

# Larsen & Toubro

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 [request your ballot](#).



Bloomberg	LT IN
Equity Shares (m)	1,402
M.Cap.(INRb)/(USDb)	1286.3 / 17.3
52-Week Range (INR)	1554 / 661
1, 6, 12 Rel. Per (%)	-13/-23/-35
12M Avg Val (INR M)	4964

## Financials & Valuations (INR b)

Y/E Mar	2020	2021E	2022E
Sales	1,455	1,419	1,631
EBITDA	163	156	189
PAT	89	68	91
EBITDA (%)	11.2	11.0	11.6
EPS (INR)	63.4	48.7	64.7
EPS Gr. (%)	10.5	-23.1	32.8
BV/Sh. (INR)	475	507	557

## Ratios

Net D/E	1.9	2.0	1.9
RoE (%)	13.3	9.6	11.6
RoCE (%)	5.7	4.7	5.2
Payout (%)	26.5	30.0	30.0

## Valuations

P/E (x)	14.5	18.8	14.2
P/BV (x)	1.9	1.8	1.6
EV/EBITDA (x)	18.9	20.8	17.6
Div Yield (%)	1.4	1.2	1.6
FCF Yield (%)	0.8	-6.4	-3.5

## Shareholding pattern (%)

As On	Jun-20	Mar-20	Jun-19
Promoter	0.0	0.0	0.0
DII	36.0	37.9	37.3
FII	19.9	17.9	21.3
Others	44.0	44.2	41.4

FII Includes depository receipts

**CMP: INR916**
**TP: INR1,080 (+18%)**
**Buy**
**Good show given challenging times; focus on cash flows welcome**
**Core E&C surprises against muted expectation**

- 1QFY21 core operating performance was a welcome surprise as E&C EBITDA came in 49% above our expectation, despite the low value. Losses in L&T Finance Holdings offset the strong show in the IT business, limiting consolidated adj. PAT to INR0.7b.
- Labor availability has improved and is now adequate given the monsoon season. Despite the current crisis, L&T has impressed with its liquidity management, keeping its working capital and net cash position intact, and taking advantage of the low interest rate scenario.
- While challenges related to order inflows, execution, and working capital cannot be completely ruled out yet, L&T has demonstrated a good show in mitigating such risks thus far. Building in further conservatism, we cut our EPS estimates by 4–5% over FY21/FY22E and TP to INR1,080 (prior: INR1,120). Adj. for the valuations of subsidiaries (we apply 20% holding company discount to market cap of 4-listed entities), the core business has underperformed Nifty by ~20% since the 4QFY20 results (June first week). In our view, current valuations provide limited downside risks from hereon. Maintain Buy.

**Impressive performance mitigating the odds; path to normalization to be gradual**

- **E&C business PAT-positive – a key surprise:** The miss in core E&C revenue (INR114b, -46% YoY) was more than offset by the margin surprise, thereby resulting in a 49% beat on our EBITDA estimates. Thus, core E&C EBITDA came in at INR4.4b (-71% YoY), with a core EBITDA margin of 3.9% v/s the expectation of 2.4%. The surprise may be attributable to higher design content during the quarter. Thus, core E&C PAT came in at INR1.6b (-75% YoY) v/s anticipated loss / the company barely achieving breakeven.
- **Losses from L&T Finance Holdings hamper consol. earnings:** Consol. revenue/EBITDA declined 28%/51% YoY to INR213b/INR16.2b. Adj. PAT came in at INR0.7b v/s our expectation of INR2.8b. While the IT business reported PAT of INR4.9b, losses were reported in L&T Finance Holdings (INR1.3b) and development projects (INR4.5b).
- **Order inflow weak (as expected); OB provides comfort:** On expected lines, order inflows fell 39% YoY to INR236b, with core E&C order inflows declining 55% to INR137b. Overall, the order pipeline stands at INR6.3t, of which the domestic pipeline stands at INR5.07t and international prospects at INR1.2t. The order book (OB) stood at >INR3.0t, providing comfort against weak order inflows in the near term. We believe execution stabilization should be the priority in the current scenario over just order inflows.

- **Working capital stable at ~INR250b:** L&T managed to keep its working capital stable at INR254b, an increase of INR4b on a QoQ basis. As a percentage of sales, the working capital cycle looks optically high at 26.8% v/s 23.7% at FY20-end. The stable working capital (at an absolute level) is welcome, although not a complete relief as the real test would begin once execution has normalized. We expect L&T to continue to prioritize working capital management over execution.
- **Labor availability normalizes:** While labor availability was a concern during the lockdown, it has started to return to normal. L&T has been adding 1.5k laborers/day, with the total availability of the laborforce now at 190k. While this is lower than the peak of 220,000, it is sufficient for the current monsoon quarter. Labor availability may no longer be a cause for concern; however, challenges related to execution amid social distancing may not be over yet.

### Valuation and view

- Despite a weak outlook on revenue and margins in FY21E, we do not see FCF for the core E&C business turning negative from hereon. This is because we expect the company to choose working capital management over revenue growth.
- L&T's results suggest a tough macro environment for the Construction industry and likely survival challenges for debt-ridden companies. We expect L&T to emerge stronger in the post-COVID-19 era and further consolidate its market share in the Indian Construction industry.
- While challenges related to order inflows, execution, and working capital cannot be completely ruled out yet, L&T has demonstrated a good show in mitigating such risks thus far. Building in further conservatism, we cut our EPS estimates by 4–5% over FY21/FY22 and TP to INR1,080 (prior: INR1,120). Adj. for valuations of subsidiaries (we apply 20% holding company discount to market cap of 4-listed entities), the core business has underperformed Nifty by ~20% since the 4QFY20 results (June first week). In our view, current valuations provide limited downside risks from hereon. Maintain Buy.

