

### Deal wins momentum intact remotely; tight cost initiatives revives OPM

- RMCS reported strong results with Revenue growth of 4.5% QoQ at \$19.4mn as against our estimate of \$16.5mn as deal signings normalizes in Q1 alongwith continued improvement on faster Go-lives.
- Company won new orders worth US\$21.3mn in Q1FY21, taking the unexecuted order book to US\$164mn (2x revenue). Order intake improved materially after a brief freeze in March'20 (signed \$13mn in Q4); although sales continues to remain largely digital-led only.
- Profitability in Q1 significantly with EBIT margins (Ex-FX) at 14.9% as it saved materially on personnel cost (steep pay-cuts to top 90 employees) and significant savings on SG&A (especially on Travel and Marketing), We do not see this as sustainable and should normalize to 12% for the full year.
- Result commentary and performance both has been a positive surprise and has led to restoration of our growth/estimates largely back to pre-pandemic levels. Also, positive newsflow on execution in terms of faster deployment would help it pace up the revenue recognition; factoring the same we retain our Buy rating on the stock with a DCF-based TP of Rs250 (implies 15x/12.5x PER on FY22E/FY23E earnings).

### Aviation drives performance beat; reduced pipeline still encouraging

The current quarter revenue performance was led by strong deal signings in Aviation at US\$7.6mn (LQ \$4.3mn), that resulted in stronger Licence revenues and improved GM on overall basis. The deal win momentum normalises despite the sales/marketing mode continues to stay remote. Company is incrementally focusing on Webinars compared for spends for events/Google Adwords. The pipeline was bit hazy post pandemic but has now normalised at US\$570mn as compared to Q4 exit run rate of US\$650mn. The company is hopeful of improved performance given decent win ratios, increased deal-recognition through improved implementation and partially sustainable cost factors.

### Profitability to drop sharply in Q2 and then to improve systemically

RMCS adjusted profitability (ex of Forex) performance stood at 14.5% in Q1 as it tightened its belt on all cost line items right from personnel expenses (salary cut, people cut), SG&A (travel cut, marketing cost, lower G&A). However, most of these would return back to normalcy in Q2 and would improve systemically with improved operating leverage.

### Q1FY21 Result (Rs Mn)

Particulars	Q1FY21	Q1FY20	YoY (%)	Q4FY20	QoQ (%)
Revenue	1,452	1,397	4.0	1,329	9.3
Total Expense	1,003	1,157	(13.3)	1,141	(12.1)
EBITDA	450	240	87.3	187	140.1
Depreciation	174	165	5.8	167	4.5
EBIT	276	76	264.8	21	1233.0
Other Income	34	22	51.5	26	28.5
Interest	29	30	(3.3)	29	(0.8)
EBT	281	68	311.4	18	1446.8
Tax	139	39	258.2	75	85.8
RPAT	138	28	385.0	(59)	(336.1)
APAT	138	28	385.0	(59)	(336.1)
			(bps)		(bps)
Gross Margin (%)	55.2	55.4	(19)	54.9	29
EBITDA Margin (%)	31.0	17.2	1377	14.1	1686
NPM (%)	9.5	2.0	747	(4.4)	1392
Tax Rate (%)	49.5	56.8	(734)	411.8	(36237)
EBIT Margin (%)	19.0	5.4	1356	1.6	1741

CMP	Rs 157
Target / Upside	Rs 250 / 59%
BSE Sensex	38,206
NSE Nifty	11,270

### Scrip Details

Equity / FV	Rs 306mn / Rs 10
Market Cap	Rs 5bn
	US\$ 66mn
52-week High/Low	Rs 219/Rs 64
Avg. Volume (no)	480,938
NSE Symbol	RAMCOSYS
Bloomberg Code	RMCS IN

### Shareholding Pattern Jun'20(%)

Promoters	54.7
MF/Banks/FIs	13.3
FIs	5.4
Public / Others	26.7

### Valuation (x)

	FY20A	FY21E	FY22E
P/E	47.3	13.1	9.5
EV/EBITDA	5.5	3.6	2.7
ROE (%)	1.7	5.9	7.6
RoACE (%)	3.4	6.7	8.1

### Estimates (Rs mn)

	FY20A	FY21E	FY22E
Revenue	5,689	6,001	6,878
EBITDA	1,030	1,431	1,627
PAT	102	366	508
EPS (Rs.)	3.3	12.0	16.6

