



## Economy News

- ▶ Retirement fund body EPFO is likely to announce the interest rate on PF deposits for this fiscal at its trustee meeting slated for next month. (ET)
- ▶ The government is likely to hive off the non-core assets of the airline, including real estate, land parcels and art treasures, into a separate company before calling a formal bid. (BS)
- ▶ The Centre's net direct tax collections grew 14.8 percent in April-June 2017 at Rs 1.42 trillion. This collection level represents 14.5 per cent of the total budget estimate of direct taxes for 2017-18 (Rs 9.8 trillion). (BS)
- ▶ The Reserve Bank of India (RBI) has notified the norms to limit the liabilities of consumers for unauthorized electronic transactions in their bank accounts. (ET)
- ▶ The Reserve Bank of India, in consultation with the Government of India, has decided to issue Sovereign Gold Bonds 2017-18 - Series II. The issues aims at attracting gold from Indian households into the banking system. (BS)
- ▶ The Union ministry of consumer affairs yesterday decided to ban the 'dual' MRP policy, a practice through which sellers charge a higher MRP for their products in certain spaces like malls, airports and hotels. (BS)

## Corporate News

- ▶ **Tata motors** is believed to have advanced the launch of its most awaited product Nexon by 4-8 weeks to cash in on the improved buyer sentiment following the series of price cuts after GST implementation. (ET)
- ▶ **IDFC** and **Shriram Group** are exploring options to merge various businesses to create a financial powerhouse worth over USD 10 billion. (ET)
- ▶ The Department of Disinvestment has reportedly issued a Cabinet note on the proposed amalgamation of **Hindustan Petroleum Corp Ltd with Oil and Natural Gas Corp**, amid news reports of the Prime Minister's Office's disappointment on the slow progress in the government's quest to create a huge energy PSU of the global scale. (BL)
- ▶ IT firm **Infosys** will create 2,000 tech jobs in North Carolina over the next few years in a bid to woo the Trump administration that has been critical of outsourcing firms for "unfairly" taking jobs away from the US workers. (ET)
- ▶ The International Finance Corporation (IFC), has invested \$103 million in 100% subsidiary of L&T finance holding Ltd - **L&T Infrastructure Finance Company Ltd** by subscribing to the country's first official green bonds. (BS)
- ▶ **RBL Bank Ltd.** said on Thursday that the divergence in its gross bad loans at the end of financial year 2015-16 stood at Rs 3.4 bn. (BL)
- ▶ **Bharat Forge** subsidiary, Kalyani Strategic Systems signs pact with Israel's Aerospace Industries to build new maintenance centre in India for selected advanced air defense systems. (BL)
- ▶ Shareholders of **Navin Fluorine** approve sale of unit located at Dahej in Gujarat. (BS)
- ▶ Shareholders of **Phillips Carbon** has approved scheme of amalgamation with Goodluck Dealcom Pvt. Ltd. (BS)
- ▶ The insurance regulator has approved SBI Life Insurance Co. Ltd's application for an initial public offering (IPO) seeking to raise as much as Rs 70 bn. (BS)

Source: ET = Economic Times, BS = Business Standard, FE = Financial Express, IE = Indian Express, BL = Business Line, Tol: Times of India, BSE = Bombay Stock Exchange

### Equity

	6-Jul	% Chg		
		1 Day	1 Mth	3 Mths
<b>Indian Indices</b>				
SENSEX Index	31,369	0.4	0.3	5.6
NIFTY Index	9,675	0.4	0.1	5.2
BANKEX Index	26,564	0.5	(0.6)	8.8
BSET Index	9,858	(0.3)	(4.4)	(2.9)
BSETCG INDEX	17,263	0.1	(2.7)	0.0
BSEOIL INDEX	13,439	(0.4)	(4.1)	(3.7)
CNXMcap Index	18,081	0.2	1.3	3.9
BSESMCAP INDEX	15,790	0.3	2.4	7.5
<b>World Indices</b>				
Dow Jones	21,320	(0.7)	0.7	3.2
Nasdaq	6,089	(1.0)	(3.3)	3.6
FTSE	7,337	(0.4)	(1.9)	(0.2)
NIKKEI	19,994	(0.4)	(0.1)	7.0
HANGSENG	25,465	(0.2)	(2.4)	4.4

