

# **Torrent Pharmaceuticals**

BSE SENSEX	S&P CNX
39,059	11,604
Bloomberg	TRP IN
Equity Shares (m)	169
M.Cap.(INRb)/(USDb)	284.4 / 4.0
52-Week Range (INR)	1964 / 1453
1, 6, 12 Rel. Per (%)	-2/-4/-10
12M Avg Val (INR M)	481
Free float (%)	28.8

### Financials & Valuations (INR b)

Y/E Mar	2019	2020E	2021E
Net Sales	76.1	81.6	91.4
EBITDA	19.5	21.9	25.0
NP	7.2	9.4	12.4
EPS (INR)	42.7	55.7	73.0
EPS Gr. (%)	-7.1	30.3	31.1
BV/Sh. (INR)	279.2	315.9	362.5
RoE (%)	15.5	18.7	21.5
RoCE (%)	11.9	13.5	16.0
P/E (x)	39.4	30.3	23.1
EV/EBITDA (x)	16.7	14.7	12.6

Estimate change	1
TP change	1
Rating change	<b>—</b>

CMP: INR1,681 TP: INR1,585 (-6%) Neutral

### India biz robust; resolution of US regulatory issues - a WIP

- Revenue growth driven by India/Brazil: Torrent Pharma's (TRP) revenue increased 6% YoY to INR20b (our estimate: INR20.7b) in 2QFY20, mainly led by India (+10% YoY to INR9b) and Brazil (+7% YoY at INR1.6b) businesses. However, the performance in the US (-3% YoY to INR3.8b) and Germany (-1% YoY to INR2.5b) was weak.
- Product rationalization/price hikes in India drive margins: Gross margin (GM) expanded 200bp YoY to 73% due to a superior product mix. EBITDA margin too was up 200bp YoY to 27% (our estimate: 26.4%), led by the better GM and reduced R&D expense (6.5% of sales v/s 7.2% in 2QFY19). Accordingly, EBITDA grew 14% YoY to INR5.4b. PBT grew at a higher rate of 44% YoY to INR3b due to lower interest outgo and higher other income. PAT grew 36% YoY to INR2.4b (our estimate: INR2.2), led by improved margins and a lower tax rate. For 1HFY20, sales/EBITDA/PAT grew 7%/14%/35% YoY to INR40b/INR10.8b/INR4.6b.
- Key concall highlights: (a) India business growth was largely led by price hikes (~8% YoY). (b) TRP guided for 2H to be better for Germany (as the impact of serialization eases) and Brazil (led by new launches/pricing growth/increased trade generics business). (c) Other operating expense runrate to be at INR5.5-5.6b in the coming quarters. (d) R&D spend to be 7-8% of sales. (e) Net debt reduced by INR4.4b in 1HFY20.
- Valuation and view: We raise our EPS estimates by 8%/3% to factor in the robust GM and the lower tax rate. We continue valuing TRP at 20x 12M forward earnings to arrive at a price target of INR1,585 (prior: INR1,490). We remain positive on TRP given its higher exposure to the domestic branded formulation business and the lower exposure to US generics. However, we maintain Neutral given the limited upside potential from current levels.

Quarterly perf. (Consolidated)												(INR M)
Y/E March		FY1	L <b>9</b>		FY20E				FY19	FY20E	Est.	Var.
INR m	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE	-		2QE	vs Est
Net Revenues	18,720	18,940	19,880	18,560	20,220	20,050	20,604	20,736	76,100	81,610	20,718	-3.2%
YoY Change (%)	36.2	32.5	34.6	7.8	8.0	5.9	3.6	11.7	26.8	7.2	9.4	
EBITDA	4,770	4,730	5,260	4,730	5,410	5,410	5,501	5,550	19,490	21,872	5,449	-0.7%
Margins (%)	25.5	25.0	26.5	25.5	26.8	27.0	26.7	26.8	25.6	26.8	26.3	
Depreciation	1,500	1,520	1,560	1,600	1,600	1,630	1,650	1,709	6,180	6,589	1,630	
Interest	1,220	1,260	1,330	1,230	1,220	1,160	1,110	1,040	5,040	4,530	1,150	
Other Income	270	100	30	170	200	340	225	185	570	950	200	
PBT before EO Expense	2,320	2,050	2,400	2,070	2,790	2,960	2,966	2,986	8,840	11,702	2,869	
Extra-Ord Expense	0	0	-350	3,570	0	0	0	0	3,220	0	0	
PBT after EO Expense	2,320	2,050	2,750	-1,500	2,790	2,960	2,966	2,986	5,620	11,702	2,869	
Tax	690	260	290	20	630	520	564	568	1,260	2,282	674	
Rate (%)	29.7	12.7	12.1	1.0	22.6	17.6	19.0	19.0	14.3	19.5	23.5	
Reported PAT	1,630	1,790	2,460	-1,520	2,160	2,440	2,403	2,418	4,360	9,420	2,195	
Adj PAT	1,630	1,790	2,152	1,656	2,160	2,440	2,403	2,418	7,228	9,420	2,195	11.2%
YoY Change (%)	-13.3	-12.3	-9.9	12.5	32.5	36.3	11.6	46.0	-7.1	30.3	22.6	
Margins (%)	8.7	9.5	10.8	8.9	10.7	12.2	11.7	11.7	9.5	11.5	10.6	

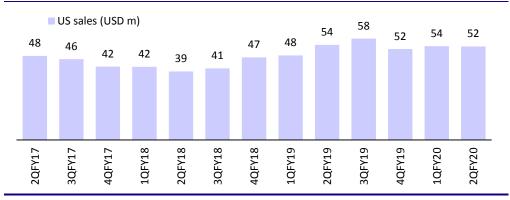
Tushar Manudhane – Research Analyst (Tushar.Manudhane@MotilalOswal.com); +91 022 6129 1536

Hitakshi Chandrani - Research Analyst (Hitakshi.Chandrani@motilaloswal.com); +91 22 61291557

### US business marginally down despite ongoing regulatory issues

US sales were down 3% YoY to USD52.4m (INR3.8b) in 2QFY20. TRP was issued a warning letter at its Indrad facility in the quarter and its Dahej facility continues to be classified as OAI. Thus, no new approvals were granted for the quarter. TRP does not expect any further provisioning related to recalls of losartan. It filed six ANDAs during the quarter, taking cumulative ANDAs pending for approval to 42 with six having tentative approvals.

Exhibit 1: US sales down ~3% YoY



Source: Company, MOFSL

### **DF outperformance continues**

Domestic business grew 10% YoY to INR9b in 2QFY20. Adjusting for the discontinued low-margin products, YoY growth would have been 12%. India contributed 45% of total sales for 1QFY20 as against 42% in FY19. According to AIOCD data, secondary sales growth for TRP stood at 12.7%, beating IPM growth of 11.7% YoY. Adjusting for discontinued products, revised growth stands at 13.9%, according to AIOCD. PCPM stood at INR7.2 lakh with MR strength of 4,200 for 2QFY20.

