

BSE SENSEX  
35,246

S&P CNX  
10,717

CMP: INR63

TP: INR83(+32%)

Buy



**Stock Info**

Bloomberg	TRID IN
Equity Shares (m)	497.8
52-Week Range (INR)	110 / 59
1, 6, 12 Rel. Per (%)	-14/-36/-43
M.Cap. (INR b)	33.9
M.Cap. (USD b)	0.5
Avg Val, INRm	113.0
Free float (%)	32.2

**Financials Snapshot (INR b)**

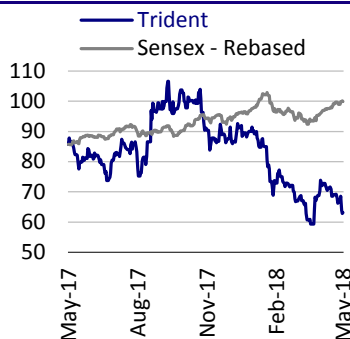
Y/E Mar	2018	2019E	2020E
Net Sales	45.6	49.2	52.8
EBITDA	8.2	9.1	10.0
PAT	2.6	3.5	4.1
EPS (INR)	5.3	7.0	8.3
Gr. (%)	-21.8	32.7	18.7
BV/Sh (INR)	59.1	63.7	69.2
RoE (%)	9.2	11.4	12.5
RoCE (%)	6.0	7.5	8.7
P/E (x)	11.9	9.0	7.6
P/BV (x)	1.1	1.0	0.9

**Shareholding pattern (%)**

As On	Mar-18	Dec-17	Mar-17
Promoter	67.8	67.8	67.8
DII	2.3	2.4	2.2
FII	1.3	1.5	1.6
Others	28.6	28.4	28.5

FII Includes depository receipts

**Stock Performance (1-year)**



**Steady amidst turmoil**

**Paper business drives profitability; bed linen on steady growth trajectory**

- Steady operating performance; forex loss limits PAT:** TRID's revenue fell 6.1% YoY to INR11,850m in 4QFY18 due to a reduction in duty drawback, currency impact, and a volumes decline in the bath linen segment. EBITDA margin expanded 160bp YoY to 18.3% due to an 80bp decline in raw material cost to 50.9% of net sales and a 120bp decline in employee expense to 10.8% of net sales. Other expenses, however, stood higher at 20% of net sales (v/s 19.6% in 4QFY17). EBITDA grew 3% YoY to INR2,168m. Adj. PAT declined 49% YoY to INR509m, as other income came in at -INR29m on account of foreign exchange loss of ~INR100m. Tax rate, too, was higher at 42.2% v/s 22.7% in 4QFY17. Textiles segment declined 8% YoY to INR9,661m, while Paper & Chemicals segment fell 3% YoY to INR2,190m. EBIT margin contracted 490bp YoY to 6.7% in Textiles, but expanded 500bp YoY to 27.5% in Paper & Chemicals.
- FY18 performance:** Overall revenue fell 1.5% YoY to INR45,575m, as major US retailers were in a destocking mode, resulting in subdued volume off-take. EBITDA fell 7% YoY to INR8,192m, with the margin down 110bp to 18%. Thus, adj. PAT declined 21.8% to INR2,628m.
- Paper pulls up margins; growth to be holistic going forward:** FY18 was a year of turmoil for home textile companies. However, for TRID, (a) the bed linen segment showed resilience with utilization up to 44% in FY18 (v/s 29% in FY17), and (b) profitability was restored due to a robust performance in Paper (where EBITDA grew ~18% to INR3,580m). Paper recorded highest-ever EBITDA/MT of INR22,983, with utilization steady at 89%. We expect the turmoil in the bath linen segment to ease out, with utilization inching up to 55% in FY20, backed by restocking by major US retailers. We expect revenue CAGR (FY18-20) of 15% for bath linen and 20% for bed linen (with utilization reaching 55% in FY20).
- Valuation view:** TRID has fared well in a year of multiple headwinds. However, the bath linen segment disappointed, with utilization down to 45% in FY18 from 50% in FY17. With recovery expected to be only gradual in this segment, we cut our earnings estimate for FY19/20 by 32%/35%. However, with a sustained uptrend in the paper industry, we expect Paper segment to record EBITDA/MT CAGR (FY18-20) of 2% to INR23,911. The outlook for bed linen also remains positive, where we expect utilization to touch 55% in FY20 and realization to grow at a 5% CAGR over FY18-20 due to a better product mix. The stock has traded at 9x 1-year forward P/E over the last three years, with RoE estimated to improve from 9.2% in FY18 to 12.5% in FY20. We expect revenue/PAT CAGR of 8%/26% over FY18-20. We, thus, value TRID at 10x FY20E EPS and arrive at a TP of INR83. Maintain **Buy**.