**VP Research: Rahul Jain**

Tel: +9122 40969771

E-mail: rahulj@dolatcapital.com

**Associate: Divyesh Mehta**

Tel: +91 22 40969768

E-mail: divyesh.mehta@dolatcapital.com

**Exhibit 1: Quarterly performance versus estimates**

(in Rs mn)	Actual	Estimates		% Variation		Comment
		Dolat	Consensus	Dolat	Consensus	
Revenues (in US\$ mn)	19	17	NA	17.8	NA	Revenues beat led by strong deal signings in Aviation business
Sales	1,452	1,221	NA	19.0	NA	
EBIT	276	(16)	NA	(1821.0)	NA	Strict cost measures, temporary savings on travel, digital sales drives OPM beat
EBIT, margin	19.0	(1.3)	NA	2,030 bps	NA	
PAT	138	(15)	NA	(1030.1)	NA	Strong collections helped in improved net other income

Source: Company, DART

**Change in estimates**

Accounting for result beat, confident commentary, reduced cost base, increased acceptance of remote implementation/sales has led to improved growth estimate for FY21 by 7%; and large swing in profitability (700bps/480bps respectively for FY21/22E). The confidence in big improvement is emanating from improved implementation cycle (led by increased automation), and remote deployment that would mean better gross margins, which along with remote selling as well as lower marketing cost would lead to further gains in operating margins. As a result, we see significant improvement in our EPS estimates.

**Exhibit 2: Change in estimates**

(Rs mn)	FY20	FY21E			FY22E		
	Actual	Old	New	% change	Old	New	% Change
Revenues (US\$ mn)	81.1	75.0	80.1	6.8	91.00	91.1	0.1
YoY growth (%)	5	(2)	5		21	15	
Revenues	5,689	5,550	6,001	8.1	6,734	6,878	2.1
EBIT	365	267	727	172.2	572	907	58.6
EBIT Margin (%)	6.4	4.8	12.1		8.5	13.2	
Net profits	104	103	366	255.4	293	508	73.1
EPS (Rs)	3.4	3.25	12.0	267.6	9.25	16.6	79.1

Source: Company, DART

**Exhibit 3: Key assumptions in our estimates**

Metrics (%) YoY growth	FY20A	FY21E	FY22E
Growth in Revenues (US\$ terms)	4	(1)	14
Growth in HCM business (US\$ terms)	(1)	0	31
Growth in ERP business (US\$ terms)	14	(5)	10
Growth in Aviation business (US\$ terms)	(4)	3	(7)
INR/US\$ realised rate	70.2	74.9	75.5

Source: Company, DART

**Exhibit 4: Quarterly and YTD Performance Trend**

Rs mn	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	YoY (%)	QoQ (%)	YTD FY20	YTD FY21	YoY (%)
Revenues(US\$ mn)	20.2	21.5	20.8	18.6	19.4	(3.5)	4.5	20.2	19.4	(3.5)
Revenue	1,397	1,493	1,471	1,329	1,452	4.0	9.3	1,397	1,452	4.0
Operating Expenditure	1,157	1,182	1,179	1,141	1,003	(13.3)	(12.1)	1,157	1,003	(13.3)
Cost of revenues	623	658	693	599	650	4.4	8.6	623	650	4.4
as % of sales	44.6	44.1	47.1	45.1	44.8			44.6	44.8	
SG&A expenses	534	523	486	543	353	(34.0)	(35.0)	534	353	(34.0)
as % of sales	38.2	35.1	33.0	40.9	24.3			38.2	24.3	
EBITDA	240	311	292	187	450	87.3	140.1	240	450	87.3
Depreciation	165	164	169	167	174			165	174	
EBIT	76	147	123	21	276	264.8	1,233.0	76	276	264.8
Other Income	(7)	(10)	(11)	(3)	5	(171.8)	(307.1)	(7)	5	
PBT	68	137	112	18	281	311.4	1,446.8	68	281	311.4
Total Tax	39	62	53	75	139			39	139	
Reported PAT	28	75	59	(59)	138	385.0	(336.1)	28	138	385.0
Reported EPS	0.9	2.4	1.9	(1.9)	4.5	385.0	(336.1)	0.9	4.5	385.0
<b>Margins (%)</b>						<b>(bps)</b>	<b>(bps)</b>			
EBIDTA	17.2	20.8	19.8	14.1	31.0	1,377	1,686	17.2	31.0	1,377
EBIT	5.4	9.8	8.3	1.6	19.0	1,356	1,741	5.4	19.0	1,356
EBT	4.9	9.2	7.6	1.4	19.3	1,444	1,796	4.9	19.3	1,444
PAT	2.0	5.0	4.0	(4.4)	9.5	747	1,392	2.0	9.5	747
Effective Tax rate	56.8	45.2	47.0	411.8	49.5	(734)	(36,237)	56.8	49.5	(734)

Source: DART, Company

**What to expect next Quarter**

We expect flattish revenue performance in Q2 as surprise growth in Aviation would normalize while the traction in Logistic-ERP improves (HRP likely to see better momentum in Q3 as more employees return to offices/plants). Profitability is also likely to normalize to a large degree as some office return to operations, travel begins and marketing spends are increased to chase growth. Also we do not see any significant gains on Fx as against Rs59mn in Q1. We expect operating leverage led OPM gains to step in Q3 onwards.