### Quarterly performance

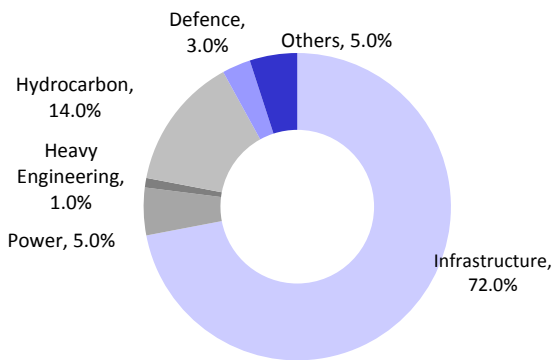
Y/E March	FY20				FY21E				(INR b)			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY20	FY21E	1QE	% Var
<b>Sales</b>	<b>296</b>	<b>353</b>	<b>362</b>	<b>442</b>	<b>213</b>	<b>333</b>	<b>386</b>	<b>487</b>	<b>1,455</b>	<b>1,419</b>	<b>207</b>	<b>2.5%</b>
Change (%)	9.7	15.2	5.9	2.2	-28.3	-5.6	6.4	10.2	7.6	-2.4	-30.0	
<b>EBITDA</b>	<b>33.2</b>	<b>37.7</b>	<b>41.2</b>	<b>51.2</b>	<b>16.2</b>	<b>33.3</b>	<b>42.4</b>	<b>63.7</b>	<b>163.3</b>	<b>155.6</b>	<b>18.4</b>	<b>-11.8%</b>
Change (%)	20.4	6.5	9.8	-3.0	-51.2	-11.6	3.0	24.3	6.5	-4.7	-44.6	
Margin (%)	11.2	10.7	11.4	11.6	7.6	10.0	11.0	13.1	11.2	11.0	8.9	
Depreciation	4.6	6.3	6.6	7.1	6.7	6.0	6.5	6.4	24.6	25.6	5.5	<b>22.2%</b>
Interest	5.9	6.9	7.0	8.2	10.6	9.0	9.0	10.3	28.0	38.8	9.0	<b>17.3%</b>
Other Income	3.8	8.5	4.7	6.6	7.8	5.0	5.5	6.0	23.6	24.3	4.5	<b>72.8%</b>
<b>PBT</b>	<b>26.6</b>	<b>33.0</b>	<b>32.2</b>	<b>42.5</b>	<b>6.7</b>	<b>23.3</b>	<b>32.4</b>	<b>53.1</b>	<b>134.3</b>	<b>115.5</b>	<b>8.4</b>	<b>-20.0%</b>
Tax	7.9	7.9	7.1	9.7	2.6	6.3	8.8	14.7	32.6	32.3	2.3	<b>13.4%</b>
Effective Tax Rate (%)	29.9	24.0	22.1	22.7	38.3	27.0	27.0	27.7	24.3	28.0	27.0	
<b>Adjusted PAT (Before MI &amp; AI)</b>	<b>18.6</b>	<b>25.1</b>	<b>25.1</b>	<b>32.8</b>	<b>4.1</b>	<b>17.0</b>	<b>23.7</b>	<b>38.4</b>	<b>101.7</b>	<b>83.2</b>	<b>6.1</b>	<b>-32.4%</b>
<b>Reported PAT</b>	<b>14.7</b>	<b>25.3</b>	<b>23.5</b>	<b>32.0</b>	<b>3.0</b>	<b>14.2</b>	<b>20.6</b>	<b>36.7</b>	<b>95.5</b>	<b>74.5</b>	<b>3.3</b>	<b>-8.5%</b>
Change (%)	21.2	13.3	15.2	-6.5	-79.4	-43.7	-12.6	14.8	7.2	-21.9	-77.5	
Extraordinary Inc/(Exp) - incl. discontinued operations	1.1	2.2	1.9	1.3	2.3	1.0	1.2	1.7	6.5	6.2	0.5	
<b>Adjusted PAT</b>	<b>13.6</b>	<b>23.1</b>	<b>21.6</b>	<b>30.6</b>	<b>0.7</b>	<b>13.2</b>	<b>19.4</b>	<b>35.0</b>	<b>88.9</b>	<b>68.4</b>	<b>2.8</b>	<b>-74.6%</b>
Change (%)	20.5	28.4	13.8	-4.7	-94.8	-42.7	-10.4	14.4	10.6	-23.1	-79.3	

**Exhibit 1: Results snapshot – Core E&C and Services segment**

In INR m	1QFY20	4QFY20	1QFY21	YoY	QoQ	FY20	FY21E	YoY
<b>Core E&amp;C</b>								
Order book	29,40,000	30,38,570	30,51,000	4%	0%	30,38,570	31,83,593	5%
Order inflow	3,02,247	4,83,980	1,36,880	-55%	-72%	14,55,490	11,31,208	-22%
Net revenues	2,11,740	3,35,533	1,13,960	-46%	-66%	10,46,404	9,88,436	-6%
EBITDA	15,509	32,740	4,422	-71%	-86%	83,980	72,307	-14%
EBITDA margin	7.3	9.8	3.9	-340 bps	-590 bps	8.0	7.3	-70 bps
Adj. PAT	6,438	24,012	1,580	-75%	-93%	60,092	45,574	-24%
<b>Services</b>								
Order inflow	84,753	94,020	99,120	17%	5%	4,08,070	4,32,839	6%
Net revenues	84,620	1,06,920	98,640	17%	-8%	4,08,120	4,30,587	6%
EBITDA	17,680	18,470	11,783	-33%	-36%	79,310	83,306	5%
EBITDA margin	20.9	17.3	11.9	-900 bps	-540 bps	19.4	19.3	-10 bps
Adj. PAT	7,167	6,635	-866	NA	NA	28,853	22,787	-21%

