

“I can tell you whether it is Bajaj Auto or from what I have heard some of the other large 2W makers, all of us in last few days, irrespective of which state which we are operating in, have reduced our domestic sales forecast by about 15% because as I mentioned earlier there is lots of chaos at the dealerships all over the country.”

**MR Rajiv Bajaj,
MD, Bajaj Auto**

Second wave strikes 2W markets harder than before...

...dealers skeptical about strong recovery post second wave

We interacted with 2W dealers to gauge the demand and impact of the second wave on 2W sales, especially considering the mini festive seasons in many parts of the country as well as the wedding season. Expected 2W demand recovery during this mini festive/wedding season is yet to play out and is much lower than normal.

Mini festive season a washout for 2Ws

- We interacted with 2W dealers to gauge the demand and impact of the second wave on sales – sales are down by 30–50%, with no signs of recovery.
- Dealers commenced Apr'21 with high inventory owing to a) the year-end push and high sales expectations from the festive season (Navratri, Gudi Padwa, etc.) and wedding season (northern and central India) and b) rural demand from the rabi harvest.
- Inventory at Hero (45–60 days), Bajaj (35–50 days), and TVS (30–40 days) was manageable at the start of the month, with a supporting number of inquiries and bookings. However, dealers saw a significant increase in cancellations with the rise in COVID cases.
- Hardly any sales were reported from the festive season nor any demand from the rabi harvest. However, dealers in northern India (Rajasthan, MP, UP, etc.) are faring better on account of some wedding season demand.
- Schools and colleges remain closed, which has further deferred recovery in the Scooter segment.
- Maharashtra dealers on Gudi Padwa posted just 50% of expected sales.
- UP retails were also impacted by the ongoing Panchayat elections (till 29th Apr).

Smaller cities impacted – major markets for 2Ws

- Smaller cities are seeing the impact of the second wave (unlike the first wave) – cases reported in the second week of Apr'21 surpassed the peak of Sep'20.
- Unlike the first wave, the second wave would see limited benefit from pent-up demand. As per dealers, after the first lockdown, sales were driven by pent-up demand on account of the a) wedding season, b) rabi harvest, and c) non-availability of public transport. Demand was further supported by cash in the market as well as a very low number of cases.
- However, people have lesser savings amid the second wave as a consequence of a) slow economic activity in FY21, b) minimal cash inflow from migrant relatives, and c) high medical bills. Therefore, at the current rate of increase in COVID cases, recovery is expected to be more back-ended.
- **Wholesale perspective:** While FY21 wholesales were down 12%, retail registrations were down 32%. This implies 23% of wholesales were used to stock up on inventory post the BS6 transition, which is not likely to be the case this time around.

Further price hike post BS6 launch adding to woes

- OEMs are gradually taking price hikes post the BS6 launch (since Apr'20) to cover the increase in commodity prices as well as recover contribution margins on cost inflation (BS6 + commodity). 2W OEMs took a price hike of 5–8% up to Apr'21 (since Apr'20)
- This is adding to the hyper cost inflation of ~25% seen in 2Ws over Apr'18–Apr'20. It has also served as a deterrent.

View and valuation

- Apr'21 MTD saw significant decline in demand in 2W retails. If 2W demand fails to recover amid the mini festive season and wedding season, demand recovery may be deferred up to Oct'21 (main festive season).
- This, coupled with very high cost inflation, would put pressure on the near-term performance of 2W OEMs – as cost inflation would start to reflect in the P&L from 4QFY21. Near-term margins are likely to be pressured by commodity cost inflation and negative operating leverage.
- We see downside risk to our 2W volume estimates. We remain Underweight on 2W OEMs in our Auto Sector Model Portfolio. BJAUT and TVSL are relatively better positioned owing to good recovery in exports; HMCL is most exposed to the Entry/Executive Motorcycle segment and in tier 2/3 cities.
- However, the growing risk of electrification poses a risk for TVSL as scooters contribute ~40% to its domestic volumes. BJAUT is better positioned to gain from electrification in the Scooter segment. This – coupled with the recent increase in dividend payout, and the resultant 4.5–5% dividend yield – would provide floor to the stock price.

