

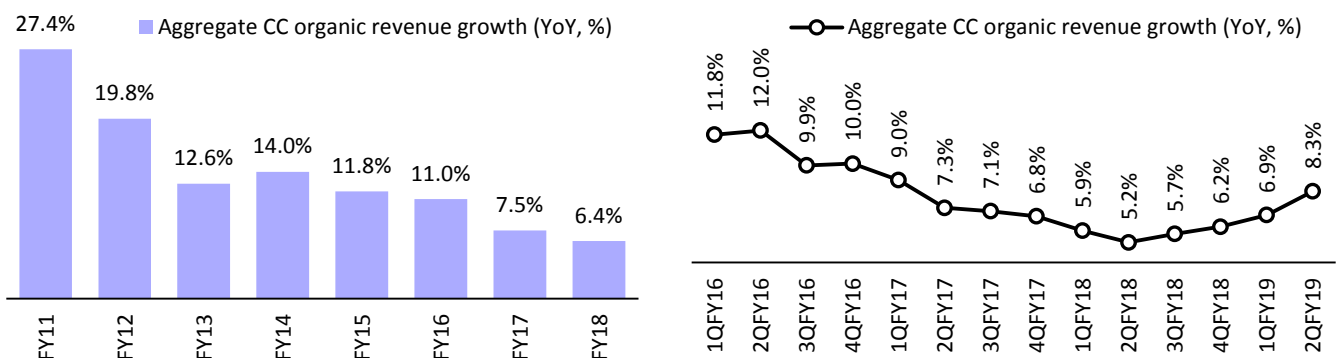
## 2QFY19: Hits, Misses and Key Trends

- In the quarter gone by, organic constant currency revenue growth accelerated for the fourth consecutive quarter, on expected lines. While TCS drove the growth, material contributions also came in from INFO and WPRO.
- Against expectations of a strong 2QFY19, backed by the combination of seasonality and cyclical impetus, there were instances of revenue miss across a few companies outside the large cap IT (TECM, MTCL, HEXW, PSYS) stocks; while only NITEC surprised positively.
- Currency's support to margins was reflected in beat at WPRO, TECHM, KPIT, NITEC and PSYS, while only MPHL's margins missed estimates by more than 50bp.
- Uptick in retail across the larger companies, secular strength in E&U and Europe were key positive trends. On the flip side, growth rates in Telecom softened a bit (INFO and TECHM expect this to pick up based on order book visibility).
- Tier-I restored its margin delta during the quarter, which had hit its lowest level in eight years in 1QFY19.
- Given the order book across the board, we expect a partial offset to weak 3Q seasonality and continued acceleration in revenue growth on an aggregate level. On the other hand, we will keep a close eye on the margins given the appetite for Digital investments and sporadic comments of tight market for local labor in the US.
- We prefer INFO and TECHM in tier-I; and MTCL, ZENT, PSYS and KPIT in tier-II IT.

### Across-the-board acceleration on expected lines

- For the top-5 IT services companies (TCS, CTSH, INFO, WPRO and HCLT), organic constant currency revenue growth continued its upward march for the fourth consecutive quarter, up to 8.3% YoY, 310bp higher than 5.2% in 2QFY18.
- As we had highlighted in the previous notes, TCS has been a key contributor towards this uptick, where growth has improved from 6.1% in 2QFY18 to 11.5% YoY CC in 2QFY19.
- Excluding TCS too, growth has inched up 230bp over the period, from 4.4% to 6.7%.
- The magnitude of acceleration at TCS is matched by WPRO (470bp), which grew 5% YoY CC followed by INFO (~350bp) to 8.1% YoY CC. Organic growth at CTSH has remained in a range and that at HCLT was 4.8% YoY CC.