**Exhibit 5: What to expect next Quarter**

(Rs Mn)	Q2FY21E	Q1FY21	Q2FY20	QoQ (%)	YoY (%)
Sales (US\$ mn)	19.5	19.5	21.5	0.0	(9.5)
Sales	1,459	1,452	1,493	0.4	(2.3)
EBIT	158	276	147	(42.6)	7.9
PAT	88	138	74	(36.5)	18.6
EPS (Rs)	2.9	4.5	2.4	(36.5)	18.6
EBIT Margin (%)	10.8	19.0	9.8	(812 bps)	103 bps

Source: DART, Company

## Concall key takeaways

- **Strong order bookings given environment:** TCV signings for the quarter were good at US\$21.3mn while below the quarterly run rate of about US\$25mn but strong given weak demand environment as well as travel restrictions. During the quarter it has signed four \$1mn+ deals – across three business segments – Aviation (Military MRO in US), Logistics (in India) and HR-Payroll (5000 employees across 13 countries). Total unexecuted order book stands at US\$164mn – 2x of its TTM revenues.
- **Pipeline down but still encouraging:** After a brief halt in signings and commitments during March-April period. Most of its pipeline has revived back and now stands at US\$ 570mn (was \$650mn in Mar'20) that includes: HRP \$267mn; Aviation \$173mn; ERP \$130mn. It is getting more enquiries across product as well as for Digital Transformation offerings as clients are slowly adopting to New Normal.
- **Execution is improving:** The company is progressing well on its drive to reduce implementation cycle. With the help of leveraging AI/ML engines it has been able to optimize its delivery period considerably and expect the standard go-live cycle to cut down in ERP-Logistic deals to 9months (earlier 1year+) and to just 2 months in HRP (earlier upto 6-8 months). Now the next focus is to improved customer experience (more modern) as the depth of the software is already satisfactory.
- **Remote operations becoming New Normal:** Customers are slowly adopting to remote execution, delivery and even Sales (deal closures). This has helped in growth revival as well as lower cost as clients are still paying onsite billing rate although services/sales are delivered offshore in WFH mode.
- **HRP growth to revive in H2 (37% of rev):** Company remains confident of its superior product and better client positioning to help it sustained improved growth momentum in HPR segment starting H2 as employees return to Office/Plants. The product continues to remain unique given highest number of integrated payrolls (50 countries – completed for US also; next in development is for UK region) as well as unique Covid specific features embedded offerings (thermal detection entry, social distancing alarm, tracking contacts etc.) that is witnessing strong enquiries and confirmation. Recently it won a deal with Semiconductor major wherein it has received work for its 10k employees in one market which can eventually be extended for workforce in rest other Plants. The trend is definitely very encouraging for HPR as more and more companies may go for outsourcing given its non-core nature and increased preference for specialist. However, short term challenge remains given increased unemployment and consistent decline in workforce in many distress industries.
- **Aviation to remain volatile (19% of rev) –** The demand in the segment remains healthy as it is able to win more deals from the OEMs supplier for US Defense segment. This segment is witnessing traction given increased acceptance for third-party vendors in Defence deals under the Trump Administration (thus any change in Govt in US may materially dampen these prospects); however, for the moment it does not see any constraints on demand side as the scope/scale is immense and competitive positioning is superior, as its offering is emerging as ideal platform for the available demand.
- **ERP/Logistic to revive earliest (40% of rev) –** Given its wide offerings (Warehouse mgmt., Transport mgmt. System, Fleet mgmt., Route-Optimization, and on ERP side Digital Transformation and Enterprise Asset mgmt.) and increased volumes for ecommerce led third-party logistic

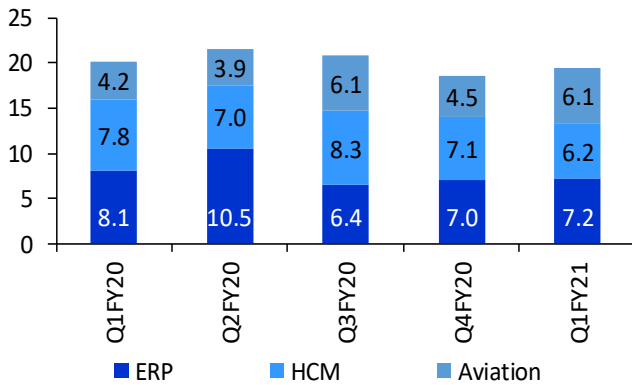
---

players; company is confident of faster demand recovery in the Logistic/ERP vertical.

