Market snapshot

Equities - India	Close	Chg .%	CYTD.%
Sensex	39,044	0.7	-5.4
Nifty-50	11,522	0.7	-5.3
Nifty-M 100	17,393	1.1	1.7
Equities-Global	**Close**	**Chg .%**	**CYTD.%**
S&P 500	3,401	0.5	5.3
Nasdaq	11,190	1.2	24.7
FTSE 100	6,106	1.3	-19.1
DAX	13,218	0.2	-0.2
Hang Seng	9,829	0.2	-12.0
Nikkei 225	23,455	-0.4	-0.9
Commodities	**Close**	**Chg .%**	**CYTD.%**
Brent (US$/Bbl)	40	2.8	-39.9
Gold ($/OZ)	1,954	-0.1	28.8
Cu (US$/MT)	6,778	-0.5	10.2
Almn (US$/MT)	1,750	-0.7	-1.7
Currency	**Close**	**Chg .%**	**CYTD.%**
USD/INR	73.6	0.2	3.2
USD/EUR	1.2	-0.2	5.7
USD/JPY	105.4	-0.3	-2.9
YIELD (%)	**Close**	**1MChg**	**CYTDchg**
10 Yrs G-Sec	6.0	0.00	-0.5
10 Yrs AAA Corp	6.9	0.00	-0.8
Flows (USD b)	**15-Sep**	**MTD**	**CYTD**
FIIs	0.16	0.24	4.89
DIIs	-0.12	-0.23	8.93
Volumes (INRb)	**15-Sep**	**MTD***	**CYTD***
Cash	566	573	546
F&O	15,810	20,629	16,089

Note: *Average

Today's top research idea

Indraprastha Gas: Looking for the right tilt between risk and rewards

We hosted senior management of IGL for a non-deal roadshow. Between double digit growth for next 4-5 years and upcoming regulation on open access, finding the right tilt between reward and risk is a challenge. Key highlights below:

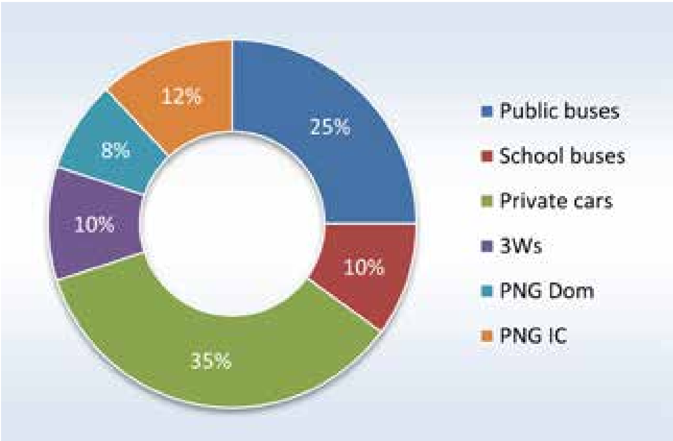
- CNG volumes are currently at 85-90% of normal levels. However, the company expects volumes to normalize by the end of 4QFY21. Our model assumptions were in line with management commentary.
- IGL and MNGL have achieved minimum work program (MWP) despite the COVID disruption. Management remains confident of achieving double-digit growth from next year. For FY22, we build-in volume growth of 14%, over FY20 levels, to 7.6mmscmd (v/s 6.4/4.6mmscmd in FY20/FY21).
- Growth strategies for IGL include improving CNG infrastructure at its GAs, increasing PNG penetration, and creating new synergies by bidding for new areas. Although, we believe virtual connect has drastically impacted intracity/intrastate travel. Schools remain closed, and the commercial segments are down as there is uncertainty regarding when traffic would return to restaurants and malls. Maintain Neutral.

Research covered

Cos/Sector	Key Highlights
Indraprastha Gas	Looking for the right tilt between risk and rewards
Pidilite Inds	Transformative changes underway
PVR	Sharp cost measures cushion loss; status of reopening remains unclear
Phoenix Mills	Steady ramp-up in mall operations
EcoScope	India's foreign trade deficit in Aug'20 below expectations

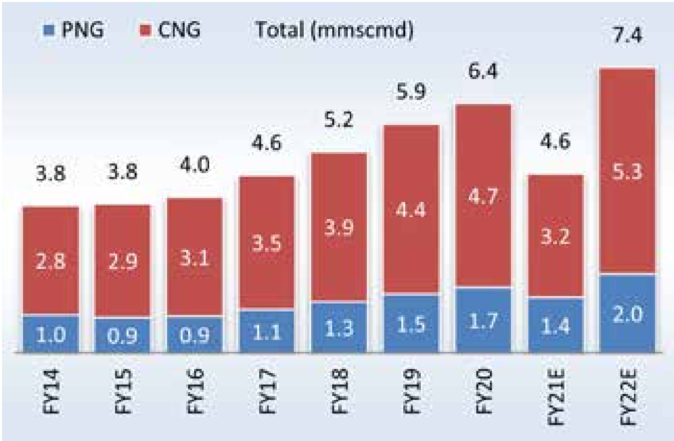
Chart of the Day: Indraprastha Gas (Looking for the right tilt between risk and rewards)

Segmental volume bifurcation (%)



Source: Company, MOFSL

Sales growth to continue barring COVID-19-led demand impact in FY21



Source: Company, MOFSL

Research Team (Gautam.Duggad@MotilalOswal.com)