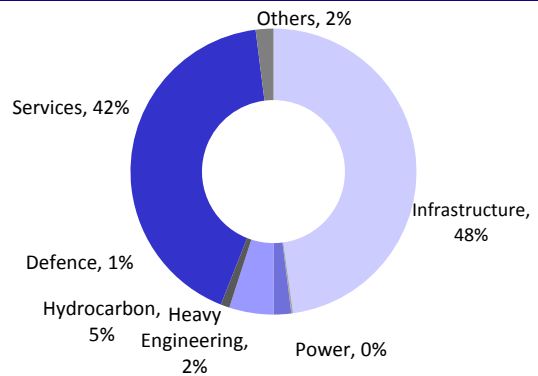
Source: MOFSL, Company

**Exhibit 2: 1QFY21 order book breakup (>INR3t; +4% YoY)**



Source: MOFSL, Company

**Exhibit 3: 1QFY21 order inflows (INR236b; -39% YoY)**



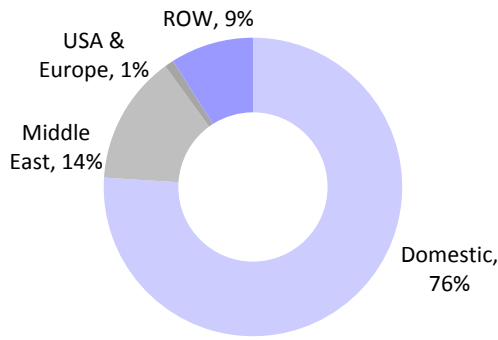
Source: MOFSL, Company

## Exhibit 4: Segmental performance snapshot

Segmental analysis (INR m)	1QFY20	4QFY20	1QFY21	YoY	QoQ
<b>Infrastructure</b>					
Order book	21,87,360	22,48,542	21,96,720	0%	-2%
OB/Rev	2.9	3.0	3.3		
Order inflow	1,74,924	4,07,920	1,12,808	-36%	-72%
Net revenues	1,38,600	2,53,300	63,900	-54%	-75%
EBITDA	8,870	28,116	4,026	-55%	-86%
EBITDA margin	6.4	11.1	6.3	-10 bps	-480 bps
<b>Power</b>					
Order book	1,29,360	1,51,929	1,52,550	18%	0%
OB/Rev	3.7	6.6	7.1		
Order inflow	66,951	14,740	472	-99%	-97%
Net revenues	5,600	5,600	3,700	-34%	-34%
EBITDA	185	2,145	37	-80%	-98%
EBITDA margin	3.3	38.3	1.0	-230 bps	-3730 bps
<b>Heavy Engineering</b>					
Order book	41,160	30,386	30,510	-26%	0%
OB/Rev	1.3	0.9	1.2		
Order inflow	1,935	5,780	4,720	144%	-18%
Net revenues	8,700	6,400	3,800	-56%	-41%
EBITDA	1,697	1,184	665	-61%	-44%
EBITDA margin	19.5	18.5	17.5	-200 bps	-100 bps
<b>Hydrocarbon</b>					
Order book	4,02,780	4,55,786	4,27,140	6%	-6%
OB/Rev	2.6	2.6	2.6		
Order inflow	34,443	25,000	11,800	-66%	-53%
Net revenues	37,600	49,700	30,600	-19%	-38%
EBITDA	2,858	5,467	1,622	-43%	-70%
EBITDA margin	7.6	11.0	5.3	-230 bps	-570 bps
<b>Defence</b>					
Order book	1,11,720	91,157	91,530	-18%	0%
OB/Rev	2.7	2.3	2.6		
Order inflow	4,257	5,780	2,360	-45%	-59%
Net revenues	9,700	9,300	4,700	-52%	-49%
EBITDA	1,601	1,628	606	-62%	-63%
EBITDA margin	16.5	17.5	12.9	-360 bps	-460 bps
<b>Others</b>					
Order book	67,620	60,771	1,52,550	126%	151%
Order inflow	19,737	24,760	4,720	-76%	-81%
Net revenues	11,500	11,300	7,100	-38%	-37%
EBITDA	2,772	1,763	476	-83%	-73%
EBITDA margin	24.1	15.6	6.7	-1740 bps	-890 bps
<b>IT &amp; Tech Services</b>					
Order inflow	38,348	50,549	60,735	58%	20%
Net revenues	38,200	63,500	60,300	58%	-5%
EBITDA	8,880	13,210	12,460	40%	-6%
EBITDA margin	23.2	20.8	20.7	-258 bps	-14 bps
<b>Financial Services</b>					
Order inflow	34,621	33,657	32,842	-5%	-2%
Net revenues	34,620	33,620	32,840	-5%	-2%
EBITDA	7,620	4,660	-1,067	NA	-123%
EBITDA margin	22.0	13.9	-3.2	NA	-1711 bps
<b>Developmental Projects</b>					
Order inflow	11,784	9,815	5,543	-53%	-44%
Net revenues	11,800	9,800	5,500	-53%	-44%
EBITDA	1,180	600	390	-67%	-35%
EBITDA margin	10.0	6.1	7.1	-291 bps	97 bps