- **Strict Cost saving measures deployed:** RMCS deployed tough cost cutting measures that included steep salary cut for its Top-90 executives (25-30% cut), hiring freeze, zero-hikes and so on.
- **Gross margins to stay high:** Above factors led to improved Gross Margins during the quarter – Aviation at 60% (FY20 it was 53% - led by higher Licence sales in Q1); ERP at 50%+ (better than its typical run rate at ~45%) that in turn compensated for lower GM for HRP at 40% in Q1 (normalized GM is 48%).
- **SG&A cost to normalize gradually:** Company witnessed sharp 35% drop in SG&A expenses. The savings was led by significant savings on travel bills, G&A, adoption for newer ways of marketing (Digital –webinars) and Rs 60mn favorable Fx swing. The current spends on marketing are likely to add savings of about \$110k-\$130k per month primarily on Digital marketing (run rate of about US\$0.4mn) and events (run rate of about \$1.6mn on events).
- **Ind AS 116 adoption impact in FY20:** Also Rent cost has bit normalized in Q1 after an impact of about 0.5mn\$ in FY20 due to adoption of IND AS116 (FY19 rent charge was US\$2.38mn; but in FY20 it got booked US\$1mn in Depreciation and US\$1.84mn in Interest line item).

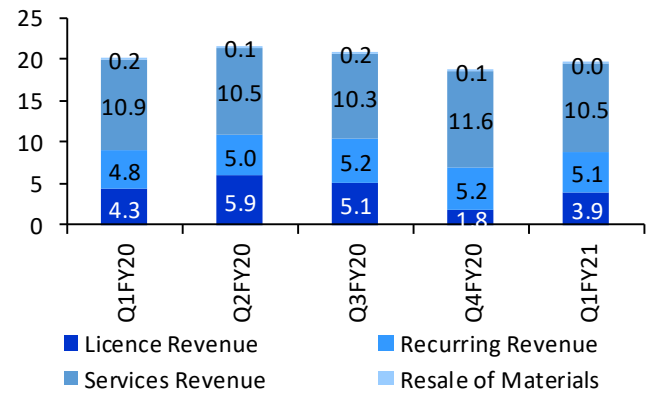
## Story in Charts

**Exhibit 6:** Revenue growth (4.5% QoQ) led by strong deal signings (\$ mn) in Aviation SBU (up 34.4% QoQ)



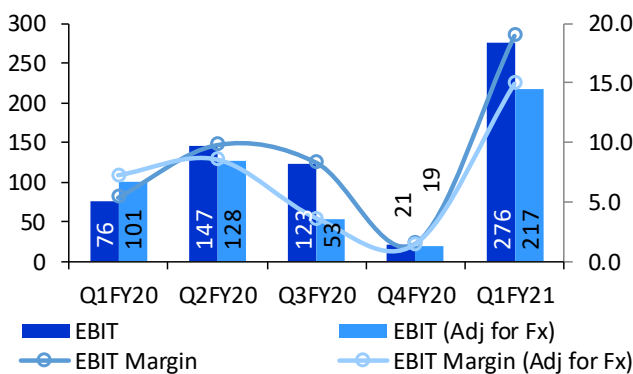
Source: DART, Company

**Exhibit 7:** Higher On – premise deals drive better license revenues (\$ mn) for the quarter



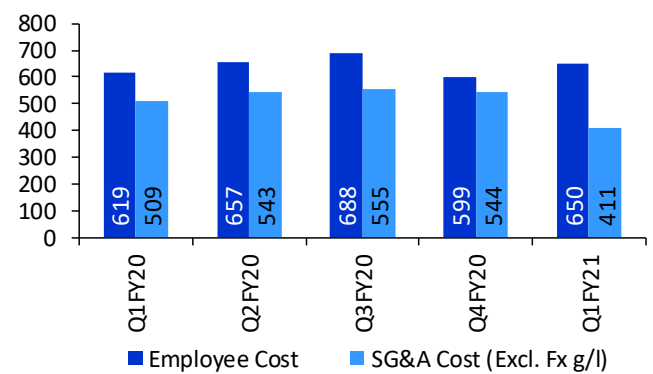
Source: DART, Company

**Exhibit 8:** EBIT Margin and EBIT (Adj FX) Trend (Rs mn)



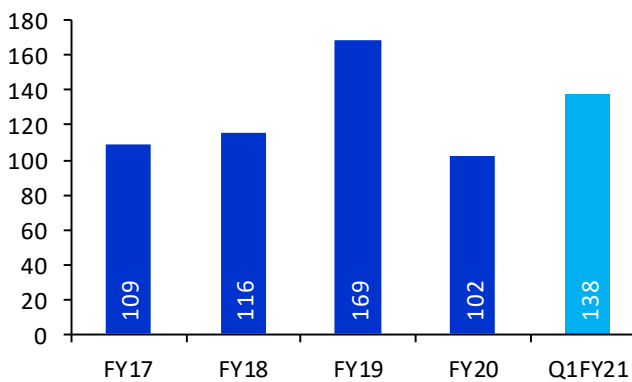
Source: DART, Company

**Exhibit 9:** Absolute Cost Cut in SG&A (Rs mn) led to margin improvement in Q1FY21



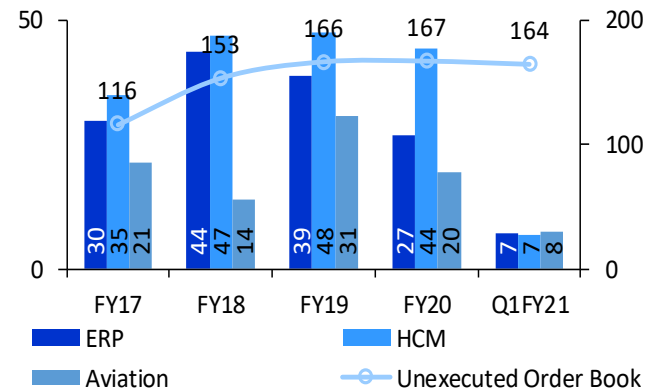
Source: DART, Company

**Exhibit 10:** Q1FY21 PAT (Rs mn) Performance is equal past year annual trends



Source: DART, Company

**Exhibit 11:** Bookings returning to normalcy even remotely. Unexecuted Order Book encouraging (\$ mn)



Source: DART, Company