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

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

In the news today

Kindly click on textbox for the detailed news link

1

August exports shrink 12.6%, trade deficit hits 4-month high of $6.77 bn

After reducing for three months, the pace of exports contraction rose in August, as export earnings fell by 12.6 per cent, higher than July's 10.2 per cent fall. Trade of major forex earners such as petroleum, gems, electronics and textiles continued to take substantial…

2

Blackstone, Partners Group Said In Race to Buy Piramal Glass

Blackstone Group Inc. and Partners Group Holding AG are the two remaining bidders vying for a controlling stake in Piramal Enterprises Ltd.'s glass unit, people familiar with the matter said. The investment firms have progressed to the final round of bidding for India's Piramal Glass Ltd., the people said, asking not to be identified as the information is private. Ajay Piramal's conglomerate is seeking a valuation of $1 billion for the unit from the sale, the people said. Piramal could name a winner as soon as October, one of the people said…

3

U.S. Restricts Chinese Apparel and Tech Products, Citing Forced Labor

The Trump administration on Monday announced new restrictions on imports of apparel, hair products and technology goods from certain Chinese companies, saying those entities had used forced labor in the Xinjiang region to make their products. While the move is likely to further inflame tensions between the United States…

4

Demand for work under MGNREGA shot up 38.79% in current fiscal

Demand for work under the Mahatma Gandhi National Rural Employment Guarantee Act (MGNREGA) has gone up by 38.79% in the current fiscal as more and more people migrated to rural hinterland during the lockdown period and sought work under the rural employment guarantee scheme…

5

Toyota will invest ₹2,000 crore in India in next 12 months, Vikram Kirloskar clarifies

Union minister Prakash Javadekar on Tuesday denied a report that Toyota Motor Corp would not expand further in India due to the country's high tax regime. "The news that Toyota Company will stop investing in India is incorrect. @vikramkirloskar has clarified that Toyota will invest more than ₹2,000 crore in next 12 months," Javadekar wrote on social-media platform. Commenting on Javadekar's statement, Vikram Kirloskar, vice chairman, Toyota Kirloskar Motor said, "Absolutely! We are investing 2,000+ crs in electric components and technology…

6

Government working to increase digital economy's contribution to 20% of GDP in 5 years

The Ministry of Electronics and Information Technology (Meity) is working to enhance contribution of digital economy to 20 per cent of GDP in the next five years, a senior official said on Tuesday. "We have the vision to take the digital part…

7

Total capacity of under construction thermal power projects at 59,810 MW

As much as 59,810 MW of thermal power generation capacity is under construction in the country which includes 23,730 MW to be developed by private players, Parliament was on informed on Tuesday. While the under construction projects under the central sector…

15 September 2020
Update | Sector: Oil & Gas

Indraprastha Gas

BSE SENSEX	S&P CNX
39,044	11,522

INDRAPRASTHA GAS LIMITED

Stock Info

Bloomberg	IGL IN
Equity Shares (m)	700
M.Cap.(INRb)/(USDb)	293.8 / 3.9
52-Week Range (INR)	534 / 285
1, 6, 12 Rel. Per (%)	5/-14/23
12M Avg Val (INR M)	1414
Free float (%)	55.0

Financials & Valuations (INR b)

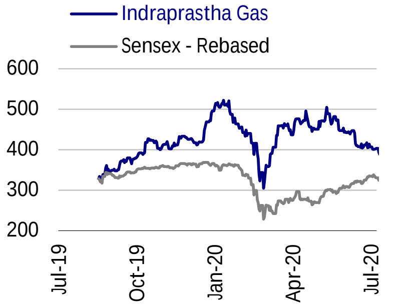
Y/E March	2020	2021E	2022E
Sales	64.9	43.8	68.6
EBITDA	15.2	9.7	17.6
Adj. PAT	11.4	6.2	12.0
Adj. EPS (INR)	16.2	8.9	17.2
EPS Gr. (%)	44.5	-45.2	93.3
BV/Sh.(INR)	72.3	78.9	92.6
Ratios			
Net D:E	-0.4	-0.3	-0.4
RoE (%)	28.3	11.8	20.1
RoCE (%)	27.1	11.4	19.5
Payout (%)	17.2	22.5	17.4
Valuation			
P/E (x)	25.9	47.2	24.4
P/BV (x)	5.8	5.3	4.5
EV/EBITDA (x)	17.9	28.5	15.1
Div. Yield (%)	0.7	0.5	0.7
FCF Yield (%)	2.6	-0.8	4.6

Shareholding pattern (%)

As On	Jun-20	Mar-20	Jun-19
Promoter	45.0	45.0	45.0
DII	22.2	21.8	21.7
FII	22.3	22.8	22.8
Others	10.5	10.5	10.5

FII Includes depository receipts

Stock Performance (1-year)



CMP: INR420 | **TP: INR470 (+12%)** | **Neutral**

Looking for the right tilt between risk and rewards

Key highlights of IGL roadshow

We hosted senior management of IGL for a non-deal roadshow. Between double digit growth for next 4-5 years and upcoming regulation on open access, finding the right tilt between reward and risk is a challenge. Key highlights below:

