

# Tata Communications

Estimate change



TP change



Rating change



Motilal Oswal values your support in the Asiamoney Brokers Poll 2023 for India Research, Sales, Corporate Access and Trading team. We [request your ballot](#).



Bloomberg	TCOM IN
Equity Shares (m)	285
M.Cap.(INRb)/(USDb)	457.3 / 5.6
52-Week Range (INR)	1674 / 972
1, 6, 12 Rel. Per (%)	-7/8/43
12M Avg Val (INR M)	867

## Financials & Valuations (INR b)

INR b	FY23	FY24E	FY25E
Net Sales	178.4	197.6	218.8
EBITDA	43.2	42.9	49.3
Adj. PAT	17.3	15.0	18.6
EBITDA Margin (%)	24.2	21.7	22.5
Adj. EPS (INR)	60.7	52.7	65.1
EPS Gr. (%)	17.1	-13.3	23.6
BV/Sh. (INR)	53.3	94.3	147.8

## Ratios

Net D:E	3.7	1.4	0.3
RoE (%)	141.5	71.4	53.8
RoCE (%)	20.6	18.0	19.6
Payout (%)	34.6	19.0	15.4

## Valuations

EV/EBITDA (x)	11.9	11.5	9.6
P/E (x)	26.4	30.5	24.6
P/BV (x)	30.1	17.0	10.9
Div. Yield (%)	1.3	0.6	0.6
FCF Yield (%)	5.7	4.0	5.6

## Shareholding pattern (%)

As On	Jun-23	Mar-23	Jun-22
Promoter	58.9	58.9	58.9
DII	14.1	14.0	12.9
FII	17.2	17.0	17.9
Others	9.9	10.1	10.3

FII Includes depository receipts

**CMP: INR1,605**

**TP: INR1,450 (-10%)**

**Neutral**

## Steady growth in data biz offsets Voice biz impact

- TCOM witnessed a healthy recovery in its data business with 4% QoQ growth in revenue (in line). This growth was primarily driven by a significant 7% QoQ increase in data usage. EBITDA declined 1% QoQ (5% miss) due to the significant impact on its voice business, while the data segment remained a key driver for the company's overall positive performance. Data EBITDA grew 5% QoQ (6% adjusted for Switch Acquisition).
- We have revised down revenue/EBITDA CAGR by 3% to 11%/7% over FY23-25E, due to weak voice business; however, we maintain our data EBITDA estimate. The next few quarters might present some challenges for earnings as there could be margin dilution. However, it is encouraging to note that the management is making growth-oriented opex investments. We reiterate our Neutral rating on the stock and would monitor its growth trajectory.

## Data segment growth inches up; FCF yield declines

- Consolidated revenue grew 4% QoQ to INR47.7b (in line) in 1QFY24, led by 7% QoQ growth in data segment. **Adjusted for Switch revenue of INR968m, revenue grew 2% QoQ and data revenue grew 4% QoQ.**
- EBITDA declined 1% QoQ to INR10.2b (5% miss), with 120bp QoQ drop in margin to 21.5% (140bp miss). The decline was primarily due to a sharp 32% decrease in voice EBITDA. **Adjusted for Switch loss of INR104m, EBITDA came in flat QoQ, while Data EBITDA saw a strong 6% QoQ growth.**
- 'Other income' grew 3x QoQ to INR1.9b (2x beat), led by interest on income tax, which led to 46% QoQ growth in PBT to INR5b (9% beat). Adjusted for Switch loss of INR215.6m, PBT grew 52% QoQ to INR5.3b.
- Adj. PAT after minority increased 17% QoQ to INR3.8b (7% beat), aided by an increase in 'other income'.
- Gross debt decreased 2% QoQ to INR74b and net debt increased 5% QoQ to INR60b. The net debt-to-EBITDA ratio stood at 1.5x vs. 1.4x in FY23.
- TCOM reported FCF of INR1.8b, down 70% QoQ (vs. INR25.4b in FY23) due to a 40% QoQ decline in OCF and an 8% QoQ increase in cash capex. FCF yields stood at 2% (on an annualized basis) for 1QFY24 vs. 7% for FY23.
- The company reported RoCE of 26.3% in 1QFY24 vs. 28.3% in FY23.

## Key takeaways from the management interaction

- Margins may remain soft in the short term (1-2 years), below its 23-25% EBITDA margin guidance. This is primarily due to the recent acquisition and ongoing investments made by the company in pursuing growth opportunities.
- Strong pipeline with good product traction is likely to drive steady growth.
- Core connectivity expects to grow at low to mid-single digit. DPS will contribute 50% of the data business.
- The company continues to focus on healthier balance sheet with +25% ROCE. It may be diluted by some significant investments, but there is long-term room for growth.

**Aliasgar Shakir - Research Analyst** (Aliasgar.Shakir@MotilalOswal.com)

**Research Analyst: Tanmay Gupta** (Tanmay.Gupta@MotilalOswal.com) | **Harsh Gokalgandhi** (Harsh.Gokalgandhi@MotilalOswal.com)

**Investors are advised to refer through important disclosures made at the last page of the Research Report.**

Motilal Oswal research is available on [www.motilaloswal.com/Institutional-Equities](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

**Valuation and view**

- We have factored a revenue/EBITDA CAGR of 11%/7% over FY23-25E, marginal 3% cut in consolidated EBITDA. This reduction is due to a limited recovery in voice EBITDA, but our estimate for Data EBITDA remains intact.
- The board has approved the proposal for a fundraise through the issuance of NCD in a private placement up to INR18b (<24% of the total loans). This may be required due to the Kaleyra acquisition, which needed to bridge the ambitious growth targets of INR 280b by FY27 in digital portfolio.
- TCOM's strong FCF of INR20b-25b annually, despite an increase in capex, could allow it to scout for growth opportunities with a healthy ROCE target of over 20%.
- We maintain our Neutral rating with a revised TP of INR1,450, due to improved growth visibility, led by the acquisitions made (assigned 9x/3x EBITDA to the Data/Voice business). Sustained improvement in earnings growth visibility will be vital for valuation rerating.