Sumant Kumar – Research Analyst (Sumant.Kumar@motilaloswal.com); +91 22 3078 4702

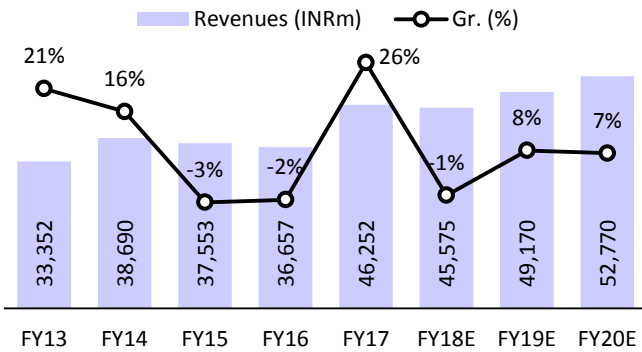
Aksh Vashishth – Research Analyst (Aksh.Vashishth@motilaloswal.com); +91 22 6129 1553

**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](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

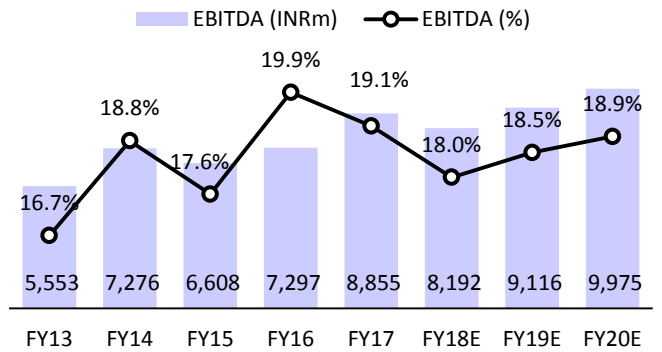
Story in charts

Exhibit 1: Revenues to post 8% CAGR over FY18-20E



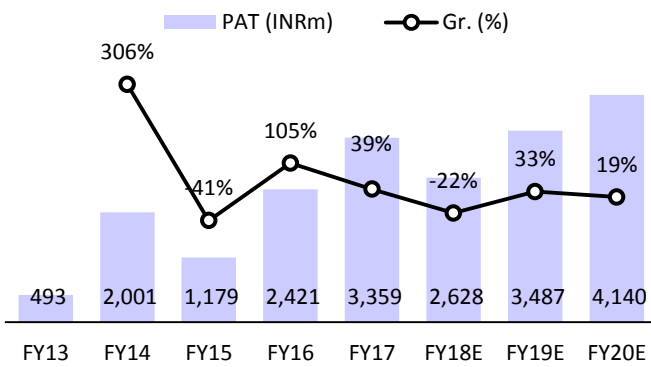
Source: MOSL, Company

Exhibit 2: Margins to expand 90bp over FY18-20E



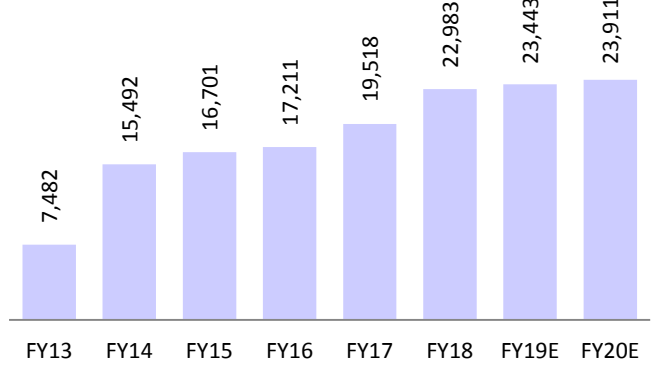
Source: MOSL, Company

Exhibit 3: Adj. PAT to post 26% CAGR over FY18-20E



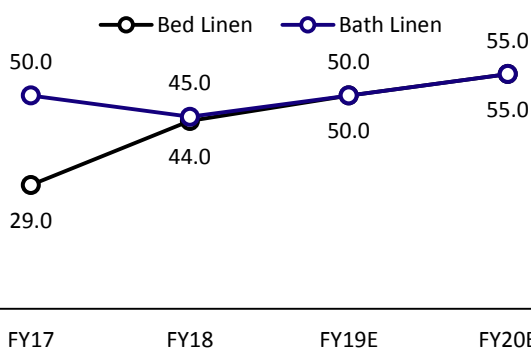
Source: MOSL, Company

Exhibit 4: EBITDA/MT in paper segment to remain steady



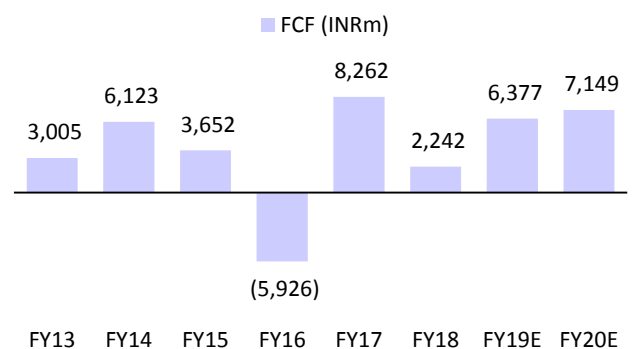
Source: MOSL, Company

Exhibit 5: Utilization levels to inch upward



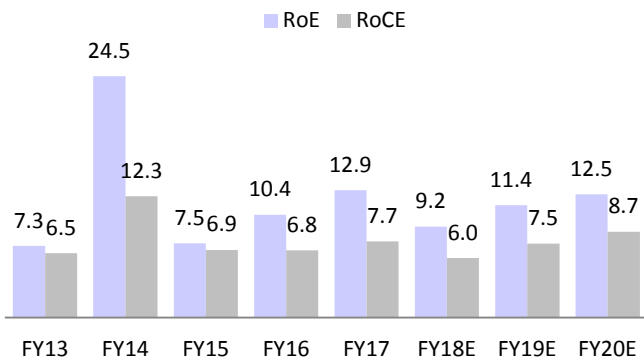
