

Aditya Birla Fashion

BSE SENSEX

34,911

S&P CNX

10,311

CMP: INR133
TP: INR180 (+34%)
Buy

Motilal Oswal values your support in the Asiamoney Brokers Poll 2020 for India Research, Sales and Trading team. We request your ballot.



Stock Info

| | |
|-----------------------|-----------|
| Bloomberg | ABFRL IN |
| Equity Shares (m) | 772 |
| M.Cap.(INRb)/(USDb) | 103 / 1.4 |
| 52-Week Range (INR) | 285 / 97 |
| 1, 6, 12 Rel. Per (%) | 6/-27/-26 |
| 12M Avg Val (INR M) | 176 |
| Free float (%) | 40.9 |

Financials Snapshot (INR b)

| Y/E March | FY20 | FY21E | FY22E |
|-------------------|-------|-------|-------|
| Sales | 87.4 | 75.8 | 93.7 |
| EBITDA | 4.7 | 1.7 | 6.3 |
| Adj. PAT | 0.6 | -3.3 | 1.0 |
| EBITDA Margin (%) | 5.3 | 2.3 | 6.7 |
| Adj. EPS (INR) | 0.7 | -4.3 | 1.3 |
| EPS Gr. (%) | -56.7 | NM | NM |
| BV/Sh. (INR) | 14.0 | 9.7 | 11.0 |

Ratios

| | | | |
|------------|-----|-----|------|
| Net D:E | 4.4 | 6.9 | 5.8 |
| RoE (%) | 4.4 | NM | 12.6 |
| RoCE (%) | NM | NM | 5.2 |
| Payout (%) | 0.0 | 0.0 | 0.0 |

Valuations

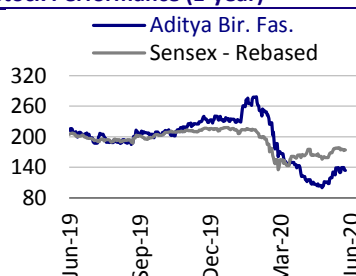
| | | | |
|----------------|-------|------|-------|
| P/E (x) | 188.2 | NM | 102.4 |
| EV/EBITDA (x) | 33.0 | 90.6 | 24.3 |
| EV/Sales (x) | 1.8 | 2.1 | 1.6 |
| Div. Yield (%) | 0.0 | 0.0 | 0.0 |
| FCF Yield (%) | 1.3 | NM | 3.0 |

Shareholding pattern (%)

| As On | Mar-20 | Dec-19 | Mar-19 |
|----------|--------|--------|--------|
| Promoter | 59.1 | 59.1 | 59.1 |
| DII | 21.9 | 21.1 | 18.3 |
| FII | 9.0 | 9.7 | 9.8 |
| Others | 10.0 | 10.1 | 12.8 |

FII Includes depository receipts

Stock Performance (1-year)



On steady ground

Leverage key concern, but strong parentage to help

ABFRL stock under pressure

As the COVID-19 led lockdown is gradually lifted, retail stocks (in line with overall market) seem to be in a rebound mode. Yet, the ABFRL stock is down 53% (decline much higher than other retailers) from its peak in Feb'20, which could largely be pinned on its high leverage. We believe this significant correction provides a strong entry opportunity in the ABFRL stock as the company has (a) healthy cost cutting initiatives, (b) manageable leverage, (c) consistent execution capability, and (d) strong parentage. These factors give us confidence that ABFRL would emerge much stronger from the current crisis and win market share from smaller unorganized players.

How much cost reduction is achievable?

Our broad workings indicate that at revenue of INR60b, ABFRL would reach EBITDA break-even on the back of 50% gross margin and 25% reduction in existing operating cost of IN40b in FY21. Thus, any incremental revenue could contribute to profitability. We estimate monthly cash-burn of ~INR1.5-1.8b during the lockdown (for rent and employee cost), while post lockdown it could be ~INR3.4b. Our expectation of ~20-25% operating cost reduction is achievable as (a) rental cost negotiations with landlords are on with good success, especially as some high street properties have already granted rental waivers for the lockdown period and lowered rent for FY21, (b) employee cost could be reduced across the front end, factory and head office with savings from variable pay, repositioning of employees to other verticals and some natural churn, (c) SG&A may see >25% savings coming from multiple discretionary and non-core variable costs, including traveling, training, etc. Yet, we have factored in 11% decrease, offering room for an upside (refer exhibits 2, 3, 4).

How much hit is expected on FY21 Balance Sheet?

In FY21, the impact on balance sheet could come from two sources – cash-burn and increasing working capital (WC). We expect net debt in FY21 to reach INR19b (v/s INR25b in FY20), on the back of INR10b rights issue, partly offset by WC and maintenance capex of ~INR2-3b. EBITDA may achieve break-even despite the sharp decline in revenue. On FY22E normalized EBITDA of INR6.3b (cut by 39% due to the COVID-19 impact), it works out to 2.7x Net Debt/EBITDA. We believe that net debt would peak to ~INR30b in 1QFY21, with INR1.5-1.8b monthly cash-burn and no material WC increase due to the lockdown. From 2QFY21, the cash-burn should reduce and turn into a source of cash flow 2HFY21 onwards. On the other hand, working capital could see minimal rise from an already large inventory increase of INR536m to INR8.4b in FY21E.

Research Analyst: **Aliasgar Shakir** (Aliasgar.Shakir@motilaloswal.com); +91 22 6129 1565

Suhel Shaikh (Suhel.Ahmad@MotilalOswal.com); +91 22 5036 2611; **Anshul Aggarwal** (Anshul.Aggarwal@motilaloswal.com); +91 22 5036 2511

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

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

Revenue to drop in FY21, but to normalize in FY22E (earnings revision)

Clearly, FY21 is a year of cash savings. We have cut FY21 revenue/EBITDA by 27%/80% (pre COVID-19 era), factoring in 13%/63% decline in FY21. However, once markets reach a point of stability in ~9 months, ABFRL should benefit from its (a) healthy cost cutting initiatives, (b) manageable leverage, (c) consistent execution capability, and (d) strong parentage, which should allow it to gain market share. We expect FY22E revenue growth of 24%, deriving EBITDA of INR6.3b (v/s INR4.6b in FY19) and EBITDA margin of 6.7% (similar to FY19 EBITDA margin of 6.8%). Note that ABFRL's FY22E EBITDA margin (pre COVID-19 period) was expected much higher earlier at 8.8% (EBITDA cut of 39%). While we believe ABFRL's real potential is much higher, comparatively our FY22E numbers are conservative to that extent.