Exhibit 2: India sales momentum continues in 2QFY20



Source: Company, MOFSL

### Growth in Brazil/ Germany to pick up in 2HFY20

- Brazil business was up 7%YoY at INR1.6b. Brazil branded generics sales were up 13% YoY – in line with the market growth rate. The company has voluntarily reduced the tender business (previously 10-15% of Brazil business) due to weak fiscal conditions of Brazil. Management has guided for low-double-digit market growth for 2HFY20 on the back of new launches, price increases and generics business.
- Germany sales at INR2.5b were down 1% YoY (EUR32m). Sales growth in this geography is likely to improve in the coming quarters with the resolution of issues related to serialization and tamper proof packaging.

Exhibit 3: Europe biz down 1% YoY

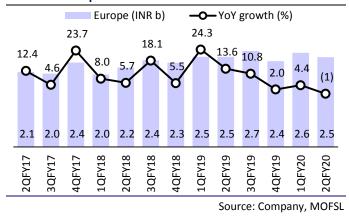
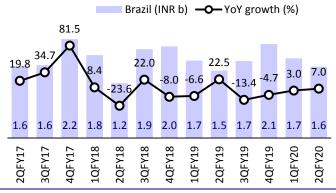
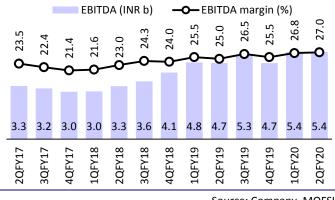


Exhibit 4: Brazil sales growth reverses declining trend



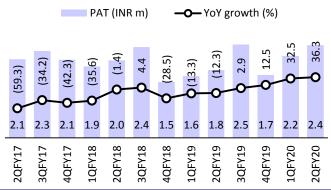
Source: Company, MOFSL

**Exhibit 5: EBITDA margin improves 200bp YoY** 



Source: Company, MOFSL

Exhibit 6: PAT up 36% YoY off a low base



Source: Company, MOFSL

23 October 2019 3

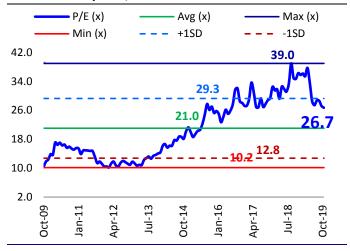
## **Operating metrics**

**Exhibit 7: Operating Metrics** 

	2QFY17	3QFY17	4QFY17	1QFY18	2QFY18	3QFY18	4QFY18	1QFY19	2QFY19	3QFY19	4QFY19	1QFY20	2QFY20
Revenue Mix (%)													
USA	22.2	21.1	19.6	19.8	17.8	18.0	17.8	17.8	20.8	23.9	20.0	18.6	19.0
India	34.2	34.3	32.6	33.8	42.5	39.7	40.2	44.3	43.1	40.7	40.6	44.9	44.8
Europe	14.4	13.9	16.4	14.7	15.5	16.3	14.4	13.4	13.2	13.0	12.9	13.0	12.5
Brazil	10.8	10.8	15.1	13.2	8.4	13.1	12.5	9.0	7.8	8.2	11.0	8.6	7.8
RoW	7.1	8.2	8.2	9.0	9.4	8.9	7.7	9.0	8.8	8.3	8.5	8.9	9.8
CRAMs	11.4	11.7	8.2	9.6	6.4	4.0	7.4	6.4	6.3	5.9	6.1	6.1	6.1
Revenue Growth (%)	(14.1)	(4.6)	(4.3)	(13.6)	(1.6)	0.6	20.1	36.2	32.6	38.9	7.8	8.0	5.8
USA	(54.8)	(44.4)	(45.3)	(37.3)	(20.8)	(14.2)	9.3	22.8	54.5	84.2	21.2	12.6	(3.0)
India	12.5	12.8	4.5	(9.0)	22.4	16.5	48.4	78.9	34.4	42.5	8.8	9.3	10.2
Europe	12.4	4.6	23.7	8.0	5.7	18.1	5.5	24.3	13.6	10.8	(3.6)	4.4	(1.0)
Brazil	19.8	34.7	81.5	8.4	(23.6)	22.0	(0.5)	(6.6)	22.5	(13.4)	(4.7)	3.0	7.0
RoW	28.8	57.9	51.9	7.0	31.1	9.2	12.8	36.6	23.7	30.5	19.2	6.5	18.0
CRAMs	0.7	0.7	(22.4)	(5.0)	(35.9)	(59.9)	7.6	(9.1)	31.9	103.4	(11.5)	3.3	2.5
Cost of sales	78.2	79.8	82.5	79.9	78.5	77.2	77.9	76.1	76.5	75.1	75.9	74.9	74.4
Raw material	28.5	32.8	35.5	29.7	29.8	27.1	27.6	30.4	29.5	29.8	29.3	28.3	27.3
Staff cost	18.4	16.5	18.0	19.5	20.2	18.8	18.9	18.9	18.5	18.9	19.0	19.3	18.2
Other expenses	31.2	30.4	29.0	30.6	28.5	31.4	31.4	26.8	28.5	26.4	27.6	27.4	28.9
Tax Rate	18.2	6.5	15.6	29.3	25.0	77.6	(51.1)	29.7	12.7	12.1	1.0	22.6	17.6
Margins (%)													
Gross Margins	71.5	67.2	64.5	70.3	70.2	72.9	72.4	69.6	70.5	70.2	70.7	71.7	72.7
EBITDA Margins	23.5	22.4	21.4	21.6	23.0	24.3	24.0	25.5	25.0	26.5	25.5	26.8	27.0
EBIT Margins	18.6	17.2	14.3	15.8	17.1	17.9	15.3	17.5	16.9	18.6	16.9	18.8	18.9
PAT margins	14.7	16.2	14.9	13.7	14.3	16.2	8.5	8.7	9.5	12.4	8.9	10.7	12.2