**Exhibit 12: Operating Metrics**

Metrics	Q1FY19	Q2FY19	Q3FY19	Q4FY19	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
<b>\$ Revenues</b>	19.0	19.0	20.1	20.2	20.2	21.5	20.8	18.6	19.4
QoQ	2	0	5	1	0	7	(3)	(11)	5
YoY	10.8	5.6	3.5	8.7	5.9	13.0	3.7	(7.8)	(3.5)
LTM Revenues rolling	75.0	76.0	76.7	78.3	79.4	81.9	82.6	81.1	80.4
<b>Bookings - Business (\$mn)</b>									
ERP	15.2	5.8	6.7	11.1	5.1	14.9	2.6	4.1	7.1
HCM	4.6	14.6	15.8	12.5	14.5	9.4	15.6	4.8	6.7
Aviation	5.8	9.1	6.7	9.0	1.9	1.8	11.6	4.3	7.6
Total	25.6	29.6	29.2	32.6	21.5	26.0	29.8	13.1	21.4
<b>Unexecuted Order Book</b>									
	150.5	161.0	168.0	166.0	168.0	168.2	176.9	166.6	164.0
YoY	19.1	19.9	20.1	8.5	11.6	4.5	5.3	0.3	(2.4)
<b>Revenue segments (\$mn)</b>									
Products - Core	10.8	11.3	12.1	11.8	9.1	10.9	10.4	7.0	8.9
- License revenues	6.4	6.8	7.6	7.1	4.3	5.9	5.1	1.8	3.9
- Recurring	4.4	4.4	4.6	4.7	4.8	5.0	5.2	5.2	5.1
Services	7.9	7.5	7.9	8.4	10.9	10.5	10.3	11.6	10.5
- BPO	0.7	0.7	0.7	0.8	0.8	1.0	1.1	1.4	1.4
- Implementation	7.2	6.8	7.2	7.6	10.1	9.6	9.2	10.2	9.2
Resale of Material	0.4	0.3	0.1	0.0	0.2	0.1	0.2	0.1	0.0
<b>Industry Practice (\$mn)</b>									
ERP	9.0	6.0	5.8	7.4	8.1	10.5	6.4	7.0	7.2
HCM	5.0	8.2	9.8	7.6	7.8	7.0	8.3	7.1	6.2
Aviation	5.0	4.8	4.5	5.3	4.2	3.9	6.1	4.5	6.1
<b>Industry Practice (YoY)</b>									
ERP	14.5	(30.2)	(22.0)	0.4	(9.8)	74.5	10.3	(5.4)	(11.7)
HCM	9.6	58.6	48.5	2.4	55.8	(14.1)	(15.3)	(5.7)	(20.2)
Aviation	5.7	14.2	(16.5)	36.7	(15.8)	(18.3)	36.5	(14.3)	43.4
<b>Geography segments (\$mn)</b>									
America	3.5	4.7	4.1	4.9	3.6	3.6	3.9	3.4	5.6
Europe	0.5	0.6	0.4	0.6	0.8	0.5	0.6	0.6	0.5
APAC	8.6	7.5	8.2	8.0	7.4	10.5	9.3	7.9	6.9
India	4.4	4.0	3.9	3.9	6.5	5.1	4.2	4.4	4.3
Middle East and North Africa	2.1	2.3	3.4	2.9	1.8	1.8	2.8	2.3	2.2
<b>Customer Metrics</b>									
No. of New Customers Added	24	15	25	16	14	17	13	6	12
% Rev from New Customers	30	27	38	36	17	24	21	14	18
Bookings carried over	17.9	21.6	18.1	20.8	17.9	19.8	23.5	11.3	17.5
Revenues from existing customers	13.3	13.9	12.4	12.9	16.7	16.3	16.4	16.0	15.9