**Exhibit 1: Growth acceleration continued for the fourth consecutive quarter (Ex-currency and acquisition impacts)**



Source: Company, MOSL

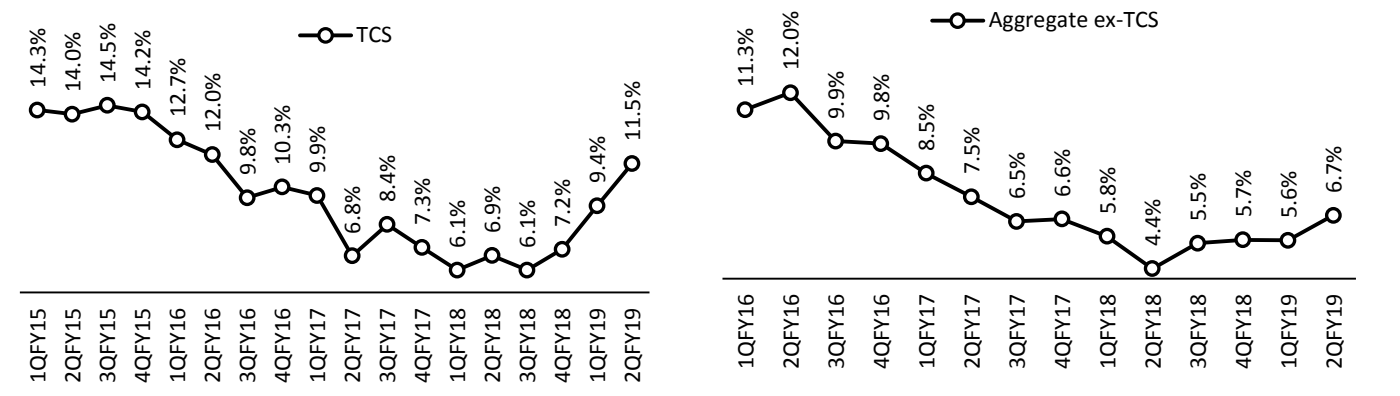
Ashish Chopra – Research Analyst (Ashish.Chopra@MotilalOswal.com); +91 22 3982 5424

Sagar Lele – Research Analyst (Sagar.Lele@MotilalOswal.com); +91 22 3982 5585 / Anmol Garg (Anmol.Garg@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](http://www.motilaloswal.com/Institutional-Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

Exhibit 2: Excluding TCS too, growth has accelerated across tier-I



Source: Company, MOSL

**Actuals v/s Estimates – A snapshot**

- Across tier-I IT, growth came in above estimates at INFO and WPRO. WPRO’s margins too surprised positively.
- Growth across tier-II IT was a mixed bag, with only NITEC reporting a material beat. Growth missed estimates materially at TECHM, MTCL, HEXW and PSYS.
- MPHL was the only company where operating margin missed our estimate by more than 50bp. On the other hand, margins surprised positively across WPRO, TECHM, KPIT, NITEC and PSYS.

Exhibit 3: Performance in 2QFY19 compared to our estimates

Actual Vs. Estimate	USD revenue QoQ		CC Revenue QoQ			EBITDA margin		
	Estimate	Actual	Estimate	Actual	Beat / (miss) - bp	Estimate	Actual	Beat / (miss) - bp
TCS	2.8%	3.2%	4.0%	3.7%	-30	27.5%	27.9%	40
INFO	2.7%	3.2%	3.5%	4.2%	70	26.3%	26.0%	-30
WPRO	0.1%	0.8%	1.3%	2.8%	150	17.3%	18.0%	70
HCLT	1.7%	2.1%	2.5%	3.0%	50	23.4%	23.5%	10
TECHM	0.1%	-0.5%	1.5%	0.4%	-110	17.4%	18.8%	140
MPHL	2.7%	2.6%	3.4%	3.0%	-40	18.2%	17.4%	-80
LTI	3.4%	2.7%	4.0%	3.5%	-50	20.5%	20.4%	-10
MTCL	5.0%	2.0%	5.7%	2.4%	-330	15.5%	15.4%	-10
KPIT	1.9%	1.3%	2.7%	2.9%	20	12.3%	13.6%	130
HEXW	4.0%	1.7%	4.5%	2.1%	-240	16.3%	16.7%	40
CYL	3.9%	5.0%	3.8%	3.5%	-30	13.2%	13.7%	50
ZENT	3.5%	2.3%	4.5%	4.1%	-40	11.9%	12.7%	80
NITEC	3.0%	5.3%	5.0%	7.6%	260	13.0%	14.5%	150
PSYS	0.3%	-4.3%	0.7%	-3.9%	-460	15.7%	17.2%	150