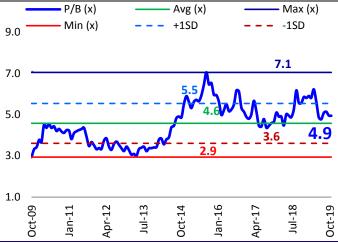
Source: MOFSL, Company

Exhibit 8: One-year P/E band



Source: Company, MOFSL

Exhibit 9: One-year P/B band

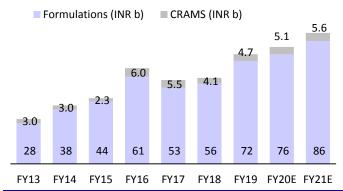


Source: Company, MOFSL

23 October 2019

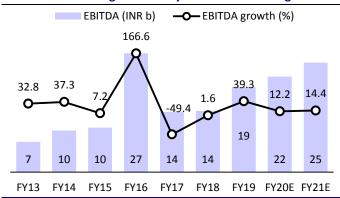
## **Story in charts**

Exhibit 10: Expect formulation biz CAGR of 9% over FY19-21



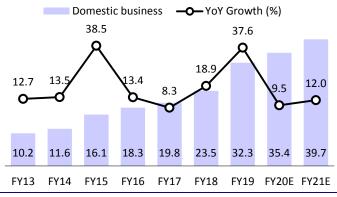
Source: Company, MOFSL

Exhibit 11: EBITDA growth likely to moderate on high base



Source: Company, MOFSL

**Exhibit 12: Chronic segment to drive domestic revenues** 



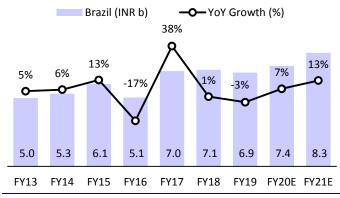
Source: Company, MOFSL

Exhibit 13: US business to pick up gradually



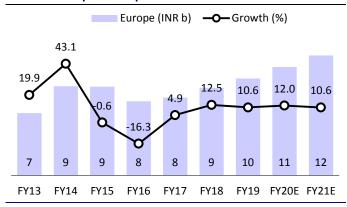
Source: Company, MOFSL

Exhibit 14: Expect Brazil biz CAGR of 10% over FY19-21



Source: Company, MOFSL

Exhibit 15: Expect Europe biz CAGR of 11% over FY19-21



Source: Company, MOFSL

## **Financials and valuations**

Income Statement								(INR m)
Y/E March	2014	2015	2016	2017	2018	2019	2020E	2021E
Net Sales	41,840	46,530	66,760	58,570	60,020	76,100	81,610	91,355
Change (%)	30.3	11.2	43.5	-12.3	2.5	26.8	7.2	11.9
EBITDA	9,514	10,202	27,201	13,774	13,990	19,490	21,872	25,031
Margin (%)	22.7	21.9	40.7	23.5	23.3	25.6	26.8	27.4
Depreciation	870	1,907	2,460	3,070	4,090	6,180	6,589	6,609
EBIT	8,644	8,295	24,741	10,704	9,900	13,310	15,282	18,422
Int. and Finance Charges	586	1,752	1,859	2,060	3,080	5,040	4,530	4,255
Other Income - Rec.	381	2,856	2,156	2,230	2,990	570	950	900
PBT before EO Expense	8,439	9,398	25,039	10,874	9,810	8,840	11,702	15,067
EO Expense/(Income)	0	0	1,400	0	500	3,220	0	0
PBT after EO Expense	8,439	9,398	23,639	10,874	9,310	5,620	11,702	15,067
Current Tax	2,246	711	6,414	1,540	2,530	1,260	2,282	2,712
Deferred Tax	-445	1,177	-813	0	0	0	0	0
Тах	1,801	1,888	5,601	1,540	2,530	1,260	2,282	2,712
Tax Rate (%)	21.3	20.1	22.4	14.2	25.8	14.3	19.5	18.0
Reported PAT	6,638	7,510	18,038	9,334	6,780	4,360	9,420	12,355
Less: Minority Interest	0	0	0	0	0	0	0	0
Adj PAT	5,385	5,650	10,109	9,334	7,782	7,228	9,420	12,355
Balance Sheet								(INR m)
Y/E March	2014	2015	2016	2017	2018	2019	2020E	2021E
Equity Share Capital	846	846	846	846	850	850	850	850
Total Reserves	18,178	24,059	34,095	42,655	45,370	46,390	52,606	60,499
Net Worth	19,024	24,906	34,941	43,501	46,220	47,240	53,456	<b>61,349</b>
Minority Interest	4	4	54,541	5	10	10	10	10
Deferred liabilities	-182	1047	-1114	-2085	-2760	-3700	-3700	-3700
Total Loans	11,418	25,040	18,534	22,408	57,370	48,470	43,970	39,470
Capital Employed	30,264	50,997	52,365	63,830	1,00,840	91,953	93,669	97,062
Gross Block	14,200	35,429	34,661	44,172	92,168	99,848	1,02,848	1,05,848
Less: Accum. Deprn.	5,447	7,103	6,070	7,288	11,378	17,558	24,147	30,756
Net Fixed Assets	8,753	28,327	28,591	36,884	80,790	82,290	78,701	75,092
Capital WIP	5,341	6,783	10,416	5,195	4,230	4,790	4,790	4,790
Investments	1,857	2,977	1	1	0	50	50	50
Curr. Assets	34,091	40,183	48,739	56,071	54,650	50,380	50,299	62,287
Inventory	10,061	10,672	13,580	15,592	19,660	19,350	18,948	21,134
Account Receivables	10,001					14,360		
Cash and Bank Balance	<u> </u>	15,945	14,451	13,442	12,540		15,506	21,012
	7,694	5,674	6,470	8,937	8,670	8,160	6,640	10,185
Loans & Advances	5,342	7,892	14,238	18,100	13,780	8,510	9,205	9,956
Curr. Liability & Prov.	19,777	27,273	35,382	34,321	38,830	45,360	40,171	45,156
Account Payables	16,239	22,890	31,644	30,384	32,690	38,330	33,664	37,547
Provisions	3,538	4,383	3,738	3,937	6,140	7,030	6,507	7,609
Net Current Assets	14,314	12,910	13,358	21,750	15,820	5,020	10,128	17,131
Appl. of Funds	30,265	50,996	52,365	63,830	1,00,840	91,953	93,669	97,062

