

## **ICICI Bank**

**BSE SENSEX S&P CNX** 33,793 10,443

CMP: INR315 TP: INR370 (+17%)

Buy

# **PICICI** Bank

### Stock Info

Bloomberg	ICICIBC IN
Equity Shares (m)	6,408
M.Cap.(INRb)/(USDb)	2,018.9/31.8
52-Week Range (INR)	332 / 227
1, 6, 12 Rel. Per (%)	0/0/9
Avg Val, INRm	5197
Free float (%)	100.0

### Financials Snapshot (INR b)

Y/E Mar	2018E	2019E	2020E
NII	237.6	262.1	302.5
ОР	228.4	253.3	295.7
NP	87.2	109.2	139.8
NIM (%)	3.3	3.2	3.2
EPS (INR)	13.6	17.0	21.8
EPS Gr (%)	-11.1	25.2	28.0
BV/Sh (INR)*	129.6	139.7	158.9
RoE (%)	8.8	10.5	12.4
RoA (%)	1.1	1.2	1.4
AP/E (x)	17.0	12.7	8.8
AP/BV (x)	1.6	1.4	1.3

#### Shareholding pattern (%)

36b-17	Jun-17	Sep-16
0.0	0.0	0.0
32.0	30.4	27.6
59.4	60.0	63.3
8.7	9.6	9.1
	32.0 59.4	32.0 30.4 59.4 60.0

#### Stock Performance (1-year)



### Capex recovery still sometime away; retail growth holding well

We met ICICI Bank recently. Following are our key takeaways from the meeting: Capex demand remains muted; maintains 18-20% growth guidance for retail segment: Credit demand from corporates remains muted and the management is not seeing any signs of capex revival. Resolution of NCLT referred cases would give more clarity on capex pickup and asset quality outlook. ICICIBC is aiming for ~15% growth in domestic corporate portfolio (excluding restructured loans and loans to companies included in the drilldown list) even as the overall corporate loan growth remains a muted 4% YoY. Retail loan growth, however, is holding up well and the bank maintained its retail loan growth guidance of 18-20% for FY18, led by continued traction across product lines. Unsecured retail loans have increased to 9.6% of total retail loans and largely pertain to the bank's existing customers.

Margins likely to moderate in 2HFY18: ICICIBC has reported 12bp YoY expansion in margins over 1HFY18 to 3.27%, aided by interest on income tax refund, strong CASA growth and continued traction in retail loans. However, the absence of such one-off gains, accelerated repricing of advances portfolio and migration of base rate loans to MCLR will weigh heavy on margins in 2HFY18. On CASA, the bank is reaching out to government clients to provide customized solutions, dashboard and MIS, which will provide it a sticky business opportunity.

Monetization of subsidiaries on track; pace of decline in overseas loan portfolio to moderate: ICICIBC is open to evaluating opportunities to unlock value in its subsidiaries. It has recently filed DRHP towards the public issue of its securities business. ICICIBC currently holds 54.9%/55.9% stake in its life/general insurance subsidiaries and will eventually look to retain majority stake in these subsidiaries. It is not looking to reduce stake in AMC business, where it holds 51%. There are no plans to sell stake in housing finance subsidiary as well. On overseas business, ICICIBC indicated that the pace of decline in loan book will moderate (22% YoY decline currently) and there exists some scope of capital repatriation from its Canada subsidiary.

Provisioning expenses to stay elevated; requires INR20b of provisioning towards second NCLT list: ICICIBC expects credit cost to stay elevated in the near term, as it needs to provide INR20b by March 2018 towards the second list of stressed accounts given by the RBI. The bank has not given any guidance on haircuts expected in NCLT cases. ICICIBC will be sharing its asset quality divergence details along with 3QFY18 results, however mentioned that outside stressed asset pool the maximum ticket size to any BB and below rated borrower is INR6b, which gives comfort.

