



## Maruti Suzuki

CMP: INR6,122

TP: INR6,950(+14%)

Buy

## Stock Info

Bloomberg	MSIL IN
Equity Shares (m)	302
M.Cap.(INRb)/(USD\$b)	1849.2 / 25.9
52-Week Range (INR)	9400 / 5447
1, 6, 12 Rel. Per (%)	12/-15/-30

## Financials Snapshot(INR b)

Y/E MARCH	2019	2020E	2021E
Sales	860.2	844.3	947.6
EBITDA	108.0	97.0	126.6
Adj. PAT	73.6	66.7	84.8
Adj. EPS (INR)*	248	227	288
EPS Gr. (%)	(7.1)	(8.3)	26.7
BV/Sh. (INR)	1,527	1,598	1,710
RoE (%)	16.3	13.8	16.4
RoCE (%)	22.1	18.9	22.4

## Valuations

P/E (x)	24.7	26.9	21.3
P/B (x)	4.0	3.8	3.6
EV/EBITDA (x)	13.7	15.3	11.7

\*Cons.

## Wholesales below est. at ~106k units (v/s est. 109.8k units)

Domestic volumes decline ~34% YoY; exports decline ~11% YoY

- MSIL's Aug'19 wholesales were below est. at 106.4k units (~33% YoY).
- Domestic volumes declined ~34% YoY to 97k units (v/s est. 100.8k units).
- Compact segment volumes remained weak; volumes declined ~21% YoY to ~56.6k units (v/s est. 60k units) despite addition of Wagon-R to this segment from Apr'19.
- UV volumes grew 3% YoY to ~18.5k.
- Export volumes were above est. at ~9.4k units (-11% YoY).
- Based on volume decline estimate of ~7% in FY20, implied residual run-rate is ~158.9k units or ~6% residual growth. Our FY20 estimates are at risk of further cut if volume recovery isn't sharp during the upcoming festive season.
- The stock trades at 26.9x/21.3x FY20E/FY21E earnings. Maintain Buy.

## Snapshot of volumes for August-19

Company Sales	YoY			MoM		FY20 YTD	FY19 YTD	(% chg)	FY20 estimate	Gr. (%)	Residual Growth (%)	Residual Monthly Run rate
	Aug-19	Aug-18	YoY (%) chg	Jul-19	MoM (%) chg							
<b>Maruti Suzuki</b>	<b>106,413</b>	<b>158,189</b>	<b>-32.7</b>	<b>109,264</b>	<b>-2.6</b>	<b>618,271</b>	<b>813,037</b>	<b>-24.0</b>	<b>1,730,396</b>	<b>-7.1</b>	<b>6.0</b>	<b>158,875</b>
LCVs	1,555	1,805	-13.9	1,732	-10.2	9,855	8,401	17.3	23,277	-2.5	-13.3	1,917
Vans	8,658	13,663	-36.6	9,814	-11.8	51,131	74,242	-31.1	139,055	-22.1	-15.8	12,561
Mini Segment	10,123	35,895	-71.8	11,577	-12.6	79,593	178,644	-55.4	263,461	-30.5	-8.3	26,267
Compact (incl Dzire Tour)	56,607	71,364	-20.7	59,308	-4.6	325,589	378,404	-14.0	912,650	5.9	21.4	83,866
Mid Size - CIAZ	1,596	7,002	-77.2	2,397	-33.4	12,696	17,769	-28.5	40,167	-13.0	-3.3	3,924
UVs	18,522	17,971	3.1	15,178	22.0	92,684	108,230	-14.4	243,299	-7.9	-3.4	21,516
Total Domestic	97,061	147,700	-34.3	100,006	-2.9	571,548	765,690	-25.4	1,621,909	-7.5	6.3	150,052
Export	9,352	10,489	-10.8	9,258	1.0	46,723	47,347	-1.3	108,487	-0.2	0.6	8,823

Jinesh Gandhi - Research analyst (Jinesh@MotilalOswal.com); +91 22 6129 1524

Aanshul Agarawal - Research analyst (Aanshul.Agarawal@MotilalOswal.com); +91 22 7193 4337

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&amp;P Capital.