**Cons. Quarterly Earning Model**

(INR b)

Y/E March	FY23				FY24E				FY23	FY24E	FY24E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1QE	Var (%)
<b>Revenue</b>	<b>43.1</b>	<b>44.3</b>	<b>45.3</b>	<b>45.7</b>	<b>47.7</b>	<b>48.9</b>	<b>49.9</b>	<b>51.1</b>	<b>178.4</b>	<b>197.6</b>	<b>47.1</b>	1
YoY Change (%)	5.1	6.2	8.2	7.2	10.7	10.3	10.3	11.8	6.7	10.8	11.6	
Total Expenditure	32.3	33.0	34.5	35.3	37.5	38.3	39.1	39.8	135.2	154.7	36.3	3
<b>EBITDA</b>	<b>10.8</b>	<b>11.3</b>	<b>10.8</b>	<b>10.3</b>	<b>10.2</b>	<b>10.6</b>	<b>10.9</b>	<b>11.3</b>	<b>43.2</b>	<b>42.9</b>	<b>10.8</b>	-5
YoY Change (%)	9.2	1.5	-0.5	-1.1	-4.9	-6.5	1.1	8.8	2.2	-0.6	3.1	
Depreciation	5.4	5.5	5.5	6.2	5.8	6.1	6.1	5.5	22.6	23.8	6.1	-6
Interest	0.8	1.0	1.2	1.3	1.3	1.3	1.2	1.2	4.3	5.0	0.9	40
Other Income	2.3	0.4	0.3	0.6	1.9	1.3	1.3	1.2	3.6	5.7	0.9	102
<b>PBT before EO expense</b>	<b>6.9</b>	<b>5.2</b>	<b>4.3</b>	<b>3.5</b>	<b>5.0</b>	<b>4.5</b>	<b>4.9</b>	<b>5.8</b>	<b>19.9</b>	<b>19.8</b>	<b>4.6</b>	8
Exceptional (gain)/loss	0.0	-0.8	0.0	0.0	0.0	0.0	0.0	0.0	-0.8	0.0	0.0	
<b>PBT</b>	<b>6.9</b>	<b>5.9</b>	<b>4.3</b>	<b>3.5</b>	<b>5.0</b>	<b>4.5</b>	<b>4.9</b>	<b>5.8</b>	<b>20.6</b>	<b>19.8</b>	<b>4.6</b>	9
Tax	1.6	0.7	0.4	0.3	1.3	1.1	1.2	1.4	3.0	5.1	1.2	
Rate (%)	22.9	11.1	10.1	8.1	25.9	25.0	25.0	25.0	14.4	25.7	25.2	
MI & P/L of Asso. Cos.	-0.1	0.0	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.3	-0.3	0.1	
<b>Reported PAT</b>	<b>5.4</b>	<b>5.3</b>	<b>3.9</b>	<b>3.3</b>	<b>3.8</b>	<b>3.4</b>	<b>3.7</b>	<b>4.4</b>	<b>18.0</b>	<b>15.0</b>	<b>3.5</b>	8
<b>Adj PAT</b>	<b>5.4</b>	<b>4.6</b>	<b>3.9</b>	<b>3.3</b>	<b>3.8</b>	<b>3.4</b>	<b>3.7</b>	<b>4.4</b>	<b>17.2</b>	<b>15.3</b>	<b>3.5</b>	7
YoY Change (%)	87.2	10.5	1.9	-15.5	-30.2	-25.0	-5.8	34.9	16.5	-10.9	10.6	

E: MOFSL Estimates

**Segmental highlights**

- Data revenue, the key driver of revenue growth (82%/91% contribution to consol. revenue/EBITDA) grew 7% QoQ at INR39.1b (in line). Adjusted for Switch revenue of INR968m, revenue grew 4% QoQ. In the last two quarters, data revenue reported 2-3% QoQ growth.
  - Data EBITDA grew 5% QoQ; adjusted for Switch loss, it reported 6% QoQ growth. EBITDA declined 6% QoQ in the last two quarters.
  - Overall, margins stood at 23.7% (down 30bp QoQ); adjusted for Switch loss, margins stood at 24.6% (up 60bp QoQ).
  - Within the segment, core connectivity (64% contribution) grew 2% QoQ, DPS (33% contri) grew 21% QoQ, and Incubation (3% contri) fell 15% QoQ.
  - Within DPS, Media revenue doubled QoQ to INR3b.
- Voice segment continued to decrease by 10% QoQ to INR4.2b.

- EBITDA declined 30% QoQ to INR621m, leading to a 480bp contraction in margin QoQ to 14.8%.
- Others segment grew 1% QoQ to INR4.4b and EBITDA declined 45% QoQ to INR334m, leading to a 640bp margin contraction to 8%.

### Others

- The board approved the proposal for a fundraise through the issuance of non-convertible debentures in a private placement for an amount up to INR18b (<24% of the total loans).
- TCOM has INR1.8b of trade receivables from VIL, which may be a risk. The impact would be around 1% of revenue.