Research Analyst: Nitin Aggarwal (Nitin.Aggarwal@MotilalOswal.com); +91 22 3982 5540 | Anirvan Sarkar (Anirvan.Sarkar@MotilalOswal.com); +91 22 3982 5505

#### Valuation and view

While credit cost is likely to stay elevated in the near term (NPL ageing + requirement toward the second list), we expect it to moderate from FY19, enabling ICICIBC to deliver ~12% RoE by FY20E (~8% currently). We reiterate **Buy** with an SOTP-based target price of INR370, which corresponds to 1.8x March 2020E ABV for the standalone bank. Subsidiaries and associates account for ~30% of our target valuation. Progress on asset resolution via NCLT remains a key trigger while impending divergence notification remains an overhang.

Exhibit 1: We value ICICI Bank at INR370/share based on SOTP

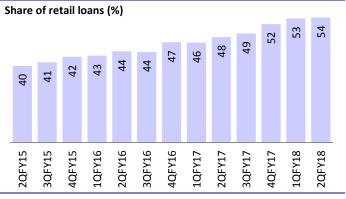
Value per share (INR)	Holding (%)	Multiple	Basis	FY19E
ICICI Standalone	100	1.8x	Avg (EVA & two-stage GGM)	257
Subsidiaries / Others				
ICICI Bank UK	100	1x	BV	6
ICICI Bank Canada	100	1x	BV	6
Life insurance	54.9	15x	NBM	61
General insurance	55.9			31
Asset management	51	4.5%	AUM	11
Private equity	100	15x	PAT	2
Primary dealer	100	12x	PAT	3
Investment banking & broking	100	12x	PAT	17
Home finance	100	1.5x	ABV	3
Total subsidiaries' value @ 20% discount				113
% contribution of Subsidiaries / Others				30.4
Total fair value per share				370

Source: MOSL, Company

MOTILAL OSWAL **ICICI Bank** 

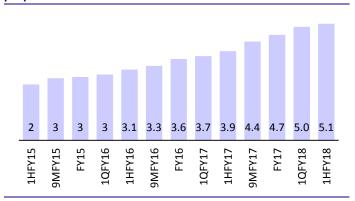
### **Story in charts**

Exhibit 2: Retail loan book has steadily gained share in total book...



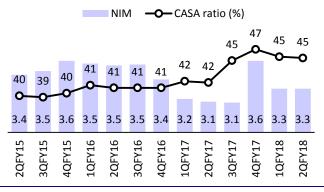
Source: MOSL, Company

Exhibit 3: ...with steady increase in unsecured retail proportion



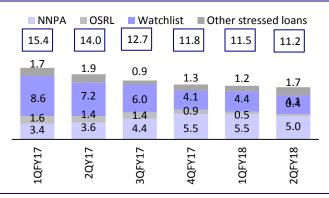
Source: MOSL, Company

Exhibit 4: Margins have been supported by robust CASA portfolio



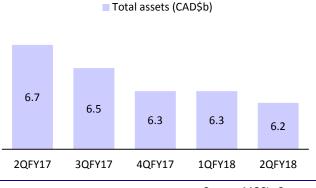
Source: MOSL, Company

Exhibit 5: Total net stressed pool continues to decline



Source: MOSL, Company

Exhibit 6: Balance sheet of Canada subsidiary has declined steadily....



Source: MOSL, Company

Exhibit 7: ...while decline in UK subsidiary balance sheet has reversed

■ Total assets (USD\$b)



Source: MOSL, Company

3 January 2018 3

Exhibit 8: ICICI Bank DuPont Analysis (% of average assets)