Exhibit 1: Key takeaways from certain states

Uttar Pradesh	<ul style="list-style-type: none"> ❖ April retails thus far down by 40–60% (v/s FY19) ❖ Spike in COVID cases leads to high cancellations; current sales now absolutely need-based and wedding (dowry) based; hardly any Navratri sales nor rural sales due to rabi harvest ❖ UP further impacted by Panchayat elections (last phase on 29th April); any lockdown post-election would worsen situation
Madhya Pradesh	<ul style="list-style-type: none"> ❖ April retails thus far down by 40–60% (v/s FY19); ongoing sporadic lockdown adding to woes ❖ Spike in COVID cases leads to high cancellations; current sales now absolutely need based and wedding (dowry) based; hardly any Navratri sales nor rural sales due to initial rabi harvest ❖ Number of COVID cases in second wave higher in tier 2/3 cities (major 2W markets); high medical expenses create fear among people as they avoid expenses ❖ Some pent-up demand from wedding-related deliveries as multiple districts face lockdown
Maharashtra	<ul style="list-style-type: none"> ❖ Maharashtra dealers see just 30–40% of estimated sales during Gudi Padwa ❖ Lockdown leaves dealers with high inventory
Chhattisgarh	<ul style="list-style-type: none"> ❖ April retails thus far down 30–40% (v/s FY19) ❖ Lockdown derails expected recovery in April; dealers pessimistic about sales recovery in the coming months ❖ Customers conserving cash for unforeseeable future
Gujarat	<ul style="list-style-type: none"> ❖ April retails thus far down by 30–70% (v/s FY19) ❖ Multiple cancellations due to growing cases and uncertainty; hardly any Navratri sales nor future bookings ❖ Atmosphere of fear leading to cash conservation
Rajasthan	<ul style="list-style-type: none"> ❖ Retail sales down 30–50% (v/s April'19) ❖ Bikes booked for wedding (dowry) being sold; good portion of other bookings canceled or postponed ❖ Sales in regions such as Udaipur, Pali, Jodhpur, etc. also impacted by lack of cash inflow from migrant labor
Punjab	<ul style="list-style-type: none"> ❖ Bad sentiment due to the uncertainty amid COVID lockdown and rising cases ❖ Wedding season sales and Navratri sales barely contributing to sales ❖ Good rabi harvest; only hope for any recovery in near term

Source: Channel check, MOFSL

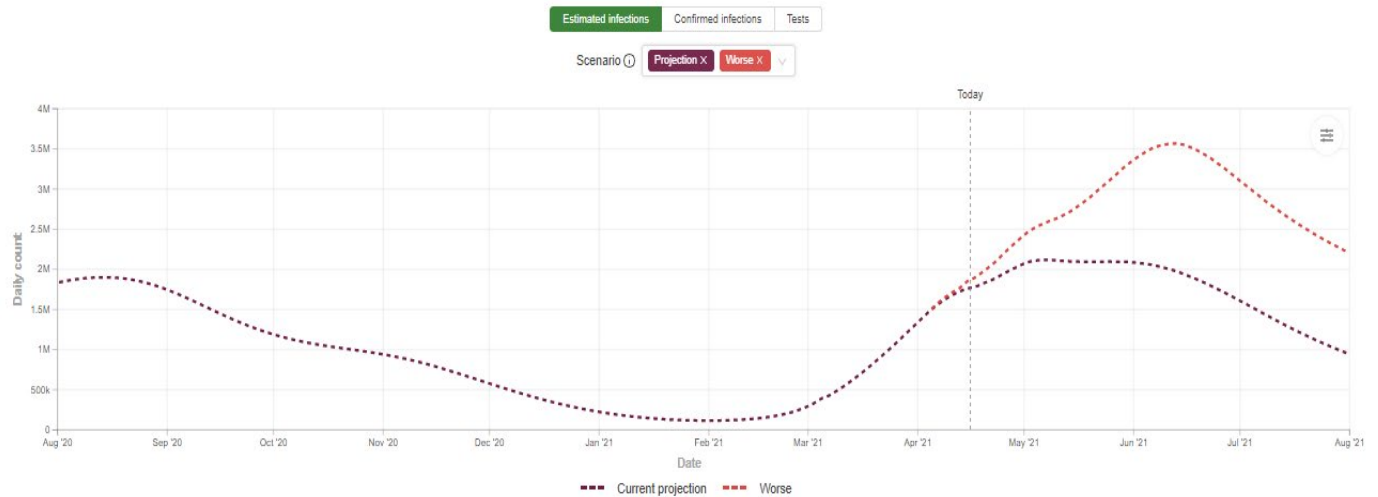
Exhibit 2: Steep rise in cases in district categories 2,3,4, and 5 in first/second week of April'21 (major markets for 2Ws)