Unmatched scale; strong execution capability

ABFRL's leverage remains a key concern as can be gauged from its valuation discount v/s peers like Trent (ABFRL's trades at 24x of FY22E EV/EBITDA v/s Trent's 42x). However, it is not strictly comparable as it does not factor in the valuation of ABFRL's loss-making new ventures and Trent's JV – Zara and Star Bazaar. Further, we believe that the company's consistent execution capability and best-in-class parentage is usually overlooked. ABFRL is the largest independent apparel player with the highest number of brands in India, which speaks volumes for its execution capability. The company has also consistently improved its earnings graph with revenue/EBITDA CAGR of 37%/75% over FY14-19. If the dented FY20 growth is taken into consideration, then revenue/EBITDA CAGR would stand at 32%/55% over FY14-20.

During FY14-20, Pantaloon continued its EBITDA margin improvement from 2% to 6%. Losses from new verticals have remained a concern but its share in total EBITDA is consistently reducing. New growth engines – Innerwear and ethnic wear – may offer good growth opportunities for the future. On the other hand, ABFRL's strong parentage should comfortably manage its net debt of INR25b (FY20). The rights issue will also partly address the debt concerns, along with net PBT benefit of 74% and net EPS benefit of 67% post the equity dilution impact in FY22E.

Valuation and view

Clearly, earnings should take another 3-6 months (around the festive season) to show some traction, hence the ABFRL stock may offer limited upside in the near term. However, it trades at FY22E EV/EBITDA multiple of 24x, which is at ~15% discount to its 3-year average multiple of 29x (until Mar'20) and offers good opportunity. Further, 'Unlock 1.0' may also build some optimism for the stock. We have assigned (a) 22x EV/EBITDA on FY22E EBITDA to the Lifestyle segment given its strong brand value and better return profile, (b) 20x EV/EBITDA on FY22E EBITDA to Pantaloon as we believe though there is a strong foundation for future growth, it is yet has to attain scale, improve RoCE and margins, and (c) 1x EV/sales to other businesses, which are still loss-making but have strong potential to grow over time. Thus, we arrive at 30x FY22E implied EV/EBITDA with a TP of INR180. Maintain Buy.

Significant cost reduction to curb opex

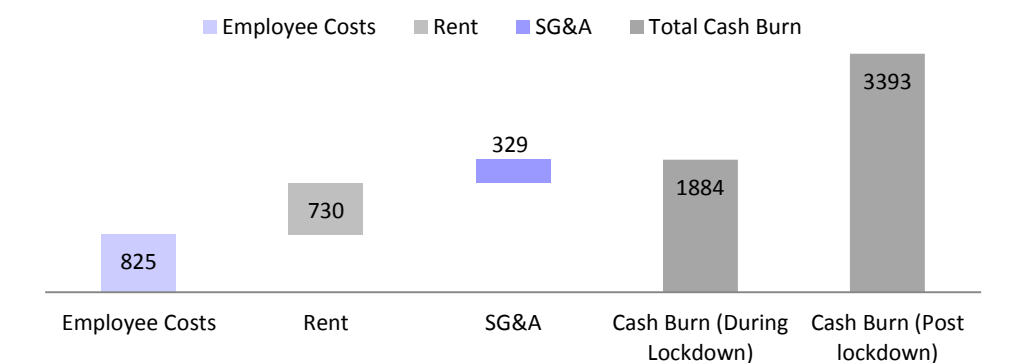
- We have done a scenario analysis (*refer exhibit 1*) reflecting ABFRL's EBITDA sensitivity to revenues in FY21E. We have considered three cases with corresponding reduction in cost of retailing (i.e. at 25%, 15%, 10% lower costs YoY) over FY20 (as reduction in costs is a factor of revenues lost). Further, we have reduced our gross margins to 50% (v/s stable state gross margins of ~53-54%) to reflect some additional discounts to liquidate the inventory.
- Our analysis, thus, indicates that even with revenue of INR60b, ABFRL would almost reach break-even on EBITDA level with 50% gross margin and 25% reduction in operating cost from INR40b in FY20 to INR36b. If the revenue decline in FY21E is lower at ~14-20%, then the reduction in operating cost too would be lower, thus, having a lower impact on profitability.
- Of the total INR40b operating cost in FY20, nearly 31% was toward rent, 26% toward employee expenses and the rest 43% toward SG&A. During the lockdown, since store/other discretionary costs would be limited, the monthly cash-burn could be restricted to ~INR1.5-1.8b for rent and employee cost. Post lockdown, after including SG&A, monthly operating expenses could stand at ~INR3.4b. Subsequently, we believe that FY21 operating cost could reduce by about 20-25%. Yet, we have factored in ~11% decrease in operating costs, building a lag in cost cutting.