### Value traded (Rs cr)

	6-Jul	% Chg Day
Cash BSE	3,623	24.9
Cash NSE	24,731	12.2
Derivatives	891,391	89.5

### Net inflows (Rs cr)

	5-Jul	% Chg	MTD	YTD
FII	125	(111)	(1,930)	53,979
Mutual Fund	208	(22)	3,498	40,493

### FII open interest (Rs cr)

	5-Jul	% Chg
FII Index Futures	20,276	(0.5)
FII Index Options	57,411	3.9
FII Stock Futures	70,675	0.3
FII Stock Options	3,983	12.9

### Advances / Declines (BSE)

6-Jul	A	B	T	Total	% total
Advances	154	639	55	848	100
Declines	140	494	59	693	82
Unchanged	3	28	11	42	5

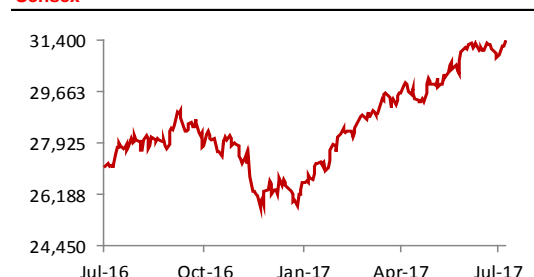
### Commodity

	6-Jul	% Chg		
		1 Day	1 Mth	3 Mths
Crude (US\$/BBL)	45.0	(1.2)	(1.6)	(13.9)
Gold (US\$/OZ)	1,224	0.0	(5.5)	(3.2)
Silver (US\$/OZ)	16.0	(0.1)	(9.9)	(12.9)

### Debt / forex market

	6-Jul	1 Day	1 Mth	3 Mths
10 yr G-Sec yield %	6.5	6.5	6.6	6.8
Re/US\$	64.8	64.8	64.4	64.5

### Sensex



Source: Bloomberg

## SECTOR REPORT

Pankaj Kumar

pankajr.kumar@kotak.com

+91 22 6218 6434

## INNERWEAR SECTOR REPORT

**Indian Innerwear: Gearing up for premiumization**

Indian Innerwear industry is estimated to grow at 13% CAGR led by increasing urbanization, unorganized to organized shift, preference towards branded products, organized retailing, premiumization, etc. We believe that the introduction of GST could be a game changer for highly unorganized innerwear industry (50% unorganized). This should be positive for players mostly present in economy and mid segment like Rupa, Dollar and Lux Industries. GST will give more room for organized players to be competitive in a longer run. Companies like Rupa, Dollar and Lux are focusing on increasing their scale of operation through competitive advantage post GST, focus on branding, penetration in new geographies, larger focus in super premium segment, etc. This should also positively impact their margins which would result in faster growth in earnings over next 2-3 years. Rupa, Dollar and Lux are trading at FY17 EV/Sales of less than 4x which is more than 50% discount to Page, trading at 9.1x. We believe that there would be scope for reduction in valuation gap as these companies intend to scale up their operation with focus on branding and premiumization. Also, as RoEs of these companies in inch of closer to ~30%, they would tend to trade at higher multiples.

**Industry to grow at 13% CAGR with organized players to gain market share**

The size of Indian innerwear industry is ~Rs 200 bn and grew at 11% CAGR during FY10-15. As per industry estimates, the industry is expected to reach Rs 595 bn market by 2023, entailing 13% CAGR. The growth in the industry would be driven by rising discretionary spend, number of mid-high income house hold and urbanization. Indian innerwear industry is one of the highly unorganized industry with unorganized players having ~50% market share. We believe that there is huge potential for organized players to gain market share after demonetization and restriction of cash based transaction.

**Innerwear - a beneficiary of GST**

Presently, there is ~10-12% price difference between organized and unorganized players in economy segment. Post GST, unorganized players will become part of the formal economy which should reduce the difference. Implementation of GST would be a major positive for organized players as they will become more competitive by getting input credit on service tax and GST on raw materials. This will give more room for organized players to be competitive while selling their products against unorganized players in economy and mid segment and would result in growing their volume. Thus increased volume will result in higher economies of scale and in turn improvement in margins.