## Mahindra & Mahindra

CMP: INR529

TP: INR656 (+24%)

Buy

### Stock Info

Bloomberg	MM IN
Equity Shares (m)	1209
M.Cap.(INRb)/(USDb)	657.5 / 9.2
52-Week Range (INR)	992 / 503
1, 6, 12 Rel. Per (%)	-3/-22/-43

### Financials Snapshot (INR b)

Y/E MARCH	2019	2020E	2021E
Net Sales	536.1	533.9	560.4
EBITDA	66.4	66.4	66.6
PAT*	54.2	46.3	45.9
EPS (INR)*	45.5	38.8	38.5
Gr. (%)	25.3	-14.6	-0.7
BV/Sh (INR)	287	324	350
RoE (%)	14.9	12.6	10.6
RoCE (%)	13.9	11.8	10.0

### Valuations

Consol P/E (x)	12.4	13.2	12.7
P/BV (x)	1.8	1.6	1.5

\*incl. MVML

### Below est. on disappointing UV & Tractor sales

#### Tractors decline ~17% YoY while UVs decline ~28% YoY

- MM's tractor volumes declined ~17% YoY to 14.8k units (v/s est. 17.8k units).
- UVs (incl. pick-ups) declined ~28% YoY to 39.9k units (v/s est. 34k units). While domestic passenger UV volumes declined ~27% YoY, pick-up UVs (incl. SCVs) declined 25% YoY.
- 3W volumes increased 1.6% YoY to 5.4k units.
- Commenting on the month's performance, Mr. Veejay Ram Nakra, Chief of Sales and Marketing – Automotive Division, M&M Ltd. said, "The auto industry continues to be subdued in the month of Aug'19 due to several external factors. We are optimistic and hopeful of a good festive season."
- Commenting on the month's performance, Mr. Rajesh Jejurikar, President – FES Sector, M&M Ltd. said, "We have sold 13,871 tractors in the domestic market during Aug'19. The improved monsoon spread and sowing pattern for the Kharif crop is likely to help boost rural sentiment going into the festive season. The recently announced fiscal measures by the Government may also provide the necessary stimulus for tractor demand uptick. In the exports market, we have sold 946 tractors."
- The stock trades at 13.2x/12.7x FY20E/FY21E consol. EPS. Maintain Buy.

### Snapshot of volumes for August-19

Company Sales	YoY			MoM						Residual Growth (%)	Residual Monthly Run rate	
	Aug-19	Aug-18	YoY (%) chg	Jul-19	MoM (%) chg	FY20 YTD	FY19 YTD	(%) chg	FY20 estimate			Gr. (%)
<b>Mahindra &amp; Mahindra</b>	<b>50,902</b>	<b>66,109</b>	<b>-23.0</b>	<b>60,134</b>	<b>-15.4</b>	<b>329,075</b>	<b>376,871</b>	<b>-12.7</b>	<b>899,157</b>	<b>-4.2</b>	<b>1.4</b>	<b>81,440</b>
UV (incl. pick-ups)	29,883	41,293	-27.6	34,373	-13.1	178,683	202,991	-12.0	486,063	-7.0	-3.8	43,911
LCV & M&HCV	829	1,742	-52.4	1,095	-24.3	6,050	8,798	-31.2	17,324	-10.0	7.9	1,611
Verito												
Three-Wheelers	5,373	5,289	1.6	4,674	15.0	23,183	23,834	-2.7	62,030	-7.0	-9.4	5,550
Tractors	14,817	17,785	-16.7	19,992	-25.9	121,159	141,248	-14.2	333,740	1.0	12.4	30,369



## Tata Motors

**CMP: INR117**
**TP: INR146 (+25%)**
**Neutral**

### Stock Info

Bloomberg	TTMT IN
Equity Shares (m)	3396.6
M.Cap.(INRb)/(USDb)	364.2 / 5.1
52-Week Range (INR)	282 / 106
1, 6, 12 Rel. Per (%)	-14/-39/-52

### Financials Snapshot (INR b)

Y/E MARCH	2019	2020E	2021E
Net Sales	3,019	3,003	3,201
EBITDA	297.9	339.6	416.6
NP	-14.8	34.3	52.0
Adj. EPS (INR)	-4.4	10.1	15.3
EPS Gr. (%)	-119	-332	51.5
BV/Sh. (INR)	177.2	186.8	201.8
RoE (%)	-1.9	5.6	7.9
RoCE (%)	5.2	7.5	8.8