# **Financials and Valuations**

YE Marich   2014   2015   2016   2017   2018   2019   2020E   2021E   PS   31.8   33.4   59.7   55.2   46.0   42.7   55.7   73.0   Cash PPS   44.4   55.7   121.1   73.3   70.2   79.2   31.5   362.5   DPS   10.0   11.3   35.0   16.5   13.8   17.0   16.7   21.9   2000E   2021E   2021E	Ratios								
FPS		2014	2015	2016	2017	2018	2019	2020E	2021E
Cash IPS         44.4         55.7         121.1         73.3         70.2         79.6         112.1         36.7         121.1         73.3         70.2         79.0         46.6         112.1         BV/Share         112.4         147.2         206.5         25.71         27.31         279.2         315.9         36.1         21.9         79.0         16.7         21.9         36.1         36.1         21.9         36.1         3									
BV/Share	Cash EPS								112.1
DPS									
Payout (%)   29.8   29.7   39.5   36.1   41.4   79.4   36.1   36.1   Valuation (x)   Valuat									
P/E   S2.8   S3.3   28.1   30.5   36.5   39.3   30.2   23.0								36.1	36.1
Cash P/E   37,9   30,2   31,9   22,9   24,0   21,2   17,8   15,0   P/BV   15,0   11,4   8.1   6.5   6.2   6.6   6.0   5.3   4.6   EV/Sales   6.9   6.5   6.4   4.5   5.1   5.6   6.2   3.9   3.4   6.5   EV/Sales   6.9   6.5   6.5   4.4   5.1   5.6   6.2   3.8   16,7   14,7   12,5   Dividend Yield (%)   0.6   0.7   2.1   1.0   0.8   1.0   0.1   0.5   1.0   1.0   1.3   Return Ratios (%)   See   2.7   2.2   2.2   2.4   2.4   2.1									
Cash P/E   37,9   30,2   31,9   22,9   24,0   21,2   17,8   15,0   P/BV   15,0   11,4   8.1   6.5   6.2   6.6   6.0   5.3   4.6   EV/Sales   6.9   6.5   6.4   4.5   5.1   5.6   6.2   3.9   3.4   6.5   EV/Sales   6.9   6.5   6.5   4.4   5.1   5.6   6.2   3.8   16,7   14,7   12,5   Dividend Yield (%)   0.6   0.7   2.1   1.0   0.8   1.0   0.1   0.5   1.0   1.0   1.3   Return Ratios (%)   See   2.7   2.2   2.2   2.4   2.4   2.1	P/E	52.8	50.3	28.1	30.5	36.5	39.3	30.2	23.0
EV/Sales         6.9         6.5         4.4         5.1         5.6         4.3         3.9         3.4           EV/EBIDA         30.3         29.8         10.9         21.6         23.8         16.7         14.7         12.5           Dividend Yield (%)         0.6         0.7         2.1         1.0         0.8         1.0         10.0         12.5           ReC         32.4         25.7         33.8         23.8         17.3         15.5         18.7         21.5           RoC         27.5         22.2         24.04         18.6         11.3         11.9         13.5         16.0           RoC         27.5         22.2         40.4         18.6         11.3         11.5         15.5         18.7           RoC         27.5         22.2         40.4         18.6         10.0         13.7         15.3         18.4           Morking Capital Ratios         7         106         83         87         79         65         67         73           Inventory (Days)         88         84         47         79         120         93         85         54           Working Capital Turnover (Days)         58         <		37.9	30.2	13.9	22.9	24.0	21.2	17.8	15.0
EV/EBITOA         30.3         29.8         10.9         21.6         23.8         16.7         14.7         12.5           Dividend Yield (%)         0.6         0.7         2.1         1.0         0.8         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.3         1.0         1.0         1.3         1.0         1.0         1.5         1.8.7         21.5         1.6.0         8.0         1.0         1.1.2         1.0         0.0         1.0         1.5.3         1.6.0         8.0         1.0         0.9         1.0         1.2         1.0         1.0         1.0         1.0         1.0         1.0         1.2         1.0         1.0         1.0         1.2         1.0         0.0         1.0         1.1         2.0         1.0         0.0         1.0         1.1         2.0         1.0         0.0         1.0         0.0         1.0         0.0         1.0         0.0         1.0         0.0         1.0         0.0         0.0         0.0         0.0         0.0         0.0	P/BV	15.0	11.4	8.1	6.5	6.2	6.0	5.3	4.6
EV/EBITOA         30.3         29.8         10.9         21.6         23.8         16.7         14.7         12.5           Dividend Yield (%)         0.6         0.7         2.1         1.0         0.8         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.0         1.3         1.0         1.0         1.3         1.0         1.0         1.5         1.8.7         21.5         1.6.0         8.0         1.0         1.1.2         1.0         0.0         1.0         1.5.3         1.6.0         8.0         1.0         0.9         1.0         1.2         1.0         1.0         1.0         1.0         1.0         1.0         1.2         1.0         1.0         1.0         1.2         1.0         0.0         1.0         1.1         2.0         1.0         0.0         1.0         1.1         2.0         1.0         0.0         1.0         0.0         1.0         0.0         1.0         0.0         1.0         0.0         1.0         0.0         0.0         0.0         0.0         0.0         0.0	EV/Sales	6.9	6.5	4.4	5.1	5.6	4.3	3.9	3.4
Return Ratios (%)   Rote		30.3	29.8	10.9	21.6	23.8	16.7	14.7	12.5
ROE         32.4         25.7         33.8         23.8         17.3         15.5         18.7         21.5           ROCE         27.5         22.2         40.4         18.6         11.3         11.9         13.5         16.0           ROIC         50.1         26.6         54.1         21.6         10.7         13.7         15.3         18.4           Working Capital Ratios           Fixed Asset Turnover (N)         4.9         2.5         2.3         1.8         1.0         0.9         1.0         1.2           Debtor (Days)         78         106         83         87         79         65         67         73           Inventory (Days)         88         84         74         97         120         93         85         84           Working Capital Turnover (Days)         58         57         38         80         43         -15         16         28           Leverage Ratio (x)         11.7         4.7         13.3         5.2         3.2         2.6         3.4         4.3           Debt/Equity         0.6         1.0         0.5         0.5         1.2         1.0         0.8         0.6 <td>Dividend Yield (%)</td> <td>0.6</td> <td>0.7</td> <td>2.1</td> <td>1.0</td> <td>0.8</td> <td>1.0</td> <td>1.0</td> <td>1.3</td>	Dividend Yield (%)	0.6	0.7	2.1	1.0	0.8	1.0	1.0	1.3
ROCE         27.5         22.2         40.4         18.6         11.3         11.9         13.5         16.0           ROC         50.1         26.0         54.1         21.6         10.7         13.7         15.3         18.4           Working Capital Ratios         Fixed Asset Turnover (x)         4.9         2.5         2.3         1.8         1.0         0.9         1.0         1.2           Debtor (Days)         78         106         83         87         79         65         67         73           Inventory (Days)         88         84         74         97         120         93         85         84           Working Capital Turnover (Days)         58         57         38         80         43         -15         16         28           Leverage Ratio (x)         1         4.7         4.7         13.3         5.2         3.2         2.6         3.4         4.3           Debt/Equity         0.6         1.0         0.5         0.5         1.2         1.0         0.8         0.6           Cash Flow Statement         1.0         201         201         201         201         201         201         202	Return Ratios (%)								
Role   Sol.   26.0   Sol.   21.6   10.7   13.7   15.3   18.4	RoE	32.4	25.7	33.8	23.8	17.3	15.5	18.7	21.5
Norking Capital Ratios   Fixed Asset Turnover (x)   4.9   2.5   2.3   1.8   1.0   0.9   1.0   1.2	RoCE	27.5	22.2	40.4	18.6	11.3	11.9	13.5	16.0
Fixed Asset Turnover (x)	RoIC	50.1	26.0	54.1	21.6	10.7	13.7	15.3	18.4
Debtor (Days)	Working Capital Ratios								
Inventory (Days)	Fixed Asset Turnover (x)	4.9	2.5	2.3	1.8	1.0	0.9	1.0	1.2
Working Capital Turnover (Days)         58         57         38         80         43         -15         16         28           Leverage Ratio (x)         Interest Cover Ratio         14.7         4.7         13.3         5.2         3.2         2.6         3.4         4.3           Debt/Equity         0.6         1.0         0.5         0.5         1.2         1.0         0.8         0.6           Cash Flow Statement         (INR m)           Y/E March         2014         2015         2016         2017         2018         2019         2020E         2021E           Oper. Profit/(Loss) before Tax         9,514         10,202         27,201         13,774         13,990         19,490         21,872         25,031           Interest/Dividends Recd.         381         2,856         2,156         2,230         2,990         570         950         900           Direct Taxes Paid         -2,239         -660         -7,763         -2,510         -3,205         -2,200         -2,282         -2,712           (Incl/Dec in WC         -3,034         -617         349         -5,925         5,662         10,290         -6,628         -3,457           <	Debtor (Days)	78	106	83	87	79	65	67	73