Source: DART, Company

**Profit and Loss Account**

(Rs Mn)	FY19A	FY20A	FY21E	FY22E
<b>Revenue</b>	<b>5,421</b>	<b>5,689</b>	<b>6,001</b>	<b>6,878</b>
<b>Total Expense</b>	<b>4,542</b>	<b>4,659</b>	<b>4,570</b>	<b>5,251</b>
COGS	2,355	2,573	2,713	2,981
Employees Cost	0	0	0	0
Other expenses	2,187	2,086	1,857	2,270
<b>EBIDTA</b>	<b>880</b>	<b>1,030</b>	<b>1,431</b>	<b>1,627</b>
Depreciation	511	665	704	720
<b>EBIT</b>	<b>369</b>	<b>365</b>	<b>727</b>	<b>907</b>
Interest	42	122	108	104
Other Income	97	92	126	120
Exc. / E.O. items	0	0	0	0
<b>EBT</b>	<b>423</b>	<b>335</b>	<b>745</b>	<b>923</b>
Tax	255	228	373	415
RPAT	169	102	366	508
Minority Interest	0	7	6	0
<b>Profit/Loss share of associates</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>0</b>
<b>APAT</b>	<b>169</b>	<b>102</b>	<b>366</b>	<b>508</b>

**Balance Sheet**

(Rs Mn)	FY19A	FY20A	FY21E	FY22E
<b>Sources of Funds</b>				
Equity Capital	306	306	312	312
Minority Interest	13	21	15	15
Reserves & Surplus	5,469	5,752	6,130	6,638
<b>Net Worth</b>	<b>5,776</b>	<b>6,058</b>	<b>6,442</b>	<b>6,950</b>
Total Debt	820	863	863	863
Net Deferred Tax Liability	0	0	0	0
<b>Total Capital Employed</b>	<b>6,609</b>	<b>6,942</b>	<b>7,320</b>	<b>7,828</b>

**Applications of Funds**

Net Block	2,640	2,688	2,669	2,619
CWIP	0	0	0	0
Investments	133	66	66	66
<b>Current Assets, Loans &amp; Advances</b>	<b>5,654</b>	<b>7,026</b>	<b>7,434</b>	<b>8,165</b>
Inventories	0	0	0	0
Receivables	1,462	1,902	1,973	2,167
Cash and Bank Balances	112	152	649	1,334
Loans and Advances	1,056	1,134	1,111	1,089
Other Current Assets	3,025	3,839	3,701	3,575
<b>Less: Current Liabilities &amp; Provisions</b>	<b>1,818</b>	<b>2,839</b>	<b>2,849</b>	<b>3,022</b>
Payables	447	576	501	575
Other Current Liabilities	1,372	2,263	2,348	2,446
<i>sub total</i>				
Net Current Assets	3,836	4,187	4,585	5,143
<b>Total Assets</b>	<b>6,609</b>	<b>6,942</b>	<b>7,320</b>	<b>7,828</b>