Exhibit 1: EBITDA sensitivity to sales and costs FY21E (INR m)

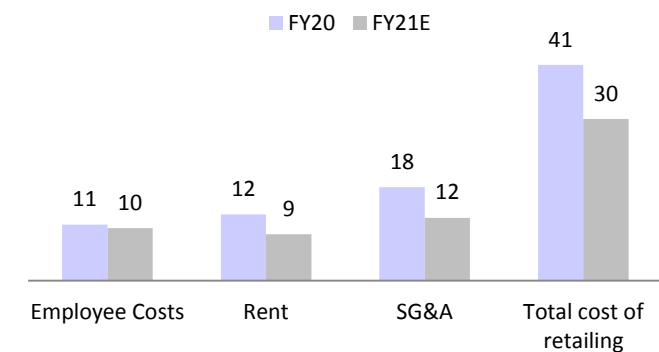
| Scenario Analysis for FY21E | FY20 | FY21 Estimated | Scenario 1 | Scenario 2 | Scenario 3 |
|-------------------------------------|---------------|----------------|---------------|---------------|---------------|
| Revenue | 87,425 | 75,768 | 60,000 | 70,000 | 75,000 |
| YoY growth | 13% | -13% | -31% | -20% | -14% |
| Gross Margins | 52% | 50% | 50% | 50% | 50% |
| Gross Profit | 45,368 | 37,871 | 30,000 | 35,000 | 37,500 |
| Reduction in costs over FY20 | | 11% | 25% | 15% | 10% |
| Employee Cost | 10,584 | 9,698 | 7,938 | 8,996 | 9,526 |
| Rent | 12,468 | 11,580 | 9,351 | 10,598 | 11,222 |
| Other Expenses | 17,661 | 14,873 | 13,246 | 15,012 | 15,895 |
| Total Operating Expenses | 40,713 | 36,151 | 30,535 | 34,606 | 36,642 |
| Monthly cash expense | 3,393 | 3,013 | 2,545 | 2,884 | 3,053 |
| EBITDA | 4,655 | 1,719 | (535) | 394 | 858 |
| EBITDA Margins | 5% | 2% | -1% | 1% | 1% |
| YoY growth | 18% | -63% | -25% | -15% | -10% |

Source: MOFSL, Company

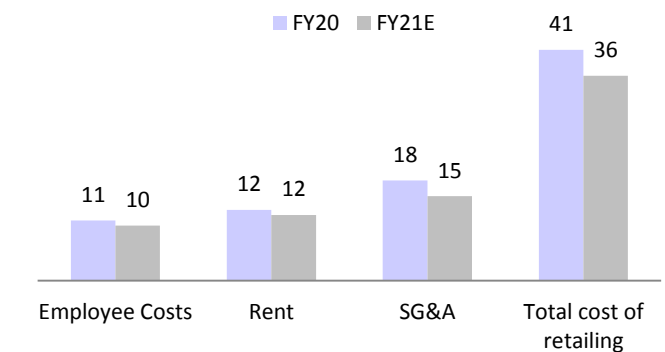
Exhibit 2: Expect ~INR3.4b operating cost per month (post cost-cutting measures in SG&A)



Source: MOFSL, Company

Exhibit 3: Operating costs could drop by up to ~25% YoY...

Source: MOFSL, Company

Exhibit 4: ...but, we have conservatively built in 11% drop in costs

Source: MOFSL, Company

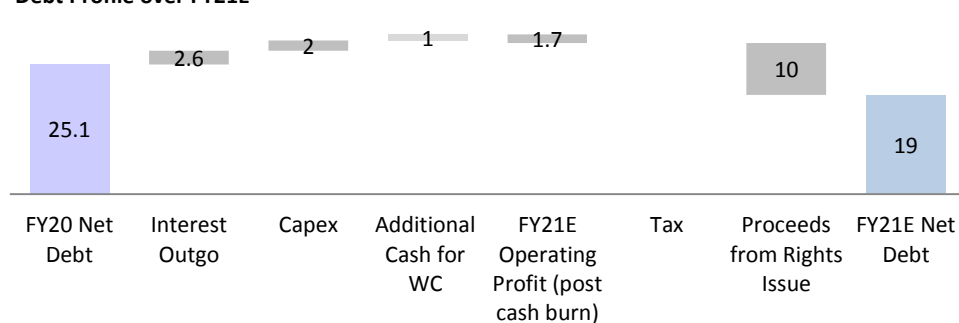
Leverage should not be a greater worry

- ABFRL's key concern remains its high net debt, which grew 53% from INR16b in FY19 to INR25b in FY20. This growth was due to losses in the Fast Fashion and other business segments as well as inorganic expansion (ABFRL expanded into niche ethnic/ceremonial wear category by acquiring stakes in brands 'Jaypore' and 'Nikhil & Shantanu').
- Given the lockdown period in 1QFY21, net debt could further increase to ~INR30b with ~INR1.5-1.8b monthly cash-burn. However, 2QFY21 onwards, the cash-burn could reduce and turn into a source of cash flow from 2HFY21. We expect FY21 EBITDA to remain positive as management is focused on reducing operating costs by nearly 20-25% (in line with the revenue decline). Additionally, in a weak market environment, no fresh capex is expected and even WC may be restricted, leading to limited funding requirements. Store addition intensity should take a breather in FY21; we expect just 100/25 store adds for Lifestyle EBOs/Pantaloons in the year (v/s FY19/20 store adds of 167/273 for Lifestyle EBOs and 33/34 for Pantaloons). We expect capex to be lower at INR2b in FY21E (v/s INR4.7b in FY20).
- Thus, we expect overall net debt (including interest cost and post the rights issue), at INR19b in FY21. This is higher than management's net debt target of INR15b. Management had earlier hinted that funds from the rights issue would be completely utilized to reduce debt.
- On the other hand, ABFRL comes from one of the largest conglomerate business houses. This gives us comfort on management's ability to deleverage, as net debt of INR25b looks insignificant in the overall larger scheme. While this could dilute earnings due to strong operating leverage, the rights issue is likely to be EPS accretive. The rights issue is estimated to result in ~INR1b of interest savings in FY22E. Thus, PBT could jump 74% by ~INR1b over the current forecasted PBT of INR1.4b with EPS benefit of 67% post the dilution impact in FY22E. Once EBITDA stabilizes in FY22E, its net debt-EBITDA could decline to 2.7x with FY22 EBITDA estimated at INR6.3b.