Source: Company, MOSL

**Verticals & Geographies: What stood out (USD YoY)**

**Positive highlights**

- **Uptick in Retail:** USD YoY Revenue growth in Retail ranged between 12.7-17% across INFO, HCLT and TCS. While WPRO lagged at 5% YoY CC, it announced a large deal with a North American retailer.
- **Continued momentum in BFSI:** WPRO continued to be the only company with double-digit YoY growth in BFSI, at 13.1%. TCS remained a distant second at 5.3%,

but BFSI accelerated for both TCS and INFO. CTSH also expect spending in North America BFSI to pick-up in CY19.

- **E&U:** The impact of oil prices seems to be showing in the demand for IT services, where again with the exception of WPRO USD revenue growth ranged between 10-20.5% YoY.
- **Europe:** Revenues from Europe in USD terms grew 20.5%/12.7%/15.1% for TCS / INFO / CTSH – CTSH is witnessing material softness in Europe BFSI. The larger companies' growth implies sanguine demand trends, whereas growth has lagged in the smaller counterparts.

**Key negatives - Telecom:** TCS' 6.9% YoY USD revenue growth in Telecom was the highest among the companies breaking it out separately. Growth has slowed for TCS, INFO and HCLT on a YoY basis, while decline in WPRO was 11.4% YoY. HCLT and TECHM reported minor declines YoY. INFO expects to see a turnaround on the back of the large Verizon deal, and TECHM too cited a healthy order book that should help drive growth, going forward.

**Exhibit 4: 2QFY19 comparative chart – tier-I**

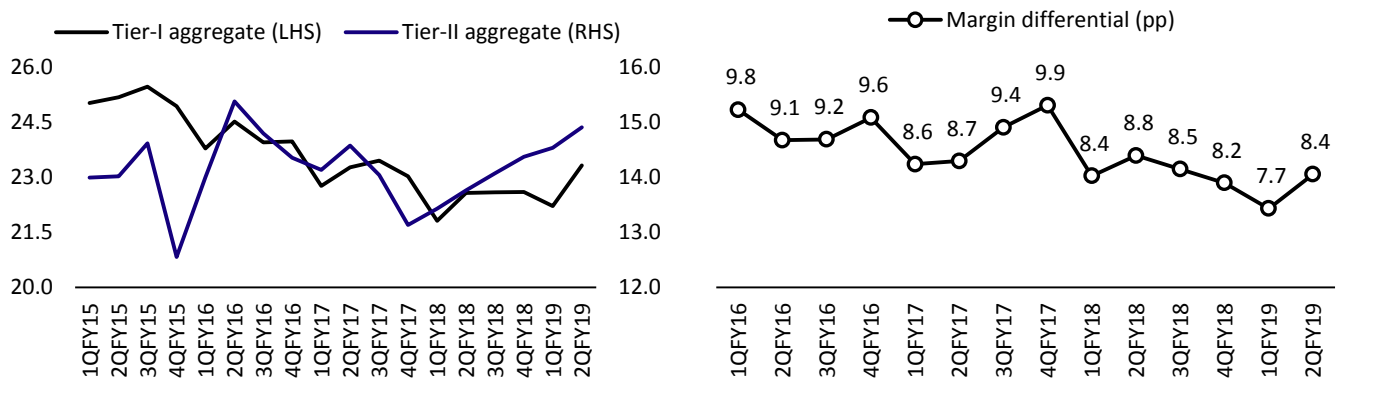
Top- tier Comparison	TCS	INFO	WPRO	HCLT	TECHM	CTSH
<b>USD Revenue Growth</b>						
QoQ%	3.2%	3.2%	0.8%	2.1%	-0.5%	1.8%
YoY%	10.0%	7.1%	1.4%	8.9%	3.3%	8.3%
<b>CC Revenue Growth</b>						
QoQ%	3.7%	4.2%	2.8%	3.0%	0.4%	2.5%
YoY%	11.5%	8.1%	5.0%	10.5%	4.9%	9.0%
<b>Organic CC revenue growth</b>						
QoQ%	3.7%	4.2%	2.8%	1.0%	0.4%	2.5%
YoY%	11.5%	8.1%	5.0%	4.8%	4.9%	7.5%
<b>Growth in Verticals</b>						
BFSI	5.3%	4.1%	13.1%	0.1%	-1.1%	2.6%
Retail	14.9%	12.7%	5.0%	17.0%	-6.7%	
Manufacturing	7.1%	9.6%	-3.6%	11.3%	9.3%	
Healthcare	14.6%	1.1%	-5.3%	20.0%		9.6%
Telecom	6.9%	5.9%	-11.4%	-0.8%	-1.9%	
Energy	20.5%	12.7%	-4.3%	9.9%		
<b>Growth in Geographies (YoY,%)</b>						
US	8.1%	6.5%	6.8%	14.8%	7.2%	7.5%
Europe	20.2%	10.8%	2.3%	0.2%	1.9%	15.1%
ROW	9.0%	9.6%	-7.2%	-5.2%	-2.1%	0.4%
<b>Digital Metrics</b>						
Composition (% of revenue)	28.1%	31.0%	31.4%	27.9%	31.0%	32.0%
Growth ( YoY, %)	58.3%	31.9%	32.1%			
Headcount change (%)	5.6%	9.7%	7.1%	7.4%	1.0%	6.6%