- **As only essential service providers were allowed to operate over Apr–May during the COVID-led lockdown, Indraprastha Gas Ltd (IGL) witnessed two months of poor volumes. Although, recovery was better than expected from June.**
- **CNG volumes are currently at 85–90% of normal levels. However, the company expects volumes to normalize by the end of 4QFY21. Our model assumptions were in line with management commentary. We have built-in 70%/85% of pre-COVID volumes for 2Q/3QFY21 and normalization for 4QFY21.**
- **Maharashtra Natural Gas Ltd (MNGL) and Central UP Gas Ltd (CUGL) have seen volume impact at levels similar to IGL. CUGL (Kanpur) has seen better recovery, while MNGL (Pune) has been drastically impacted due to extended lockdown; thus, expect a lag of 1–2 months in recovery in MNGL v/s IGL.**
- **IGL and MNGL have achieved minimum work program (MWP) despite the COVID disruption. Management remains confident of achieving double-digit growth from next year. For FY22, we build-in volume growth of 14%, over FY20 levels, to 7.6mmscmd (v/s 6.4/4.6mmscmd in FY20/FY21).**
- **Growth strategies for IGL include improving CNG infrastructure at its GAs, increasing PNG penetration, and creating new synergies by bidding for new areas.**
- **Although, we believe virtual connect has drastically impacted intracity/intrastate travel. Schools remain closed, and the commercial segments are down as there is uncertainty regarding when traffic would return to restaurants and malls.**
- **We value the company at 24x FY22 adj. EPS of INR17 and add value from JV to arrive at target price of INR470. Maintain Neutral.**

Key drivers – double-digit growth from next year

- The CNG segment could see opportunity from COVID as the use of personal vehicles increases and people move away from shared mobility, thus increasing demand in the CNG segment.
- Delhi Transport Corporation plans to induct an additional 1,000 CNG buses (~116 buses would be added by end-Sep'20) by the end of this fiscal.
- Delhi currently has ~6,000 buses totally, and IGL expects ~2,500 CNG buses to be introduced over next 2-3 years (apart from 1,000 mentioned above).
- Also, IGL expects EBITDA margin growth of 3–4% per year going ahead (as the company expects gas prices to remain benign in the near term).
- IGL anticipates 3–4 court hearings for finalizing the valuation part of Gurugram, and expects the deal to be completed by end-FY21. Gurugram has volumes potential of 2–2.5mmscmd and is currently operating at 0.4–0.6mmscmd. Although, 150–200 CNG stations would be needed for such volumes to be built up.

Capex plans of INR11b for FY21

- The company does not plan on reducing planned capex, although it may review capex during the mid-year review.

- Capex from FY22 onwards could be ~INR12b, and expect another ~INR3b capex over the next two years if Gurugram is awarded.
- Ajmer would see the majority of the capex (as it has huge PNG-Ind and CNG potential). Expect another 1.5–2 years for infrastructure development.

Two greatest threats

Expect an open access regulation in place over the next 1.5–2 years:

- Open access regulation likely to be within the ambit of the PNGRB Act and litigation is less likely. Also, IGL aims to facilitate competition as this would aid gas market expansion.
- IGL believes it would enjoy better growth (double-digit growth would continue) even with the competition as the company would be in a much better position owing to its superior infrastructure.
- It is in talks with OMCs to finalize the revised commission structure.

EVs: CNG demand could be dented over the long term

- Delhi's EV policy is more directed at two- and three-wheelers.
- On the heavy vehicles front, it would take some more time to build a heavy battery charging infrastructure as swapping is not an alternative.
- Although, management expects EV buses in Delhi over the next 2–3 years.

Valuation and view:

- IGL has ~75% of its volumes coming from CNG. This segment led growth for the last couple of years, led by the proliferation of CNG stations and higher conversions. However, opening up of schools and normalization of public transportation (for CNG) and commercial space like malls/restaurants (for PNG) may take more time.
- Nevertheless, we reiterate our belief in the company's volume trajectory (in line with management guidance), led by growth in NCR, intercity travel on CNG, higher conversions to CNG due to the BS6 implementation, and contributions from newer GAs.
- Over the short-to-medium term, IGL could increase its sales volumes from new areas such as Rewari, Karnal, and Muzaffarnagar; Gurugram; and the newly awarded (3) GAs in the 10th round – (a) Kaithal (Haryana), (b) Ajmer, Pali, and Rajsamand (Rajasthan), and (c) Kanpur, Fatehpur, and Hamirpur (Uttar Pradesh).
- IGL might consider inorganic growth in the coming years. It is also looking at international prospects (such as Myanmar) and has an MoU with Osaka Gas.
- The stock trades at around 24.4x FY22 EPS of INR17.2 and EV/EBITDA of 15.1x in FY22. We value the company at 24x FY22 adj. EPS of INR17 and add value from JV to arrive at target price of INR470. Maintain Neutral.

15 September 2020
Update | Sector: Consumer

Pidilite

BSE SENSEX	S&P CNX
39,044	11,522

Pidilite

Stock Info

Bloomberg	PIDI IN
Equity Shares (m)	513
M.Cap.(INRb)/(USDb)	761.1 / 10.2
52-Week Range (INR)	1710 / 1186
1, 6, 12 Rel. Per (%)	6/-16/4
12M Avg Val (INR M)	1223

Financials Snapshot (INR b)

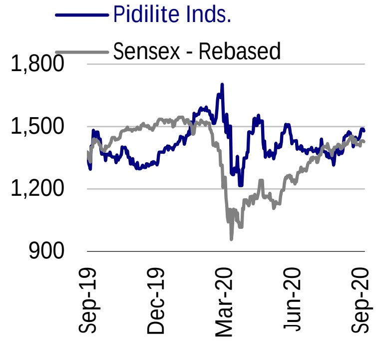
Y/E Mar	2020	2021E	2022E
Sales	72.9	62.7	83.2
Sales Gr. (%)	3.0	-14.0	32.6
EBITDA	15.8	12.7	18.3
Margins (%)	21.6	20.2	22.0
Adj. PAT	11.7	8.7	13.0
EPS (INR)	23.1	17.1	25.6
EPS Gr. (%)	24.5	-26.2	50.3
BV/Sh.(INR)	87.7	95.6	112.1
Ratios			
RoE (%)	27.3	18.6	24.7
RoCE (%)	25.0	17.3	23.3
Payout (%)	30.2	44.0	29.3
Valuations			
P/E (x)	64.9	87.9	58.5
P/BV (x)	17.1	15.7	13.4
EV/EBITDA (x)	47.3	58.4	40.2
Div. Yield (%)	0.5	0.5	0.5

