,42,060 | 1,42,256  | 1,67,709    |
| XO Exp. (income)           | 1,543    | 3,622    | 2,617     | 439      | -2,610   | 7         | 7           |
| tax paid                   | -12,291  | -7,797   | -14,081   | -18,883  | -1,020   | -11,036   | -19,761     |
| Change in WC               | 41,083   | 6,691    | -17,862   | -16,865  | -11,780  | -15,986   | -4,107      |
| CF from Op. Activity       | 1,16,877 | 1,26,875 | 1,08,877  | 1,19,795 | 1,26,650 | 1,15,241  | 1,43,848    |
| (Inc)/Dec in FA + CWIP     | -42,452  | -29,376  | -30,008   | -60,053  | -67,910  | -54,152   | -50,402     |
| Free Cash Flow to firm     | 74,426   | 97,499   | 78,870    | 59,742   | 58,740   | 61,089    | 93,446      |
| (Pur)/Sale of Inv. & yield | 15,859   | 5,667    | 24,685    | 6,615    | 7,110    | 11,575    | 12,217      |
| Others & M&A               | 6        | 3,524    | 8,052     | 5,110    | 10,111   | -1,84,725 |             |
| CF from Inv. Activity      | -26,586  | -20,185  | 2,730     | -48,328  | -50,689  | -2,27,302 | -38,186     |
| Equity raised/(repaid)     | 1        | 33,141   | 162       | -1,176   |          |           |             |
| Debt raised/(repaid)       | -36,003  | -25,430  | -1,22,863 | -14,443  | 1,09,460 | 1,15,350  | -30,000     |
| Interest                   | -50,057  | -60,754  | -38,486   | -35,813  | -40,160  | -44,366   | -43,943     |
| Dividend (incl. tax)       | -2,558   | -2,479   | -2,938    | -3,229   | -3,200   | -3,781    | -6,005      |
| CF from Fin. Activity      | -88,619  | -55,523  | -1,64,124 | -54,660  | 66,100   | 67,204    | -79,947     |
| (Inc)/Dec in Cash          | 1,673    | 51,167   | -52,517   | 16,807   | 1,42,061 | -44,857   | 25,715      |
| Add: Opening Balance       | 1,19,289 | 1,20,962 | 1,72,129  | 1,19,612 | 1,36,419 | 2,78,480  | 2,33,616    |
| Closing Balance            | 1,20,962 | 1,72,129 | 1,19,612  | 1,36,419 | 2,78,480 | 2,33,623  | 2,59,331    |

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.

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