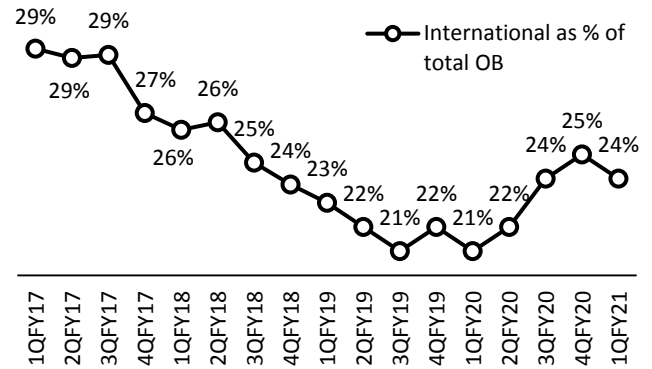
Source: MOFSL, Company

**Exhibit 5: Middle East forms 14% of order book**



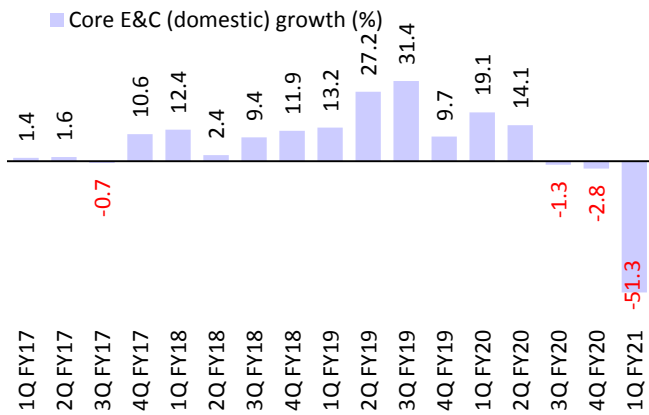
Source: MOFSL, Company

**Exhibit 6: Share of international orders inches up since 3QFY19 and now stands at 24%**



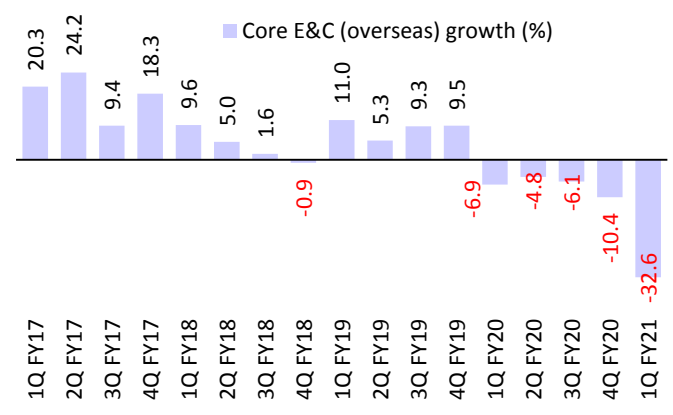
Source: MOFSL, Company

**Exhibit 7: Core E&C domestic revenues form 66% of overall core E&C revenue and declined 51% in 1QFY21**



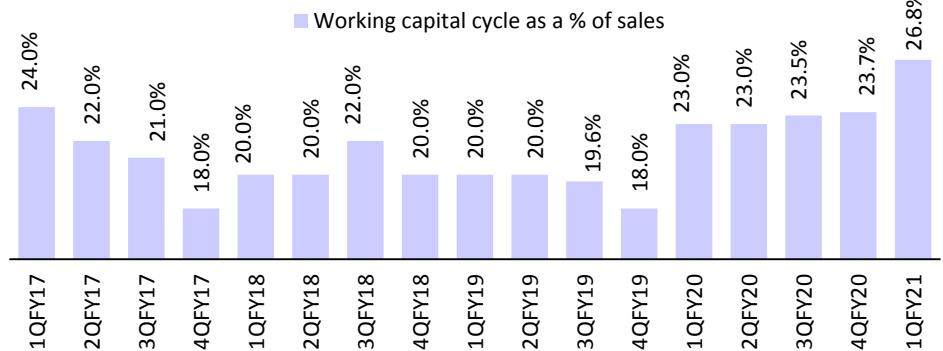
Source: MOFSL, Company

**Exhibit 8: Core E&C overseas revenue declined 33% in 1QFY21**



Source: MOFSL, Company

**Exhibit 9: Working capital as % of sales stands at 26.8% at 1QFY21-end**



Source: MOFSL, Company

### Key takeaways from concall

- **Outlook on order inflows:** Ordering activity has continued despite pandemic concerns, albeit with time delays. Sectors such as Water, Heavy Civil, and Power T&D are leading in terms of order inflows. **Overall, the prospective order pipeline stood at INR6.3t for FY21; the share of Domestic orders stood at INR5.07t and International orders at INR1.2t.** Within the Domestic order pipeline, opportunities in segments such as Water, Heavy Civil, and Power T&D would be worth INR1t each, with the rest equally divided between Buildings and Transport Infrastructure. L&T's dependence on public capex and PSU investments has helped the company mitigate cyclicity. Order inflows would be driven more by the government sector than the private sector.
- **Order book highlights:** International orders stood at 24% of the total order book. Only 18% of the Domestic order book is from the private sector, while 82% is from the public sector. Within the public sector, 50% of the order book is from the center and states, while 32% is from PSUs. **Around half of the orders from the center and states have multilateral funding. Around 55% of the order book is variable pricing contracts with pass-through on material costs.**
- **On labor situation:** Labor availability has started to normalize. L&T has been adding around 1,500 laborers per day. The current strength of labor stands at 190,000, which is lower than the peak strength of 220,000, but sufficient for the current monsoon season.
- **E&A sales update** – Deal closure is getting delayed as some of the paperwork needs to be signed in the presence of personnel from L&T and Schneider. This process is expected to be expedited as soon as international travel has resumed.

### Key segmental comments

- **Infrastructure:** Order inflow pipeline has remained healthy. Client collections have continued during the quarter. Margins have remained stable due to expense control and favorable input costs.
- **Power:** High-value orders won last year are yet to cross the margin recognition threshold. Margins look optically low as profits of MHPS and other JV companies are consolidated at the PAT level under the equity method.
- **Heavy Engineering:** Relatively healthy order inflows were witnessed despite the pandemic situation.
- **Defence:** This segment continued to witness order deferment. Lately, there have been some hopes of revival given government announcements and ongoing border tensions.
- **Hydrocarbon:** A record share of the order book provides adequate visibility for 2–2.5 years of revenue.
- **Development projects:** Operations for the Hyderabad Metro were affected due to lockdown. Under-recovery of fixed costs was possible in this period.
- **Others:** Revenues were significantly impacted, largely due to lower handover in the Realty business.
- **IT & TS:** This reflects the contribution from the Mindtree acquisition. Even ex-Mindtree, this segment grew YoY.
- **L&T Finance Holdings:** The business continues its focus on realization of the loan book, prudent ALM, improving asset quality, and increasing the diversity of

funding sources. The Wealth Management business’ sale led to exceptional income of INR2.2b.