Shareholding pattern (%)

As On	Jun-20	Mar-20	Jun-19
Promoter	70.2	69.9	69.8
DII	8.1	8.0	8.0
FII	11.2	11.5	11.5
Others	10.5	10.6	10.8

FII Includes depository receipts

Stock Performance (1-year)



CMP: INR1,498 TP: INR1,385 (-8%) Neutral

Transformative changes underway

In a presentation (link) in our Annual Global Investor Conference recently, Mr Bharat Puri – MD of Pidilite (PIDI), highlighted two factors that could drive transformational change at the company level:

- **Faster growth in the 'Growth' and 'Pioneer' categories would lead to contribution from these categories increasing from around one-third of sales combined to around half of sales over the next three to four years. This would provide significant impetus to the topline over the medium term, something that has been lacking in recent years.**
- **Technology implementation in distribution in recent years is boosting efficiency and elevating distributor ROI, enabling the company to retain channel loyalty in the current uncertain times.**
- **We maintain a Neutral rating on the stock from a one-year perspective on account of fair valuations (58.5x FY22 EPS) and uncertain near-term recovery, especially in the B2B part of the business (~15% of sales). However, initiatives to grow the Growth and Pioneer categories could go a long way in revitalizing medium-term sales and earnings growth, which have dropped significantly in the past four years. These metrics reported an 8–10% CAGR over the past four years v/s ~16% and ~20%, respectively, in the first six years of the decade.**

Growth and Pioneer categories to grow faster

In the past few years, the company has undertaken a series of acquisitions and tie-ups (see Exhibit 2), many of which are likely to attain critical size in the upcoming years. The company has also increased its stake in some of these businesses in recent years. The share of the 'Growth' and 'Pioneer' categories has gradually increased from ~25% of sales to ~33%, but the needle is likely to move even more sharply for these segments in the next three to four years, resulting in a ~50% contribution to sales from these segments. Products in the Growth category, which we believe would drive a significant portion of this growth, include Dr. Fixit (waterproofing), WD-40 (maintenance spray), Nina Percept (waterproofing), ICA-Pidilite (wood coating), and the international business. On the other hand, Pioneer brands/tie-ups comprise Roff (tile adhesives), Jowat (industrial adhesives), Cipy (floor coating), Tenax (adhesives and coatings for marble, granite, and stone), Grupo Puma (mortar and plasters for flooring and walls), and Litokol (epoxy grout).

Distribution and penetration growth – key focus in Growth business

Rapid expansion in the Growth business is attributable to significant efforts on category creation in recent years. This is likely to continue going forward, along with increased distribution and penetration. Furthermore, for the international business, the focus would be more on markets similar to India and deploying an 'India-like' approach in terms of strategy. The expansion of brands such as Fevikwik to nearly 4m outlets (now among the best distributed consumer brands in the country) is testimony to the company's out-of-the-box thinking on distribution expansion. On a broad basis, 'Growth' category brands and segments are likely to grow at 2–4x GDP growth.

Category creation, leveraging PIDI's distribution strength – key focus in Pioneer category

The company made most of its investments in Pioneer brands very recently. This involved significant category creation, especially as the categories are very nascent compared with those in other countries. PIDI has synergized the business with existing businesses in terms of distribution and end customers, i.e. contractors. The company targets ~INR1b revenue or higher for the Pioneer categories over the next three years.

Core business to grow at 1–2x GDP

The Core business (Fevicol and sub-brands Fevikwik, M-Seal, and Fevicryl) is likely to grow at 1–2x GDP. Growth at the higher end of this band would be possible if renovations and new construction activity picks up. Longer term opportunity still remains high in the Core business, particularly on account of: (a) consistent premiumization and (b) gains from the unorganized portion of the Adhesives market, which stands at 30–35%. Notably, and contrary to expectations, there has been no sharp increase in readymade furniture as customized furniture is still more cost-effective in India v/s readymade furniture. Nevertheless, as demonstrated from the slowing of overall revenue growth (~8% in the last four years v/s ~16% over FY10–16) (Exhibit 1), there was perhaps a need to boost revenue growth through additional drivers.

No material change in C&B to B2B mix

Importantly, many of the Growth and Pioneer categories are B2C. This means that there is unlikely to be any material change in the current 85:15 mix for Consumer and Bazaar (C&B) and B2B products over the next three to four years, by the end of which the Growth and Pioneer categories are likely to comprise around half of sales. A change in the C&B: B2B mix could have had implications on margins and ROCE.

Digital and analytics push leading to significant gains

The company has historically been well behind other consumer companies in terms of distribution technology and analytics. However, it has shown significant improvement in these aspects over the past two years, leading to greater efficiency and better decision making. Each distributor employee has a handheld device and auto-replenishment is fully in place. Channel inventory days have already been reduced by 7–10 days, thereby boosting distributor RoI. Further efficiency gains are still possible going forward. Notably, month-end and year-end dumping are a thing of the past.