	7 1	0						
Y/E March	FY13	FY14	FY15	FY16	FY17	FY18E	FY19E	FY20E
Net Interest Income	2.70	2.91	3.07	3.11	2.91	2.92	2.88	2.92
Core Fee Income	1.48	1.40	1.56	1.56	1.54	1.34	1.26	1.35
Trading and others	0.15	0.45	0.41	0.69	1.07	0.58	0.63	0.54
Non Interest income	1.63	1.84	1.96	2.24	2.61	1.92	1.89	1.89
Total Income	4.33	4.76	5.03	5.35	5.53	4.84	4.77	4.81
Operating Expenses	1.76	1.82	1.85	1.86	1.98	2.03	1.98	1.96
Employee cost	0.76	0.75	0.77	0.73	0.77	0.77	0.77	0.76
Others	1.00	1.08	1.09	1.12	1.21	1.26	1.21	1.19
Operating Profits	2.57	2.93	3.18	3.49	3.55	2.81	2.79	2.86
<b>Core operating Profits</b>	2.42	2.49	2.77	2.80	2.48	2.23	2.16	2.31
Provisions	0.35	0.46	0.63	1.71	2.04	1.45	1.23	1.06
PBT	2.22	2.47	2.55	1.78	1.51	1.36	1.56	1.80
Tax	0.60	0.73	0.75	0.36	0.20	0.29	0.36	0.45
RoA	1.62	1.73	1.80	1.42	1.31	1.07	1.20	1.35
Less: Dividend from Subs	0.18	0.23	0.25	0.22	0.19	0.18	0.18	0.17
Core RoA (ex-income from subs)	1.45	1.51	1.55	1.20	1.12	0.89	1.02	1.18
Core Leverage	10.25	10.11	9.83	9.45	9.10	9.05	9.46	9.94
RoE	14.81	15.21	15.23	11.33	10.22	8.83	10.49	12.41

Source: Company, MOSL

### **Financials and valuations**

Income Statement							(1	NR Million)
Y/E March	2013	2014	2015	2016	2017	2018E	2019E	2020E
Interest Income	400,756	441,782	490,911	527,394	541,563	577,708	643,573	735,310
Interest Expended	262,092	277,026	300,515	315,154	324,190	340,125	381,497	432,799
Net Interest Income	138,664	164,756	190,396	212,240	217,373	237,583	262,077	302,511
Change (%)	29.2	18.8	15.6	11.5	2.4	9.3	10.3	15.4
Other Income	83,457	104,279	121,761	153,231	195,045	156,036	171,639	195,669
Net Income	222,121	269,034	312,157	365,471	412,418	393,619	433,716	498,180
Change (%)	21.8	21.1	16.0	17.1	12.8	-4.6	10.2	14.9
Operating Exp.	90,129	103,089	114,958	126,836	147,551	165,246	180,385	202,477
Operating Profits	131,992	165,946	197,199	238,635	264,867	228,373	253,331	295,703
Change (%)	27.1	25.7	18.8	21.0	11.0	-13.8	10.9	16.7
Provisions & Cont.	18,025	26,264	39,000	116,678	152,081	118,009	111,518	109,298
PBT	113,967	139,682	158,199	121,957	112,786	110,364	141,813	186,405
Tax	30,712	41,577	46,446	24,694	14,775	23,176	32,617	46,601
Tax Rate (%)	26.9	29.8	29.4	20.2	13.1	21.0	23.0	25.0
PAT	83,255	98,105	111,754	97,263	98,011	87,187	109,196	139,804
Change (%)	28.8	17.8	13.9	-13.0	0.8	-11.0	25.2	28.0
Dividend (Including Tax)	25,996	28,336	31,729	31,907	28,057	34,206	36,553	42,177
Core PPP*	127,042	155,776	180,269	198,035	179,097	187,051	221,070	265,055
Change (%)	22.2	22.6	15.7	9.9	-9.6	1.0	14.5	15.9

<sup>\*</sup>Core PPP is (NII+Fee income-Opex)