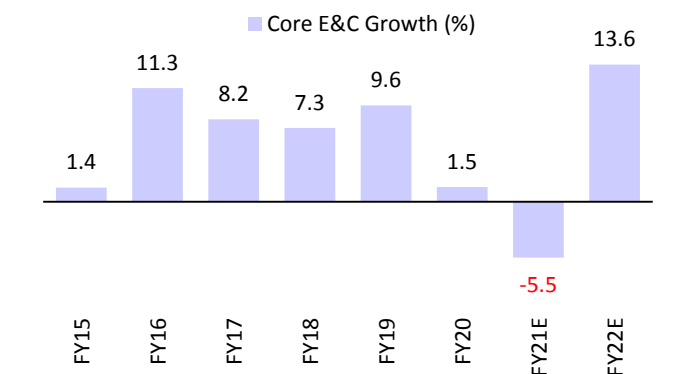
- **E&A business:** Fixed overheads of manufacturing units charged to profits amid low capacity utilization impacted margins.
- **Working capital** as a percentage of sales stood at 26.8%. Although higher in percentage terms, the absolute increase in working capital was only marginal.

**Other highlights**

- On execution challenges: The company has to follow social distancing norms until the virus is controlled. Hence, despite labor availability, execution remains a challenge.
- **Hyderabad Metro** – L&T opted for moratorium. Excluding interest expense, fixed cost (cash outgo) was INR0.5b per quarter. The company does not intend to increase additional debt on its SPV books. It will have to wait until E&A proceeds come in to finalize on the level of support to the Hyderabad Metro.
- L&T is not incurring additional INR5b contract labor cost that was incurred in 4QFY20.
- Some orders are not under execution as of now, but L&T does not plan to classify these as slow moving. The orders would be to the tune of INR70b.
- The Realty business has taken a hit during this crisis.
- Development projects – Nabha Power had positive EBITDA and the Hyderabad Metro reported EBITDA loss.
- **Design content was higher in the quarter as the company was able to shift to the work-from-home model.**

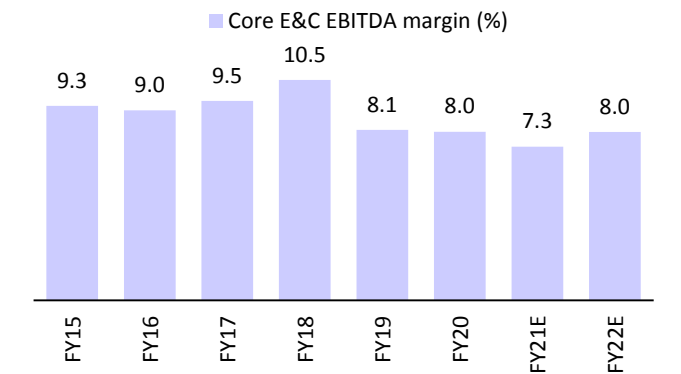
**We forecast consol. revenue/EBITDA CAGR of 6%/8% over FY20–22E**

**Exhibit 10: Core E&C revenue CAGR of 3.6% over FY20–22E**

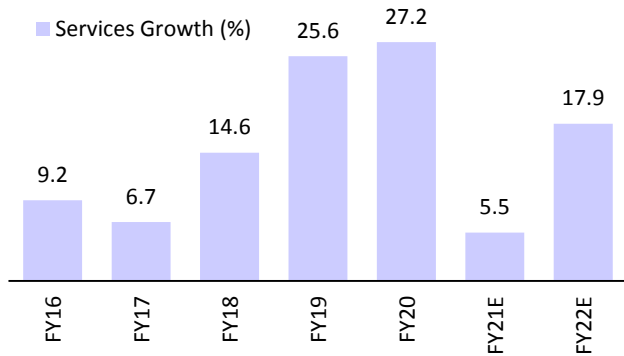


Source: MOFSL, Company

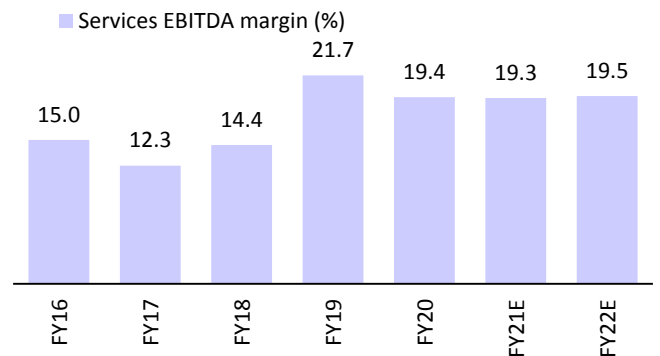
**Exhibit 11: EBITDA margin to normalize at 8% in FY22E**