### Exhibit 1: Valuation-based on Mar'25 EBITDA

Particulars	FY25E
EBITDA (INR m)	49,260
Multiple (x)	8.7
Voice EBITDA (INR m)	2,039
Multiple (x)	3
Data EBITDA (INR m)	47,221
Multiple (x)	9
<b>Enterprise Value (INR m)</b>	<b>4,27,382</b>
Net Debt (INR m)	14,458
<b>Equity value (INR m)</b>	<b>4,12,924</b>
No. of shares (m)	285
<b>Equity value/share (INR)</b>	<b>1,450</b>
Upside/(Downside) (%)	-10%
CMP (INR)	1,604

Source: MOFSL, Company



### Key takeaways from the management interaction

#### Key highlights

- Margins may remain soft in the short term (1-2 years) below its 23-25% EBITDA margin guidance. This is primarily due to the recent acquisition and ongoing investments made by the company in pursuing growth opportunities.
- Strong pipeline with good product traction is likely to drive steady growth.
- Core connectivity expects to grow at low to mid-single digit. DPS will contribute 50% of the data business
- The company continues to focus on healthier balance sheet with +25% ROCE. It may be diluted by some significant investments, but there is long-term room for growth.

#### Detailed summary

##### Acquisition of Switch and Kaleyra sharpen its portfolio

- The company has completed the acquisition of Switch. With the help of Switch, TCOM targets to reach top-tier US sporting event venues and gain strong foothold in North America.
- This acquisition is enhancing its Media capability.
- Switch helps provide joint offering to Europe and US customers and the response of customers is quite positive. Hence, funnel growth looks good.
- Acquired Kalyera (Global CPAAS player) - Combined with DIGO will help them to boost the contact play.

### Operational performance

- The reported revenue reflects certain forex benefits from the strengthening of the dollar. Upon normalizing for these forex benefits, the revenues grew by 6.9% YoY and 4.3% QoQ. Additionally, there was a positive impact on consolidated EBITDA margins, increasing by 30 bp
- Normalizing for both the switch consolidation and M&A-related expenses, the normalized EBITDA margins are 23.1% well within the ambition.
- Increase in 'Other income' to INR1.9b vs. INR620m last quarter is due to the interest on IT refund.
- Increases in the funnel and order book are the main drivers of data revenue growth. However, certain deliveries and conversion were delayed due to semiconductor issues. In comparison to recent quarters, the conversion of the funnel is longer in 1Q. As a result, the majority of the offerings have strong demand drivers.
- The APAC market has experienced higher demand, resulting in significant growth in the data segment.
- One of the India's leading passenger car manufacturers utilized DIGO to transform their broker and car insurance venture
- **InstaCC** benefited from increased usage and the addition of new logos in the Middle East and deal wins in the healthcare segment
- **Media-** seeing rapid expansion in Japan and Nordic markets with more in-region demand for global content
- **Cloud business** – Due to the increasing trend of customers adopting multi- cloud strategies, the company is taking steps to address this potential. Recognizing that customers do not prefer to be tied down to a single cloud provider, the company plans to introduce its software-defined multi-cloud connect service.
- Cloud business is largely focused in India.

### Guidance

- Margins may remain soft in the short term due to ongoing investments and this impact will likely be visible for the next one to two years until the synergies take effect. However, the company remains focused on growth, and even if the margins decline from the guidance of 23-25%, the company is willing to bear this in pursuit of its growth strategy.
- Core connectivity expects to grow at low to mid-single digits. Expect core connectivity and DPS to share 50:50 mix in the data portfolio.
- Mix effect and M&A-related investments led to a decline in underlying EBITDA margin.
- The global presence of TCOM and Switch production capabilities have helped them increase the deal funnel across the US and Europe customers. This translates to a good pipeline with higher ACV deals.

### Others

- The Switch acquisition resulted in an addition of 128 employees to the total workforce.
- Reported 3800 franchisee ATMs in its portfolio.

**Exhibit 2: Quarterly performance**

Quarterly performance (INR m)	Q1FY23	Q4FY23	Q1FY24	YoY(%)	QoQ (%)	Q1FY24E	v/s est (%)
<b>Revenue</b>	<b>43,105</b>	<b>45,687</b>	<b>47,714</b>	<b>10.7</b>	<b>4.4</b>	<b>47,130</b>	<b>1.2</b>
Operating Expenses	32,335	35,344	37,473	15.9	6.0	36,344	3.1
<b>EBITDA</b>	<b>10,770</b>	<b>10,342</b>	<b>10,240</b>	<b>-4.9</b>	<b>-1.0</b>	<b>10,785</b>	<b>-5.1</b>
<b>EBITDA Margins (%)</b>	<b>25.0%</b>	<b>22.6%</b>	<b>21.5%</b>	<b>-352bps</b>	<b>-118bps</b>	<b>22.9%</b>	<b>-142bps</b>
Depreciation	5,369	6,185	5,797	8.0	-6.3	6,144	-5.6
Interest	799	1,321	1,310	64.0	-0.8	936	40.0
Other Income	2,340	618	1,886	-19.4	205.3	934	102.0
Exceptional Items loss/(gain)	0	0	-20	NM	NM	0	NM
<b>PBT</b>	<b>6,943</b>	<b>3,454</b>	<b>5,039</b>	<b>-27.4</b>	<b>45.9</b>	<b>4,639</b>	<b>8.6</b>
Tax	1,591	281	1,306	-17.9	365.7	1,168	11.9
Effective Tax Rate (%)	22.9%	8.1%	25.9%			25.2%	
<b>PAT</b>	<b>5,351</b>	<b>3,174</b>	<b>3,732</b>	<b>-30.3</b>	<b>17.6</b>	<b>3,472</b>	<b>7.5</b>
MI & P/L in Associates	86	87	85	-2.2	-2.6	73	
<b>PAT after Minority</b>	<b>5438</b>	<b>3260</b>	<b>3,817</b>	<b>-29.8</b>	<b>17.1</b>	<b>3,544</b>	<b>7.7</b>
<b>Adjusted PAT</b>	<b>5438</b>	<b>3260</b>	<b>3,797</b>	<b>-30.2</b>	<b>16.5</b>	<b>3,544</b>	<b>7.1</b>