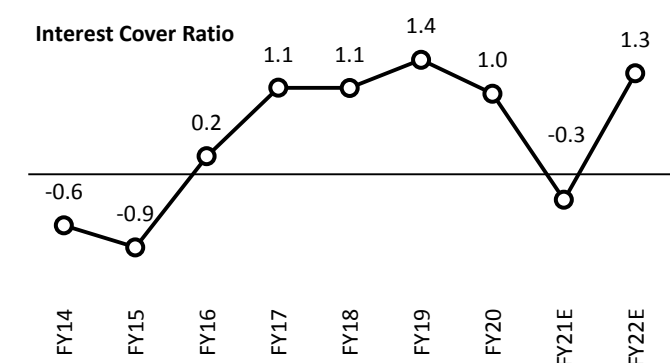
Exhibit 5: Rights issue impact on FY22E PBT and EPS

| Particulars | Amount in INR m |
|---------------------------------------|-----------------|
| Issue Size | 10,000 |
| Current Market Price (INR) | 133 |
| Discount (%) | 15% |
| Issue Price | 115 |
| Number of shares issued (m) | 87.1 |
| Current shares outstanding (m) | 774.0 |
| Post Issue Shares outstanding (m) | 861.1 |
| Dilution (%) | 10% |
| Interest saving | 1,000 |
| PBT in FY22E | 1,351 |
| Incremental PBT in FY22E | 74% |
| EPS in FY22E (INR) | 1.3 |
| EPS enhancement in FY22E (INR) | 0.9 |
| Incremental EPS in FY22E (INR) | 67% |

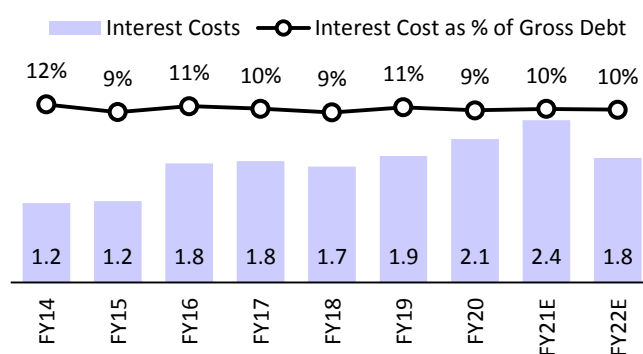
Source: MOFSL, Company

Exhibit 6: Debt estimated at INR19b over FY21, aided by rights issue (INR b)**Debt Profile over FY21E**

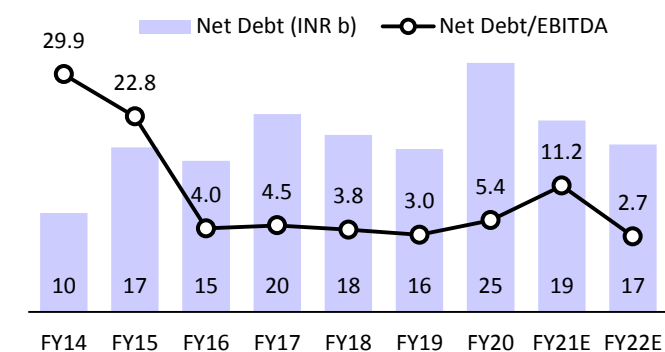
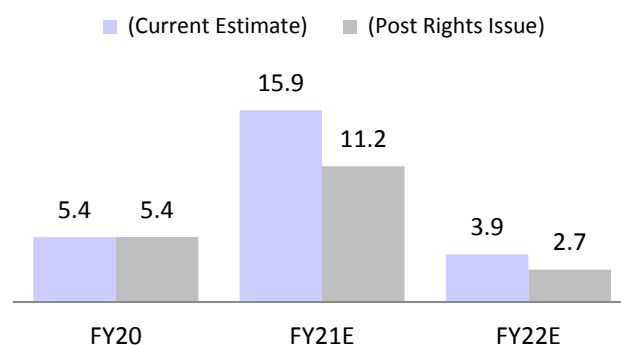
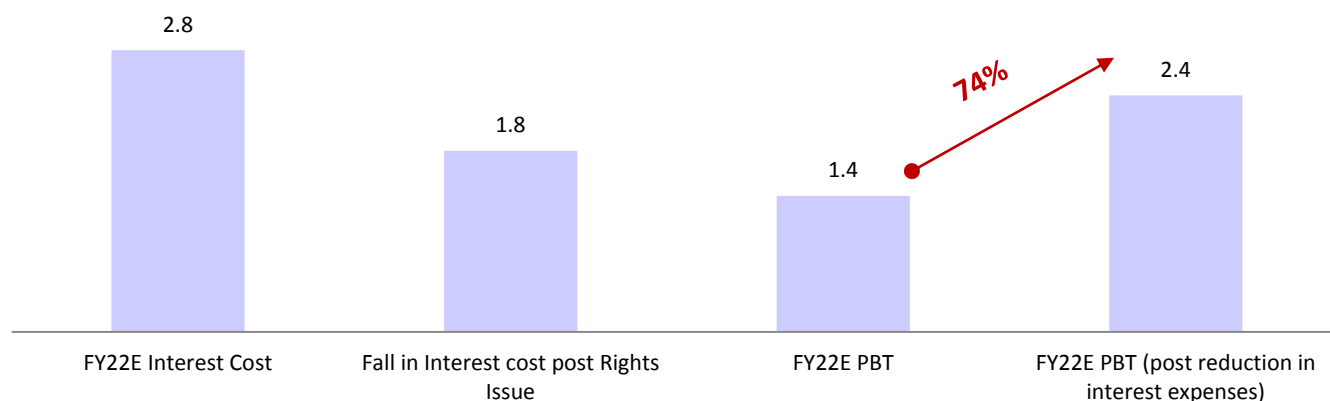
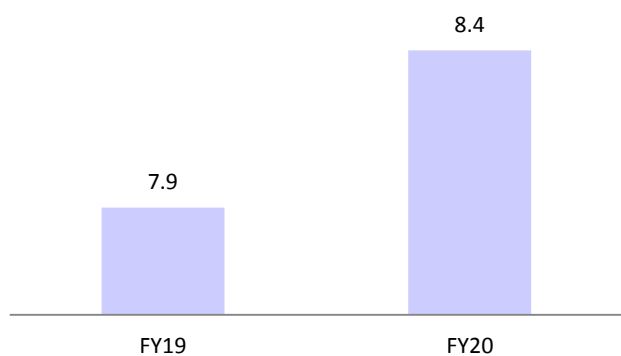
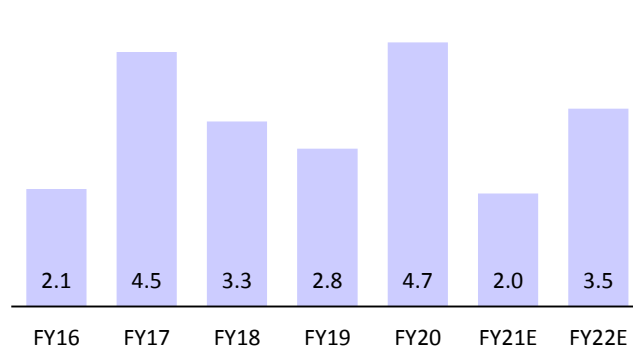
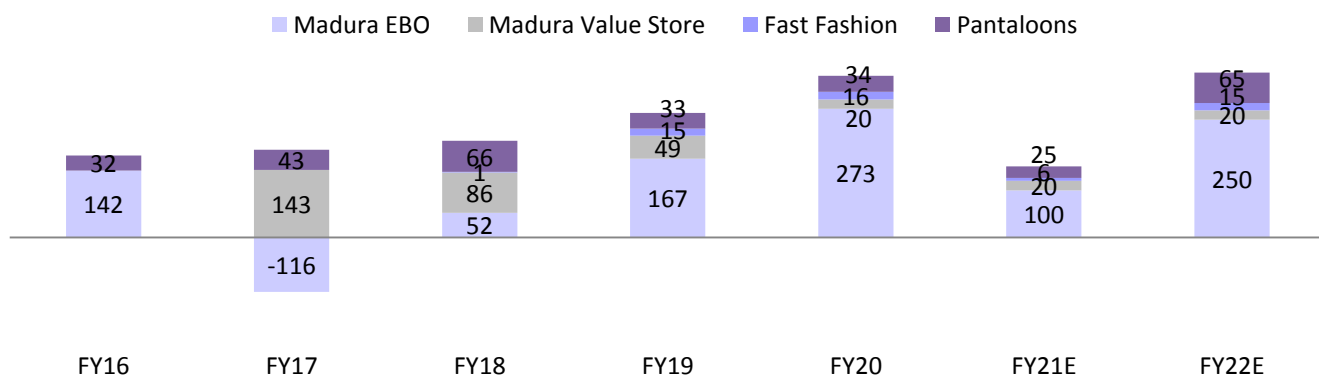
Source: MOFSL, Company