Source: MOSL, Company

Exhibit 6: Free cash flow generation to remain strong



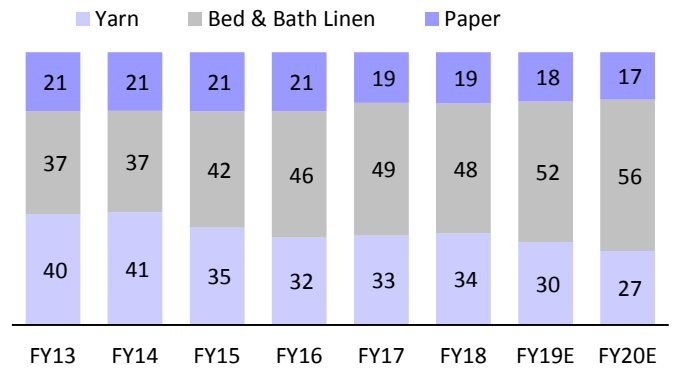
Source: MOSL, Company

**Exhibit 7: Return ratios to remain healthy**



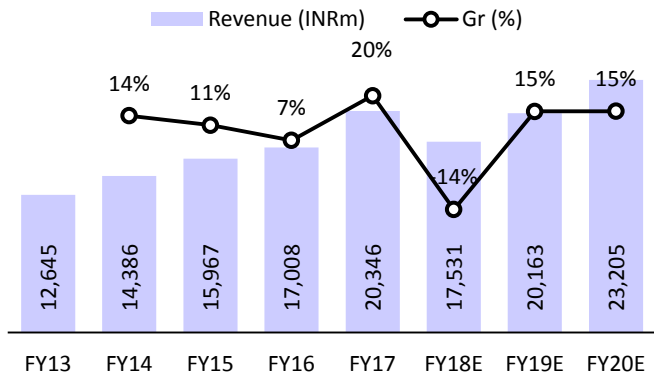
Source: MOSL, Company

**Exhibit 8: Revenue mix (%)**



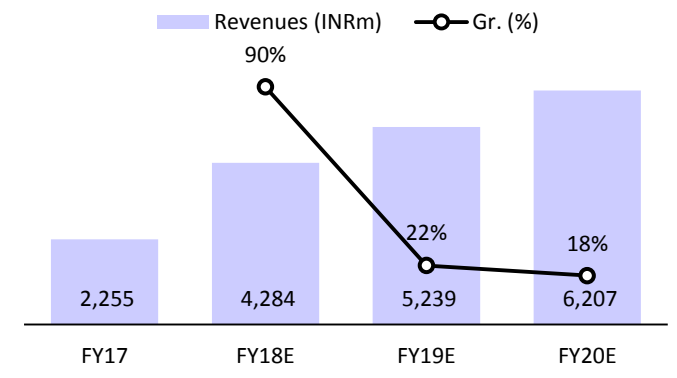
Source: MOSL, Company

**Exhibit 9: Bath linen to post rev CAGR of 15% over FY18-20E**



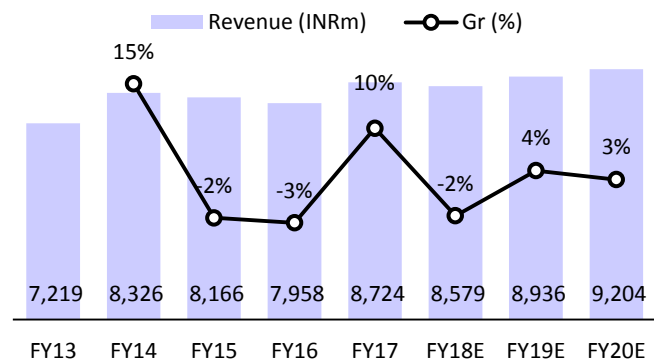
Source: MOSL, Company

**Exhibit 10: Bed linen to post rev CAGR of 20% over FY18-20E**



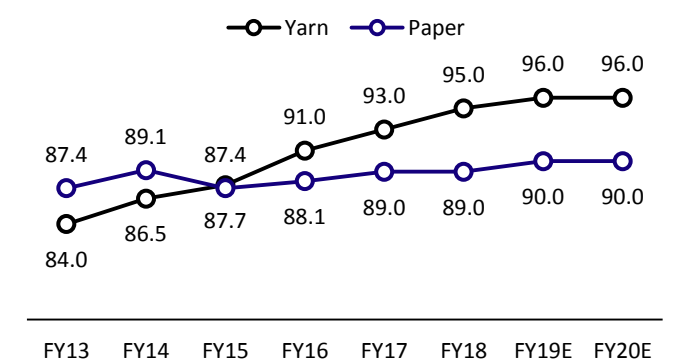
Source: MOSL, Company

**Exhibit 11: Paper to post rev CAGR of 4% over FY18-20E**



Source: MOSL, Company

**Exhibit 12: Yarn and paper utilization to remain steady**



Source: MOSL, Company

## Financials and Valuations

Consolidated - Income Statement								(INR Million)
Y/E March	FY13	FY14	FY15	FY16	FY17	FY18	FY19E	FY20E
