

Tata Motors

 BSE SENSEX
 37,922

 S&P CNX
 11,438

CMP: INR276 TP: INR353(+28%)
Buy

TATA MOTORS

Stock Info

	TTMT IN
Bloomberg	
Equity Shares (m)	3,397
M.Cap.(INRb)/(USDb)	870.7 / 12
52-Week Range (INR)	467 / 243
1, 6, 12 Rel. Per (%)	10/-34/-46
12M Avg Val (INR M)	3811
Free float (%)	63.6

Financials Snapshot (INR b)

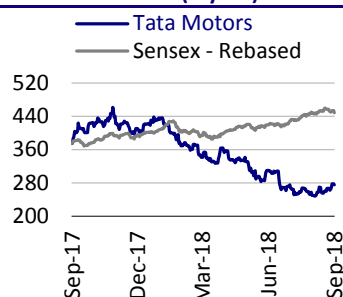
Y/E March	2018	2019E	2020E
Net Sales	2,946	3,216	3,600
EBITDA	369.7	421.7	495.7
NP	77.8	102.2	129.7
Adj. EPS (INR)	22.9	30.1	38.2
EPS Gr. (%)	15.7	31.3	26.9
BV/Sh. (INR)	281.0	312.3	351.8
RoE (%)	10.1	10.1	11.5
RoCE (%)	6.4	6.8	7.1
P/E (x)	12.0	9.2	7.2
P/BV (x)	1.0	0.9	0.8

Shareholding pattern (%)

As On	Jun-18	Mar-18	Jun-17
Promoter	36.4	36.4	34.7
DII	18.7	17.7	16.1
FII	18.3	20.3	23.5
Others	26.7	25.7	25.7

FII Includes depository receipts

Stock Performance (1-year)



JLR's Aug-2018 wholesale above estimate at 42.7k units

Jaguar +29.4% YoY (+14.3% MoM), while Land Rover -14.9% YoY (+26% MoM)

- JLR's wholesale volumes declined 4% YoY (+21.9% MoM) to 42.7k units (estimated 29.5k units), including China JV volumes at 4.1k units in Aug-2018.
- Jaguar volumes increased 29.4% YoY (+14.3% MoM) at 14.2k units (estimated 9.5k units), while Land Rover volumes declined 14.9% YoY (+26% MoM) to 28.5k units (estimated 20k units).
- JLR's retail volumes declined by 4.9% YoY (+1.3% MoM) to 36.6k units as Jaguar retail increased 7.7% YoY (+7.4% MoM) to 11.8k units, driven by the introduction of E-PACE and I-PACE, as well as XE long wheelbase sales in China.
- LR retail declined by 9.9% YoY (-1.3% MoM) to 24.8k units as increased sales of the Velar and refreshed Range Rover were offset by an impact of lower sales in China due to Range Rover Evoque and Discovery Sport.
- In Jaguar, all brands witnessed a decline except XE, which grew 14% YoY (+8.8% MoM). E-pace and I-Pace volumes came in at 2.8k units and 140 units respectively.
- LR's retail volumes declined 9.9% YoY (-1.3% MoM) to 24.8k as most models witnessed a decline except Range Rover (+1.9% YoY) and Velar, which reported 4.3k units in Aug-2018 (1.6k units in Aug-17).
- Region-wise, volumes in the US, the UK and rest of the world (RoW) markets increased YoY by 2.5%, 65% and 20.2%, respectively, while in Europe and China market it declined by 3% and 38% YoY, respectively.
- Mr. Felix Brautigam, Chief Commercial Officer of Jaguar Land Rover said, **"We are continuing to see challenges in our key markets. The China market is seeing uncertainty following tariff changes and trade tensions, although lower tariffs on UK imports should be beneficial over the full year. Concerns over diesel and Brexit continue to weigh on the industry in the UK and Europe, although August UK sales were encouraging."**
- On the progress of Worldwide Harmonised Light Vehicle Test Procedure (WLTP), he said, **"Amid industry-wide delays, we made excellent progress to vehicle certification last month. Most of our vehicles are now WLTP-certified. Hence, we are confident that our award-winning vehicle line-up will boost sales as we move into the autumn months."**
- The stock trades at 9.2/7.2x FY19E/20E consolidated EPS. Maintain **Buy** with a target price of INR353 (September-2020 SOTP-based).