### Margins: Restoration of delta to tier-II

- Margins have been improving since the beginning of FY18. Earlier, the expansion was primarily driven by improvement in operational efficiencies. More recent movement, however, has been dominated by the depreciation of the INR against the USD.

- In 2QFY19, aggregate Tier-I EBIT margins (ex. TECHM) improved by 90bp QoQ, mainly driven by the 150bp expansion in TCS and 230bp in WPRO. On a YoY basis, all companies barring INFO contributed to the 80bp margin expansion.
- In 1QFY19, the difference between margins for Tier-I and Tier-II had come to its lowest in eight years. However, with higher benefits from INR depreciation in 2Q and because of company specific factors for Tier-I, the differential widened again in 2Q.

Exhibit 5: Tier-II restored the margin delta in 2QFY19



Source: Company, MOSL

**Key trends and expectations thereof**

- **Digital to the core:** While nothing new, Digital continues to exclusively dictate growth across the board. TCS’ thesis of clients taking Digital to the core resonates with some of the recently witnessed phenomenon in the market – sizes of deals within Digital, the resurgence of large deals (mix of legacy modernization) and overall improvement in growth of top-tier IT.
- **Demand in the US remains robust....:** There is no visible concern in the macro demand as of now, particularly within the US. Spending has been on an improving trajectory in both BFSI as well as the US. That said, impending Brexit in the UK drove some caution in the outlook for that geography, and the commentary on this was most profound at Mindtree.
- **... Watch out for the local supply, however:** Considering minimal unemployment for technology jobs within the US and the ever-tightening visa regime, there is a risk of talent crunch on the anvil: [1] Cognizant cited this as one of the factors for elevated attrition; [2] Hexaware called this a reason for lower-than-anticipated growth; and [3] INFO saw a miss on the margins as a consequence of a reversal in sub-contractor expenses for the worse.
- **Deal wins imply acceleration should continue:** There is reason to expect companies to at least partially shun the weak 3Q seasonality and report better growth rates: [1] TCS’ ramp-up in Insurance platform deals should continue for another couple of quarters, [2] For INFO, it was amongst the best six months in terms of large deal wins, some of which have a shorter tenure, [3] WPRO expects momentum of 2Q to be sustainable with weak areas bottoming out; and also its Alight deal ramping up, and [4] HCLT expects growth to be ~10.5% YoY CC, which has been lower in the first half.
- **Margins may be tested, despite currency:** We have seen in the past that currency benefits on margins have not held on for long, and any expectations for the

contrary may end in disappointment this time too. Capability build-up in Digital, aggressive hunt to close large deals and attract talent in the US are all investment avenues, which will likely ensure quick absorption of any margin tailwinds brought about by the weak INR.