Exhibit 7: Interest coverage ratio to be stable at ~1.3x...

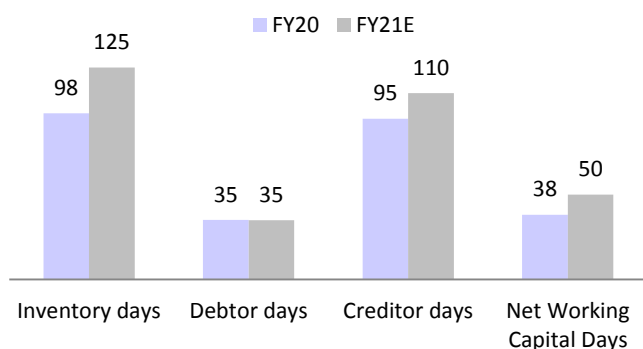
Source: MOFSL, Company

Exhibit 8: ...and interest cost to drop in FY22E

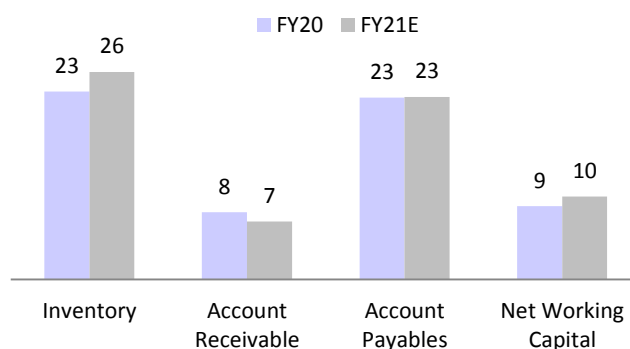
Source: MOFSL, Company

Exhibit 9: Expect Net debt and leverage to drop by FY22E**Exhibit 10: Net debt/EBITDA to remain comfortable at 2.7x****Exhibit 11: Savings in interest cost to boost FY22E PBT by 74%****Exhibit 12: Rise in inventory due to store closure (INR b)****Exhibit 13: Expect capex to moderate over FY21-22E...****Exhibit 14: ...along with drop in pace of store adds**

Source: MOFSL, Company

Exhibit 15: Working capital cycle to expand in FY21E (in days)

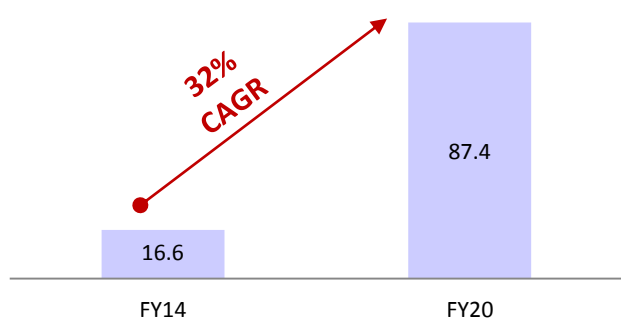
Source: MOFSL, Company

Exhibit 16: Net WC requirement to rise by ~INR1b in FY21E (INR b)