PVR

Estimate changes	⟷
TP change	⟷
Rating change	⟷

Bloomberg	PVRL IN
Equity Shares (m)	47
M.Cap.(INRb)/(USDb)	69.8 / 1
52-Week Range (INR)	2083 / 707
1, 6, 12 Rel. Per (%)	-1/-15/-23
12M Avg Val (INR M)	1794

Financials & Valuations (INR b)

Y/E March	FY20	FY21E	FY22E
Sales	34.1	10.3	37.4
EBITDA	5.8	-2.8	6.2
Adj. PAT	1.7	-4.9	1.1
EBITDA Margin (%)	16.9	-27.0	16.5
Adj. EPS (INR)	32.2	-89.5	20.8
EPS Gr. (%)	-15.1	NM	NM
BV/Sh. (INR)	288.3	233.1	253.9
Ratios			
Net D:E	3.1	3.8	3.4
RoE (%)	11.1	NM	8.5
RoCE (%)	6.2	-5.7	3.9
Payout (%)	0.0	0.0	0.0
Valuations			
P/E (x)	39.3	NM	60.8
P/BV (x)	4.4	5.4	5.0
EV/EBITDA (x)	18.1	NM	17.3
Div Yield (%)	0.0	0.0	0.0
FCF Yield (%)	3.7	-4.5	2.8

Shareholding pattern (%)

As On	Jun-20	Mar-20	Jun-19
Promoter	18.6	18.5	20.2
DII	29.8	34.7	25.6
FII	37.0	38.4	44.9
Others	14.7	8.4	9.3

FII Includes depository receipts

CMP: INR 1,265 TP: INR1,460(+15%) Buy

Sharp cost measures cushion loss; status of reopening remains unclear

- PVR's 1QFY21 operating loss of INR1.3b (v/s est. INR2.1b) was better than expected, driven by sharp cost-cutting measures. Operating expenses are expected to further decline by ~30% QoQ in 2QFY21, driven by the rationalization of employee expenses.
- We expect the remainder of 1HFY21 to remain a total washout due to COVID-19 and anticipate continued weak capacity due to social distancing measures. Hence, we expect profitability to return only by FY22E. We estimate FY22E revenue/EBITDA at INR37.4b/INR6.2b (at 9%/7% over FY20E) with the return of stability and some capacity additions.

Operating loss at INR1.2b as cinemas remain closed

- PVR's 1QFY21 revenues declined by 99.5% YoY to INR43m (INR8.8b in 1QFY20) as cinemas remained closed across India for the duration of the quarter. Revenue includes sales from F&B / movie production-distribution, which stood at INR14m/INR29m.
- PVR's fixed expenses during the quarter stood at INR1.3b, including nil charges for rent and provisions for CAM/inventory charges of INR280m/INR25m.
- Thus, excluding provisional expenses, actual fixed expenses stood at INR973m in 1QFY21, amounting to INR324m/month for the quarter. Furthermore, the company expects monthly expenses to drop to INR220–250m/month in 2QFY21.
- Rent would be completely waived off for the duration that cinemas remain closed. CAM charges need to be paid as per functional charges at malls. Rent charges would be reduced post the opening of the cinemas.
- On a pre-Ind-AS 116 basis, EBITDA loss stood at INR1.2b (INR1.5b EBITDA profit in 1QFY20), cushioned by cost rationalization measures.
- Net loss stood at INR1.4b (INR600m net profit in 1QFY20).

Highlights from management commentary

- **Lower opex**: Employee cost would be 15–20% lower in the long term; other opex would also be 20–25% lower over the next 12–18 months post the re-opening.
- **Estimated breakeven:** The company aims to achieve breakeven at 18–20% of occupancy levels (v/s pre-COVID occupancy levels of 23–25%).
- PVR has opened cinemas in Sri Lanka and has seen good response, with ATP similar to pre-COVID-19 levels.
- Pending capex of INR400m would be put toward the completion of 30 screens (in the final stages) and of INR750m toward 28 screens (in the fit-out stages).

Valuation and view

- PVR's near-term profitability and business scale would be affected as cinemas would be the last to open and would operate with a much reduced capacity and limited timings.
- Rental waivers come as a great relief for the company; however, other operational charges, such as sanitization costs, would increase post the reopening of the cinemas, along with expected decline in revenues in the high-margin F&B category.
- PVR's remains comfortable in terms of liquidity, with INR5.5b in cash (INR3b proceeds from rights issue) and INR1.6b in undrawn credit lines available from banks.
- The recent shift in movies to OTT platforms and increased viewership raises concerns regarding increased competition from the OTT medium. However, once the multiplexes resume operations, a fixed exclusive window of movie viewing in cinemas and healthy flow of movie content, coupled with PVR's scale and execution, should bode well for the company. Also, sharp cost reduction measures could aid the business in the long term.
- We expect a revenue/EBITDA CAGR of 5%/3% for PVR over FY21–22E and value the company at 14x FY22E EBITDA to arrive at target price of INR1,460. **Maintain Buy.**

Quarterly Performance (INR m)

