

Tata Motors

BSE SENSEX

34,299

S&P CNX

10,301

CMP: INR184 TP: INR335(+82%)
Buy

TATA MOTORS

Stock Info

Bloomberg	TTMT IN
Equity Shares (m)	3,397
M.Cap.(INRb)/(USDb)	583.9 / 7.9
52-Week Range (INR)	467 / 171
1, 6, 12 Rel. Per (%)	-23/-49/-64
12M Avg Val (INR M)	3811
Free float (%)	63.6

Financials Snapshot (INR b)

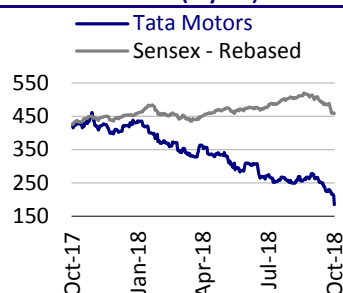
Y/E March	2018	2019E	2020E
Net Sales	2,946	3,196	3,509
EBITDA	369.7	390.4	479.6
NP	77.8	69.0	118.9
Adj. EPS (INR)	22.9	20.3	35.0
EPS Gr. (%)	15.7	-11.4	72.4
BV/Sh. (INR)	281.0	301.0	335.7
RoE (%)	10.1	7.0	11.0
RoCE (%)	6.4	5.1	6.5
P/E (x)	8.0	9.1	5.3
P/BV (x)	0.7	0.6	0.5

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 wholesale of 53k units (-8% YoY) exceeds estimate

Jaguar volumes up 9% YoY, but Land Rover volumes decline 19% YoY

- JLR's wholesale volumes declined 8% YoY (+24% MoM) to 53k units (est. of 45k units; includes China JV volumes of 4.8k units) in Sep-18.
- Jaguar volumes increased 9% YoY to 19k units (est. of 15k), while Land Rover volumes declined 15% YoY to 34k units (est. of 30k).
- JLR's retail volumes fell 12% YoY (down ~4% in 1HFY19) in the month due to a decline of 46% in China retails and ~7% in US retails.
- UK (-1%) and EU (-5%) witnessed substantial volumes pressure after the implementation of WLTP norms from Sep-18.
- Jaguar retail volumes grew 4% YoY, driven by new models like XE & I-Pace; volumes of other models declined substantially. LR volumes declined ~19% YoY, as strong growth in Velar (+26%) was more than diluted by a decline across other models.
- According to JLR, industry retails declined ~20.5% in the UK and ~31% in Germany. This can primarily be ascribed to the timing of new WLTP homologation rules and reduced diesel demand. Industry retails in the US declined ~5.5%.
- **Mr Felix Brautigam, Jaguar Land Rover Chief Commercial Officer said,** "As a business we are continuing to experience challenging conditions in some of our key markets. Customer demand in China in particular has struggled to recover following changes in import tariffs in July and intensifying competition on price, while ongoing global negotiations on potential trade agreements have dampened purchase considerations. Despite this, we expect lower tariffs on UK imports to be beneficial over the full year. For Jaguar, we are continuing to see positive customer response to new products to market. The all-electric I-PACE and the sporty E-PACE compact SUV in particular, which have only recently joined our line-up in China, are driving demand globally. While sales of Land Rover models ahead of upcoming new and refreshed models are lower, we are encouraged to see strong customer demand for the new Range Rover Velar and Range Rover and Range Rover Sport Plug-in Hybrid variants as we head into the winter months."
- The stock trades at 9.1/5.3x FY19E/20E consolidated EPS. Maintain **Buy** with a target price of INR335 (Sep-20 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.

TATA MOTORS: JLR [Wholesales]

Company Sales	YoY			MoM					FY19 estimate	Gr. (%)	Residual Growth (%)	Residual Monthly Run rate
	Sep-18	Sep-17	YoY (%) chg	Aug-18	MoM (%) chg	FY19 YTD	FY18 YTD	(%) chg				
JLR	52,987	57,365	-7.6	42,658	24.2	262,212	291,686	-10.1	609,502	-3.8	1.6	57,882
Jaguar	18,876	17,284	9.2	14,209	32.8	86,060	80,437	7.0	189,278	7.4	7.7	17,203
Land rover	34,111	40,081	-14.9	28,449	19.9	176,152	211,249	-16.6	420,223	-8.1	-0.8	40,679

TATA MOTORS : JLR [Retail]

Company Sales	YoY			MoM		FY19 YTD	FY18 YTD	(% chg)
	Sep-18	Sep-17	YoY (%) chg	Aug-18	MoM (%) chg			
JLR	57,114	65,097	-12.3	36,629	55.9	275,397	287,153	-4.1
Jaguar	19,146	18,336	4.4	11,802	62.2	86,064	83,526	3.0
Land Rover	37,968	46,761	-18.8	24,827	52.9	189,333	203,627	-7.0