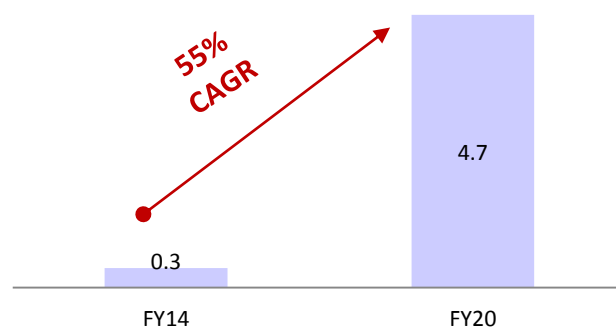
Source: MOFSL, Company

Strong execution across business segments

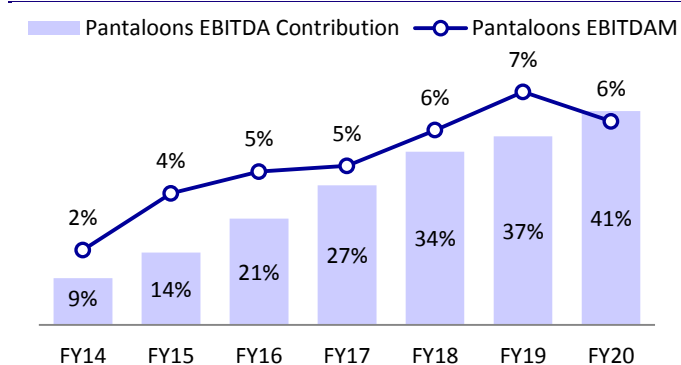
- ABFRL has (a) consistent execution, and (b) best-in-class parentage (Aditya Birla Group). The company is the largest independent apparel player with the highest number of brands in India, which speaks volumes for its execution capability. The company has also consistently improved its earnings graph with revenue/EBITDA CAGR of 37%/75% over FY14-19. Considering the dented FY20 growth, revenue/EBITDA CAGR would stand at 32%/55% over FY14-20.
- Pantaloon's (ABFRL acquired from Future Retail) EBITDA margin has improved from 2% in FY14 to 6% in FY20. Its contribution to overall EBITDA has increased from 9% in FY14 to 41% in FY20. This could be attributed to management's focus to (a) build strong private-label brands like *Rangmanch*, *Annabelle*, *SF Jeans*, *Byford*, etc., and (b) optimize the store size, thereby reducing cost overheads. Lifestyle brands too are diversifying with increased focus on women's wear and casual-wear collection (which is expected to gain share from the declining trend in the formal-wear category).
- While losses from new verticals remain a concern, it is expected to reduce on improving efficiency and higher scale. The new Innerwear segment has shown consistent sales growth – from ~INR1b in FY18 to INR2.7b in FY20 – and is giving tough competition to some prominent names in the Innerwear market. Ethnic wear also offers good growth opportunity.

Exhibit 17: ABFRL delivered 32% sales CAGR (INR b)...

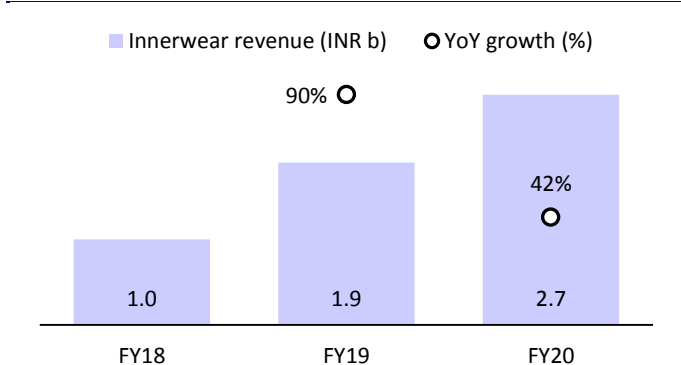
Source: MOFSL, Company

Exhibit 18: ...and 55% EBITDA CAGR (INR b) over FY14-20...

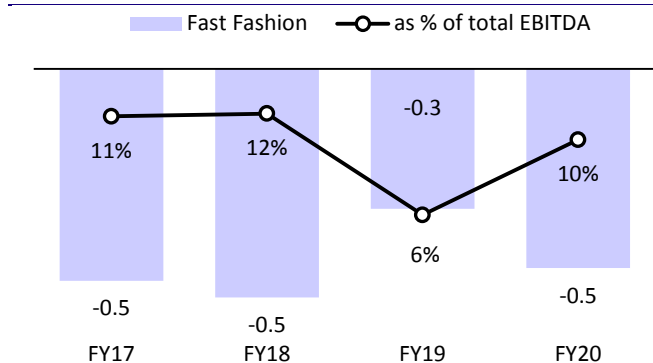
Source: MOFSL, Company

Exhibit 19: Pantaloon's EBITDA/EBITDA contribution (INR b)

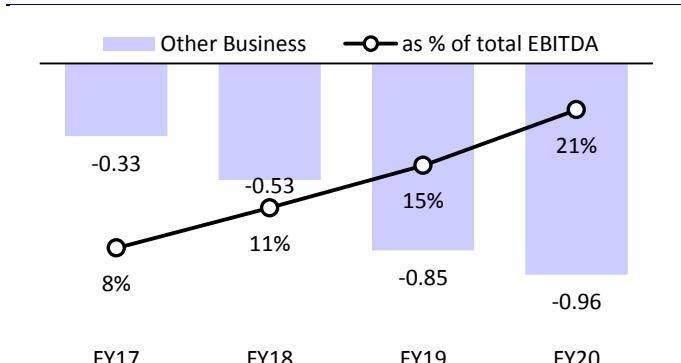
Source: MOFSL, Company

Exhibit 20: ABFRL's new foray 'Innerwear' has been fruitful so far

Source: MOFSL, Company

Exhibit 21: EBITDA losses (INR b) from fast fashion have been steady while...