<b>Total Income from Operations</b>	<b>33,352</b>	<b>38,690</b>	<b>37,553</b>	<b>36,657</b>	<b>46,252</b>	<b>45,575</b>	<b>49,170</b>	<b>52,770</b>
Change (%)	22.1	16.0	-2.9	-2.4	26.2	-1.5	7.9	7.3
Raw Material Cost	18,415	20,521	19,309	17,287	22,307	22,829	24,223	25,805
Employees Cost	2,379	2,870	3,872	4,295	5,794	5,243	5,721	6,140
Other Expenses	7,005	8,023	7,766	7,778	9,296	9,310	10,110	10,850
<b>Total Expenditure</b>	<b>27,799</b>	<b>31,414</b>	<b>30,946</b>	<b>29,359</b>	<b>37,397</b>	<b>37,383</b>	<b>40,054</b>	<b>42,795</b>
% of Sales	83.3	81.2	82.4	80.1	80.9	82.0	81.5	81.1
<b>EBITDA</b>	<b>5,553</b>	<b>7,276</b>	<b>6,608</b>	<b>7,297</b>	<b>8,855</b>	<b>8,192</b>	<b>9,116</b>	<b>9,975</b>
Margin (%)	16.7	18.8	17.6	19.9	19.1	18.0	18.5	18.9
Depreciation	2,614	2,684	3,213	3,366	4,125	4,041	4,132	4,219
<b>EBIT</b>	<b>2,939</b>	<b>4,592</b>	<b>3,395</b>	<b>3,931</b>	<b>4,730</b>	<b>4,151</b>	<b>4,985</b>	<b>5,756</b>