**Players in economy segment will have an edge**

Players present in basic or economy segment (realization ~ Rs30-35 per piece) would be major beneficiary of GST as they are presently facing direct competition from the unorganized players. We believe that Lux, Dollar and Rupa would see improvement in volume growth as economy and basic segment contributes 25-35% to their revenues.

**Good Monsoon + Farm loan waiver = Spurt in rural consumption**

Normal rainfall will positively impact rural economy and in turn will be positive for consumption of products in mid and economy segment. Recent farm loan waivers by UP and then Maharashtra of Rs 360 bn and Rs 340 bn respectively may result into more States offering similar sops to farmers. Any other states announcing waiver would support rural economy. In innerwear market, mid and economy range products contributes 85-90% of the market which are largely consumed in smaller cities and rural areas. Hence, increase in rural demand will be positive for innerwear sector.

### **Premiumization through separate brand & licensing of foreign brand**

Innerwear is largely present in mass segment contributing 85-90% of total size. The market is changing with influx of Indian and foreign brands focusing towards premium segment. Consumer's preference is shifting towards new designs and styles which encourages demand for premium products. Increasing urbanization, growing middleclass and rise in per capita income would result in a shift in consumer preference over a longer period. Innerwear players are focusing on premiumization through separate brand & licensing of foreign brand.

### **Margins improvement + scale = Improvement in RoCE**

Companies like Rupa, Dollar and Lux are focusing on increasing their scale of operation by 1) Unorganized to organized shift particularly in economy segment, 2) penetration in new geographies 3) increased focus in super premium segment 4) Increasing focus from men's to women's wear segment, 5) introduction of foreign brands through brand licensing, JV, etc. We expect consumers to shift from economy to mid, mid to premium and premium to super premium segment, which would positively impact margins of organized players. This should result in further improvement in RoCEs of these companies.

### **Valuation**

Rupa, Dollar and Lux are trading at a discount to the market leader Page with a substantial margin. Rupa, Dollar and Lux are trading at FY17 EV/Sales of less than 4x while Page is trading at double valuation of 9.1x. We believe there is scope for reduction in valuation gap as these companies, vis-a-vis Page as they intend to scale up their operation with focus on branding and premiumization.

### **Key risk & concerns**

- Higher Working capital:
- Volatility in the raw material prices
- Failure of license brand

### **Rupa & Company Ltd, CMP: Rs 510, Not Rated**

Rupa and Company Ltd (RACL) incorporated in 1985, has established a strong brand recall by offering bouquet of brands under umbrella brand 'Rupa' in the economy, mid-premium and premium segments. The company follows efficient business strategy by outsourcing low end and labour intensive work. RACL is strengthening its position in super premium segment by licensing of foreign brands such as 'FCUK' and 'Fruit of the loom'. After establishing strong foothold in men's innerwear segment, RACL is looking at strengthening its female innerwear business in future and is open to grow this segment through inorganic route in domestic market. We believe that RACL being a leading brand in Indian innerwear market would be one of the major beneficiaries of GST and has potential to grab market share from unorganized space which is 50% of the total market. We do not have any rating on the stock.

### **Dollar Industries Ltd, CMP: Rs 2227, Not Rated**

Dollar Industries Limited (DIL) in last 40 years of its journey, has created substantial presence in India under the Dollar umbrella. It is present across segment in innerwear space with its brands Big Boss, Force NXT, Missy, Champion, Ultra, Force Go Wear, etc. The company has largely been present in economy and mid-premium segment with 34% and 44% revenue contribution, respectively and is now focusing on super premium category with its brand Force NXT. The company does not have any capex plan and is focusing on increasing its distribution across region. It has vision to achieve ~Rs 20 bn revenue (over 2x of FY17 revenue) in the next 7 years on a conservative basis. It targets to improve its margins in the longer run by focusing on premiumization, price increase, rationalization of adspend, benefits from GST, etc. This will result into higher growth in bottomline than its topline in the next three years. The stock is trading at FY17 P/E and EV/Sales of 52.4x and 2.8x, respectively. We do not have any rating on the stock.