Source: MOFSL, Company

Exhibit 22: ...EBITDA losses (INR b) from other business have increased in FY20

Source: MOFSL, Company

Valuation and view

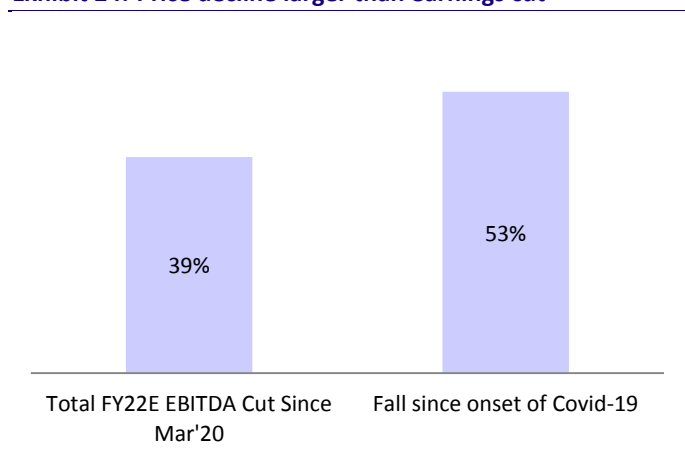
- ABFRL offers secular growth potential with a unique portfolio of established industry-leading brands and high-growth categories such as the value fashion retail chain.
- Its strong platform of established brands, deep distribution, and sound management capabilities have allowed it to launch multiple products across the Apparel category, such as foray into the Innerwear segment, women's Fast Fashion, Casual Wear, and Luxury Retail, which have the potential to fuel growth and drive valuations.
- However, a high leverage (net debt of INR25b; net debt to EBITDA was 5.4x in FY20), partly attributed to the persistence of its loss-making businesses, has turned into a key concern, especially at a time when liquidity is of utmost importance.
- While we understand that earnings will take 3-6 months until the festive season to show some traction, the stock offers limited upside in the near term. However, we see it as an opportunity due to (a) it trading at FY22E EV/EBITDA multiple of 24x, which is at ~15% discount to 3-year average multiple of 29x (until Mar'20), and (b) its strong position in the apparel segment, which leads us to value ABFRL at ~20% premium to its peers under our coverage.

- We have assigned (a) 22x EV/EBITDA on FY22E EBITDA to the Lifestyle segment given its strong brand value and better return profile, (b) 20x EV/EBITDA on FY22E EBITDA to Pantaloons as we believe though there is a strong foundation for future growth, it is yet has to attain scale, improve RoCE and margins, and (c) 1x EV/sales to other businesses (which include Fast Fashion and Innerwear), which are still loss-making but have strong potential to grow over time. Thus, we arrive at 30x FY22E implied EV/EBITDA with a TP of INR180.

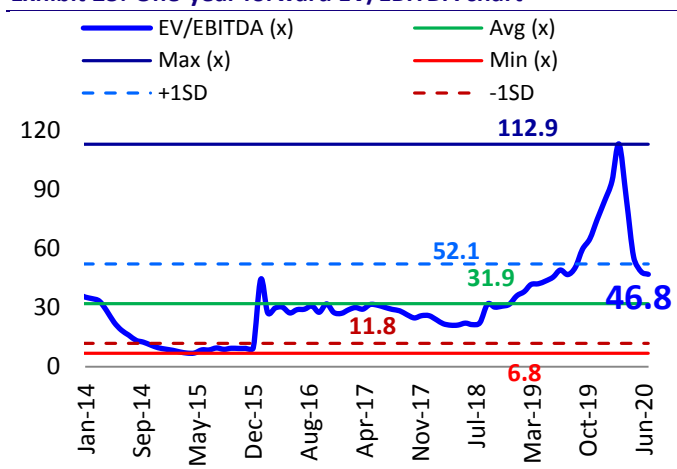
Exhibit 23: Valuation based on SOTP

| Particulars | EBITDA/Sales | Multiple | EV |
|---------------------------|--------------|----------|----------------|
| Lifestyle Brands | 5,247 | 22 | 115,424 |
| Pantaloons | 1,794 | 20 | 35,874 |
| Others | 11,552 | 1 | 12,707 |
| Total EV | | | 164,005 |
| Less: Net debt | | | 24,882 |
| Equity Value | | | 139,123 |
| No of Shares | | | 774 |
| Target Price (INR) | | | 180 |
| CMP | | | 134 |
| Upside | | | 34% |

Source: MOFSL, Company

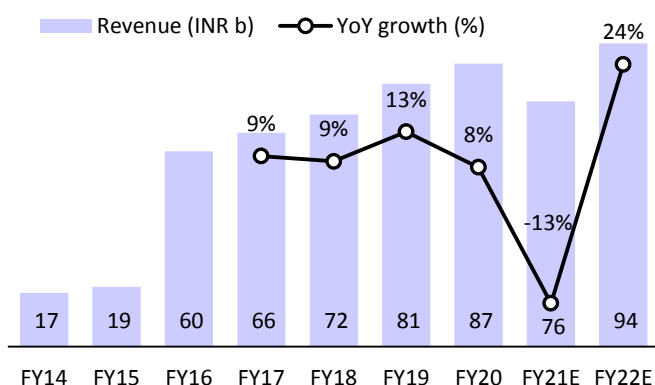
Exhibit 24: Price decline larger than earnings cut

Source: MOFSL, Company

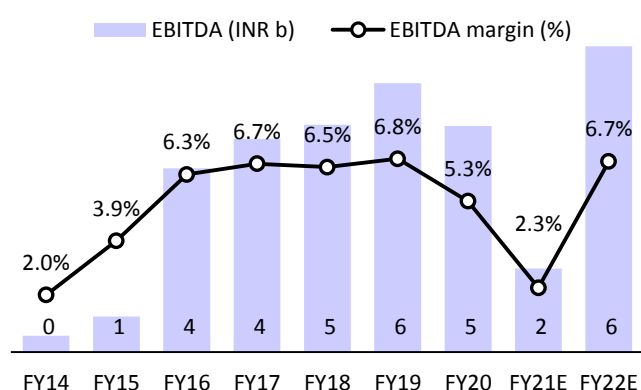
Exhibit 25: One-year forward EV/EBITDA chart