### Valuations

P/E (x)	-26.8	11.5	7.6
P/BV (x)	0.7	0.6	0.6
EV/EBITDA (x)	2.8	3.4	2.9

### Wholesales below est. at 32.3k units (v/s est. 38.5k units)

#### CVs decline ~45% YoY while PVs decline 60% YoY

- Tata Motors' Aug'19 sales volumes declined ~49% YoY to 32.3k units (v/s est. 38.5k units). Retail volumes improved and were ahead of wholesales by 25% for CVs and 42% for PVs, due to extensive stock reduction measures undertaken by the company.
- Total CV volumes declined ~45% YoY to ~25k units (v/s est. 26k units).
- M&HCV volumes declined 53.4% YoY to ~9.2k units (v/s est. 9k units).
- LCV volumes declined ~38% YoY to 15.7k units (v/s est. 17k units).
- PV segment sales declined 60% YoY to 7.5k units (v/s est. 12.5k units), car segment volumes declined 65% YoY to 4.2k units (v/s est. 7.2k units), while UV volumes declined ~51% YoY to 3.2k units (v/s est. 5.3k units).
- The stock trades at 7.6x FY21E consol. EPS and 2.9x EV/EBITDA. Maintain Neutral.

### Snapshot of volumes for August-19

Company Sales	YoY			MoM		FY20 YTD	FY19 YTD (%) chg	FY20 estimate	Gr. (%)	Residual Growth (%)	Residual Monthly Run rate	
	Aug-19	Aug-18	YoY (%) chg	Jul-19	MoM (%) chg							
<b>Tata Motors</b>	<b>32,343</b>	<b>63,757</b>	<b>-49.3</b>	<b>36,312</b>	<b>-10.9</b>	<b>206,200</b>	<b>297,036</b>	<b>-30.6</b>	<b>695,079</b>	<b>-4.9</b>	<b>12.6</b>	<b>69,840</b>
HCV's	9,171	19,698	-53.4	9,408	-2.5	57,634	89,133	-35.3	212,232	-5.6	13.8	22,085
LCV's	15,703	25,389	-38.2	16,255	-3.4	93,190	118,847	-21.6	284,462	-3.5	8.7	27,325
<b>CV's</b>	<b>24,874</b>	<b>45,087</b>	<b>-44.8</b>	<b>25,663</b>	<b>-3.1</b>	<b>150,824</b>	<b>207,980</b>	<b>-27.5</b>	<b>496,694</b>	<b>-4.4</b>	<b>10.9</b>	<b>49,410</b>
Cars	4,237	12,112	-65.0	6,182	-31.5	28,330	58,168	-51.3	120,653	-8.2	26.1	13,189
UV's	3,232	6,558	-50.7	4,467	-27.6	27,046	30,888	-12.4	77,732	-2.9	3.0	7,241



## Eicher Motors

**CMP: INR16,260**
**TP: INR19,000 (+17%)**
**Buy**

### Stock Info

Bloomberg	EIM IN
Equity Shares (m)	27.2
M.Cap.(INRb)/(USDb)	443.7 / 6.2
52-Week Range (INR)	29800 / 15197
1, 6, 12 Rel. Per (%)	0/-22/-38

### Financials Snapshot(INR b)

Y/E MARCH	2019	2020E	2021E
Net Income	98.0	98.8	114.2
EBITDA	29.0	25.9	30.5
Net Profit	22.2	20.0	23.5
Adj. EPS (INR)	814	732	861
EPS Gr. (%)	1.8	-10.1	17.6
BV/Sh. (INR)	3,269	3,766	4,329
RoE (%)	27.8	20.8	21.3
RoCE (%)	26.5	20.2	21.3

### Valuations

P/E (x)	20.0	22.2	18.9
P/BV (x)	5.0	4.3	3.8

### Below est. for both RE & VECV

#### RE volumes decline 24% while VECV decline 42%

- Royal Enfield (RE) dispatches were below est., declining ~24% YoY to 52.9k units (v/s est. ~55k units).
- VECV's Aug'19 volumes of 3.5k units (~-42% YoY) were below est. of ~4.2k units.
- Domestic LMD declined ~35%, whereas HD segments declined ~43% YoY. Buses volume declined 24% YoY.
- VECV exports declined ~71% YoY to 318 units.
- The stock trades at 22.2x/18.9x FY20/FY21E consol. EPS. Maintain Buy.