E – Estimates



**Important Ratios**

Particulars	FY19A	FY20A	FY21E	FY22E
<b>(A) Margins (%)</b>				
Gross Profit Margin	56.6	54.8	54.8	56.7
EBIDTA Margin	16.2	18.1	23.8	23.7
EBIT Margin	6.8	6.4	12.1	13.2
Tax rate	60.2	68.0	50.0	45.0
Net Profit Margin	3.1	1.8	6.1	7.4
<b>(B) As Percentage of Net Sales (%)</b>				
COGS	43.4	45.2	45.2	43.3
Employee	0.0	0.0	0.0	0.0
Other	40.3	36.7	30.9	33.0
<b>(C) Measure of Financial Status</b>				
Gross Debt / Equity	0.1	0.1	0.1	0.1
Interest Coverage	8.8	3.0	6.8	8.7
Inventory days	0	0	0	0
Debtors days	98	122	120	115
Average Cost of Debt	7.0	14.5	12.5	12.1
Payable days	30	37	30	31
Working Capital days	258	269	279	273
FA T/O	2.1	2.1	2.2	2.6
<b>(D) Measures of Investment</b>				
AEPS (Rs)	5.4	3.3	12.0	16.6
CEPS (Rs)	21.7	25.0	34.9	40.1
DPS (Rs)	0.0	0.0	0.0	0.0
Dividend Payout (%)	0.0	0.0	0.0	0.0
BVPS (Rs)	184.2	197.8	210.3	226.9
RoANW (%)	3.0	1.7	5.9	7.6
RoACE (%)	3.4	3.4	6.7	8.1
RoAIC (%)	6.0	5.5	10.8	13.8
<b>(E) Valuation Ratios</b>				
CMP (Rs)	157	157	157	157
P/E	29.1	47.3	13.1	9.5
Mcap (Rs Mn)	4,927	4,927	4,927	4,927
MCap/ Sales	0.9	0.9	0.8	0.7
EV	5,635	5,637	5,140	4,455
EV/Sales	1.0	1.0	0.9	0.6
EV/EBITDA	6.4	5.5	3.6	2.7
P/BV	0.9	0.8	0.7	0.7
Dividend Yield (%)	0.0	0.0	0.0	0.0
<b>(F) Growth Rate (%)</b>				
Revenue	15.5	4.9	5.5	14.6
EBITDA	16.0	17.1	38.9	13.7
EBIT	43.4	(0.9)	98.9	24.8
PBT	24.0	(20.8)	122.3	23.9
APAT	46.2	(39.8)	260.2	38.5
EPS	44.3	(38.4)	260.2	38.5
<b>Cash Flow</b>				
<b>(Rs Mn)</b>	<b>FY19A</b>	<b>FY20A</b>	<b>FY21E</b>	<b>FY22E</b>
CFO	84	505	1,284	1,459
CFI	(497)	(573)	(685)	(670)
CFF	456	(20)	(101)	(104)
FCFF	(461)	(80)	599	789
Opening Cash	125	94	116	614
Closing Cash	94	116	614	1,299

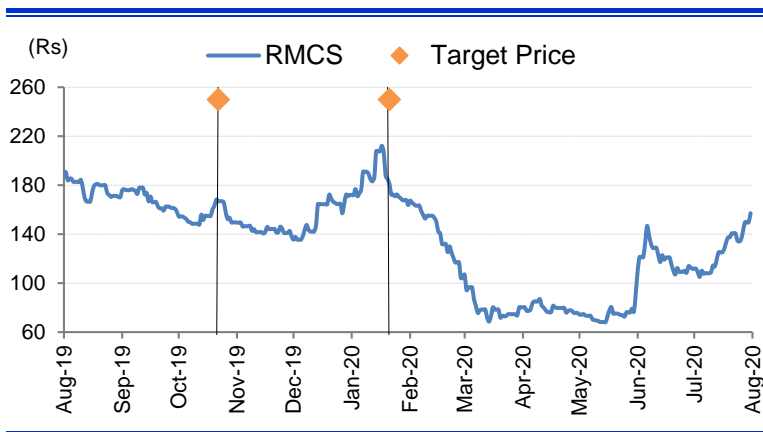
E – Estimates

### DART RATING MATRIX

Total Return Expectation (12 Months)

<b>Buy</b>	<b>&gt; 20%</b>
<b>Accumulate</b>	<b>10 to 20%</b>
<b>Reduce</b>	<b>0 to 10%</b>
<b>Sell</b>	<b>&lt; 0%</b>

### Rating and Target Price History



Month	Rating	TP (Rs.)	Price (Rs.)
Nov-19	Buy	250	167
Jan-20	Buy	250	181

\*Price as on recommendation date

### DART Team

<b>Purvag Shah</b>	<b>Managing Director</b>	<b>purvag@dolatcapital.com</b>	<b>+9122 4096 9747</b>
--------------------	--------------------------	--------------------------------	------------------------

<b>Amit Khurana, CFA</b>	<b>Head of Equities</b>	<b>amit@dolatcapital.com</b>	<b>+9122 4096 9745</b>
--------------------------	-------------------------	------------------------------	------------------------