Source: MOFSL, Company

**Exhibit 3: Detailed segmental quarterly performance**

Particulars	Q1FY23	Q4FY23	Q1FY24	YoY(%)	QoQ (%)	Q1FY24E	v/s est (%)
<b>Revenues</b>							
Voice segment	5,614	4,624	4,183	-25.5	-9.5	4,491	-6.9
Others	4,094	4,359	4,409	7.7	1.1	4,584	-3.8
Data segment	33,397	36,703	39,121	17.1	6.6	38,054	2.8
<b>Total Revenue</b>	<b>43,105</b>	<b>45,687</b>	<b>47,714</b>	<b>10.7</b>	<b>4.4</b>	<b>47,130</b>	<b>1.2</b>
<b>EBITDA</b>							
Voice segment	617	906	621	0.6	-31.5	876	-29.1
Margin (%)	11.0%	19.6%	14.8%	385bps	-476bps	19.5%	-466bps
<b>Others</b>	<b>-13</b>	<b>611</b>	<b>334</b>	<b>NA</b>	<b>-45.3</b>	<b>673</b>	<b>-50.3</b>
Margin (%)	-0.3%	14.0%	7.6%	790bps	-643bps	14.7%	-709bps
<b>Data segment</b>	<b>9,693</b>	<b>8,825</b>	<b>9,285</b>	<b>-4.2</b>	<b>5.2</b>	<b>9,237</b>	<b>0.5</b>
Margin (%)	29.0%	24.0%	23.7%	-529bps	-31bps	24.3%	-54bps
<b>Total EBITDA</b>	<b>10,770</b>	<b>10,342</b>	<b>10,240</b>	<b>-4.9</b>	<b>-1.0</b>	<b>10,785</b>	<b>-5.0</b>
Margin (%)	25.0%	22.6%	21.5%	-352bps	-117bps	22.9%	-142bps

**Exhibit 4: Quarterly performance adjusting Switch revenue and EBITDA**

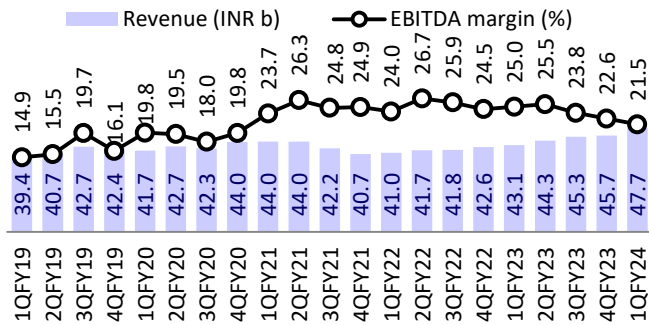
Particulars (INRm)	Q1FY23	Q4FY23	Q1FY24	YoY(%)	QoQ (%)
<b>Total Revenue</b>	<b>43,105</b>	<b>45,687</b>	<b>46,746</b>	<b>8.4</b>	<b>2.3</b>
Data segment	33,397	36,703	38,153	14.2	4.0
<b>Total EBITDA</b>	<b>10,770</b>	<b>10,342</b>	<b>10,344</b>	<b>-4.0</b>	<b>0.0</b>
Margin (%)	25.0%	22.6%	22.1%	-286bps	-51bps
<b>Data segment</b>	<b>9,693</b>	<b>8,825</b>	<b>9,389</b>	<b>-3.1</b>	<b>6.4</b>
Margin (%)	29.0%	24.0%	24.6%	-441bps	56bps
<b>PAT after Minority</b>	<b>5438</b>	<b>3260</b>	<b>4,114</b>	<b>-24.3</b>	<b>26.2</b>
Margin (%)	12.6%	7.1%	8.8%	-381bps	166bps
<b>Adjusted PAT</b>	<b>5438</b>	<b>3260</b>	<b>4,094</b>	<b>-24.7</b>	<b>25.6</b>