Int. and Finance Charges	2,353	2,103	2,060	1,452	1,410	1,182	1,078	959
Other Income	224	163	345	334	1,062	942	937	953
<b>PBT bef. EO Exp.</b>	<b>810</b>	<b>2,652</b>	<b>1,680</b>	<b>2,813</b>	<b>4,382</b>	<b>3,911</b>	<b>4,844</b>	<b>5,750</b>
EO Items	0	0	0	0	0	0	0	0
<b>PBT after EO Exp.</b>	<b>810</b>	<b>2,652</b>	<b>1,680</b>	<b>2,813</b>	<b>4,382</b>	<b>3,911</b>	<b>4,844</b>	<b>5,750</b>
Total Tax	318	681	501	392	1,016	1,277	1,356	1,610
Tax Rate (%)	39.2	25.7	29.8	13.9	23.2	32.7	28.0	28.0
Share of profit/(loss) of associates	0	-30	0	0	7	6	0	0
<b>Reported PAT</b>	<b>493</b>	<b>1,940</b>	<b>1,179</b>	<b>2,421</b>	<b>3,372</b>	<b>2,640</b>	<b>3,487</b>	<b>4,140</b>
<b>Adjusted PAT</b>	<b>493</b>	<b>2,001</b>	<b>1,179</b>	<b>2,421</b>	<b>3,359</b>	<b>2,628</b>	<b>3,487</b>	<b>4,140</b>
Change (%)	-212.0	305.8	-41.1	105.4	38.7	-21.8	32.7	18.7
Margin (%)	1.5	5.2	3.1	6.6	7.3	5.8	7.1	7.8