### CONTACT DETAILS

Equity Sales	Designation	E-mail	Direct Lines
Dinesh Bajaj	VP - Equity Sales	dineshb@dolatcapital.com	+9122 4096 9709
Kapil Yadav	VP - Equity Sales	kapil@dolatcapital.com	+9122 4096 9735
Yomika Agarwal	VP - Equity Sales	yomika@dolatcapital.com	+9122 4096 9772
Jubbin Shah	VP - Derivatives Sales	jubbins@dolatcapital.com	+9122 4096 9779
Ashwani Kandoi	AVP - Equity Sales	ashwanik@dolatcapital.com	+9122 4096 9725
Lekha Nahar	AVP - Equity Sales	lekhan@dolatcapital.com	+9122 4096 9740
Equity Trading	Designation	E-mail	
P. Sridhar	SVP and Head of Sales Trading	sridhar@dolatcapital.com	+9122 4096 9728
Chandrakant Ware	VP - Sales Trading	chandrakant@dolatcapital.com	+9122 4096 9707
Shirish Thakkar	VP - Head Domestic Derivatives Sales Trading	shirisht@dolatcapital.com	+9122 4096 9702
Kartik Mehta	Asia Head Derivatives	kartikm@dolatcapital.com	+9122 4096 9715
Dinesh Mehta	Co- Head Asia Derivatives	dinesh.mehta@dolatcapital.com	+9122 4096 9765
Bhavin Mehta	VP - Derivatives Strategist	bhavinm@dolatcapital.com	+9122 4096 9705

**Dolat Capital Market Private Limited.**

Sunshine Tower, 28th Floor, Senapati Bapat Marg, Dadar (West), Mumbai 400013

---

**Analyst(s) Certification**

The research analyst(s), with respect to each issuer and its securities covered by them in this research report, certify that: All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and No part of his or her or their compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed in this research report.

---

**I. Analyst(s) and Associate (S) holding in the Stock(s): (Nil)****II. Disclaimer:**

This research report has been prepared by Dolat Capital Market Private Limited. to provide information about the company(ies) and sector(s), if any, covered in the report and may be distributed by it and/or its affiliated company(ies) solely for the purpose of information of the select recipient of this report. This report and/or any part thereof, may not be duplicated in any form and/or reproduced or redistributed without the prior written consent of Dolat Capital Market Private Limited. This report has been prepared independent of the companies covered herein. Dolat Capital Market Private Limited. and its affiliated companies are part of a multi-service, integrated investment banking, brokerage and financing group. Dolat Capital Market Private Limited. and/or its affiliated company(ies) might have provided or may provide services in respect of managing offerings of securities, corporate finance, investment banking, mergers & acquisitions, financing or any other advisory services to the company(ies) covered herein. Dolat Capital Market Private Limited. and/or its affiliated company(ies) might have received or may receive compensation from the company(ies) mentioned in this report for rendering any of the above services. Research analysts and sales persons of Dolat Capital Market Private Limited. may provide important inputs to its affiliated company(ies) associated with it. While reasonable care has been taken in the preparation of this report, it does not purport to be a complete description of the securities, markets or developments referred to herein, and Dolat Capital Market Private Limited. does not warrant its accuracy or completeness. Dolat Capital Market Private Limited. may not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. This report is provided for information only and is not an investment advice and must not alone be taken as the basis for an investment decision. The investment discussed or views expressed herein may not be suitable for all investors. The user assumes the entire risk of any use made of this information. The information contained herein may be changed without notice and Dolat Capital Market Private Limited. reserves the right to make modifications and alterations to this statement as they may deem fit from time to time. Dolat Capital Market Private Limited. and its affiliated company(ies), their directors and employees may; (a) from time to time, have a long or short position in, and buy or sell the securities of the company(ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions. This report is neither an offer nor solicitation of an offer to buy and/or sell any securities mentioned herein and/or not an official confirmation of any transaction. This report is not directed or intended for distribution to, or use by any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject Dolat Capital Market Private Limited. and/or its affiliated company(ies) to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to a certain category of investors. Persons in whose possession this report may come, are required to inform themselves of and to observe such restrictions.

**For U.S. Entity/ persons only:** This research report is a product of Dolat Capital Market Private Limited., which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by Dolat Capital Market Private Limited. only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person or entity.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, Dolat Capital Market Private Limited. has entered into an agreement with a U.S. registered broker-dealer Ltd Marco Polo Securities Inc. ("Marco Polo"). Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer/Entity as informed by Dolat Capital Market Private Limited. from time to time.

---

**Dolat Capital Market Private Limited.**

Corporate Identity Number: U65990DD1993PTC009797

Member: BSE Limited and National Stock Exchange of India Limited.

SEBI Registration No: BSE - INB010710052 & INF010710052, NSE - INB230710031& INF230710031, Research: INH000000685

Registered office: Office No. 141, Centre Point, Somnath, Daman – 396 210, Daman & Diu

Board: +9122 40969700 | Fax: +9122 22651278 | Email: research@dolatcapital.com | www.dolatresearch.com

---