**Exhibit 5: Summary of our changes in estimates**

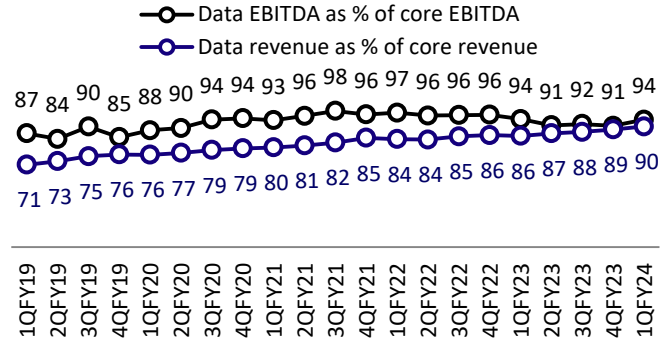
	<b>FY24E</b>	<b>FY25E</b>
<b>Global Voice revenue (INR b)</b>		
Old	17.2	15.3
Actual/New	16.0	14.3
Change (%)	-6.9	-6.9
<b>Global Data revenue (INR b)</b>		
Old	161.4	186.6
Actual/New	162.8	182.5
Change (%)	0.8	-2.1
<b>Core revenue (INR b)</b>		
Old	197.9	224.3
Actual/New	197.6	218.8
Change (%)	-0.1	-2.5
<b>Core EBITDA (INR b)</b>		
Old	44.9	51.0
Actual/New	42.9	49.3
Change (%)	-4.3	-3.4
<b>Voice EBITDA (INR b)</b>		
Old	3.3	2.9
Actual/New	2.4	2.0
Change (%)	-29.3	-29.7
<b>Data EBITDA (INR b)</b>		
Old	38.7	44.6
Actual/New	39.1	45.3
Change (%)	1.2	1.8
<b>Core EBITDA margin (%)</b>		
Old	22.7	22.7
Actual/New	21.7	22.5
Change (%)	-96bps	-22bps
<b>PAT (INR m)</b>		
Old	16.2	20.0
Actual/New	15.0	18.6
Change (%)	-7.4	-7.4
<b>EPS (INR)</b>		
Old	56.9	70.3
Actual/New	52.7	65.1
Change (%)	-7.4	-7.4