**Lux Industries Ltd, CMP: Rs 1057, Not Rated**

Lux Industries Ltd (LIL) is one of the leading innerwear companies with over 12 brands in innerwear segment and possesses 14-15% market share of India's men's innerwear segment. LIL is largely present in mass segment in men's innerwear products with 70% of its revenue contributed by economy and mid segment. The company has increased its focus on growing business from premium segment through ONN brand which contributed 9% of its sales and intends to achieve 20-25% revenue from premium/value added products in the longer run. The company set up new unit in Dhankuni in FY16 which will support its growth through quality products and higher efficiency. LIL has already completed major expansions which can meet its future growth with minimum investment. We do not have any rating on the stock.

**Financial & Valuation summary**

Particulars (Rs Mn)	Rupa & Co			Dollar Industries			Lux Industries			Page Industries		
	FY15	FY16	FY17	FY15	FY16	FY17	FY15	FY16	FY17	FY15	FY16	FY17
<b>Net Sales</b>	<b>9726</b>	<b>10148</b>	<b>10928</b>	<b>7241</b>	<b>8217</b>	<b>8973</b>	<b>9090</b>	<b>9409</b>	<b>9720</b>	<b>15434</b>	<b>17834</b>	<b>21301</b>
<b>EBITDA</b>	<b>1377</b>	<b>1321</b>	<b>1389</b>	<b>559</b>	<b>657</b>	<b>926</b>	<b>812</b>	<b>945</b>	<b>1200</b>	<b>3204</b>	<b>3782</b>	<b>4132</b>
<b>PAT</b>	<b>682</b>	<b>659</b>	<b>722</b>	<b>194</b>	<b>264</b>	<b>435</b>	<b>452</b>	<b>513</b>	<b>628</b>	<b>1960</b>	<b>2327</b>	<b>2663</b>
EBITDA Margins (%)	14.2	13	12.7	7.7	8	10.3	8.9	10	12.3	20.8	21.2	19.4
PAT Margins (%)	7	6.5	6.6	2.7	3.2	4.8	5	5.5	6.5	12.7	13	12.5
RoCE (%)	23.2	21.5	23	15.9	15.8	20.9	23.3	23.3	23.3	59.5	60.8	57.3
RoE (%)	22.2	19	17.9	17.6	19.8	26.6	29.9	29.9	29.9	58	52.2	45.5
ATO (x)	1.8	1.9	2	2.4	2.3	2.3	1.9	2.1	1.8	2.8	2.9	2.9
GBTO (x)	5	4.7	4.4	6.9	5.9	6	17	16.7	9.8	5.7	5.7	5.9
Working Capital Cycle	163	133	121	99	106	120	136	125	148	85	90	73
Debtors Days	69	62	69	82	84	85	97	99	103	19	20	18
Inventory Days	136	109	98	57	73	84	76	78	87	95	101	100
Creditors Days	48	43	56	49	58	56	48	59	59	35	37	49
P/E			56.2			55.6			44.6			72.7
P/BV			9.2			13.3			9.4			29.1
EV/Sales			3.8			2.9			3.1			9.1
EV/OCF			44.5			196.1			782			72.2

Source: Companies, Capitaline

## Bulk deals

## Trade details of bulk deals

Date	Scrip Name	Name of Client	Buy/ Sell	Quantity of shares	Average Price (Rs)
06-Jul	ALORA	Ranjit Kumar	B	65,000	30.0
06-Jul	AVANTEL	Vidyasagar Abburi	S	26,848	296.2
06-Jul	BHARATWIRE	Bakulesh Trambaklal Shah	B	840,000	95.0
06-Jul	GDL	Local Government Superannuation Scheme	S	2,053,154	279.2
06-Jul	GDL	Morgan Stanley Investment Funds Indian Equity Fund	B	2,053,154	279.2
06-Jul	ITL	Lukman Munavar Patel	B	16,500	136.6
06-Jul	MEERA	Macro Commodeal Private Limited	B	30,000	57.4
06-Jul	NESCO	Franklin Templeton Mutual Fund	B	100,000	2,385.0
06-Jul	ORGOAT	Mehul Krishnakant Shah	S	50,000	16.8
06-Jul	ORGOAT	Aparna Ajay Shah	B	50,000	16.8
06-Jul	PADMALAYAT	Sumangla Gautam Munot	S	100,000	10.6
06-Jul	PANCARBON	Pivotal Business Managers Llp .	S	33,250	554.5
06-Jul	PVVINFRA	Tapasya Arora	B	30,000	18.2
06-Jul	REDINGTON	Reliance Mutual Fund	B	7,000,000	125.0
06-Jul	REDINGTON	Harrow Investment Holding Limited	S	19,950,000	125.1
06-Jul	REDINGTON	Norges Bank On Account Of The Government Pension Fund Global	B	11,950,000	125.0
06-Jul	SFLINTER	Kulkarni Vijay Bhaskar	S	36,000	20.1
06-Jul	SFLINTER	Vinod Vrajilal Nimal	B	40,764	20.1
06-Jul	WELCORP	Kotak Mahindra Asset Management Co Ltd	B	2,056,299	106.0
06-Jul	WELCORP	Granele Limited	S	2,650,000	106.1
06-Jul	WPIL	Eastspring Investments India Infrastructure Equity Open Limited	S	50,847	460.1
06-Jul	WPIL	Dsp Blackrock Mutual Fund	S	80,916	457.7