### Snapshot of volumes for August-19

Eicher Motors	YOY			MoM							Residual Growth (%)	Residual Monthly Run rate
	Aug-19	Aug-18	YoY (%) chg	Jul-19	MoM (%) chg	FY20 YTD	FY19 YTD (%) chg	FY20 estimate	YoY (%) chg			
<b>Royal Enfield</b>	<b>52,905</b>	<b>69,377</b>	<b>-23.7</b>	<b>54,185</b>	<b>-2.4</b>	<b>290,679</b>	<b>363,801</b>	<b>-20.1</b>	<b>770,006</b>	<b>-6.8</b>	<b>3.7</b>	<b>68,475</b>
<b>VECV</b>	<b>3,538</b>	<b>6,069</b>	<b>-41.7</b>	<b>4,048</b>	<b>-12.6</b>	<b>20,917</b>	<b>28,360</b>	<b>-26.2</b>	<b>69,138</b>	<b>-5.3</b>	<b>8.1</b>	<b>6,889</b>
Domestic LMD	2,105	3,230	-34.8	2,361	-10.8	11,377	14,013	-18.8	37,329	-1.0	9.5	3,707
Domestic HD	551	973	-43.4	559	-1.4	3,377	4,774	-29.3	12,750	-4.0	10.2	1,339
Domestic Buses	488	640	-23.8	775	-37.0	4,330	5,368	-19.3	9,994	-7.0	5.3	809
VTI	76	121	-37.2	47	61.7	320	367	-12.8	1,373	12.0	22.6	150
<b>Total Domestic</b>	<b>3,220</b>	<b>4,964</b>	<b>-35.1</b>	<b>3,742</b>	<b>-13.9</b>	<b>19,404</b>	<b>24,522</b>	<b>-20.9</b>	<b>61,446</b>	<b>-2.7</b>	<b>8.9</b>	<b>6,006</b>
<b>Exports</b>	<b>318</b>	<b>1,105</b>	<b>-71.2</b>	<b>306</b>	<b>3.9</b>	<b>1,513</b>	<b>3,838</b>	<b>-60.6</b>	<b>7,692</b>	<b>-23.2</b>	<b>0.1</b>	<b>883</b>



## Hero MotoCorp

CMP: INR2,572

TP: INR2,525 (-2%)

Neutral

### Stock Info

Bloomberg	HMCL IN
Equity Shares (m)	199.7
M.Cap.(INRb)/(USDb)	513.7 / 7.2
52-Week Range (INR)	3383 / 2228
1, 6, 12 Rel. Per (%)	10/-7/-17

### Financials Snapshot (INR b)

Y/E MARCH	2019	2020E	2021E
Sales	336.5	340.7	376.1
EBITDA	49.3	49.0	52.3
NP	33.8	31.3	34.1
Adj. EPS (INR)	169.5	156.3	170.4
EPS Gr. (%)	-8.5	-7.8	9.0
BV/Sh. (INR)	643.7	690.0	745.9
RoE (%)	27.5	23.5	23.7
RoCE (%)	26.4	22.6	22.9

### Valuations

P/E (x)	15.2	16.5	15.1
P/BV (x)	4.0	3.7	3.4
EV/EBITDA (x)	9.2	9.0	8.3

## Wholesales above est. at 543.4k units (-21% YoY)

### Challenging market conditions continue

- HMCL's Aug'19 volumes declined ~21% YoY to ~543.4k units (v/s est. 515k units).
- While retail volumes remained under pressure, HMCL endeavored to control inventory with dealers.
- Based on estimated volume decline of ~1% for FY20, implied residual run-rate is ~691k unit/month. Our FY20 estimates are at risk of a further cut if volume recovery isn't sharp during the upcoming festive season.
- HMCL trades at 16.5x/15.1x FY20E/FY21E EPS. Maintain Neutral.