Jinesh Gandhi – Research Analyst (Jinesh@MotilalOswal.com); +91 22 6129 1524

Research Analyst: Deep A Shah (Deep.S@MotilalOswal.com) ; **Suneeta Kamath** (Suneeta.Kamath@MotilalOswal.com);

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

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

Exhibit 1: TATA MOTORS: JLR [Wholesale]

Company Sales	YoY			MoM					FY19 estimate	Gr. (%)	Residual Monthly Run rate	FY19 YTD Monthly Run rate
	Aug-18	Aug-17	YoY (%) chg	Jul-18	MoM (%) chg	FY19 YTD	FY18 YTD	(%) chg				
JLR	42,658	44,420	-4.0	35,007	21.9	209,225	234,321	-10.7	649,437	8.1	62,887	41,845
Jaguar	14,209	10,978	29.4	12,427	14.3	67,184	63,153	6.4	190,669	6.7	17,641	13,437
Land rover	28,449	33,442	-14.9	22,580	26.0	142,041	171,168	-17.0	458,768	8.7	45,247	28,408

Exhibit 2: TATA MOTORS : JLR [Retail]

Company Sales	YoY			MoM		FY19 YTD	FY18 YTD	(% chg)
	Aug-18	Aug-17	YoY (%) chg	Jul-18	MoM (%) chg			
JLR	36,629	38,519	-4.9	36,144	1.3	218,283	222,056	-1.7
Jaguar	11,802	10,960	7.7	10,992	7.4	66,918	65,190	2.7
Land rover	24,827	27,559	-9.9	25,152	-1.3	151,365	156,866	-3.5

Exhibit 3: Region-wise Retail Sales

Region	Aug-18	Aug-17	YoY %	Jul-18	MoM %	FY19 YTD	FY18 YTD	YoY %
UK	3,455	2,095	64.9	6,172	-44.0	36,013	32,736	10.0
US	10,804	10,541	2.5	9,215	17.2	50,905	49,119	3.6
Europe	7,029	7,253	-3.1	7,419	-5.3	45,552	50,888	-10.5
China	7,484	12,096	-38.1	6,173	21.2	48,015	57,246	-16.1
RoW	7,857	6,534	20.2	7,165	9.7	37,798	32,067	17.9
Total JLR	36,629	38,519	-4.9	36,144	1.3	218,283	222,056	-1.7

Brand-wise Retail Sales

Brands	Aug-18	Aug-17	YoY %	Jul-18	MoM %	FY19 YTD	FY18 YTD	YoY %
XF	2,136	2,792	-23.5	1,814	17.8	11,997	15,347	-21.8
XJ	222	724	-69.3	324	-31.5	1,920	3,995	-51.9
F-Pace	3,683	4,869	-24.4	3,628	1.5	20,349	28,208	-27.9
E-Pace	2,768	0	NA	2,518	9.9	16,600	0	NA
XE	2,246	1,970	14.0	2,065	8.8	12,402	13,525	-8.3
Others (incl. F-type)	607	605	0.3	420	44.5	3,092	4,115	-24.9
I-Pace	140	0	NA	223	-37.2	558	0	NA
Total Jaguar	11,802	10,960	7.7	10,992	7.4	66,918	65,190	2.7
Discovery	3,076	3,265	-5.8	3,240	-5.1	17,218	16,983	1.4
Freelander/Dis. Sport	5,246	7,851	-33.2	4,988	5.2	34,428	45,091	-23.6
Range Rover (incl. new)	3,878	3,806	1.9	3,516	10.3	20,694	22,156	-6.6
RR Evoque	3,601	5,987	-39.9	3,887	-7.4	24,498	38,258	-36.0
RR Sport (incl. new model)	4,732	5,049	-6.3	5,364	-11.8	30,450	30,933	-1.6
RR Velar	4,294	1,601	168.2	4,157	3.3	24,077	3,444	NA
Total Land Rover	24,827	27,559	-9.9	25,152	-1.3	151,365	156,866	-3.5