Interest Cover Ratio   14.7   4.7   13.3   5.2   3.2   2.6   3.4   4.3     Debt/Equity   0.6   1.0   0.5   0.5   1.2   1.0   0.8   0.6     Cash Flow Statement   2014   2015   2016   2017   2018   2019   2020E   2021E     Oper. Profit/(Loss) before Tax   9,514   10,202   27,201   13,774   13,990   19,490   21,872   25,031     Interest/Dividends Recd.   381   2,856   2,156   2,230   2,990   570   950   900     Direct Taxes Paid   -2,239   -660   -7,763   -2,510   -3,205   -2,200   -2,282   -2,712     (Inc)/Dec in WC   -3,034   -617   349   -5,925   5,662   10,290   -6,628   -3,457     CF from Operations   4,622   11,781   21,944   7,568   19,437   28,150   13,912   19,762     E0 Expense / (Income)   0 0 1,400   0 500   3,220   0 0 0     Free Cash Flow   718   -11,142   14,187   1,426   -28,094   16,690   10,912   16,762     (Inc)/Jec in Nethiest   -1,252   -1,120   2,976   0 1   -50   0 0     CF from Investments   -1,252   -1,120   2,976   0 1   -50   0 0     CF from Investments   -5,156   -24,043   -3,381   -6,143   -47,031   -8,240   -3,000   -3,000     Interest Paid   -5,86   -1,752   -1,150   -3,875   34,967   -8,900   -4,500     Others   -286   599   -874   2,597   -1,251   -252   0 0     Cf From In. Activity   1,959   10,242   -16,367   1,041   27,826   -17,150   -12,431   -13,217     Inc/Dec of Cash   1,425   -2,020   7,694   5,674   6,470   8,937   8,670   8,160   6,640     Add: Beginning Balance   6,270   7,694   5,674   6,470   8,937   8,670   8,160   6,640     Cash Flow   1,425   -2,020   7,694   5,674   6,470   8,937   8,670   8,160   6,640     Cash Flow   1,425   -2,020   7,694   5,674   6,470   8,937   8,670   8,160   6,640     Cash Flow   1,425   -2,020   7,694   5,674   6,470   8,937   8,670   8,160   6,640     Cash Flow   1,425   -2,020   7,694   5,674   6,470   8,937   8,670   8,160   6,640     Cash Flow   1,425   -2,020   7,694   5,674   6,470   8,937   8,670   8,160   6,640     Cash Flow   1,425   -2,020   7,694   5,674   6,470   8,937   8,670   8,160   6,640     Cash Flow   1,425   -2,020	Inventory (Days)	88	84	74	97	120	93	85	84
Interest Cover Ratio   14.7   4.7   13.3   5.2   3.2   2.6   3.4   4.3     Debt/Equity   0.6   1.0   0.5   0.5   1.2   1.0   0.8   0.6     Cash Flow Statement	Working Capital Turnover (Days)	58	57	38	80	43	-15	16	28
Cash Flow Statement         (INR m)           V/E March         2014         2015         2016         2017         2018         2019         2020E         2021B           Oper. Profit/(Loss) before Tax         9,514         10,202         27,201         13,774         13,990         19,490         21,872         25,031           Interest/Dividends Recd.         381         2,856         2,156         2,230         2,990         570         950         900           Direct Taxes Paid         -2,239         -660         -7,763         -2,510         -3,205         -2,200         -2,282         -2,712           (Inc)/Dec in WC         -3,034         -617         349         -5,925         5,662         10,290         -6,628         -3,457           CF from Operations         4,622         11,781         21,944         7,568         19,437         28,150         13,912         19,762           EO Expense / (Income)         0         0         1,400         0         500         3,220         0         0           CF from Operations         4,622         11,781         20,544         7,568         18,937         24,930         13,912         19,762           (inc)/dec in FA <td>Leverage Ratio (x)</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Leverage Ratio (x)								
Cash Flow Statement         Z014         2015         2016         2017         2018         2019         2020E         2021E           Oper. Profit/(Loss) before Tax         9,514         10,202         27,201         13,774         13,990         19,490         21,872         25,031           Interest/Dividends Recd.         381         2,856         2,156         2,230         2,990         570         950         900           Direct Taxes Paid         -2,239         -660         -7,763         -2,510         -3,205         -2,200         -2,282         -2,712           (Inc)/Dec in WC         -3,034         -617         349         -5,925         5,662         10,290         -6,628         -3,457           CF from Operations         4,622         11,781         21,944         7,568         19,437         28,150         13,912         19,762           EO Expense / (Income)         0         0         1,400         0         500         3,220         0         0           CF from Operating incl EO Expense         4,622         11,781         20,544         7,568         18,937         24,930         13,912         19,762           (inc)/dec in FA         -3,904         -22,2923         -6,3	Interest Cover Ratio	14.7	4.7	13.3	5.2	3.2	2.6	3.4	4.3
Y/E March         2014         2015         2016         2017         2018         2019         2020E         2021E           Oper. Profit/(Loss) before Tax         9,514         10,202         27,201         13,774         13,990         19,490         21,872         25,031           Interest/Dividends Recd.         381         2,856         2,156         2,230         2,990         570         950         900           Direct Taxes Paid         -2,239         -660         -7,763         -2,510         -3,205         -2,200         -2,282         -2,712           (Inc)/Dec in WC         -3,034         -617         349         -5,925         5,662         10,290         -6,628         -3,457           CF from Operations         4,622         11,781         21,944         7,568         19,437         28,150         13,912         19,762           EO Expense / (Income)         0         0         1,400         0         500         3,220         0         0         0           CF from Operating incl EO Expense         4,622         11,781         20,544         7,568         18,937         24,930         13,912         19,762           (inc)/dec in FA         -3,904         -22,923	Debt/Equity	0.6	1.0	0.5	0.5	1.2	1.0	0.8	0.6
Y/E March         2014         2015         2016         2017         2018         2019         2020E         2021E           Oper. Profit/(Loss) before Tax         9,514         10,202         27,201         13,774         13,990         19,490         21,872         25,031           Interest/Dividends Recd.         381         2,856         2,156         2,230         2,990         570         950         900           Direct Taxes Paid         -2,239         -660         -7,763         -2,510         -3,205         -2,200         -2,282         -2,712           (Inc)/Dec in WC         -3,034         -617         349         -5,925         5,662         10,290         -6,628         -3,457           CF from Operations         4,622         11,781         21,944         7,568         19,437         28,150         13,912         19,762           EO Expense / (Income)         0         0         1,400         0         500         3,220         0         0         0           CF from Operating incl EO Expense         4,622         11,781         20,544         7,568         18,937         24,930         13,912         19,762           (inc)/dec in FA         -3,904         -22,923									
Oper. Profit/(Loss) before Tax         9,514         10,202         27,201         13,774         13,990         19,490         21,872         25,031           Interest/Dividends Recd.         381         2,856         2,156         2,230         2,990         570         950         900           Direct Taxes Paid         -2,239         -660         -7,763         -2,510         -3,205         -2,200         -2,282         -2,712           (Inc)/Dec in WC         -3,034         -617         349         -5,925         5,662         10,290         -6,628         -3,457           CF from Operations         4,622         11,781         21,944         7,568         19,437         28,150         13,912         19,762           EO Expense / (Income)         0         0         1,400         0         500         3,220         0         0           CF from Operating incl EO Expense         4,622         11,781         20,544         7,568         18,937         24,930         13,912         19,762           (inc)/dec in FA         -3,904         -22,923         -6,357         -6,143         -47,031         -8,240         -3,000         -3,000           Free Cash Flow         718         -11,142         <	Cash Flow Statement								(INR m)