Y/E March	FY20				FY21E				FY20	FY21E	FY21	Est. Var
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			1QE	(%)
Net Sales	**8,804**	**9,732**	**9,157**	**6,451**	**43**	**44**	**4,097**	**6,137**	**34,144**	**10,320**	**0**	**NM**
YoY Change (%)	26.4	37.3	8.6	-23.0	-99.5	-99.6	-55.3	-4.9	10.7	-69.8	NM	
Total Expenditure	7,217	7,788	7,355	6,023	1,286	1,055	4,732	6,033	28,383	13,106	2,057	193
EBITDA	**1,587**	**1,944**	**1,802**	**428**	**-1,243**	**-1,012**	**-635**	**104**	**5,762**	**-2,786**	**-2,057**	**NM**
YoY Change (%)	15.6	56.8	9.7	-73.4	-178.4	-152.0	-135.2	-75.6	-1.7	-148.4	-170.4	
Depreciation	549	598	563	614	603	635	668	699	2,324	2,605	620	
Interest	414	390	392	325	353	405	405	458	1,521	1,621	405	
Other Income	68	62	82	167	83	104	104	125	378	416	104	
PBT before EO expense	**691**	**1,018**	**929**	**-344**	**-2,116**	**-1,949**	**-1,604**	**-927**	**2,294**	**-6,597**	**-2,979**	**NM**
Extra-Ord expense	1	2	2	1	2	0	0	0	5	2	0	
PBT	**690**	**1,016**	**928**	**-345**	**-2,118**	**-1,949**	**-1,604**	**-927**	**2,288**	**-6,599**	**-2,979**	**NM**
Tax	104	258	221	44	(707)	(653)	(537)	236	627.4	-1660.9	-998	
Rate (%)	15.1	25.4	23.8	-12.8	33.4	33.5	33.5	-25.5	27.4	25.2	33.5	
MI & Profit/Loss of Asso. Cos.	0	2	1	1	1	0	0	0	5	1	0	
Reported PAT	**585**	**756**	**706**	**-391**	**-1,412**	**-1,296**	**-1,067**	**-1,164**	**1,656**	**-4,939**	**-1,981**	**NM**
Adj PAT	**586**	**760**	**708**	**-346**	**-1,410**	**-1,296**	**-1,067**	**-1,164**	**1,708**	**-4,936**	**-1,981**	**NM**
YoY Change (%)	12.0	130.2	36.7	-174.0	-340.6	-270.5	-250.8	236.6	-7.1	-389.0	NM	

E: MOFSL Estimates

Key Performance Indicators

Y/E March	FY20				FY21				FY20	FY21
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Number of properties	167	170	172	176	176	176	181	186	176	186
Addition	3	3	2	4	0	0	5	5	12	12
Number of screens	785	800	821	845	845	850	860	870	845	870
Screen Adds	22	15	21	24	0	5	10	10	82	25
Occupancy rate (%)	35	38	33	33	NM	NM	12	21	32	8
Average ticket price (INR)	202	196	203	204	NM	NM	207	206	201	206
EBITDA Margin (%)	18.0	20.0	19.7	6.6	NM	NM	-15.5	1.7	16.9	-27.0
EBIT Margins (%)	11.8	13.8	13.5	-2.9	NM	NM	-31.8	-9.7	10.1	-52.2
PAT Margins (%)	6.7	7.8	7.7	-5.4	NM	NM	-26.0	-19.0	5.0	-47.8

E: MOFSL Estimates

Phoenix Mills

BSE SENSEX	S&P CNX
39,044	11,522

The Phoenix Mills Limited

Financials & Valuations (INR b)

INR million	FY20	FY21E	FY22E
Sales	19.4	14.0	20.5
EBITDA	9.7	7.0	10.4
EBITDA Margin (%)	49.8	50.4	50.9
Adj PAT	3.3	1.5	3.7
EPS (INR)	21.5	9.5	24.0
EPS Gr (%)	-14	-56	154
BV/Share	242	319	338
Ratios			
Net D:E	1.1	0.6	0.6
RoE (%)	9.2	3.4	7.3
RoCE (%)	7.9	5.0	7.2
Valuations			
P/E (x)	29.4	66.8	26.3
P/BV (x)	2.6	2.0	1.9
EV/EBITDA (x)	14.1	17.7	12.0
EV/Sales (x)	7.0	8.9	6.1

CMP: INR632 — Buy

Steady ramp-up in mall operations

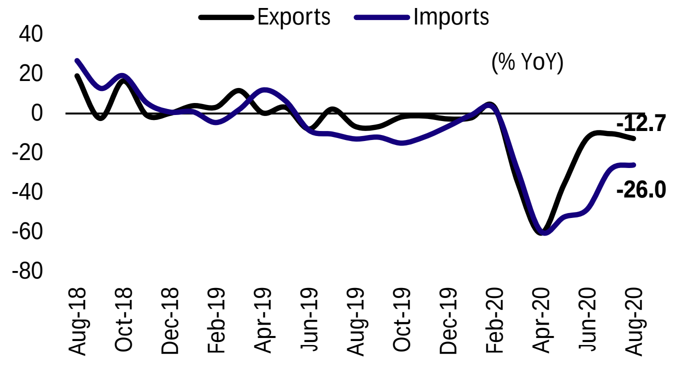
We recently interacted with the management at Phoenix Mills to learn about the developments at the company level amid the unlocking of the economy. Here are the key takeaways:

- All of the company's malls have resumed operations. Most of the permissible stores/tenants have opened up their outlets across malls. Categories such as Family Entertainment, Multiplexes, and Pubs (together comprising ~20% of leased space at the malls) are yet to turn operational – as per Indian government directives.
- Consumption has reached 50–55% of pre-COVID levels. Category-wise, Electronics is faring better, with average consumption at 80–85% of pre-COVID levels. With the wedding season just around the corner, watches, jewelry, etc., have started showing signs of an uptick.
- Rental negotiations with multiplexes and food and beverage brands are still underway, and no conclusion has been reached thus far. There is still no clarity regarding the resumption of their businesses; hence, concession/waiver would most likely be reached once operational clarity emerges.
- Rental collections are well on track. Collections pending over the duration of the lockdown are expected to be collected in a phased manner over the next few months.
- **Commercial segment**: Commercial has been among the most resilient segments. Rental incomes and collections remain at par with pre-COVID levels, with no downward pressure seen on rentals.
- **Hospitality segment**: Courtyard by Marriott, Agra commenced operations from the 1st week of August. Occupancies are at insignificant levels. St Regis, Mumbai has occupancies of ~15%, largely driven by demand for staycations.
- **Residential segment**: Site visits from potential buyers have started off well post the easing of lockdown norms. The conversion factor for site visits/bookings is expected to be better as only serious buyers are visiting the site locations.
- Construction work has resumed across under-construction malls. Labor strength has started improving and is currently at ~70%.
- **Valuation view**: PHNX remains one of the best proxy plays on India's consumption story in the medium-to-long term. We **maintain Buy** owing to a favorable risk-reward. We have SOTP-based target price of INR746.

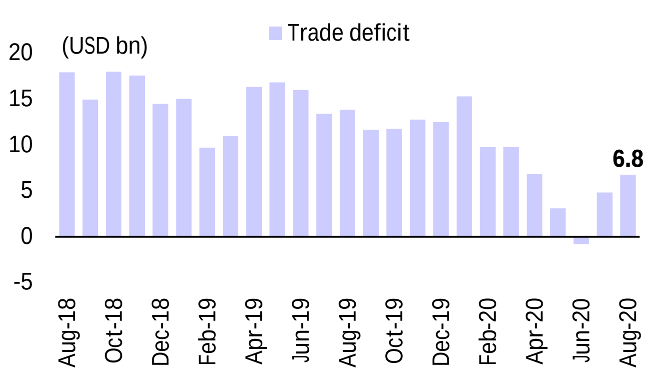
India's foreign trade deficit in Aug'20 below expectations

- **Exports from India declined at 3-month highest pace of 12.7% YoY to USD22.7b. However, shipments into the country declined at a faster rate of 26.1% YoY to USD29.5b in Aug'20. This has led to a trade deficit of USD6.8b in Aug'20 (v/s USD4.8b in Jul'20, but nearly half of the USD13.9b deficit in Aug'19) .**
- **The number was lower than market consensus of USD7b and our forecast of USD12.3b.**
- **Therefore, India's cumulative trade deficit in the first five months of FY21 stood at USD20.7b, 73.1% lower than USD77.3b during the corresponding months last year . While exports during Apr-Aug'20 declined 26.7% YoY to USD97.7b compared with last year, imports contracted faster by 43.7% YoY to USD118.4b.**
- **While petroleum imports declined 41.6% YoY to USD6.4b, non-oil imports also declined at 20.1% YoY to USD23b in Aug'20 . Gold imports in Aug'20 rose to a 6-month high of USD3.7b compared with USD1.8b worth of gold imported a month ago. Non-gold imports, therefore, declined much faster at 33% YoY to USD25.8b in Aug'20. Among other non-oil non-gold items, electronic goods, electrical and non-electrical machinery, chemicals, pearls, precious stones and semi-precious stones also witnessed sharp declines last month.**
- **As for exports, while petroleum exports contracted at a slower pace of 40% YoY to USD1.9b, non-oil exports declined faster by 8.8% YoY to USD20.8b during the month. Items such as raw materials for textiles, electronic goods and leather products saw contraction in the range of 15-20% in Aug'20. Export of gems and jewelry witnessed a huge decline of nearly 45% YoY in Aug'20.**
- **Overall, India's foreign trade is still very weak compared to pre-COVID or year ago levels. The current data, besides indicating uncertainty of the situation, also poses a risk to India's external trade in the coming days. A relatively faster decline in exports in Aug'20 compared with Jul'20 does not bode well for external demand of Indian goods. Moreover, this comes at a time when the country is assumed to have largely come out of the lockdown. Additionally, while imports have improved much from Apr-May'20 levels, the near 30% decline is still very huge and indicates slow paced recovery in domestic demand.**

Faster decline in exports in Aug'20 v/s Jul'20...

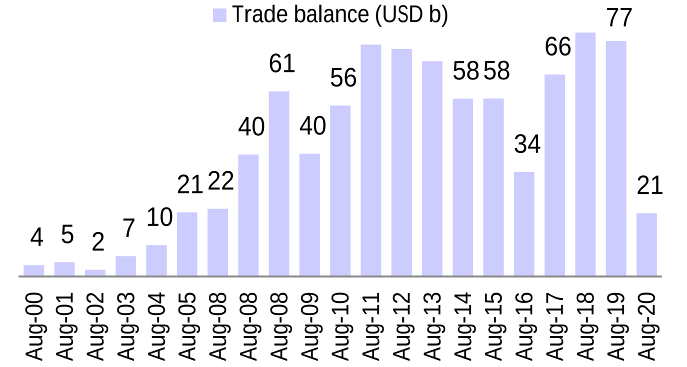


...leading to a higher trade deficit in Aug'20



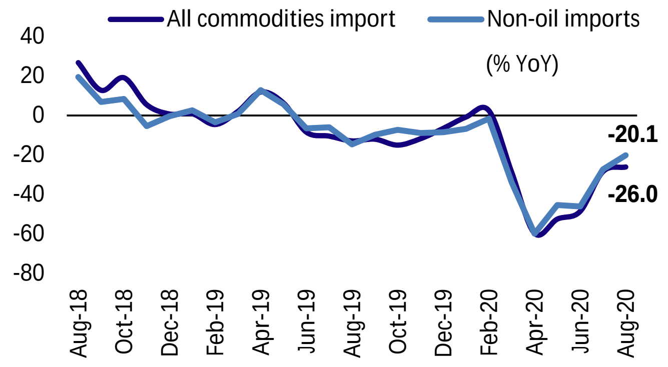
Source: Commerce Ministry, MOFSL

Cumulative Apr-Aug'20 trade deficit at 4-year low...