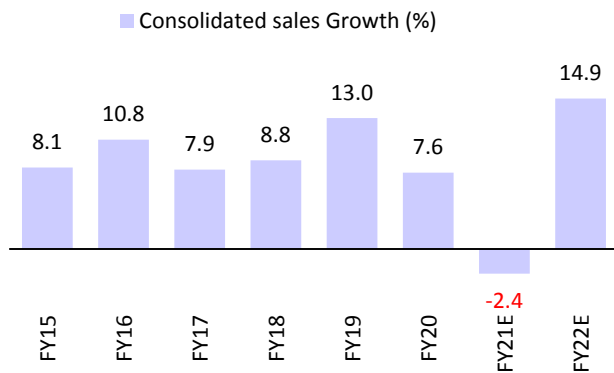
Source: MOFSL, Company

**Exhibit 12: Expect Services revenue CAGR of 11.5% over next two years**

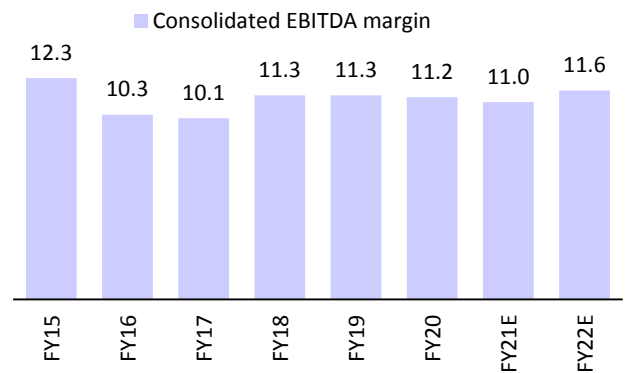
Source: MOFSL, Company

**Exhibit 13: Services business EBITDA margin to remain stable over FY20–22E**

Source: MOFSL, Company

**Exhibit 14: Expect consol. revenue CAGR of 6% over next two years**

Source: MOFSL, Company

**Exhibit 15: Consol. EBITDA expected to expand by 40bp over FY20–22E**

Source: MOFSL, Company

## Valuation and view

While challenges related to order inflows, execution, and working capital cannot be completely ruled out yet, L&T has demonstrated a good show in mitigating such risks thus far. Building in further conservatism, we cut our EPS estimates by 4–5% over FY21/FY22 and TP to INR1,080 (prior: INR1,120). Adj. for valuations of subsidiaries (we apply 20% holding company discount to market cap of 4-listed entities), the core business has underperformed Nifty by ~20% since the 4QFY20 results (June first week). In our view, current valuations provide limited downside risks from hereon. Maintain Buy.

**Exhibit 16: Our SOTP-based TP stands at INR1,080**

Business segment	FY'22E	Remarks
Core E&C	634	❖ 15x core E&C EPS
E&A sale	80	❖ E&A sale proceeds of INR112b
IT & TS + MindTree	287	❖ 20% discount to current mkt cap
Finance Holdings	45	❖ 20% discount to current mkt cap
IDPL	35	❖ P/Inv based approach
<b>Total</b>	<b>1,080</b>	

Source: MOFSL, Company

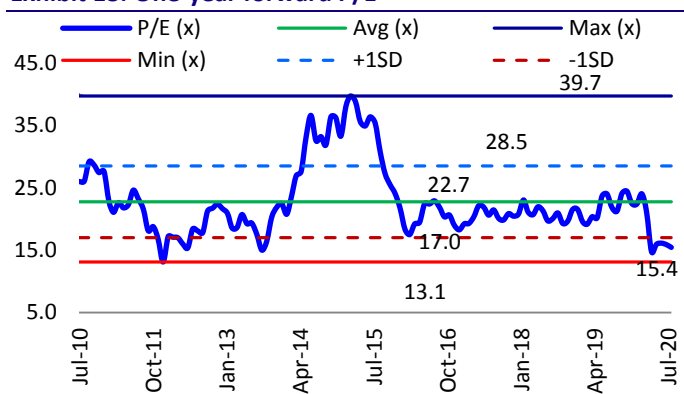


Exhibit 17: We cut our consolidated adj. EPS by 4-5% in FY21/FY22E

(INR m)	Old		New		Change	
	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E
<b>Consolidated Financials</b>						
<b>Orderbook</b>	<b>33,46,804</b>	<b>36,52,880</b>	<b>31,83,593</b>	<b>33,41,629</b>	<b>-4.9%</b>	<b>-8.5%</b>
Growth (%)	10.1	9.1	4.8	5.0		
OB/Rev (x)	3.2	3.0	3.2	3.0		
<b>Order inflow</b>	<b>17,89,191</b>	<b>20,29,049</b>	<b>15,64,046</b>	<b>17,88,793</b>	<b>-12.6%</b>	<b>-11.8%</b>
Growth (%)	-4.0	13.4	-16.1	14.4		
<b>Total Revenues</b>	<b>14,80,957</b>	<b>17,22,973</b>	<b>14,19,023</b>	<b>16,30,757</b>	<b>-4.2%</b>	<b>-5.4%</b>
Growth (%)	1.8	16.3	-2.4	14.9		
<b>EBITDA</b>	<b>1,61,480</b>	<b>1,98,112</b>	<b>1,55,613</b>	<b>1,89,254</b>	<b>-3.6%</b>	<b>-4.5%</b>
Growth (%)	-1.1	22.7	-4.7	21.6		
<b>EBITDA Margin (%)</b>	<b>10.9</b>	<b>11.5</b>	<b>11.0</b>	<b>11.6</b>		
<b>Adjusted PAT</b>	<b>71,392</b>	<b>95,806</b>	<b>68,362</b>	<b>90,781</b>	<b>-4.2%</b>	<b>-5.2%</b>
Growth (%)	-19.7	34.2	-23.1	32.8		
E/O items	5,564	7,217	6,175	7,000	11.0%	-3.0%
<b>Reported PAT</b>	<b>76,956</b>	<b>1,03,022</b>	<b>74,536</b>	<b>97,781</b>	<b>-3.1%</b>	<b>-5.1%</b>
Growth (%)	-19.4	33.9	-21.9	31.2		
<b>Reported EPS</b>	<b>54.8</b>	<b>73.4</b>	<b>53.1</b>	<b>69.6</b>	<b>-3.1%</b>	<b>-5.1%</b>
<b>Adjusted EPS</b>	<b>50.9</b>	<b>68.2</b>	<b>48.7</b>	<b>64.7</b>	<b>-4.2%</b>	<b>-5.2%</b>
<b>EX-SERVICES</b>						
<b>Total Revenues</b>	<b>10,31,286</b>	<b>12,06,092</b>	<b>9,88,436</b>	<b>11,23,031</b>	<b>-4.2%</b>	<b>-6.9%</b>
Growth (%)	-1.4	17.0	-5.5	13.6		
<b>EBIDTA</b>	<b>75,107</b>	<b>96,245</b>	<b>72,307</b>	<b>90,014</b>	<b>-3.7%</b>	<b>-6.5%</b>
Growth (%)	-10.6	28.1	-13.9	24.5		
<b>EBIDTA %</b>	<b>7.3</b>	<b>8.0</b>	<b>7.3</b>	<b>8.0</b>		
<b>Adjusted PAT</b>	<b>46,256</b>	<b>62,592</b>	<b>45,574</b>	<b>59,346</b>	<b>-1.5%</b>	<b>-5.2%</b>
Growth (%)	-23.0	35.3	-24.2	30.2		
E/O items	5,564	7,217	6,175	7,000	11.0%	-3.0%
<b>Reported PAT</b>	<b>51,820</b>	<b>69,809</b>	<b>51,749</b>	<b>66,346</b>	<b>-0.1%</b>	<b>-5.0%</b>
Growth (%)	-22.2	34.7	-22.3	28.2		
Reported EPS	36.9	49.7	36.9	47.3	-0.1%	-5.0%
Adjusted EPS	32.9	44.6	32.5	42.3	-1.5%	-5.2%