Source: BSE

## Gainers &amp; Losers

## Nifty Gainers &amp; Losers

	Price (Rs)	Chg (%)	Index points	Volume (mn)
<b>Gainers</b>				
Bharti Infra	415	2.9	NA	2.2
State Bank of India	281	2.2	NA	16.1
Indiabulls	1,083	2.1	NA	1.9
<b>Losers</b>				
Bajaj Auto Ltd	2,729	(1.5)	NA	0.5
Eicher Motor	27,689	(1.4)	NA	0.03
Hindalco Ind	197	(1.1)	NA	6.9

Source: Bloomberg

## RATING SCALE

### Definitions of ratings

<b>BUY</b>	– We expect the stock to deliver more than 12% returns over the next 9 months
<b>ACCUMULATE</b>	– We expect the stock to deliver 5% - 12% returns over the next 9 months
<b>REDUCE</b>	– We expect the stock to deliver 0% - 5% returns over the next 9 months
<b>SELL</b>	– We expect the stock to deliver negative returns over the next 9 months
<b>NR</b>	– <b>Not Rated.</b> Kotak Securities is not assigning any rating or price target to the stock. The report has been prepared for information purposes only.
<b>RS</b>	– <b>Rating Suspended.</b> Kotak Securities has suspended the investment rating and price target for this stock, either because there is not a sufficient fundamental basis for determining, or there are legal, regulatory or policy constraints around publishing, an investment rating or target. The previous investment rating and price target, if any, are no longer in effect for this stock and should not be relied upon.
<b>NA</b>	– <b>Not Available or Not Applicable.</b> The information is not available for display or is not applicable
<b>NM</b>	– <b>Not Meaningful.</b> The information is not meaningful and is therefore excluded.
<b>NOTE</b>	– Our target prices are with a 9-month perspective. Returns stated in the rating scale are our internal benchmark.

## Fundamental Research Team

### Fundamental Research Team

<b>Sanjeev Zarbade</b> Capital Goods, Engineering sanjeev.zarbade@kotak.com +91 22 6218 6424	<b>Ruchir Khare</b> Capital Goods, Engineering ruchir.khare@kotak.com +91 22 6218 6431	<b>Amit Agarwal</b> Logistics, Paints, Transportation agarwal.amit@kotak.com +91 22 6218 6439	<b>Nipun Gupta</b> Information Technology nipun.gupta@kotak.com +91 22 6218 6433
<b>Teena Virmani</b> Construction, Cement teena.virmani@kotak.com +91 22 6218 6432	<b>Ritwik Rai</b> FMCG, Media ritwik.rai@kotak.com +91 22 6218 6426	<b>Jatin Damania</b> Metals & Mining jatin.damania@kotak.com +91 22 6218 6440	<b>Jayesh Kumar</b> Economy kumar.jayesh@kotak.com +91 22 6218 5373
<b>Arun Agarwal</b> Auto & Auto Ancillary arun.agarwal@kotak.com +91 22 6218 6443	<b>Sumit Pokharna</b> Oil and Gas sumit.pokharna@kotak.com +91 22 6218 6438	<b>Pankaj Kumar</b> Midcap pankajr.kumar@kotak.com +91 22 6218 6434	<b>K. Kathirvelu</b> Production k.kathirvelu@kotak.com +91 22 6218 6427