Consolidated - Balance Sheet								(INR Million)
Y/E March	FY13	FY14	FY15	FY16	FY17	FY18	FY19E	FY20E
Equity Share Capital	3,108	3,111	5,086	5,094	4,979	4,978	4,978	4,978
Total Reserves	3,953	5,737	16,935	19,267	22,590	24,436	26,736	29,466
<b>Net Worth</b>	<b>7,061</b>	<b>9,278</b>	<b>22,022</b>	<b>24,361</b>	<b>27,568</b>	<b>29,414</b>	<b>31,714</b>	<b>34,445</b>
Minority Interest	0	0	0	0	0	0	0	0
Total Loans	22,398	18,623	26,505	34,427	28,498	28,192	24,192	20,429
Deferred Tax Liabilities	1,070	1,082	1,796	1,582	1,655	2,126	2,126	2,126
<b>Capital Employed</b>	<b>30,530</b>	<b>28,983</b>	<b>50,323</b>	<b>60,369</b>	<b>57,721</b>	<b>59,732</b>	<b>58,032</b>	<b>56,999</b>
Gross Block	34,056	34,858	57,087	70,389	70,988	72,281	74,194	75,377
Less: Accum. Deprn.	14,374	16,902	20,049	23,415	27,540	31,581	35,713	39,932
<b>Net Fixed Assets</b>	<b>19,682</b>	<b>17,956</b>	<b>37,038</b>	<b>46,974</b>	<b>43,448</b>	<b>40,700</b>	<b>38,481</b>	<b>35,445</b>
Capital WIP	281	363	1,989	571	1,232	1,766	853	671
Current Investments	25	301	1	1	49	109	0	0
<b>Total Investments</b>	<b>639</b>	<b>1,152</b>	<b>180</b>	<b>723</b>	<b>1,054</b>	<b>1,151</b>	<b>1,151</b>	<b>1,151</b>
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>12,266</b>	<b>12,344</b>	<b>14,651</b>	<b>17,025</b>	<b>16,107</b>	<b>19,694</b>	<b>21,378</b>	<b>23,831</b>
Inventory	6,911	6,429	7,482	9,065	7,747	9,226	10,104	10,843
Account Receivables	2,322	2,641	2,737	2,513	3,751	4,604	4,967	5,331
Cash and Bank Balance	336	250	144	819	1,326	1,665	1,778	2,795
Loans and Advances	2,698	3,024	4,289	4,627	3,282	4,199	4,530	4,861
<b>Curr. Liability &amp; Prov.</b>	<b>2,338</b>	<b>2,832</b>	<b>3,536</b>	<b>4,924</b>	<b>4,119</b>	<b>3,579</b>	<b>3,832</b>	<b>4,098</b>
Account Payables	1,659	2,210	2,191	2,237	1,730	1,693	1,796	1,913
Other Current Liabilities	609	383	895	2,539	2,182	1,748	1,886	2,024
Provisions	71	239	450	148	207	139	150	161
<b>Net Current Assets</b>	<b>9,928</b>	<b>9,513</b>	<b>11,115</b>	<b>12,101</b>	<b>11,988</b>	<b>16,115</b>	<b>17,547</b>	<b>19,733</b>
<b>Appl. of Funds</b>	<b>30,530</b>	<b>28,983</b>	<b>50,323</b>	<b>60,369</b>	<b>57,721</b>	<b>59,732</b>	<b>58,033</b>	<b>56,999</b>