Financials and valuations

Income Statement (Consolidated)							(INR Million)
Y/E March	2014	2015	2016	2017	2018	2019E	2020E
Total Income	2,328,337	2,631,590	2,730,456	2,696,925	2,946,192	3,216,035	3,599,580
Change (%)	23.3	13.0	3.8	-1.2	9.2	9.2	11.9
Expenditure	1,954,308	2,210,452	2,312,693	2,327,802	2,576,462	2,794,301	3,103,918
EBITDA	374,029	421,138	417,763	369,124	369,730	421,734	495,662
% of Net Sales	16.1	16.0	15.3	13.7	12.5	13.1	13.8
Depreciation	110,782	133,886	167,108	179,050	215,536	248,254	292,513
EBIT	263,248	287,252	250,655	190,074	154,194	173,480	203,150
Product Dev. Exp.	25,652	28,752	34,688	34,136	36,319	35,360	34,390
Interest	47,338	48,615	48,891	42,380	46,818	48,288	49,954
Other Income	8,286	8,987	8,854	7,545	8,889	14,526	11,895
EO Exp/(Inc)	2,777	930	18,504	-11,146	-19,751	0	0
Forex Gain/(Loss)	-7,077	-917	-16,169	-39,101	11,853	-11,849	-14,214
PBT	188,690	217,026	141,258	93,148	111,550	92,509	116,487
Tax	47,648	76,429	30,251	32,512	43,419	31,709	42,734
Effective Rate (%)	25.3	35.2	21.4	34.9	38.9	34.3	36.7
Reported PAT	141,042	140,597	111,007	60,636	68,131	60,800	73,753
Change (%)	43.0	-0.3	-21.0	-45.4	12.4	-10.8	21.3
% of Net Sales	6.1	5.3	4.1	2.2	2.3	1.9	2.0
Minority Interest	-595	-868	-989	-1,022	-1,025	-1,205	-1,329
Share of profit of associate	-537	134	5,775	14,930	22,783	18,892	28,823
Net Profit	139,910	139,863	115,793	74,544	89,889	78,487	101,247
Adj. PAT	141,986	140,465	130,334	67,288	77,826	102,186	129,675
Change (%)	42.6	-1.1	-7.2	-48.4	15.7	31.3	26.9

Balance Sheet (Cons.)							(INR Million)
Y/E March	2014	2015	2016	2017	2018	2019E	2020E
Share Capital	6,438	6,438	6,792	6,792	6,792	6,792	6,792
Reserves	649,597	556,181	782,732	573,827	947,487	1,053,913	1,187,827
Net Worth	656,035	562,619	789,524	580,619	954,279	1,060,705	1,194,619
Loans	549,545	692,115	619,612	744,891	779,944	761,860	743,776
Deferred Tax	-7,748	-13,900	44,748	11,740	19,671	19,671	19,671
Capital Employed	1,202,038	1,245,167	1,458,212	1,341,781	1,759,144	1,848,691	1,965,850
Gross Fixed Assets	1,329,282	1,582,066	1,976,068	1,628,389	2,156,778	2,704,188	3,100,249
Less: Depreciation	688,154	744,241	911,348	675,681	917,952	1,166,205	1,458,718
Net Fixed Assets	641,128	837,825	1,064,720	952,708	1,238,826	1,537,982	1,641,530
Capital WIP	332,626	286,401	259,189	336,988	400,335	250,000	250,000
Goodwill	49,788	46,970	7,598	6,733	1,165	1,165	1,165
Investments	106,867	153,367	237,670	203,379	208,128	227,020	255,843
Curr. Assets	1,046,103	1,034,685	1,102,234	1,237,735	1,423,465	1,242,292	1,345,902
Inventory	272,709	292,723	326,557	350,853	421,377	418,525	468,439
Sundry Debtors	105,742	125,792	135,709	140,756	198,933	176,221	197,237
Cash & Bank Bal.	297,118	321,158	304,604	360,779	346,139	165,530	173,209
Loans & Advances	273,241	256,948	254,033	291,474	445,929	460,929	475,929
Current Liab. & Prov.	974,474	1,114,081	1,213,200	1,395,762	1,512,774	1,409,769	1,528,589
Sundry Creditors	573,157	574,073	615,618	625,326	769,398	704,884	788,949
Other Liabilities	199,707	328,305	460,226	622,314	538,766	528,663	542,403
Net Current Assets	71,629	-79,396	-110,965	-158,027	-89,309	-167,476	-182,687
Appl. of Funds	1,202,038	1,245,167	1,458,212	1,341,782	1,759,145	1,848,691	1,965,850

E: MOSL Estimates

Financials and valuations

Ratios (Con.)