Balance Sheet								(INR Million)
Y/E March	2013	2014	2015	2016	2017	2018E	2019E	2020E
Equity Share Capital	12,701	12,716	12,762	12,797	12,816	12,828	12,828	12,828
Reserves & Surplus	654,358	719,418	791,532	884,559	979,005	1,022,243	1,094,886	1,192,513
Net Worth	670,560	735,633	807,794	900,856	995,321	1,035,071	1,107,714	1,205,341
Of which Equity Net Worth	667,060	732,133	804,294	897,356	991,821	1,031,571	1,104,214	1,201,841
Deposits	2,926,136	3,319,137	3,615,627	4,214,257	4,900,391	5,468,836	6,261,817	7,263,708
Change (%)	14.5	13.4	8.9	16.6	16.3	11.6	14.5	16.0
Change (%)	10.4	16.2	15.5	17.5	27.8	9.0	16.1	15.3
Borrowings	1,449,915	1,544,091	1,720,673	1,744,574	1,472,062	1,650,424	1,854,072	2,083,928
Other Liabilities & Prov.	321,336	347,555	317,199	347,264	350,141	376,697	433,201	498,181
Total Liabilities	5,367,947	5,946,416	6,461,293	7,206,951	7,717,914	8,531,028	9,656,804	11,051,159
Current Assets	414,175	415,296	423,046	598,687	757,131	559,815	593,973	620,847
Investments	1,713,936	1,770,218	1,581,292	1,604,118	1,615,065	1,930,003	2,142,304	2,452,938
Change (%)	7.4	3.3	-10.7	1.4	0.7	19.5	11.0	14.5
Loans	2,902,494	3,387,026	3,875,221	4,352,639	4,642,321	5,269,034	6,085,734	7,071,623
Change (%)	14.4	16.7	14.4	12.3	6.7	13.5	15.5	16.2
Net Fixed Assets	46,471	46,781	47,255	75,769	78,052	84,296	91,883	99,693
Other Assets	290,871	327,094	534,479	575,737	625,346	687,880	742,910	806,058
Total Assets	5,367,947	5,946,416	6,461,293	7,206,951	7,717,914	8,531,028	9,656,804	11,051,159
Asset Quality								

The state of the s								
GNPA (INR m)	96,078	105,058	150,947	262,213	425,520	482,174	505,277	485,267
NNPA (INR m)	22,306	32,980	62,555	129,631	252,168	269,464	280,567	244,473
GNPA Ratio	3.2	3.0	3.8	5.8	8.8	9.2	8.3	6.9
NNPA Ratio	0.8	1.0	1.6	3.0	5.4	5.1	4.6	3.5
Slippage Ratio	1.41	1.56	2.35	4.31	7.95	4.20	2.70	2.00
Credit Cost	0.51	0.72	0.87	1.75	3.27	2.30	1.90	1.60
PCR (Excl Technical write off)	76.8	68.6	58.6	50.6	39.8	44.1	44.5	49.6