Source: MOFSL, Company

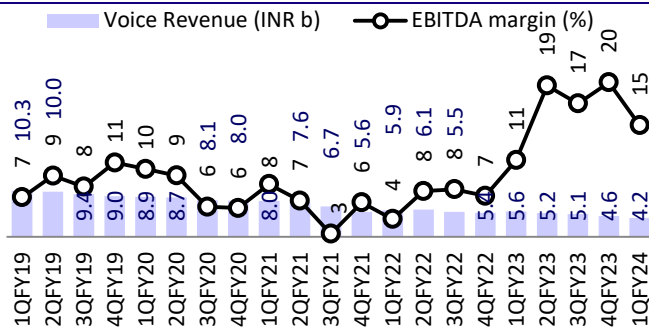
## Story in charts

**Exhibit 6: Revenue up 4% QoQ, EBITDA margin down 120bp**


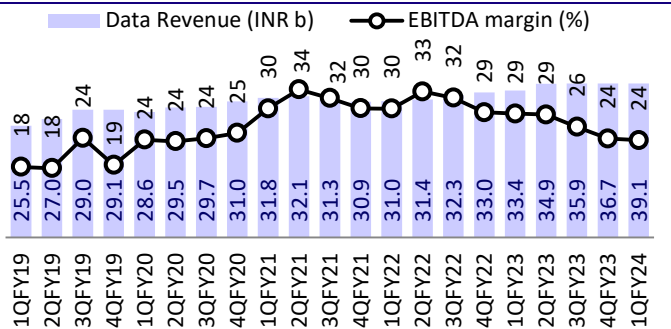
Source: MOFSL, Company

**Exhibit 7: Data segment continues to lead Revenue/EBITDA**


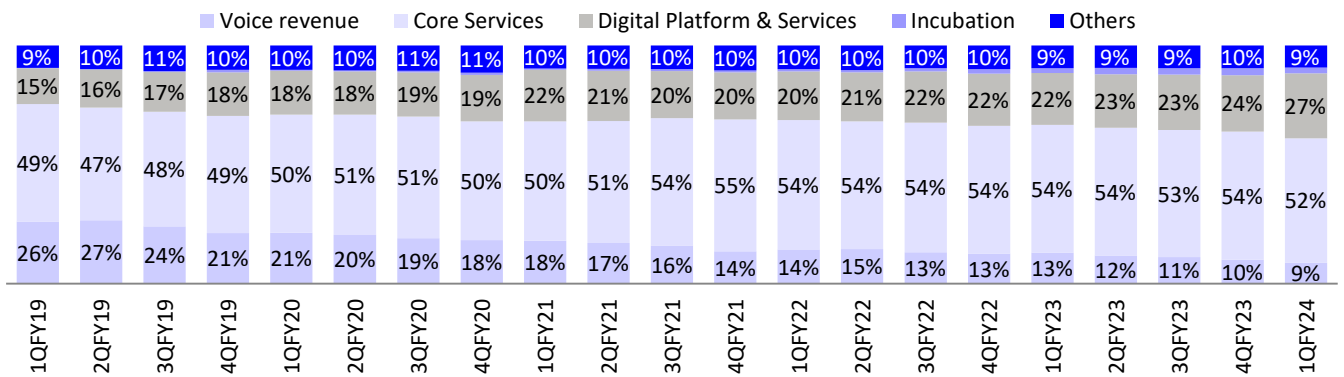
Source: MOFSL, Company

**Exhibit 8: Voice revenue and margin declined**


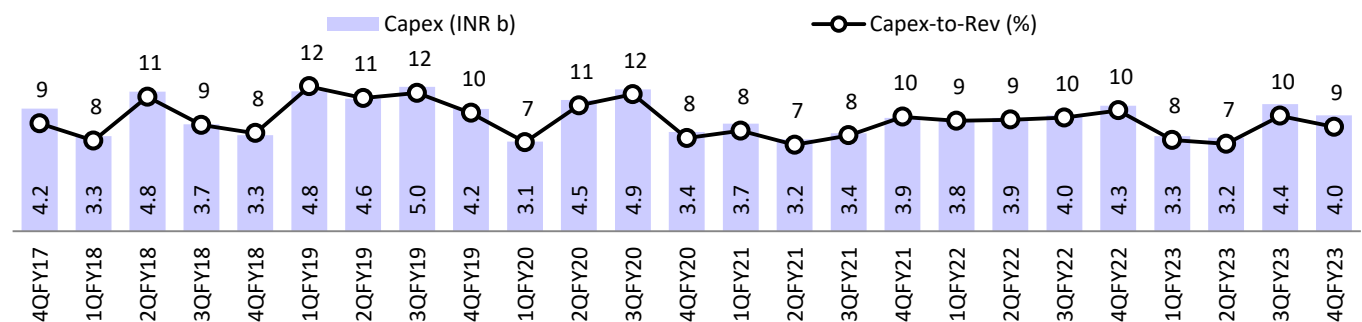
Source: MOFSL, Company

**Exhibit 9: Data revenue up 7% QoQ, margin down 30bp**


Source: MOFSL, Company

**Exhibit 10: Revenue contribution from various segments; DPS continues to grow**


\*revised as per the new reporting structure. Source: MOFSL, Company

**Exhibit 11: Quarterly capex trend**


Source: MOFSL, Company



## Financials and valuations

Income Statement								(INRb)	
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>Total Income from Operations</b>	<b>176.2</b>	<b>167.7</b>	<b>165.2</b>	<b>170.7</b>	<b>171.0</b>	<b>167.2</b>	<b>178.4</b>	<b>197.6</b>	<b>218.8</b>
Change (%)	-2.9	-4.8	-1.5	3.3	0.2	-2.2	6.7	10.8	10.7
Network Cost	88.1	79.0	71.6	67.8	63.3	62.0	63.8	69.3	76.8
Staff Cost	28.4	29.8	29.6	30.4	30.5	30.4	36.0	42.6	45.3
Operating & Other Expense	35.6	34.8	36.6	39.6	34.6	32.6	35.5	42.7	47.4
<b>Total Expenditure</b>	<b>152.1</b>	<b>143.6</b>	<b>137.8</b>	<b>137.8</b>	<b>128.4</b>	<b>125.0</b>	<b>135.2</b>	<b>154.7</b>	<b>169.6</b>
% of Sales	86.3	85.6	83.4	80.7	75.1	74.7	75.8	78.3	77.5
<b>EBITDA</b>	<b>24.1</b>	<b>24.1</b>	<b>27.4</b>	<b>32.9</b>	<b>42.6</b>	<b>42.3</b>	<b>43.2</b>	<b>42.9</b>	<b>49.3</b>
Margin (%)	13.7	14.4	16.6	19.3	24.9	25.3	24.2	21.7	22.5
Depreciation	18.7	19.1	20.7	23.6	23.1	22.0	22.6	23.8	25.0
<b>EBIT</b>	<b>5.4</b>	<b>5.1</b>	<b>6.8</b>	<b>9.3</b>	<b>19.5</b>	<b>20.2</b>	<b>20.6</b>	<b>19.1</b>	<b>24.3</b>
Int. and Finance Charges	3.7	3.4	4.0	4.7	4.2	3.6	4.3	5.0	4.6
Other Income	3.6	2.6	0.6	0.7	1.6	3.3	3.6	5.7	4.8
<b>PBT bef. EO Exp.</b>	<b>5.3</b>	<b>4.2</b>	<b>3.4</b>	<b>5.3</b>	<b>16.8</b>	<b>19.9</b>	<b>19.9</b>	<b>19.8</b>	<b>24.4</b>
EO Items	-10.6	-3.8	0.0	-3.9	-0.7	0.1	0.8	0.0	0.0
<b>PBT after EO Exp.</b>	<b>-5.3</b>	<b>0.5</b>	<b>3.4</b>	<b>1.4</b>	<b>16.1</b>	<b>20.0</b>	<b>20.6</b>	<b>19.8</b>	<b>24.4</b>
Total Tax	2.4	3.5	2.7	2.3	3.5	5.2	3.0	5.1	6.1
Tax Rate (%)	-45	778	80	162	22	26	14	26	25
Minority Interest	0.0	0.2	1.5	0.0	0.0	0.0	-0.3	-0.3	-0.3
<b>Reported PAT</b>	<b>-7.6</b>	<b>-3.3</b>	<b>-0.8</b>	<b>-0.9</b>	<b>12.5</b>	<b>14.8</b>	<b>18.0</b>	<b>15.0</b>	<b>18.6</b>
<b>Adjusted PAT</b>	<b>3.0</b>	<b>0.3</b>	<b>-0.6</b>	<b>3.0</b>	<b>13.3</b>	<b>14.8</b>	<b>17.3</b>	<b>15.0</b>	<b>18.6</b>
Change (%)	210.0	-89.0	-288.6	-582.2	340.2	11.5	17.1	-13.3	23.6
Margin (%)	1.7	0.2	-0.4	1.8	7.8	8.8	9.7	7.6	8.5