Region-wise Retail Sales

Region	Sep-18	Sep-17	YoY %	Aug-18	MoM %	FY19 YTD	FY18 YTD	YoY %
UK	20,052	20,207	-0.8	3,455	480.4	56,065	52,943	5.9
US	10,274	11,039	-6.9	10,804	-4.9	61,179	60,158	1.7
Europe	11,037	11,576	-4.7	7,029	57.0	56,589	62,464	-9.4
China	7,439	13,832	-46.2	7,484	-0.6	55,454	71,078	-22.0
RoW	8,312	8,443	-1.6	7,857	5.8	46,110	40,510	13.8
Total JLR	57,114	65,097	-12.3	36,629	55.9	275,397	287,153	-4.1

Brand-wise Retail Sales

Brands	Sep-18	Sep-17	YoY %	Aug-18	MoM %	FY19 YTD	FY18 YTD	YoY %
XF	3,469	4,501	-22.9	2,136	62.4	15,466	19,848	-22.1
XJ	369	961	-61.6	222	66.2	2,289	4,956	-53.8
F-Pace	5,179	7,692	-32.7	3,683	40.6	25,528	35,900	-28.9
E-Pace	5,036	0	NA	2,768	81.9	21,636	0	NA
XE	3,372	4,164	-19.0	2,246	50.1	15,774	17,689	-10.8
F-type	1,011	1,018	-0.7	607	66.6	4,103	5,133	-20.1
I-Pace	710	0	NA	140	407.1	1,268	0	NA
Total Jaguar	19,146	18,336	4.4	11,802	62.2	86,064	83,526	3.0
Discovery	4,618	4,625	-0.2	3,076	50.1	21,836	21,608	1.1
Freelander/Dis. Sport	9,060	13,301	-31.9	5,246	72.7	43,488	58,392	-25.5
Range Rover (incl. new)	4,477	4,919	-9.0	3,878	15.4	25,171	27,075	-7.0
RR Evoque	7,007	10,979	-36.2	3,601	94.6	31,505	49,237	-36.0
RR Sport (incl. new model)	6,002	7,560	-20.6	4,732	26.8	36,452	38,493	-5.3
RR Velar	6,804	5,377	26.5	4,294	58.5	30,881	8,821	
Total Land Rover	37,968	46,761	-18.8	24,827	52.9	189,333	203,627	-7.0

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	3,195,739	3,509,182	
Change (%)	23.3	13.0	3.8	-1.2	9.2	8.5	9.8	
Expenditure	1,954,308	2,210,452	2,312,693	2,327,802	2,576,462	2,805,382	3,029,581	
EBITDA	374,029	421,138	417,763	369,124	369,730	390,358	479,601	
% of Net Sales	16.1	16.0	15.3	13.7	12.5	12.2	13.7	
Depreciation	110,782	133,886	167,108	179,050	215,536	250,577	288,737	
EBIT	263,248	287,252	250,655	190,074	154,194	139,781	190,864	
Product Dev. Exp.	25,652	28,752	34,688	34,136	36,319	35,219	34,716	
Interest	47,338	48,615	48,891	42,380	46,818	48,447	51,631	
Other Income	8,286	8,987	8,854	7,545	8,889	14,789	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	-9,269	-14,306	
PBT	188,690	217,026	141,258	93,148	111,550	61,634	102,106	
Tax	47,648	76,429	30,251	32,512	43,419	25,651	41,656	
Effective Rate (%)	25.3	35.2	21.4	34.9	38.9	41.6	40.8	
Reported PAT	141,042	140,597	111,007	60,636	68,131	35,983	60,451	
Change (%)	43.0	-0.3	-21.0	-45.4	12.4	-47.2	68.0	
% of Net Sales	6.1	5.3	4.1	2.2	2.3	1.1	1.7	
Minority Interest	-595	-868	-989	-1,022	-1,025	-1,230	-1,365	
Share of profit of associate	-537	134	5,775	14,930	22,783	15,661	31,212	
Net Profit	139,910	139,863	115,793	74,544	89,889	50,415	90,298	
Adj. PAT	141,986	140,465	130,334	67,288	77,826	68,953	118,909	
Change (%)	42.6	-1.1	-7.2	-48.4	15.7	-11.4	72.4	