E: MOSL Estimates

### **Financials and valuations**

Ratios								
Y/E March	2013	2014	2015	2016	2017	2018E	2019E	2020E
Spreads Analysis (%)								
Avg. Yield - Earning Assets	8.8	8.7	8.9	8.9	8.3	7.8	7.8	7.8
Avg. Yield on loans	10.1	10.0	9.8	9.5	8.8	8.6	8.6	8.5
Avg. Yield on Investments	6.7	6.6	6.3	6.7	7.1	7.3	7.2	7.1
Avg. Cost-Int. Bear. Liab.	5.7	5.5	5.5	5.2	5.0	5.0	5.0	5.0
Avg. Cost of Deposits	6.2	5.7	5.9	5.5	5.0	4.8	4.8	4.8
Interest Spread	3.0	3.2	3.5	3.6	3.4	2.8	2.8	2.8
Net Interest Margin	3.0	3.2	3.5	3.6	3.3	3.3	3.2	3.2
- C. L. W. D. V. (60)								
Profitability Ratios (%)								
RoE	13.3	14.4	15.0	11.9	10.9	8.8	10.5	12.4
Adjusted RoE	14.8	15.2	15.2	11.3	10.2	8.2	10.0	12.0
RoA	1.62	1.73	1.80	1.42	1.31	1.1	1.2	1.4
Int. Expended/Int.Earned	65.4	62.7	61.2	59.8	59.9	58.9	59.3	58.9
Other Inc./Net Income	37.6	38.8	39.0	41.9	47.3	39.6	39.6	39.3
Efficiency Ratios (%)								
Op. Exps./Net Income*	41.5	39.8	38.9	39.0	45.2	48.2	44.8	43.7
Empl. Cost/Op. Exps.	43.2	40.9	41.3	39.4	38.9	38.9	38.9	38.9
Busi. per Empl. (INR m)	88.0	86.8	104.6	108.4	109.3	121.5	134.9	153.1
NP per Empl. (INR lac)	13.4	13.6	16.5	13.1	11.8	11.0	12.1	14.3
* ex treasury		20.0	10.0	10.1	11.0			
Asset-Liability Profile (%)								
Loan/Deposit Ratio	99.2	102.0	107.2	103.3	94.7	96.3	97.2	97.4
CASA Ratio %	41.9	42.9	45.5	45.8	50.4	53.1	53.2	52.9
Invest./Deposit Ratio	58.6	53.3	43.7	38.1	33.0	35.3	34.2	33.8
G-Sec/Invest. Ratio	53.9	53.8	66.8	69.0	68.4	68.1	70.1	72.3
CAR	18.7	17.7	17.0	16.6	17.4	17.0	15.9	14.9
Tier 1	12.8	12.8	12.8	13.1	14.4	14.1	13.2	12.5
Valuation							149.3	239
Book Value (INR)	102.9	111.6	122.9	133.2	147.4	159.0	170.3	185.6
BV Growth (%)	9.6	8.5	10.1	8.4	10.7	7.8	7.1	8.9
Price-BV (x)					2.1	2.0	1.8	1.7
ABV (for Subsidaries) (INR)	83.5	92.7	105.5	120.8	135.4	129.6	139.7	158.9
ABV Growth (%)	12.5	11.1	13.8	14.5	12.1	-4.3	7.8	13.7
Price-ABV (x)					1.5	1.6	1.4	1.3
ABV (for Subs Invst & NPA) (INR)	81.0	89.1	98.6	106.6	107.9	112.8	122.1	140.5
Adjusted Price-ABV (x)					1.9	1.80	1.66	1.44
EPS (INR)	13.1	15.4	17.5	15.2	15.3	13.6	17.0	21.8
EPS Growth (%)	28.7	17.7	13.5	-13.2	0.6	-11.1	25.2	28.0
Price-Earnings (x)					20.6	23.2	18.5	14.5
Adj. Price-Earnings (x)					16.0	17.0	12.7	8.8
Dividend Per Share (INR)	3.6	4.2	4.5	4.5	4.0	5.3	5.7	6.6
Dividend Yield (%)					1.3	1.7	1.8	2.1
E: MOSL Estimates								

E: MOSL Estimates

### NOTES

#### 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. 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

#### Pending Regulatory Enquiries against Motilal Oswal Securities Limited by SEBI:

SEBI pursuant to a complaint from client Shri C.R. Mohanraj alleging unauthorized trading, issued a letter dated 29th April 2014 to MOSL notifying appointment of an Adjudicating Officer as per SEBI regulations to hold inquiry and adjudge violation of SEBI Regulations; MOSL requested SEBI to provide all documents, records, investigation report relied upon by SEBI which were referred in Show Cause Notice and also sought personal hearing. The matter is currently pending.

MOSL, it's 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,
- h)
- 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. c)
- 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 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, 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**

**ICICI Bank** No

Analyst ownership of the stock

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 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

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

Motilal Oswal Capital Markets Singapore Pte Limited is acting as an exempt financial advisor under section 23(1)(f) of the Financial Advisers Act(FAA) read with regulation 17(1)(d) of the Financial Advisors Regulations and is a subsidiary of Motilal Oswal Securities Limited in India. This research is distributed in Singapore by Motilal Oswal Capital Markets Singapore Pte Limited and it is only directed in Singapore to accredited investors, as defined in the Financial Advisers Regulations and the Securities and Futures Act (Chapter 289), as amended from time to time. In respect of any matter arising from or in connection with the research you could contact the following representatives of Motilal Oswal Capital Markets Singapore Pte Limited:

#### 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. 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 locality, 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, 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 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. 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, Contact No: 022-30801085.

Registration details of group entities.: MOSL: NSE (Cash): INB231041238; NSE (F&O): INF231041238; NSE (CD): INE231041238; BSE (Cash): INB011041257; BSE(F&O): INF011041257; BSE(CD); MSE(Cash): INB261041231; MSE(F&O): INF261041231; MSE(CD): INE261041231; CDSL: IN-DP-16-2015; NSDL: IN-DP-NSDL-152-2000; Research Analyst: INH000000412. AMFI: ARN 17397. Investment Adviser: INA000007100. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP00000670) 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