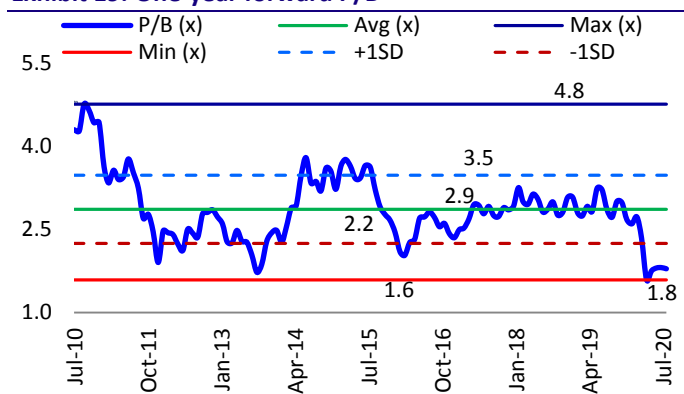
Source: MOFSL, Company

Exhibit 18: One-year forward P/E



Source: MOFSL

Exhibit 19: One-year forward P/B



Source: MOFSL

## Financials and valuations

Income Statement						(INR m)
Y/E March	2017	2018	2019	2020	2021E	2022E
<b>Net Sales</b>	<b>10,93,118</b>	<b>11,96,832</b>	<b>13,52,203</b>	<b>14,54,524</b>	<b>14,19,023</b>	<b>16,30,757</b>
Change (%)	7.2	9.5	13.0	7.6	-2.4	14.9
<b>EBITDA</b>	<b>1,11,305</b>	<b>1,35,714</b>	<b>1,53,296</b>	<b>1,63,290</b>	<b>1,55,613</b>	<b>1,89,254</b>
Change (%)	6.4	21.9	13.0	6.5	-4.7	21.6
Margin (%)	10.2	11.3	11.3	11.2	11.0	11.6
Depreciation	23,699	19,287	19,230	24,623	25,579	26,679
<b>EBIT</b>	<b>87,606</b>	<b>1,16,427</b>	<b>1,34,066</b>	<b>1,38,667</b>	<b>1,30,034</b>	<b>1,62,575</b>
Net Interest	13,387	15,385	18,026	27,967	38,847	38,847
Other Income	13,441	14,120	18,365	23,609	24,317	24,317
<b>PBT</b>	<b>87,659</b>	<b>1,15,162</b>	<b>1,34,406</b>	<b>1,34,310</b>	<b>1,15,504</b>	<b>1,48,045</b>
Tax	20,066	31,989	40,671	32,632	32,312	39,889
Rate (%)	22.9	27.8	30.3	24.3	28.0	26.9
<b>Reported Profit (Before MI &amp; AI)</b>	<b>68,808</b>	<b>84,403</b>	<b>1,02,376</b>	<b>1,08,223</b>	<b>89,367</b>	<b>1,15,157</b>
Less: Minority Interest	4,443	6,346	13,115	13,453	15,630	18,376
Add: Profits of Associates	-3,953	-4,359	-210	720	800	1,000
EO Adjustments	1,214	1,230	8,641	6,546	6,175	7,000
<b>Adjusted PAT</b>	<b>59,198</b>	<b>72,469</b>	<b>80,411</b>	<b>88,945</b>	<b>68,362</b>	<b>90,781</b>
Change (%)	43.0	22.4	11.0	10.6	-23.1	32.8
<b>Cons. Profit (Reported)</b>	<b>60,412</b>	<b>73,699</b>	<b>89,051</b>	<b>95,490</b>	<b>74,536</b>	<b>97,781</b>

Balance Sheet						(INR m)
Y/E March	2017	2018	2019	2020	2021E	2022E
Share Capital	1,866	2,803	2,806	2,808	2,808	2,808
Reserves	5,00,299	5,46,232	6,20,943	6,64,424	7,08,637	7,79,585
<b>Net Worth</b>	<b>5,02,165</b>	<b>5,49,035</b>	<b>6,23,748</b>	<b>6,67,232</b>	<b>7,11,444</b>	<b>7,82,392</b>
Loans	9,39,761	10,75,241	12,55,552	14,10,071	15,75,071	17,56,571
Deferred Tax Liability	-11,252	-21,170	-31,078	-23,935	-23,935	-23,935
Minority Interest	35,636	52,014	68,261	95,208	1,10,839	1,29,214
<b>Capital Employed</b>	<b>14,66,310</b>	<b>16,55,120</b>	<b>19,16,483</b>	<b>21,48,576</b>	<b>23,73,419</b>	<b>26,44,242</b>
Gross Fixed Assets	1,71,779	2,19,694	2,62,141	5,35,180	5,55,180	5,75,180
Less: Depreciation	38,375	57,939	74,024	98,646	1,24,225	1,50,904
Add: Capital WIP	1,67,374	1,58,481	1,63,017	33,111	33,111	33,111
<b>Net Fixed Assets</b>	<b>3,00,778</b>	<b>3,20,236</b>	<b>3,51,134</b>	<b>4,69,645</b>	<b>4,64,066</b>	<b>4,57,387</b>
Investments	1,97,530	1,53,113	2,11,203	2,00,475	2,00,475	2,00,475
Inventory	41,397	48,478	64,139	57,467	56,064	64,429
Debtors	2,79,696	3,31,170	3,70,382	4,07,315	4,25,707	4,40,304
Cash & Bank Balance	55,725	80,327	1,17,262	1,51,178	1,67,926	2,58,791
Loans & Advances	19,547	23,536	24,890	22,383	21,837	25,095
Other Current Assets	4,88,977	5,74,595	6,14,870	6,87,673	6,70,889	7,70,993
Current Assets	16,05,954	19,23,256	21,94,782	23,52,974	25,08,901	29,05,776
Current Liab. & Prov.	6,37,950	7,41,486	8,40,637	8,74,518	8,00,023	9,19,396
<b>Net Current Assets</b>	<b>9,68,004</b>	<b>11,81,771</b>	<b>13,54,146</b>	<b>14,78,457</b>	<b>17,08,878</b>	<b>19,86,380</b>
<b>Capital Deployed</b>	<b>14,66,312</b>	<b>16,55,120</b>	<b>19,16,483</b>	<b>21,48,576</b>	<b>23,73,419</b>	<b>26,44,242</b>