New cases per '0000 of population

Population	>50L	30L to 50 L	20L to 30L	10L to 20L	5L to 10L	<5L	Grand Total
Category	1	2	3	4	5	6	
May-20	5	1	1	0	0	1	1
Jun-20	10	2	1	1	1	3	3
Jul-20	19	7	5	4	4	6	7
Aug-20	24	14	12	8	10	12	13
Sep-20	33	16	16	13	17	20	18
Oct-20	26	12	10	9	11	15	13
Nov-20	21	7	6	7	8	11	9
Dec-20	11	5	4	4	6	6	6
Jan-21	5	3	3	3	3	2	3
Feb-21	4	3	3	2	2	1	2
Mar-21	22	7	6	4	5	2	8
1 Week Apr-21*	73	19	15	14	15	8	24
2 Week Apr-21*	60	31	19	19	21	15	29

*Normalized for month

Source: Covid19India.org, Census 2011, MOFSL

Exhibit 3: Estimated infections – no. of people afflicted with COVID-19 each day (including those not tested)

Source: covid19.healthdata.org, MOFSL

Exhibit 4: Steep price hike also acting as deterrent in tough times

OEM	Model	BS4	Price		Price hike
			Apr-20 (BS6)	Apr-21	Apr-21 v/s Apr-20 (Over BS6)
Hero	HF Deluxe SS, Alloy i3s	49.9	57.3	62.0	8.3
Hero	Splendor i-Smart SS, Drum, i3S	57.43	64.9	67.3	3.6
HMSI	Activa 5G DLX	57.8	65.4	69.6	6.4
Bajaj	Pulsar 150 ABS	86.0	95.0	101.8	7.2
TVS	Apache RTR 160 Rear Drum	87.8	93.5	107.3	14.7
RE	Classic 350 Black Single Disc	146.0	157.1	167.2	6.5

Source: Company, MOFSL

Exhibit 5: Key operating indicators

	Vol/Rev Gr (%)			EBITDA Margins (%)			EPS (INR)			RoE (%)		
Auto OEM's	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E
Bajaj Auto	-13.9	27.1	7.9	17.8	17.7	18.1	162.8	200.5	217.0	23.4	28.2	29.8
Hero MotoCorp	-9.6	20.0	7.1	13.7	12.6	13.3	143.5	181.8	209.0	19.7	23.4	24.9
TVS Motor	-6.5	21.7	8.9	8.2	8.1	8.7	11.5	19.4	26.5	14.4	21.2	24.2
Eicher Motors	-11.3	19.3	15.3	24.0	20.8	25.2	50.5	96.5	122.3	13.1	21.7	22.7
Maruti Suzuki	-6.7	29.9	6.9	9.7	8.0	10.5	160.7	266.7	322.8	9.4	13.8	15.0
M&M	-9.1	21.1	12.7	14.2	15.1	13.8	34.0	39.7	50.0	11.3	12.4	14.0
Tata Motors	2.5	45.3	19.4	9.2	13.3	14.3	-1.0	28.6	38.5	-1.0	28.6	38.5
Ashok Leyland	-19.6	67.9	23.1	6.7	3.7	9.3	-0.8	3.8	7.0	-3.5	15.2	24.1
Escorts	24.1	8.0	5.0	11.4	16.7	16.0	86.6	92.8	100.6	21.6	17.3	16.1
Auto Ancillaries												
Bharat Forge	-13.8	23.9	16.1	13.5	11.5	17.5	4.2	16.0	25.8	3.7	13.0	18.6
Exide Industries	-0.6	17.2	11.5	13.8	13.4	13.1	8.6	10.5	12.9	10.8	12.1	13.3
Amara Raja	2.2	14.9	12.3	16.1	15.8	15.6	37.1	42.0	47.3	16.4	16.6	16.8
BOSCH	-3.9	26.3	11.9	15.1	10.5	15.0	289.1	481.1	555.4	9.1	14.1	14.6
Endurance Tech	-7.6	23.0	11.8	15.9	15.5	17.3	32.2	51.5	62.9	14.3	20.3	21.4
Motherson Sumi	-6.0	24.7	10.8	8.2	7.8	11.2	2.5	7.5	9.8	6.9	18.7	21.3
Mahindra CIE	-23.5	28.8	10.4	12.2	8.3	13.1	2.8	12.7	15.2	2.2	9.4	10.1
CEAT	12.6	18.1	12.7	10.7	13.7	13.3	103.8	118.7	140.7	13.6	13.8	14.4