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	1,015,337	1,133,141	
Net Worth	656,035	562,619	789,524	580,619	954,279	1,022,128	1,139,933	
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	1,810,139	1,911,225	
Gross Fixed Assets	1,329,282	1,582,066	1,976,068	1,628,389	2,156,778	2,710,010	3,108,363	
Less: Depreciation	688,154	744,241	911,348	675,681	917,952	1,168,529	1,457,266	
Net Fixed Assets	641,128	837,825	1,064,720	952,708	1,238,826	1,541,481	1,651,097	
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	223,789	255,001	
Curr.Assets	1,046,103	1,034,685	1,102,234	1,237,735	1,423,465	1,282,132	1,340,306	
Inventory	272,709	292,723	326,557	350,853	421,377	437,773	456,674	
Sundry Debtors	105,742	125,792	135,709	140,756	198,933	192,620	192,284	
Cash & Bank Bal.	297,118	321,158	304,604	360,779	346,139	169,723	189,331	
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	1,488,427	1,586,343	
Sundry Creditors	573,157	574,073	615,618	625,326	769,398	744,213	817,207	
Other Liabilities	199,707	328,305	460,226	622,314	538,766	569,104	576,852	
Net Current Assets	71,629	-79,396	-110,965	-158,027	-89,309	-206,294	-246,037	
Appl. of Funds	1,202,038	1,245,167	1,458,212	1,341,782	1,759,145	1,810,139	1,911,225	

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	20.3	35.0
EPS Fully Diluted	44.1	43.6	38.4	19.8	22.9	20.3	35.0
EPS Growth (%)	41.3	-1.1	-12.0	-48.4	15.7	-11.4	72.4
Cash EPS	78.5	85.2	87.6	72.5	86.4	94.1	120.0
Book Value (Rs/Share)	203.8	174.8	232.5	171.0	281.0	301.0	335.7
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	1.6	0.9
Valuation (x)							
Consolidated P/E	4.2	4.2	4.8	9.3	8.0	9.1	5.3
Normalized P/E	6.3	7.1	9.6	127.0	49.8	-40.6	14.7
EV/EBITDA	2.0	1.9	1.7	2.2	2.3	2.5	1.9
EV/Sales	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Price to Book Value	0.9	1.1	0.8	1.1	0.7	0.6	0.5
Dividend Yield (%)	1.1	0.0	0.0	0.0	0.0	0.2	0.2
Profitability Ratios (%)							
RoE	27.5	23.1	19.3	9.8	10.1	7.0	11.0
RoCE	19.2	15.7	15.1	9.2	6.4	5.1	6.5
RoIC	38.7	39.2	34.5	22.6	15.1	8.3	9.5
Turnover Ratios							
Debtors (Days)	17	17	18	19	25	22	20
Inventory (Days)	43	41	44	47	52	50	48
Creditors (Days)	90	80	82	85	95	85	85
Asset Turnover (x)	1.9	2.1	1.9	2.0	1.7	1.8	1.8
Leverage Ratio							
Debt/Equity (x)	0.8	1.2	0.8	1.3	0.8	0.7	0.7

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	68,953	118,909
Int/Div. Received	6,933	7,777	8,258	36,653	39,542	14,789	11,895
Depreciation	110,736	133,864	170,142	179,050	215,536	250,577	288,737
Direct Taxes Paid	-43,083	-41,940	-19,939	-18,951	-30,212	-25,651	-41,656
(Inc)/Dec in WC	57,744	-36,718	25,515	32,542	-64,337	-59,430	59,350
Other Items	88,983	136,570	96,855	8,954	23,333	1,230	1,365
CF from Op Activity	361,223	339,415	391,069	313,814	274,776	250,469	438,599
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	250,469	438,599
(Inc)/Dec in FA+CWIP	-269,252	-315,396	-326,232	-304,135	-350,486	-402,897	-398,353
Free Cash Flow	99,192	44,210	73,693	-2,143	-111,912	-152,428	40,246
(Pur)/Sale of Invest.	-36,611	-37,570	-68,134	-76,664	88,470	-15,661	-31,212
CF from Inv Activity	-305,863	-352,966	-394,366	-380,799	-262,016	-418,558	-429,565
Issue of Shares	1	0	74,332	46	0	0	0
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	-48,447	-51,631
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	-67,635	-70,819
Inc/(Dec) in Cash	23,749	58,655	-26,371	-16,754	-3,325	-235,724	-61,784
Add: Beginning Bal.	142,531	152,629	211,283	171,536	139,868	136,543	-99,181
Closing Balance	166,280	211,283	184,913	154,782	136,543	-99,181	-160,966

E: MOSL Estimates

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	< - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst 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 Bombay Stock Exchange 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/List%20of%20Associate%20companies.pdf>

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

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. Details of pending Enquiry Proceedings of Motilal Oswal Securities Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

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 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.

Specific Disclosures

- 1 MOSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
- 2 MOSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
- 5 Research Analyst has not served as director/officer/employee in the subject company
- 6 MOSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 7 MOSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- 8 MOSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 9 MOSL has not received any compensation or other benefits from third party in connection with the research report
- 10 MOSL has not engaged in market making activity for the subject company

The associates of MOSL may have:

- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company
- received compensation/other benefits from the subject company in the past 12 months
- 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.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 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)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.

The associates of MOSL has not received any compensation or other benefits from third party in connection with the research report

Above disclosures include beneficial holdings lying in demat account of MOSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOSL also earns DP income from clients which are not considered in above disclosures.

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.

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.

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.:022-38281085.

Registration details: 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 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.