### Technical Research Team

<b>Shrikant Chouhan</b> shrikant.chouhan@kotak.com 91 22 6218 5408	<b>Amol Athawale</b> amol.athawale@kotak.com +91 20 6620 3350
--	---

### Derivatives Research Team

<b>Sahaj Agrawal</b> sahaj.agrawal@kotak.com +91 79 6607 2231	<b>Malay Gandhi</b> malay.gandhi@kotak.com +91 22 6218 6420	<b>Prashanth Lalu</b> prashanth.lalu@kotak.com +91 22 6218 5497	<b>Prasenjit Biswas</b> prasenjit.biswas@kotak.com +91 33 6625 9810
---	---	---	---



## Disclosure/Disclaimer

Kotak Securities Limited established in 1994, is a subsidiary of Kotak Mahindra Bank Limited. Kotak Securities is one of India's largest brokerage and distribution house.

Kotak Securities Limited is a corporate trading and clearing member of Bombay Stock Exchange Limited (BSE), National Stock Exchange of India Limited (NSE), Metropolitan Stock Exchange of India Limited (MSEI). Our businesses include stock broking, services rendered in connection with distribution of primary market issues and financial products like mutual funds and fixed deposits, depository services and Portfolio Management.

Kotak Securities Limited is also a depository participant with National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL). Kotak Securities Limited is also registered with Insurance Regulatory and Development Authority as Corporate Agent for Kotak Mahindra Old Mutual Life Insurance Limited and is also a Mutual Fund Advisor registered with Association of Mutual Funds in India (AMFI). We are registered as a Research Analyst under SEBI (Research Analyst) Regulations, 2014.

We hereby declare that our activities were neither suspended nor we have defaulted with any stock exchange authority with whom we are registered in last five years. However SEBI, Exchanges and Depositories have conducted the routine inspection and based on their observations have issued advise/warning/deficiency letters/ or levied minor penalty on KSL for certain operational deviations. We have not been debarred from doing business by any Stock Exchange / SEBI or any other authorities; nor has our certificate of registration been cancelled by SEBI at any point of time.

We offer our research services to clients as well as our prospects.

This document is not for public distribution and has been furnished to you solely for your information and must not be reproduced or redistributed to any other person. Persons into whose possession this document may come are required to observe these restrictions.

This material is for the personal information of the authorized recipient, and we are not soliciting any action based upon it. This report is not to be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. It is for the general information of clients of Kotak Securities Ltd. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients.

We have reviewed the report, and in so far as it includes current or historical information, it is believed to be reliable though its accuracy or completeness cannot be guaranteed. Neither Kotak Securities Limited, nor any person connected with it, accepts any liability arising from the use of this document. The recipients of this material should rely on their own investigations and take their own professional advice. Price and value of the investments referred to in this material may go up or down. Past performance is not a guide for future performance. Certain transactions -including those involving futures, options and other derivatives as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. Reports based on technical analysis centers on studying charts of a stock's price movement and trading volume, as opposed to focusing on a company's fundamentals and as such, may not match with a report on a company's fundamentals.

Opinions expressed are our current opinions as of the date appearing on this material only. While we endeavor to update on a reasonable basis the information discussed in this material, there may be regulatory, compliance or other reasons that prevent us from doing so. Prospective investors and others are cautioned that any forward-looking statements are not predictions and may be subject to change without notice. Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein.

Kotak Securities Limited has two independent equity research groups: Institutional Equities and Private Client Group. This report has been prepared by the Private Client Group. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, target price of the Institutional Equities Research Group of Kotak Securities Limited.

We and our affiliates/associates, officers, directors, and employees, Research Analyst(including relatives) worldwide may: (a) from time to time, have long or short positions in, and buy or sell the securities thereof, of company (ies) mentioned herein or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company/company (ies) discussed herein or act as advisor or lender / borrower to such company (ies) or have other potential/material conflict of interest with respect to any recommendation and related information and opinions at the time of publication of Research Report or at the time of public appearance. Kotak Securities Limited (KSL) may have proprietary long/short position in the above mentioned scrip(s) and therefore may be considered as interested. The views provided herein are general in nature and does not consider risk appetite or investment objective of particular investor; readers are requested to take independent professional advice before investing. This should not be construed as invitation or solicitation to do business with KSL. Kotak Securities Limited is also a Portfolio Manager. Portfolio Management Team (PMT) takes its investment decisions independent of the PCG research and accordingly PMT may have positions contrary to the PCG research recommendation. Kotak Securities Limited does not provide any promise or assurance of favourable view for a particular industry or sector or business group in any manner. The investor is requested to take into consideration all the risk factors including their financial condition, suitability to risk return profile and take professional advice before investing.