## Financials and valuations

<b>Ratios</b>						
<b>Y/E March</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021E</b>	<b>2022E</b>
<b>Adjusted EPS</b>	<b>42.2</b>	<b>51.7</b>	<b>57.3</b>	<b>63.4</b>	<b>48.7</b>	<b>64.7</b>
Growth (%)	43.0	22.4	10.9	10.5	-23.1	32.8
<b>Cons. EPS (Fully Diluted)</b>	<b>42.2</b>	<b>51.7</b>	<b>63.5</b>	<b>68.0</b>	<b>53.1</b>	<b>69.6</b>
Growth (%)	43.0	22.4	22.8	7.1	-21.9	31.2
Cash EPS	59.1	65.5	77.2	85.6	71.3	88.7
Book Value	358.3	391.7	444.7	475.3	506.8	557.3
DPS	8.9	15.9	18.0	18.0	15.9	20.9
Payout (incl. Div. Tax.)	21.0	30.8	28.4	26.5	30.0	30.0
<b>Valuation (x)</b>						
P/E	21.7	17.7	16.0	14.5	18.8	14.2
Cash P/E	15.5	14.0	16.9	15.2	18.3	14.7
EV/EBITDA	19.5	16.8	19.3	18.9	20.8	17.6
EV/Sales	2.1	2.0	2.2	2.1	2.3	2.0
Price/Book Value	2.9	2.6	2.1	1.9	1.8	1.6
Dividend Yield (%)	1.0	1.7	1.4	1.4	1.2	1.6
<b>Profitability Ratios (%)</b>						
RoE	11.8	13.2	12.9	13.3	9.6	11.6
RoCE	5.3	5.7	5.5	5.7	4.7	5.2
<b>Turnover Ratios</b>						
Debtors (Days)	93.4	101.0	100.0	102.2	109.5	98.6
Inventory (Days)	13.8	14.8	17.3	14.4	14.4	14.4
Asset Turnover (x)	0.8	0.7	0.7	0.7	0.6	0.6
<b>Leverage Ratio</b>						
Current Ratio (x)	2.5	2.6	2.6	2.7	3.1	3.2
Net Debt/Equity (x)	1.8	1.8	1.8	1.9	2.0	1.9

<b>Cash Flow Statement</b>						<b>(INR m)</b>
<b>Y/E March</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021E</b>	<b>2022E</b>
PBT before EO Items	<b>87,659</b>	<b>1,15,162</b>	<b>1,42,862</b>	<b>1,43,142</b>	<b>1,15,504</b>	<b>1,48,045</b>
Add : Depreciation	23,699	19,287	20,840	24,623	25,579	26,679
Others	-7,971	-10,696	-11,636	-1,176	6,975	8,000
Less : Direct Taxes Paid	-32,017	-34,034	-45,816	-40,465	-32,312	-39,889
(Inc)/Dec in WC	43,459	-34,165	-23,921	-77,914	-50,323	-6,953
<b>CF from Operations</b>	<b>1,14,830</b>	<b>55,554</b>	<b>82,329</b>	<b>48,210</b>	<b>65,423</b>	<b>1,35,883</b>
(Inc)/Dec in FA	-85,646	-1,84,743	-1,73,298	-32,925	-1,83,350	-1,99,685
<b>Free Cash Flow</b>	<b>29,184</b>	<b>-1,29,189</b>	<b>-90,969</b>	<b>15,285</b>	<b>-1,17,927</b>	<b>-63,802</b>
(Pur)/Sale of Investments	-66,536	54,449	-35,366	-63,967	0	0
<b>CF from Investments</b>	<b>-66,536</b>	<b>54,449</b>	<b>-35,366</b>	<b>-63,967</b>	<b>0</b>	<b>0</b>
(Inc)/Dec in Net Worth	533	495	113	176	0	0
(Inc)/Dec in Debt	50,509	1,27,683	1,78,653	1,41,259	1,65,000	1,81,500
Others	9,066	-4,940	10,978	-13,324	0	0
Dividend Paid	-20,931	-23,898	-26,471	-45,513	-30,324	-26,833
<b>CF from Fin. Activity</b>	<b>39,178</b>	<b>99,341</b>	<b>1,63,273</b>	<b>82,597</b>	<b>1,34,676</b>	<b>1,54,667</b>
<b>Inc/Dec of Cash</b>	<b>1,826</b>	<b>24,600</b>	<b>36,937</b>	<b>33,915</b>	<b>16,748</b>	<b>90,864</b>
Add: Beginning Balance	53,899	55,725	80,325	1,17,262	1,51,178	1,67,926
<b>Closing Balance</b>	<b>55,725</b>	<b>80,325</b>	<b>1,17,262</b>	<b>1,51,178</b>	<b>1,67,926</b>	<b>2,58,791</b>

NOTES

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

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

#### Disclosures

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

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

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

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

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

#### Regional Disclosures (outside India)

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

#### For Hong Kong:

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

#### For U.S.

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

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

#### For Singapore

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

#### Specific Disclosures

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

The associates of MOFSL may have:

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

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

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

#### **Analyst Certification**

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

#### **Terms & Conditions:**

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

#### **Disclaimer:**

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

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

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

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