Balance Sheet								(INRb)	
Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
Equity Share Capital	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9	2.9
Total Reserves	13.1	2.1	-4.7	-15.6	-1.7	6.4	12.3	24.0	39.3
<b>Net Worth</b>	<b>15.9</b>	<b>5.0</b>	<b>-1.8</b>	<b>-12.8</b>	<b>1.2</b>	<b>9.3</b>	<b>15.2</b>	<b>26.9</b>	<b>42.1</b>
Minority Interest	0.2	0.0	0.1	0.0	0.3	0.3	0.3	0.3	0.3
Total Loans	99.5	95.4	106.8	81.6	98.0	79.0	75.3	66.3	65.3
Lease liabilities	0.0	0.0	0.0	39.9	14.4	12.2	10.4	10.4	10.4
Deferred Tax Liabilities	0.1	-0.5	-0.9	-2.5	-2.8	-1.9	-3.2	-3.2	-3.2
<b>Capital Employed</b>	<b>115.7</b>	<b>100.0</b>	<b>104.2</b>	<b>106.3</b>	<b>111.0</b>	<b>98.9</b>	<b>98.0</b>	<b>100.7</b>	<b>115.0</b>
	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Gross Block	270.9	288.7	116.6	129.1	151.3	170.4	190.3	207.6	225.0
Less: Accum. Deprn.	161.6	180.7	5.0	28.6	51.7	73.8	96.4	120.2	145.2
<b>Net Fixed Assets</b>	<b>109.3</b>	<b>108.0</b>	<b>111.6</b>	<b>100.5</b>	<b>99.6</b>	<b>96.6</b>	<b>93.9</b>	<b>87.4</b>	<b>79.7</b>
Right to use assets	0.0	0.0	0.0	16.0	13.3	11.5	10.0	10.0	10.0
Goodwill on Consolidation	0.0	0.0	0.9	0.9	1.1	1.1	1.2	1.2	1.2
Capital WIP	7.5	5.2	4.1	4.5	6.1	8.7	11.5	11.5	11.5
<b>Total Investments</b>	<b>24.3</b>	<b>12.5</b>	<b>14.9</b>	<b>15.6</b>	<b>22.3</b>	<b>15.7</b>	<b>19.5</b>	<b>19.5</b>	<b>19.5</b>
	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>69.2</b>	<b>69.4</b>	<b>67.2</b>	<b>72.0</b>	<b>67.8</b>	<b>61.0</b>	<b>66.0</b>	<b>77.9</b>	<b>105.3</b>
Inventory	0.2	0.3	0.8	0.7	0.3	0.4	1.6	1.1	1.2
Account Receivables	25.9	28.9	29.7	32.3	26.1	25.8	27.4	29.8	33.0
Cash and Bank Balance	10.8	13.0	8.5	9.1	9.3	7.4	10.6	19.1	41.8
Loans and Advances	32.3	27.3	28.2	29.9	32.1	27.3	26.4	27.9	29.3
<b>Curr. Liability &amp; Prov.</b>	<b>94.6</b>	<b>95.1</b>	<b>94.4</b>	<b>103.2</b>	<b>99.3</b>	<b>95.6</b>	<b>103.9</b>	<b>106.7</b>	<b>112.1</b>
Account Payables	35.8	34.7	36.9	38.4	32.4	30.1	32.8	32.5	33.0
Other Current Liabilities	53.1	54.8	51.5	57.3	60.0	57.9	62.7	65.0	68.9
Provisions	5.7	5.7	6.0	7.5	6.9	7.7	8.5	9.2	10.2
<b>Net Current Assets</b>	<b>-25.4</b>	<b>-25.7</b>	<b>-27.2</b>	<b>-31.2</b>	<b>-31.5</b>	<b>-34.6</b>	<b>-37.9</b>	<b>-28.7</b>	<b>-6.8</b>
<b>Appl. of Funds</b>	<b>115.7</b>	<b>100.0</b>	<b>104.2</b>	<b>106.3</b>	<b>111.0</b>	<b>98.9</b>	<b>98.0</b>	<b>100.7</b>	<b>115.0</b>



## Financials and valuations

### Ratios

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
<b>Basic (INR)</b>									
<b>EPS</b>	<b>10.6</b>	<b>1.2</b>	<b>-2.2</b>	<b>10.6</b>	<b>46.5</b>	<b>51.8</b>	<b>60.7</b>	<b>52.7</b>	<b>65.1</b>
Cash EPS	76.0	68.0	70.4	93.3	127.7	129.2	140.1	136.3	152.9
BV/Share	55.9	17.5	-6.4	-44.9	4.1	32.5	53.3	94.3	147.8
DPS	6.0	4.5	4.5	4.0	14.0	20.7	21.0	10.0	10.0
Payout (%)	56.7	387.3	-205.4	37.9	30.1	39.9	34.6	19.0	15.4
<b>Valuation (x)</b>									
P/E	151.6	1,380.7	-732.1	151.8	34.5	30.9	26.4	30.5	24.6
Cash P/E	21.1	23.6	22.8	17.2	12.6	12.4	11.5	11.8	10.5
P/BV	28.7	91.6	-251.4	-35.8	395.9	49.3	30.1	17.0	10.9
EV/Sales	3.0	3.1	3.3	3.2	3.1	3.1	2.9	2.5	2.2
EV/EBITDA	21.7	21.9	19.7	16.8	12.6	12.4	11.9	11.5	9.6
Dividend Yield (%)	0.4	0.3	0.3	0.2	0.9	1.3	1.3	0.6	0.6
FCF per share	21.0	-8.4	-27.1	36.5	64.5	89.7	103.2	69.5	93.2
<b>Return Ratios (%)</b>									
RoE	49.1	3.2	-39.3	-41.2	-227.9	283.3	141.5	71.4	53.8
RoCE	9.9	3.8	1.5	-5.8	14.8	16.3	20.6	18.0	19.6
RoIC	9.0	2.1	1.9	-7.5	20.2	21.3	28.5	26.5	39.1
<b>Working Capital Ratios</b>									
Fixed Asset Turnover (x)	0.7	0.6	1.4	1.3	1.1	1.0	0.9	1.0	1.0
Asset Turnover (x)	1.5	1.7	1.6	1.6	1.5	1.7	1.8	2.0	1.9
Inventory (Days)	0	1	2	2	1	1	3	2	2
Debtor (Days)	54	63	66	69	56	56	56	55	55
Creditor (Days)	74	76	81	82	69	66	67	60	55
<b>Leverage Ratio (x)</b>									
Current Ratio	0.7	0.7	0.7	0.7	0.7	0.6	0.6	0.7	0.9
Interest Cover Ratio	1.5	1.5	1.7	2.0	4.6	5.6	4.8	3.9	5.3
Net Debt/Equity	4.0	14.0	-45.9	-7.6	69.9	7.3	3.7	1.4	0.3