Interest/Dividends Recd.   381   2,856   2,156   2,230   2,990   570   950   900     Direct Taxes Paid   -2,239   -660   -7,763   -2,510   -3,205   -2,200   -2,282   -2,712     (Inc)/Dec in WC   -3,034   -617   349   -5,925   5,662   10,290   -6,628   -3,457     CF from Operations   4,622   11,781   21,944   7,568   19,437   28,150   13,912   19,762     EO Expense / (Income)   0   0   1,400   0   500   3,220   0   0     CF from Operating incl EO Expense   4,622   11,781   20,544   7,568   18,937   24,930   13,912   19,762     (inc)/dec in FA   -3,904   -22,923   -6,357   -6,143   -47,031   -8,240   -3,000   -3,000     Free Cash Flow   718   -11,142   14,187   1,426   -28,094   16,690   10,912   16,762     (Pur)/Sale of Investments   -1,252   -1,120   2,976   0   1   -50   0   0     CF from Investments   -5,156   -24,043   -3,381   -6,143   -47,030   -8,290   -3,000   -3,000     Issue of shares   423   0   0   0   4   0   0   0     (Inc)/Dec in Debt   4,388   13,623   -6,506   3,875   34,967   -8,900   -4,500   -4,500     Interest Paid   -586   -1,752   -1,859   -2,060   -3,080   -5,040   4,530   -4,255     Dividend Paid   -1,980   -2,227   -7,129   -3,370   -2,810   -3,462   -3,402   -4,461     Others   -286   599   -874   2,597   -1,251   252   0   0     CF from Fin. Activity   1,959   10,242   -16,367   1,041   27,826   -17,150   -12,431   -13,217     Inc/Dec of Cash   1,425   -2,020   796   2,467   -267   -510   -1,520   3,545     Add: Beginning Balance   6,270   7,694   5,674   6,470   8,937   8,670   8,160   6,640     Decoration   -2,239   -2,600   -2,670   -2,670   -2,670   -2,670   -2,670   -1,520   -2,640     Add: Beginning Balance   6,270   7,694   5,674   6,470   8,937   8,670   8,160   6,640     Add: Beginning Balance   6,270   7,694   5,674   5,674   6,470   8,937   8,670   8,160   6,640     Dividend Paid   -1,240   -1,2	Y/E March	2014	2015	2016	2017	2018	2019	2020E	2021E
Direct Taxes Paid         -2,239         -660         -7,763         -2,510         -3,205         -2,200         -2,282         -2,712           (Inc)/Dec in WC         -3,034         -617         349         -5,925         5,662         10,290         -6,628         -3,457           CF from Operations         4,622         11,781         21,944         7,568         19,437         28,150         13,912         19,762           EO Expense / (Income)         0         0         1,400         0         500         3,220         0         0           CF from Operating incl EO Expense         4,622         11,781         20,544         7,568         18,937         24,930         13,912         19,762           Cinc)/dec in FA         -3,904         -22,923         -6,357         -6,143         -47,031         -8,240         -3,000         -3,000           Free Cash Flow         718         -11,142         14,187         1,426         -28,094         16,690         10,912         16,762           (Pur)/Sale of Investments         -1,252         -1,120         2,976         0         1         -50         0         0           CF from Investments         -1,252         -1,250         2,976	Oper. Profit/(Loss) before Tax	9,514	10,202	27,201	13,774	13,990	19,490	21,872	25,031
(Inc)/Dec in WC         -3,034         -617         349         -5,925         5,662         10,290         -6,628         -3,457           CF from Operations         4,622         11,781         21,944         7,568         19,437         28,150         13,912         19,762           EO Expense / (Income)         0         0         1,400         0         500         3,220         0         0           CF from Operating incl EO Expense         4,622         11,781         20,544         7,568         18,937         24,930         13,912         19,762           (inc)/dec in FA         -3,904         -22,923         -6,357         -6,143         -47,031         -8,240         -3,000         -3,000           Free Cash Flow         718         -11,142         14,187         1,426         -28,094         16,690         10,912         16,762           (Pur)/Sale of Investments         -1,252         -1,120         2,976         0         1         -50         0         0           CF from Investments         -5,156         -24,043         -3,381         -6,143         -47,030         -8,290         -3,000         -3,000           Issue of shares         423         0         0         0	Interest/Dividends Recd.	381	2,856	2,156	2,230	2,990	570	950	900
CF from Operations         4,622         11,781         21,944         7,568         19,437         28,150         13,912         19,762           EO Expense / (Income)         0         0         1,400         0         500         3,220         0         0           CF from Operating incl EO Expense         4,622         11,781         20,544         7,568         18,937         24,930         13,912         19,762           (inc)/dec in FA         -3,904         -22,923         -6,357         -6,143         -47,031         -8,240         -3,000         -3,000           Free Cash Flow         718         -11,142         14,187         1,426         -28,094         16,690         10,912         16,762           (Pur)/Sale of Investments         -1,252         -1,120         2,976         0         1         -50         0         0           CF from Investments         -5,156         -24,043         -3,381         -6,143         -47,030         -8,290         -3,000         -3,000           Issue of shares         423         0         0         0         4         0         0         0           (Inc)/Dec in Debt         4,388         13,623         -6,506         3,875	Direct Taxes Paid	-2,239	-660	-7,763	-2,510	-3,205	-2,200	-2,282	-2,712
CF from Operations         4,622         11,781         21,944         7,568         19,437         28,150         13,912         19,762           EO Expense / (Income)         0         0         1,400         0         500         3,220         0         0           CF from Operating incl EO Expense         4,622         11,781         20,544         7,568         18,937         24,930         13,912         19,762           (inc)/dec in FA         -3,904         -22,923         -6,357         -6,143         -47,031         -8,240         -3,000         -3,000           Free Cash Flow         718         -11,142         14,187         1,426         -28,094         16,690         10,912         16,762           (Pur)/Sale of Investments         -1,252         -1,120         2,976         0         1         -50         0         0           CF from Investments         -5,156         -24,043         -3,381         -6,143         -47,030         -8,290         -3,000         -3,000           Issue of shares         423         0         0         0         4         0         0         0         0         -4,500         -4,500         -4,500         -4,500         -4,500         -4,50	(Inc)/Dec in WC	-3,034	-617	349	-5,925	5,662	10,290	-6,628	-3,457
EO Expense / (Income)         0         0         1,400         0         500         3,220         0         0           CF from Operating incl EO Expense         4,622         11,781         20,544         7,568         18,937         24,930         13,912         19,762           (inc)/dec in FA         -3,904         -22,923         -6,357         -6,143         -47,031         -8,240         -3,000         -3,000           Free Cash Flow         718         -11,142         14,187         1,426         -28,094         16,690         10,912         16,762           (Pur)/Sale of Investments         -1,252         -1,120         2,976         0         1         -50         0         0           CF from Investments         -5,156         -24,043         -3,381         -6,143         -47,030         -8,290         -3,000         -3,000           Issue of shares         423         0         0         0         4         0         0         0           (Inc)/Dec in Debt         4,388         13,623         -6,506         3,875         34,967         -8,900         -4,500           Interest Paid         -586         -1,752         -1,859         -2,060         -3,080         -	CF from Operations	4,622	11,781	21,944	7,568	19,437	28,150	13,912	
CF from Operating incl EO Expense         4,622         11,781         20,544         7,568         18,937         24,930         13,912         19,762           (inc)/dec in FA         -3,904         -22,923         -6,357         -6,143         -47,031         -8,240         -3,000         -3,000           Free Cash Flow         718         -11,142         14,187         1,426         -28,094         16,690         10,912         16,762           (Pur)/Sale of Investments         -1,252         -1,120         2,976         0         1         -50         0         0           CF from Investments         -5,156         -24,043         -3,381         -6,143         -47,030         -8,290         -3,000         -3,000           Issue of shares         423         0         0         0         4         0         0         0           (Inc)/Dec in Debt         4,388         13,623         -6,506         3,875         34,967         -8,900         -4,500         -4,500           Interest Paid         -586         -1,752         -1,859         -2,060         -3,080         -5,040         -4,530         -4,255           Dividend Paid         -1,980         -2,227         -7,129         -3,	<u> </u>				· · · · · · · · · · · · · · · · · · ·				0