Apr-Aug for all years

...non-oil imports fell at slower pace in Aug'20



Source: Commerce Ministry, MOFSL

Infosys: Seeing steady improvement every month since March; Salil Parekh, CEO

- Telecom, High tech, Life sciences & Financial services were in good condition in Q1. Demand is strong on Digital & Automation side
- Retail and manufacturing have started coming back slowly, showing MoM improvement
- There will be more Vanguard- like deals in US and Europe. We have a good pipeline
- Investments are behind us, will be more robust with margins
- All activities will come from the 21-23% margin range, no extra investments.
- Pricing is stable
- Looking at acquisitions larger in size & scale, no restrictions from our side on price
- Incredible to have Nandan Nilenkani on board, he is clear on strategic directions we need to take

Read More

Indiabulls Housing Finance: Raising funds to create capital buffers; Gagan Banga, VC & MD

- Rating trajectory have been downward from AAA to AA, believe it is time to get it back up at least to AA plus
- Plan to raise a total of Rs 2,200 cr and get the capital adequacy up beyond 32%, post QIP at 31%
- Look to grow out AUM this year by roughly 10% over the previous fiscal, we will remain asset-light so the balance sheet will grow by only about 5 percent
- Off the Rs 18,000 cr real estate book, about Rs 13,000 cr has been refinanced by Indian banks
- About 50-55% of borrowers had availed moratorium, by August it had declined to 20%

Read More

Granules India: Product pipeline is full till December; Krishna Prasad Chigurupati, CMD

- Taking some of the existing products to the US will add to topline
- Have 4 approvals that will be launched by December
- In API growth will be better than Q1
- Capex plans of Rs. 380 cr for FY21 & FY22
- Expect FY21 PAT growth to be ~30% YoY

Read More

PUTTING ENERGY REACH ON TRACK

India spends 13% of GDP on logistics, which is more than the US (9.5%) and Germany (8%), still we hear about the lack of connectivity and increase in logistics costs. The reasons may be attributable to the many challenges and geographic issues; for any nation to leap from developing to developed stage, connectivity is one of the defining parameters. The current government's direction towards logistics is noteworthy, and yet India has to take even larger leaps now.

The modal mix for cargo transportation is suboptimal and skewed towards roads, which account for 60-65% of the total freight transported—the railways carry 30-35% and the remaining 5% is being fulfilled by air and water. In developed countries, the share of railways is close to 50%, with China at 47% and the US at 48%. It is also important to note that in terms of CO2 emission per tonne km, the contributions are 64% by road, 28% by railway and 15% by water.

Commercial mining and 300 MT steel capacity

The government's decision to open up the coal mining sector for commercial purposes is no exception as logistics will play a pivotal role in the economic activity in the region. During the current pandemic, we have seen how supply chain acted as a key indicator and a saviour. We have also witnessed how the railways played the most robust carrier. From milk to minerals, grains to granite coupled with passenger movement, the railways kept the wheels of the economy rolling.

We must also keep in mind that India has a plan to reach 300 million tonnes of steel capacity by 2030: This will require approximately 430 million tonnes of iron ore, 160 million tonnes of coking coal, 105 million tonnes of non-coking coal for DRI along with nickel, magnetite, limestone, ferro alloys cumulating to about 100 million tonnes.

To fulfil the logistics connectivity and to give impetus to Swadeshi Coal to reduce import and thus the exchequer bills, the following four action points may be deliberated by a steering committee to implement a logistics plan in line with the gestation period of the mines: 1. Develop a blueprint and implement railway connectivity to all major mineral-bearing areas; **2.** Incentivise players who are willing to construct railway siding; **3.** Reduce the GST compensation fee as imposed in coal and impose a certain rupee per tonne fee as infrastructure fee to be used by the Indian Railways; the revenue thus generated will help the Indian Railways build infrastructure; **4.** Construct 'mining freeways' in major coalfields areas where railway connectivity may take a longer time.

It is seen that the track density is not uniformly maintained in coal-bearing states. For example, in the South East Central Railway zone, we find that even though it has only 3.78% railway track km of the Indian Railways, it carries 15.01% of total volume of freight traffic on the Indian Railway. Of course it is tough and takes several hurdles to construct a railway line, but we cannot wait in the policy and decision-making stage.

The railways will play a defining role in delivering energy security. The penetration of railways in coal fields has to be looked at with the same lens as the policy governing commercial mining or a vision to produce 300 million tonnes steel capacity. The density of railway tracks in coal-bearing states must be ramped up. The roles of the NHAI, the PWD and the state governments must be framed along with the gestation period of mines.

Read More

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 - MOFSL) 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/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:

a) managed or co-managed public offering of securities from subject company of this research report,
b) received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
c) received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.
d) 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 should, 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	**Companies where there is interest**
Analyst ownership of the stock	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 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.

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, Contact No.:022-71881085.* MOFSL 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 Ben