### Cash Flow Statement

(INR b)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23E	FY24E	FY25E
OP/(Loss) before Tax	20.2	0.5	3.4	-0.8	12.5	20.0	20.6	19.8	24.4
Depreciation	19.5	19.1	20.7	23.6	23.1	22.0	22.6	23.8	25.0
Interest & Finance Charges	6.9	3.4	4.0	4.7	4.2	3.6	4.3	5.0	4.6
Direct Taxes Paid	-7.4	-3.5	-2.7	-2.8	-5.0	0.9	-2.0	-5.1	-6.1
(Inc)/Dec in WC	-0.2	2.4	-3.3	-2.5	-5.5	-4.7	-0.6	-0.7	0.8
<b>CF from Operations</b>	<b>38.9</b>	<b>21.8</b>	<b>22.0</b>	<b>22.1</b>	<b>29.4</b>	<b>41.8</b>	<b>45.0</b>	<b>42.8</b>	<b>48.7</b>
Others	-15.0	-8.8	-6.6	3.1	2.4	0.2	-1.1	-5.7	-4.8
<b>CF from Operating incl EO</b>	<b>23.9</b>	<b>13.1</b>	<b>15.4</b>	<b>25.2</b>	<b>31.8</b>	<b>42.0</b>	<b>43.8</b>	<b>37.1</b>	<b>43.9</b>
(Inc)/Dec in FA	-18.0	-15.4	-23.2	-14.9	-13.4	-16.5	-14.4	-17.3	-17.3
<b>Free Cash Flow</b>	<b>6.0</b>	<b>-2.4</b>	<b>-7.7</b>	<b>10.4</b>	<b>18.4</b>	<b>25.6</b>	<b>29.4</b>	<b>19.8</b>	<b>26.6</b>
(Pur)/Sale of Investments	7.8	11.8	-2.4	-0.5	-6.9	9.4	-4.1	0.0	0.0
Others	10.0	2.6	-0.3	0.0	0.3	-1.9	0.1	5.7	4.8
<b>CF from Investments</b>	<b>-0.1</b>	<b>-1.0</b>	<b>-25.8</b>	<b>-15.3</b>	<b>-20.0</b>	<b>-8.9</b>	<b>-18.4</b>	<b>-11.7</b>	<b>-12.6</b>
Issue of Shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Inc/(Dec) in Debt	-28.2	-4.1	11.4	-4.0	-8.4	-27.8	-13.0	-9.0	-1.0
Interest Paid	-3.1	-3.4	-4.0	-3.9	-2.5	-2.5	-3.5	-5.0	-4.6
Dividend Paid	-1.4	-2.0	0.0	-1.5	-1.1	-4.0	-5.9	-3.3	-3.3
Others	-0.1	-0.3	-1.5	0.0	0.5	-0.6	0.1	0.3	0.3
<b>CF from Fin. Activity</b>	<b>-32.8</b>	<b>-9.9</b>	<b>6.0</b>	<b>-9.4</b>	<b>-11.6</b>	<b>-34.9</b>	<b>-22.2</b>	<b>-17.0</b>	<b>-8.6</b>
<b>Inc/Dec of Cash</b>	<b>-9.0</b>	<b>2.2</b>	<b>-4.4</b>	<b>0.6</b>	<b>0.2</b>	<b>-1.8</b>	<b>3.2</b>	<b>8.5</b>	<b>22.7</b>
Opening Balance	19.8	10.8	13.0	8.5	9.1	9.3	7.4	10.6	19.1
<b>Closing Balance</b>	<b>10.8</b>	<b>13.0</b>	<b>8.5</b>	<b>9.1</b>	<b>9.3</b>	<b>7.4</b>	<b>10.6</b>	<b>19.1</b>	<b>41.8</b>

Investment in securities market are subject to market risks. Read all the related documents carefully before investing

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 be within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

#### Disclosures

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

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

<http://online.reports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf>

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

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

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

#### Regional Disclosures (outside India)

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

#### For Hong Kong:

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

#### For U.S.

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

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

#### For Singapore

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

#### Specific Disclosures

- 1 MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- 2 MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- 5 Research Analyst has not served as director/officer/employee in the subject company
- 6 MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 7 MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- 8 MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 9 MOFSL has not received any compensation or other benefits from third party in connection with the research report
- 10 MOFSL has not engaged in market making activity for the subject company

The associates of MOFSL may have:

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

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, it does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

#### Analyst Certification

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

#### Terms & Conditions:

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

#### Disclaimer:

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

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263;

www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000.

Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412. AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dp@motilaloswal.com.