## Financials and Valuations

### Ratios

Y/E March	FY13	FY14	FY15	FY16	FY17	FY18	FY19E	FY20E
<b>Basic (INR)</b>								
<b>EPS</b>	<b>1.0</b>	<b>4.0</b>	<b>2.4</b>	<b>4.9</b>	<b>6.7</b>	<b>5.3</b>	<b>7.0</b>	<b>8.3</b>
Cash EPS	6.2	9.4	8.8	11.6	15.0	13.4	15.3	16.8
BV/Share	14.2	18.6	44.2	48.9	55.4	59.1	63.7	69.2
DPS	0.0	0.3	0.6	0.9	1.5	1.5	2.0	2.4
Payout (%)	0.0	8.1	28.9	22.6	27.1	34.0	34.0	34.0
<b>Valuation (x)</b>								
P/E			26.6	13.0	9.3	11.9	9.0	7.6
Cash P/E			7.1	5.4	4.2	4.7	4.1	3.8
P/BV			1.4	1.3	1.1	1.1	1.0	0.9
EV/Sales			1.5	1.8	1.3	1.3	1.1	0.9
EV/EBITDA			8.7	8.9	6.6	7.1	5.9	4.9
Dividend Yield (%)	0.0	0.4	0.9	1.4	2.4	2.4	3.1	3.7
FCF per share	6.0	12.3	7.3	-11.9	16.6	4.5	12.8	14.4
<b>Return Ratios (%)</b>								
RoE	7.3	24.5	7.5	10.4	12.9	9.2	11.4	12.5
RoCE	6.5	12.3	6.9	6.8	7.7	6.0	7.5	8.7
RoIC	6.1	12.1	6.3	6.4	6.5	5.1	6.6	7.8
<b>Working Capital Ratios</b>								
Fixed Asset Turnover (x)	1.0	1.1	0.7	0.5	0.7	0.6	0.7	0.7
Asset Turnover (x)	1.1	1.3	0.7	0.6	0.8	0.8	0.8	0.9
Inventory (Days)	137	114	141	191	127	148	152	153
Debtor (Days)	25	25	27	25	30	37	37	37
Creditor (Days)	33	39	41	47	28	27	27	27
<b>Leverage Ratio (x)</b>								
Current Ratio	5.2	4.4	4.1	3.5	3.9	5.5	5.6	5.8
Interest Cover Ratio	1.2	2.2	1.6	2.7	3.4	3.5	4.6	6.0
Net Debt/Equity	3.1	1.9	1.2	1.4	1.0	0.9	0.7	0.5

### Consolidated - Cash Flow Statement

(INR Million)

Y/E March	FY13	FY14	FY15	FY16	FY17	FY18	FY19E	FY20E
OP/(Loss) before Tax	811	2,652	1,680	2,766	4,382	3,911	4,844	5,750
Depreciation	2,614	2,684	3,213	3,376	4,125	4,041	4,132	4,219
Interest & Finance Charges	2,310	2,028	1,939	1,230	1,410	1,182	1,078	959
Direct Taxes Paid	-113	-584	-347	-600	-1,016	-1,277	-1,356	-1,610
(Inc)/Dec in WC	-1,767	435	-977	-1,424	620	-3,788	-1,320	-1,169
<b>CF from Operations</b>	<b>3,855</b>	<b>7,214</b>	<b>5,509</b>	<b>5,348</b>	<b>9,521</b>	<b>4,069</b>	<b>7,377</b>	<b>8,149</b>
Others	-53	255	-68	-60	0	0	0	0
<b>CF from Operating incl EO</b>	<b>3,803</b>	<b>7,469</b>	<b>5,441</b>	<b>5,288</b>	<b>9,521</b>	<b>4,069</b>	<b>7,377</b>	<b>8,149</b>
(Inc)/Dec in FA	-797	-1,345	-1,789	-11,214	-1,259	-1,827	-1,000	-1,000
<b>Free Cash Flow</b>	<b>3,005</b>	<b>6,123</b>	<b>3,652</b>	<b>-5,926</b>	<b>8,262</b>	<b>2,242</b>	<b>6,377</b>	<b>7,149</b>
(Pur)/Sale of Investments	-83	-411	192	-250	-331	-98	0	0
Others	37	-58	396	132	695	0	0	0
<b>CF from Investments</b>	<b>-844</b>	<b>-1,814</b>	<b>-1,200</b>	<b>-11,332</b>	<b>-895</b>	<b>-1,925</b>	<b>-1,000</b>	<b>-1,000</b>
Issue of Shares	64	433	187	611	-115	0	0	0
Inc/(Dec) in Debt	-555	-4,062	-1,966	7,809	-5,929	-305	-4,000	-3,763
Interest Paid	-2,362	-2,106	-2,056	-1,367	-1,410	-1,182	-1,078	-959
Dividend Paid	0	-5	-486	-360	-915	-899	-1,187	-1,410
Others	0	0	-26	0	250	582	0	0
<b>CF from Fin. Activity</b>	<b>-2,853</b>	<b>-5,740</b>	<b>-4,347</b>	<b>6,694</b>	<b>-8,119</b>	<b>-1,805</b>	<b>-6,265</b>	<b>-6,132</b>
<b>Inc/Dec of Cash</b>	<b>105</b>	<b>-86</b>	<b>-106</b>	<b>649</b>	<b>507</b>	<b>339</b>	<b>112</b>	<b>1,017</b>
Opening Balance	230	336	250	170	819	1,327	1,666	1,778
<b>Closing Balance</b>	<b>336</b>	<b>250</b>	<b>144</b>	<b>819</b>	<b>1,327</b>	<b>1,666</b>	<b>1,778</b>	<b>2,795</b>