### Snapshot of volumes for August-19

Company Sales	YoY			MoM					FY20 estimate	Gr. (%)	Residual Growth (%)	Residual Monthly Run rate
	Aug-19	Aug-18	YoY (%) chg	Jul-19	MoM (%) chg	FY20 YTD	FY19 YTD	(%) chg				
Hero MotoCorp	543,406	685,047	-20.7	535,810	1.4	2,922,136	3,469,858	-15.8	7,763,024	-0.7	11.3	691,555



## Escorts

CMP: INR510

TP: INR520(+2%)

Neutral

### Stock Info

Bloomberg	ESC IN
Equity Shares (m)	3395.9
M.Cap.(INRb)/(USDb)	62.5 / 0.9
52-Week Range (INR)	898 / 423
1, 6, 12 Rel. Per (%)	9/-28/-39

### Financials Snapshot(INR b)

Y/E MARCH	2019	2020E	2021E
Net Sales	62.6	62.5	63.1
EBITDA	7.2	6.8	6.8
NP	4.7	4.3	4.2
Adj. EPS (INR)	53.2	48.0	47.3
EPS Gr. (%)	34.7	-9.8	-1.4
BV/Sh. (INR)	300.8	344.0	385.7
RoE (%)	19.3	14.9	13.0
RoCE (%)	18.8	21.1	18.6
<b>Valuations</b>			
P/E (x)	9.6	10.6	10.8
P/BV (x)	1.7	1.5	1.3
EV/EBITDA (x)	6.3	6.1	6.0

### Wholesales below est. at ~4k units

#### Domestic sales decline 20% YoY

- Escorts' tractor dispatches declined ~16% YoY to ~4k units (v/s est. 4.5k units).
- Domestic sales declined ~20% YoY to ~3.8k units.
- Exports grew 97% YoY to 272 units.
- The stock trades at 10.6x/10.8x FY20E/FY21E EPS. Maintain Neutral.

### Snapshot of volumes for August-19

Eicher Motors	YOY			MoM							Residual Growth (%)	Residual Monthly Run rate
	Aug-19	Aug-18	YoY (%) chg	Jul-19	MoM (%) chg	FY20 YTD	FY19 YTD (%) chg	FY20 estimate	YoY (%) chg			
<b>Escorts</b>	<b>4,035</b>	<b>4,812</b>	<b>-16.1</b>	<b>4,860</b>	<b>-17.0</b>	<b>29,946</b>	<b>34,916</b>	<b>-14.2</b>	<b>93,520</b>	<b>-3.0</b>	<b>3.4</b>	<b>9,082</b>
Domestic	3,763	4,674	-19.5	4,505	-16.5	28,390	34,096	-16.7	15,199	26.9	-40.4	-1,884
Exports	272	138	97.1	355	-23.4	1,556	820	90	989	-31.3	-191.6	-81

## NOTES

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. INH00000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Investment Advisory Services, Depository participant services & distribution of various financial products. MOFSL is a subsidiary company of Passionate Investment Management Pvt. Ltd., (PIMPL). MOFSL is a listed public company, the details in respect of which are available on [www.motilaloswal.com](http://www.motilaloswal.com). MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL), NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at <http://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/PublishView/itigation.aspx>  
MOFSL, its 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 its 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](http://www.nseindia.com), [www.bseindia.com](http://www.bseindia.com). Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arms' 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. INH00000412) 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, and other 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, 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, Rahimullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 71934200/022-71934263; Website [www.motilaloswal.com](http://www.motilaloswal.com)

CIN No.: L67190MH2005PLC153397; Correspondence Office Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad(West), Mumbai- 400 064. Tel No.: 022 7188 1000.

Registration Nos.: Motilal Oswal Financial Services Limited (MOFSL): INZ000158836(BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH00000412. AMFI: ARN - 146822; Investment Adviser: INA00007100; Insurance Corporate Agent: CA0579 ;PMS:INP000006712. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP00000670); PMS and Mutual Funds are offered through MOAMC which is group company of MOFSL. Motilal Oswal Wealth Management Ltd. (MOWML): PMS (Registration No.: INP00004409) is offered through MOWML, which is a group company of MOFSL. Motilal Oswal Financial Services Limited is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs, Insurance Products and IPOs. Real Estate is offered through Motilal Oswal Real Estate Investment Advisors II Pvt. Ltd. which is a group company of MOFSL. Private Equity is offered through Motilal Oswal Private Equity Investment Advisors Pvt. Ltd which is a group company of MOFSL. Research & Advisory services is backed by proper research. Please read the Risk Disclosure Document prescribed by the Stock Exchanges carefully before investing. There is no assurance or guarantee of the returns. Investment in securities market is subject to market risk, read all the related documents carefully before investing. Details of Compliance Officer: Name: Neeraj Agarwal, Email ID: [na@motilaloswal.com](mailto:na@motilaloswal.com), Contact No.: 022-71881085.

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