(inc)/dec in FA         -3,904         -22,923         -6,357         -6,143         -47,031         -8,240         -3,000         -3,000           Free Cash Flow         718         -11,142         14,187         1,426         -28,094         16,690         10,912         16,762           (Pur)/Sale of Investments         -1,252         -1,120         2,976         0         1         -50         0         0           CF from Investments         -5,156         -24,043         -3,381         -6,143         -47,030         -8,290         -3,000         -3,000           Issue of shares         423         0         0         0         4         0         0         0           (Inc)/Dec in Debt         4,388         13,623         -6,506         3,875         34,967         -8,900         -4,500         -4,500           Interest Paid         -586         -1,752         -1,859         -2,060         -3,080         -5,040         -4,530         -4,255           Dividend Paid         -1,980         -2,227         -7,129         -3,370         -2,810         -3,462         -3,402         -4,610           Others         -286         599         -874         2,597         -1,251									
Free Cash Flow         718         -11,142         14,187         1,426         -28,094         16,690         10,912         16,762           (Pur)/Sale of Investments         -1,252         -1,120         2,976         0         1         -50         0         0           CF from Investments         -5,156         -24,043         -3,381         -6,143         -47,030         -8,290         -3,000         -3,000           Issue of shares         423         0         0         0         4         0         0         0         0           (Inc)/Dec in Debt         4,388         13,623         -6,506         3,875         34,967         -8,900         -4,500         -4,500           Interest Paid         -586         -1,752         -1,859         -2,060         -3,080         -5,040         -4,530         -4,255           Dividend Paid         -1,980         -2,227         -7,129         -3,370         -2,810         -3,462         -3,402         -4,461           Others         -286         599         -874         2,597         -1,251         252         0         0           CF from Fin. Activity         1,959         10,242         -16,367         1,041         27,							-		-
(Pur)/Sale of Investments         -1,252         -1,120         2,976         0         1         -50         0         0           CF from Investments         -5,156         -24,043         -3,381         -6,143         -47,030         -8,290         -3,000         -3,000           Issue of shares         423         0         0         0         4         0         0         0           (Inc)/Dec in Debt         4,388         13,623         -6,506         3,875         34,967         -8,900         -4,500         -4,500           Interest Paid         -586         -1,752         -1,859         -2,060         -3,080         -5,040         -4,530         -4,255           Dividend Paid         -1,980         -2,227         -7,129         -3,370         -2,810         -3,462         -3,402         -4,461           Others         -286         599         -874         2,597         -1,251         252         0         0           CF from Fin. Activity         1,959         10,242         -16,367         1,041         27,826         -17,150         -12,431         -13,217           Inc/Dec of Cash         1,425         -2,020         796         2,467         -267 <td< td=""><td>· "</td><td></td><td></td><td></td><td></td><td></td><td>· · · · · · · · · · · · · · · · · · ·</td><td></td><td></td></td<>	· "						· · · · · · · · · · · · · · · · · · ·		
CF from Investments         -5,156         -24,043         -3,381         -6,143         -47,030         -8,290         -3,000         -3,000           Issue of shares         423         0         0         0         4         0         0         0           (Inc)/Dec in Debt         4,388         13,623         -6,506         3,875         34,967         -8,900         -4,500         -4,500           Interest Paid         -586         -1,752         -1,859         -2,060         -3,080         -5,040         -4,530         -4,255           Dividend Paid         -1,980         -2,227         -7,129         -3,370         -2,810         -3,462         -3,402         -4,461           Others         -286         599         -874         2,597         -1,251         252         0         0           CF from Fin. Activity         1,959         10,242         -16,367         1,041         27,826         -17,150         -12,431         -13,217           Inc/Dec of Cash         1,425         -2,020         796         2,467         -267         -510         -1,520         3,545           Add: Beginning Balance         6,270         7,694         5,674         6,470         8,937 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>									
Issue of shares         423         0         0         0         4         0									
(Inc)/Dec in Debt         4,388         13,623         -6,506         3,875         34,967         -8,900         -4,500         -4,500           Interest Paid         -586         -1,752         -1,859         -2,060         -3,080         -5,040         -4,530         -4,255           Dividend Paid         -1,980         -2,227         -7,129         -3,370         -2,810         -3,462         -3,402         -4,461           Others         -286         599         -874         2,597         -1,251         252         0         0           CF from Fin. Activity         1,959         10,242         -16,367         1,041         27,826         -17,150         -12,431         -13,217           Inc/Dec of Cash         1,425         -2,020         796         2,467         -267         -510         -1,520         3,545           Add: Beginning Balance         6,270         7,694         5,674         6,470         8,937         8,670         8,160         6,640									
Interest Paid         -586         -1,752         -1,859         -2,060         -3,080         -5,040         -4,530         -4,255           Dividend Paid         -1,980         -2,227         -7,129         -3,370         -2,810         -3,462         -3,402         -4,461           Others         -286         599         -874         2,597         -1,251         252         0         0           CF from Fin. Activity         1,959         10,242         -16,367         1,041         27,826         -17,150         -12,431         -13,217           Inc/Dec of Cash         1,425         -2,020         796         2,467         -267         -510         -1,520         3,545           Add: Beginning Balance         6,270         7,694         5,674         6,470         8,937         8,670         8,160         6,640									
Dividend Paid         -1,980         -2,227         -7,129         -3,370         -2,810         -3,462         -3,402         -4,461           Others         -286         599         -874         2,597         -1,251         252         0         0           CF from Fin. Activity         1,959         10,242         -16,367         1,041         27,826         -17,150         -12,431         -13,217           Inc/Dec of Cash         1,425         -2,020         796         2,467         -267         -510         -1,520         3,545           Add: Beginning Balance         6,270         7,694         5,674         6,470         8,937         8,670         8,160         6,640									
Others         -286         599         -874         2,597         -1,251         252         0         0         0           CF from Fin. Activity         1,959         10,242         -16,367         1,041         27,826         -17,150         -12,431         -13,217           Inc/Dec of Cash         1,425         -2,020         796         2,467         -267         -510         -1,520         3,545           Add: Beginning Balance         6,270         7,694         5,674         6,470         8,937         8,670         8,160         6,640									
CF from Fin. Activity         1,959         10,242         -16,367         1,041         27,826         -17,150         -12,431         -13,217           Inc/Dec of Cash         1,425         -2,020         796         2,467         -267         -510         -1,520         3,545           Add: Beginning Balance         6,270         7,694         5,674         6,470         8,937         8,670         8,160         6,640								-3,402	-4,461
Inc/Dec of Cash         1,425         -2,020         796         2,467         -267         -510         -1,520         3,545           Add: Beginning Balance         6,270         7,694         5,674         6,470         8,937         8,670         8,160         6,640	Others	-286	599	-874	2,597	-1,251	252	0	0
Add: Beginning Balance 6,270 7,694 5,674 6,470 8,937 8,670 8,160 6,640	CF from Fin. Activity	1,959	10,242	-16,367	1,041	27,826	-17,150	-12,431	-13,217
	Inc/Dec of Cash	1,425	-2,020	796	2,467	-267	-510	-1,520	3,545
	Add: Beginning Balance	6,270	7,694	5,674	6,470	8,937	8,670	8,160	6,640
Liosing Balance /,694 5,674 6,470 8,937 8,670 8,160 6,640 10,185	Closing Balance	7,694	5,674	6,470	8,937	8,670	8,160	6,640	10,185