Explanation of Investment Rating	Expected return (over 12-month)
Investment Rating	
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 becomes inconsistent with the investment rating legend, the Research Analyst shall within 28 days of the inconsistency, 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 Securities Ltd. (MOSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOSL, 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. MOSL is a subsidiary company of Motilal Oswal Financial Service Ltd. (MOFSL). MOFSL is a listed public company, the details in respect of which are available on [www.motilaloswal.com](http://www.motilaloswal.com). 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), Metropolitan Stock Exchange Of India Ltd. (MSE) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) & National Securities Depository Limited (NSDL) and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products. Details of associate entities of Motilal Oswal Securities Limited are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

MOSL, its associates, Research Analyst or their relative may have any financial interest in the subject company. MOSL and/or its associates and/or Research Analyst may have beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report. MOSL 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 MOSL 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 last 12 month period. MOSL and/or its associates may have received any compensation from the subject company in the past 12 months.

In the last 12 months period ending on the last day of the month immediately preceding the date of publication of this research report, MOSL 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 MOSL or its associates during twelve months preceding the date of distribution of the research report.

MOSL 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, MOSL 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. MOSL 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 MOSL 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.

## Terms & Conditions:

This report has been prepared by MOSL 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 MOSL. 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. MOSL 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

Trident

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 MOSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOSL 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 MOSL & its group companies to registration or licensing requirements within such jurisdictions.

## For Hong Kong:

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

## For U.S.:

Motilal Oswal Securities Limited (MOSL) 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 MOSL 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 MOSL, 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., MOSL 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. MOSL, 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 MOSL. 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 locally, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOSL 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 MOSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOSL 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.: 022-3980 4263; [www.motilaloswal.com](http://www.motilaloswal.com). Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 3080 1000. Compliance Officer: Neeraj Agarwal, Email Id: [na@motilaloswal.com](mailto:na@motilaloswal.com), Contact No.:022-38281085.

Registration details of group entities: MOSL: SEBI Registration: INZ000158836 (BSE/NSE/MCX/NCD/DEX); CDSL: IN-DP-16-2015; NSDL: IN-DP-NSDL-152-2000; Research Analyst: INH000000412. AMFI: ARN 17397. Investment Adviser: INA000007100.IRDA Corporate Agent-CA0541. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP000000670) offers PMS and Mutual Funds products. Motilal Oswal Wealth Management Ltd. (MOWML): PMS (Registration No.: INP000004409) offers wealth management solutions. \* Motilal Oswal Securities Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs, Insurance and IPO products. \* Motilal Oswal Commodities Broker Pvt. Ltd. offers Commodities Products. \* Motilal Oswal Real Estate Investment Advisors II Pvt. Ltd. offers Real Estate products. \* Motilal Oswal Private Equity Investment Advisors Pvt. Ltd. offers Private Equity products