The analyst for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

No part of this material may be duplicated in any form and/or redistributed without Kotak Securities' prior written consent.

Details of Associates are available on our website ie [www.kotak.com](http://www.kotak.com)

Research Analyst has served as an officer, director or employee of subject company(ies): No

We or our associates may have received compensation from the subject company(ies) in the past 12 months.

We or our associates have managed or co-managed public offering of securities for the subject company(ies) in the past 12 months: No

We or our associates may have received compensation for investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months. We or our associates may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months. We or our associates may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report. Our associates may have financial interest in the subject company(ies).

Research Analyst or his/her relative's financial interest in the subject company(ies): No

Kotak Securities Limited has financial interest in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No

Our associates may have actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.

Research Analyst or his/her relatives has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No.

Kotak Securities Limited has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: No

Subject company(ies) may have been client during twelve months preceding the date of distribution of the research report.

"A graph of daily closing prices of securities is available at [www.nseindia.com](http://www.nseindia.com) and <http://economictimes.indiatimes.com/markets/stocks/stock-quotes>. (Choose a company from the list on the browser and select the "three years" icon in the price chart)."

Kotak Securities Limited. Registered Office: 27 BKC, C 27, G Block, Bandra Kurla Complex, Bandra (E), Mumbai 400051. CIN: U99999MH1994PLC134051, Telephone No.: +22 43360000, Fax No.: +22 67132430. Website: [www.kotak.com/www.kotaksecurities.com](http://www.kotak.com/www.kotaksecurities.com). Correspondence Address: Infinity IT Park, Bldg. No 21, Opp. Film City Road, A K Vaidya Marg, Malad (East), Mumbai 400097. Telephone No: 42856825. SEBI Registration No: NSE INB/INF/INE 230808130, BSE INB 010808153/INF 011133230, MSEI INE 260808130/INB 260808135/INF 260808135, AMFI ARN 0164, PMS INP000000258 and Research Analyst INH0000000586. NSDL/CDSL: IN-DP-NSDL-23-97. Our research should not be considered as an advertisement or advice, professional or otherwise. The investor is requested to take into consideration all the risk factors including their financial condition, suitability to risk return profile and the like and take professional advice before investing. Investments in securities market are subject to market risks, read all the related documents carefully before investing. Derivatives are a sophisticated investment device. The investor is requested to take into consideration all the risk factors before actually trading in derivative contracts. Compliance Officer Details: Mr. Manoj Agarwal. Call: 022 - 4285 8484, or Email: [ks.compliance@kotak.com](mailto:ks.compliance@kotak.com).

- **Level 1:** For Trading related queries, contact our customer service at 'service.securities@kotak.com' and for demat account related queries contact us at [ks.demat@kotak.com](mailto:ks.demat@kotak.com) or call us on: Online Customers - 30305757 (by using your city STD code as a prefix) or Toll free numbers 18002099191 / 1800222299, Offline Customers - 18002099292
- **Level 2:** If you do not receive a satisfactory response at Level 1 within 3 working days, you may write to us at [ks.escalation@kotak.com](mailto:ks.escalation@kotak.com) or call us on 022-42858445 and if you feel you are still unheard, write to our customer service HOD at [ks.servicehead@kotak.com](mailto:ks.servicehead@kotak.com) or call us on 022-42858208.
- **Level 3:** If you still have not received a satisfactory response at Level 2 within 3 working days, you may contact our Compliance Officer (Mr. Manoj Agarwal) at [ks.compliance@kotak.com](mailto:ks.compliance@kotak.com) or call on 91- (022) 4285 8484.
- **Level 4:** If you have not received a satisfactory response at Level 3 within 7 working days, you may also approach CEO (Mr. Kamlesh Rao) at [ceo.ks@kotak.com](mailto:ceo.ks@kotak.com) or call on 91- (022) 4285 8301.