Y/E March	2014	2015	2016	2017	2018	2019E	2020E
Basic (INR)							
EPS	44.1	43.6	38.4	19.8	22.9	30.1	38.2
EPS Fully Diluted	44.1	43.6	38.4	19.8	22.9	30.1	38.2
EPS Growth (%)	41.3	-1.1	-12.0	-48.4	15.7	31.3	26.9
Cash EPS	78.5	85.2	87.6	72.5	86.4	103.2	124.3
Book Value (INR/Share)	203.8	174.8	232.5	171.0	281.0	312.3	351.8
DPS	2.0	0.0	0.0	0.0	0.0	0.3	0.3
Payout (Incl. Div. Tax) %	4.6	0.0	0.0	0.0	0.0	1.1	0.9
Valuation (x)							
Consolidated P/E	6.2	6.3	7.2	13.9	12.0	9.2	7.2
Normalized P/E	9.4	10.6	14.4	189.9	74.5	46.3	17.1
EV/EBITDA	2.8	2.6	2.4	3.0	3.1	3.1	2.5
EV/Sales	0.4	0.4	0.4	0.4	0.4	0.4	0.3
Price to Book Value	1.4	1.6	1.2	1.6	1.0	0.9	0.8
Dividend Yield (%)	0.7	0.0	0.0	0.0	0.0	0.1	0.1
Profitability Ratios (%)							
RoE	27.5	23.1	19.3	9.8	10.1	10.1	11.5
RoCE	19.2	15.7	15.1	9.2	6.4	6.8	7.1
RoIC	38.7	39.2	34.5	22.6	15.1	11.3	10.3
Turnover Ratios							
Debtors (Days)	17	17	18	19	25	20	20
Inventory (Days)	43	41	44	47	52	48	48
Creditors (Days)	90	80	82	85	95	80	80
Asset Turnover (x)	1.9	2.1	1.9	2.0	1.7	1.7	1.8
Leverage Ratio							
Debt/Equity (x)	0.8	1.2	0.8	1.3	0.8	0.7	0.6

Cash Flow Statement

Y/E March	2014	2015	2016	2017	2018	2019E	2020E
OP/(Loss) before Tax	139,910	139,863	110,238	75,566	90,914	102,186	129,675
Int/Div. Received	6,933	7,777	8,258	36,653	39,542	14,526	11,895
Depreciation	110,736	133,864	170,142	179,050	215,536	248,254	292,513
Direct Taxes Paid	-43,083	-41,940	-19,939	-18,951	-30,212	-31,709	-42,734
(Inc)/Dec in WC	57,744	-36,718	25,515	32,542	-64,337	-102,442	22,891
Other Items	88,983	136,570	96,855	8,954	23,333	1,205	1,329
CF from Op Activity	361,223	339,415	391,069	313,814	274,776	232,019	415,568
Extra-ordinary Items	7,221	20,191	8,857	-11,822	-36,202	0	0
CF after EO Items	368,444	359,606	399,925	301,992	238,574	232,019	415,568
(Inc)/Dec in FA+CWIP	-269,252	-315,396	-326,232	-304,135	-350,486	-397,075	-396,061
Free Cash Flow	62,581	6,640	5,559	-78,807	-23,442	-183,948	-9,316
(Pur)/Sale of Invest.	-36,611	-37,570	-68,134	-76,664	88,470	-18,892	-28,823
CF from Inv Activity	-305,863	-352,966	-394,366	-380,799	-262,016	-415,967	-424,884
Issue of Shares	1	0	74,332	46	0	5,344	5,344
Inc/(Dec) in Debt	30,092	122,288	-47,483	116,583	75,183	-18,084	-18,084
Interest Paid	-61,706	-63,070	-57,039	-53,363	-54,106	-48,288	-49,954
Dividends Paid	-7,220	-7,204	-1,739	-1,212	-960	-1,104	-1,104
CF from Fin Activity	-38,832	52,014	-31,930	62,053	20,117	-62,132	-63,798
Inc/(Dec) in Cash	23,749	58,655	-26,371	-16,754	-3,325	-246,080	-73,114
Add: Beginning Bal.	142,531	152,629	211,283	171,536	139,868	136,543	-109,538
Closing Balance	166,280	211,283	184,913	154,782	136,543	-109,538	-182,651

E: MOSL Estimates

NOTES

Explanation of Investment Rating

Investment Rating

BUY	Expected return (over 12-month) >=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. 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 BSE Limited (BSE), Multi Commodity Exchange of India (MCX) & National Commodity & Derivatives Exchange Ltd. (NCDEX) 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 actual/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

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 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 Advisers 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 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, 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. 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.:022-38281085.

Registration details of group entities: MOSL: SEBI Registration: INZ000158836 (BSE/NSE/MCX/NCDEX); 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.: 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

*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. The existing registration no(s) of MOSL would be used until receipt of new MOFSL registration numbers.