* Vol growth for OEMs, Revenue growth for Auto Ancs; MOFSL Estimates

Source: Company, MOFSL

Exhibit 6: Comparative valuations

	Rating	Mcap	CMP	TP	P/E (x)		EV/EBITDA (x)		PB (x)		FY23 Yield (%)		EPS CAGR (%)
Auto OEM's		(INR b)	(INR)	(INR)	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E	Div	FCF	FY20-23E
Bajaj Auto	Neutral	1,052	3,636	4,000	18.1	16.8	13.4	12.0	5.1	4.9	5.2	5.5	6.4
Hero MotoCorp	Buy	579	2,894	3,900	15.9	13.8	9.7	8.2	3.6	3.3	4.8	6.8	11.0
TVS Motor	Neutral	261	550	585	28.3	20.8	15.0	11.7	5.6	4.6	1.0	4.8	26.8
Eicher Motors	Buy	665	2,434	3,284	25.2	19.9	19.3	15.9	5.0	4.1	0.6	5.1	22.2
Maruti Suzuki	Buy	2,009	6,650	8,708	25.3	20.9	16.9	13.7	3.5	3.1	1.8	2.9	19.8
M&M	Buy	981	822	960	20.7	16.5	14.0	11.5	1.3	1.1	1.2	6.4	18.6
Tata Motors	Buy	1,187	310	415	10.9	8.1	3.7	2.7	1.9	1.6	0.3	13.2	NA
Ashok Leyland	Buy	334	114	159	29.6	16.2	14.6	9.2	4.3	3.6	1.8	8.6	81.7
Escorts	Neutral	153	1,247	1,509	13.4	12.4	10.1	10.1	2.2	1.9	0.6	5.2	36.5
Auto Ancillaries													
Bharat Forge	Buy	273	587	721	36.8	22.8	19.5	13.8	4.6	4.0	1.1	4.7	40.8
Exide Industries	Buy	151	178	233	16.9	13.8	9.3	7.6	2.0	1.8	1.8	6.1	9.1
Amara Raja	Neutral	138	809	945	19.3	17.1	10.9	9.3	3.0	2.7	2.0	2.8	6.9
BOSCH	Neutral	409	13,858	15,550	28.8	25.0	20.8	17.2	3.9	3.5	0.8	2.8	9.9
Endurance Tech	Buy	186	1,319	1,767	25.6	21.0	13.0	10.8	4.8	4.2	1.2	3.8	18.2
Motherson Sumi	Buy	669	212	225	28.3	21.7	8.2	6.4	5.0	4.3	1.2	6.3	38.2
Mahindra CIE	Buy	59	157	235	12.3	10.3	6.9	5.7	1.1	1.0	0.0	7.6	27.0
CEAT	Buy	57	1,402	1,970	11.8	10.0	6.4	5.5	1.5	1.3	0.9	5.6	57.0

Source: Company, MOFSL

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. 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/Associate%20Details.pdf>

Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

MOFSL, it's associates, Research Analyst or their relative may have any financial interest in the subject company. MOFSL and/or its associates and/or Research Analyst may have actual/beneficial ownership of 1% or more securities in the subject company in the past 12 months. 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. Research Analyst may have served as director/officer, etc. in the subject company in the past 12 months. MOFSL and/or its associates may have received any compensation from the subject company in the past 12 months.

In the past 12 months, MOFSL or any of its associates may have:

- managed or co-managed public offering of securities from subject company of this research report,
- received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
- received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.
- Subject Company may have been a client of MOFSL or its associates in the past 12 months.

MOFSL and it's associates have not received any compensation or other benefits from the subject company or third party in connection with the research report. To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This report, however, not be treated as endorsement of the views expressed in the 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. 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. 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.

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.

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.

Disclosure of Interest Statement

Analyst ownership of the stock

Companies where there is interest

No

A graph of daily closing prices of securities is available at www.nseindia.com, 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 Financial Services Limited (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.

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, nor 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; 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 No.: 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, 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.