#### View on Valuations and Rating changes

- There was only one change in our IT Services universe during the quarter – Upgrade of **KPIT** from Neutral to Buy.
- The uptrend in revenue growth combined with improved capital allocation augurs well for the valuation multiples. Moreover, currency will keep earnings growth ticking further, even without sustained uptick in margins. We remain selective on our picks, looking at both performance improvement and valuation comfort.
- Amongst the Tier-I, we prefer (i) **INFO** where valuations gap to that of TCS should reduce in line with the reduction of performance gap, as past internal issues fade, and (ii) **TECHM** because of the likelihood of it benefitting from a 5G-related spend uptick in the Communications vertical.
- Amongst the Tier-II vendors, we prefer (i) **MTCL** where organic growth has resurrected sharply and the outlook amongst key customers continues to beam positivity, (ii) **ZENT** where restructuring led by the new leadership has finally started bearing fruit, placing growth in the mid-teens, like that for peers, and (iii) **PSYS** where underperformance (which will also continue in 2Q) has led to a considerable discount compared to peers, but strength in Digital and upside risks from recent investments (IBM IoT and other partnerships) have the potential to bring it back on the growth path.

Exhibit 6: Valuation snapshot

	Mcap		Upside (%)	EPS (INR)			PE (INR)			CAGR (FY18-20)			
	CMP	(USDb)		Rating	FY18	FY19E	FY20E	FY18	FY19E	FY20E	Revenue	Margin (bp)	Earnings
<b>Tier-I Technology</b>													
TCS	1,890	115.0	Neutral	6	66.0	84.0	95.7	28.6	22.5	19.8	9.8	170	20.4
Infosys	663	49.3	Buy	21	32.4	37.6	43.0	20.5	17.6	15.4	7.7	(30)	15.2
Wipro	324	21.0	Neutral	8	17.9	19.9	22.9	18.1	16.3	14.1	4.1	80	13.2
HCL Tech	1,019	20.1	Neutral	7	62.6	72.4	78.4	16.3	14.1	13.0	8.7	40	12.0
TechM	695	10.1	Buy	15	43.0	48.9	54.8	16.2	14.2	12.7	6.4	340	12.8
<b>Tier-II Technology</b>													
Mphasis	946	3.4	Neutral	22	44.0	57.5	62.3	21.5	16.4	15.2	12.8	120	19.0
Mindtree	821	2.5	Buy	37	34.4	47.2	58.7	23.9	17.4	14.0	16.3	290	30.7
KPIT Tech	217	0.6	Buy	26	17.3	24.4	28.0	12.5	8.9	7.8	8.5	320	27.1
Cyient	616	1.1	Neutral	22	38.2	41.2	48.5	16.1	15.0	12.7	10.8	-	12.6
Hexaware	314	1.6	Neutral	27	16.6	20.4	22.8	18.9	15.4	13.8	11.8	-	17.2
NIIT Tech	1,197	1.1	Neutral	13	45.6	70.8	80.8	26.3	16.9	14.8	14.2	140	33.2
Persistent	564	0.7	Buy	33	40.4	45.0	50.0	14.0	12.5	11.3	6.2	160	11.3
Zensar	240	0.8	Buy	25	10.6	14.5	17.0	22.7	16.5	14.1	13.1	180	26.9

Explanation of Investment Rating	Expected return (over 12-month)
<b>Investment Rating</b>	
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.motilalosalwal.com](http://www.motilalosalwal.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.motilalosalwal.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

## Companies where there is interest

No

A graph of daily closing prices of securities is available at [www.nseindia.com](http://www.nseindia.com), [www.bseindia.com](http://www.bseindia.com). Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOSL research activity and therefore it can have an independent view with regards to subject company for which Research Team have expressed their views.

## Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOSL & its group companies to registration or licensing requirements within such jurisdictions.

## For Hong Kong:

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

## For U.S.

Motilal Oswal Securities Limited (MOSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

## For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co.Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore, as per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

## Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and 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, 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, 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, Rahimulillah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022-3980 4263; [www.motilalosalwal.com](http://www.motilalosalwal.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@motilalosalwal.com](mailto:na@motilalosalwal.com). Contact No.: 022-30801085.

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 Real Estate Investment Advisors 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.