### NOTES

9

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 is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH00000412. MOFSL, 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. MOFSL is a subsidiary company of Passionate Investment Management Pvt. Ltd.. (PIMPL). MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - 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 Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL),NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at

MOFSL 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 MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report

MOFSL 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 MOFSL 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 Financial Services Limited are available on the website at <a href="https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx">https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx</a>

A graph of daily closing prices of securities is available at <a href="www.nseindia.com">www.nseindia.com</a>, <a href="www.nseindia.com">www.nseindia.com</a>, <a href="www.nseindia.com">www.nseindia.com</a>. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL 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 MOFSL & 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.

Motilal Oswal Financial Services Limited (MOFSL) 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 MOFSL 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 MOFSL, 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., MOFSL 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 MOFSL 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

23 October 2019

 $\operatorname{Motilal}$   $\operatorname{Oswal}$  Torrent Pharmaceuticals

- 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 MOFSL 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 MOFSL 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 MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL 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 MOFSL 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 MOFSL. 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. MOFSL 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. MOFSL, 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 MOFSL. 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 MOFSL 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 MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL 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 Óswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depót, Prabhadevi, Mumbai-400025; Tel No.: 022 71934200/ 022-71934263; Website www.motilaloswal.com.CIN no.: L67190MH2005PLC153397.Correspondence Office Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad(West), Mumbai-400 064. Tel No: 022 7188 1000.

Registration Nos.: Motilal Oswal Financial Services Limited (MOFSL)\*: INZ000158836(BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412. AMFI: ARN - 146822; Investment Adviser: INA000007100; Insurance Corporate Agent: CA0579;PMS:INP000006712. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP000000670); PMS and Mutual Funds are offered through MOAMC which is group company of MOFSL. Motilal Oswal Wealth Management Ltd. (MOWML): PMS (Registration No.: INP000004409) is offered through MOWML, which is a group company of MOFSL. Motilal Oswal Financial Services Limited is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs, Insurance Products and IPOs.Real Estate is offered through Motilal Oswal Real Estate Investment Advisors II Pvt. Ltd. which is a group company of MOFSL. Private Equity is offered through Motilal Oswal Private Equity Investment Advisors Pvt. Ltd which is a group company of MOFSL. Research & Advisory services is backed by proper research. Please read the Risk Disclosure Document prescribed by the Stock Exchanges carefully before investing. There is no assurance or guarantee of the returns. Investment in securities market is subject to market risk, read all the related documents carefully before investing. Details of Compliance Officer: Name: Neeraj Agarwal, Email ID: na@motilaloswal.com, Contact No.:022-71881085.

\* 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.