Source: MOFSL, Company

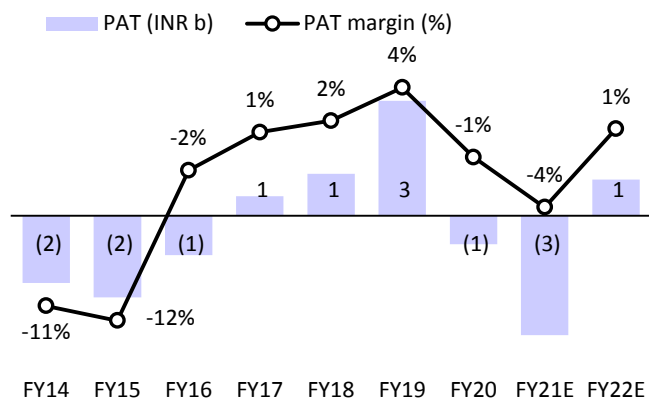
Story in Charts

Exhibit 26: Revenue estimated at 4% CAGR over FY20-22E


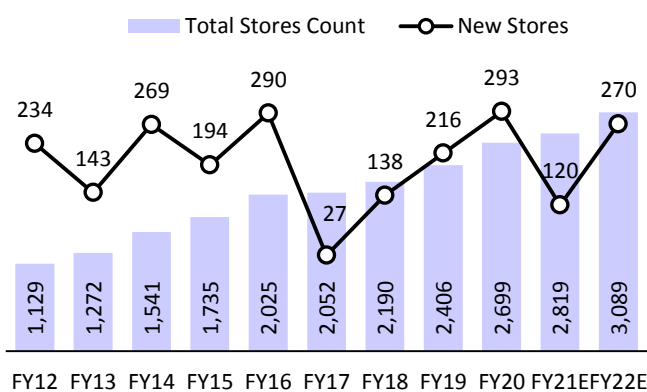
Source: MOFSL, Company

Exhibit 27: EBITDA estimated at 12% CAGR over FY20-22E


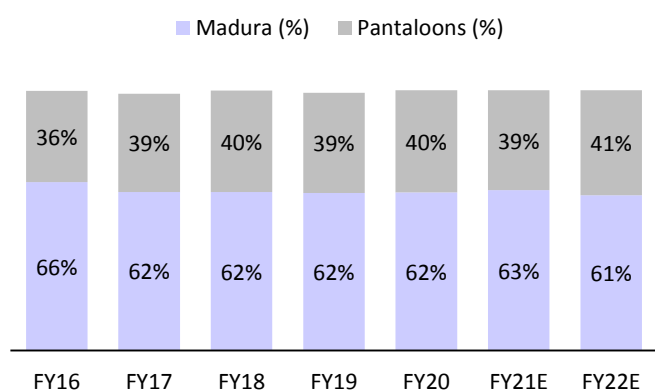
Source: MOFSL, Company

Exhibit 28: PAT to stabilize by FY22E


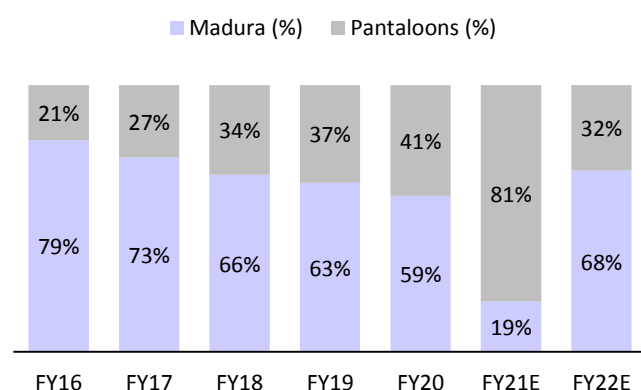
Source: MOFSL, Company

Exhibit 29: Madura's store addition pace remains robust


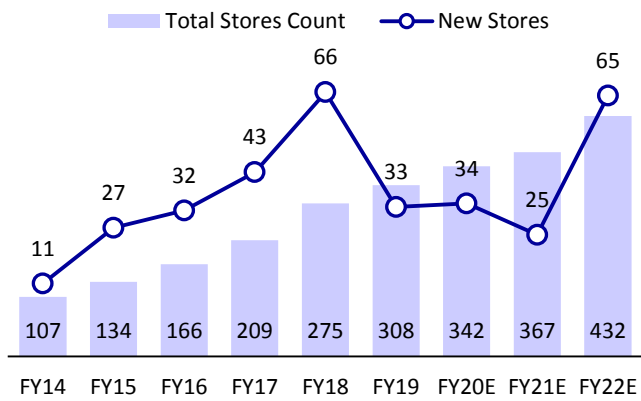
Source: MOFSL, Company

Exhibit 30: Madura/Pantaloon's revenue contribution


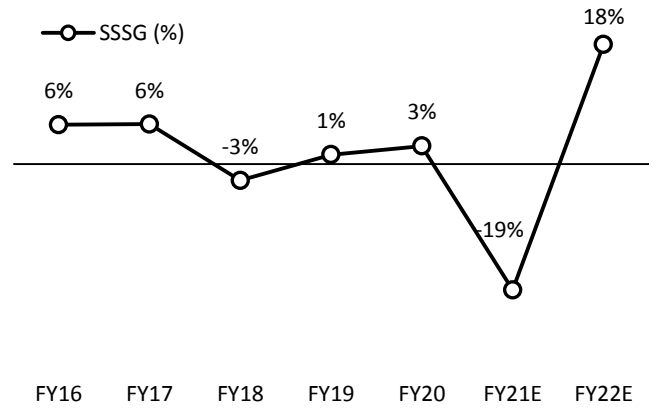
Source: MOFSL, Company

Exhibit 31: Madura's FY21E EBITDA contribution to decline temporarily


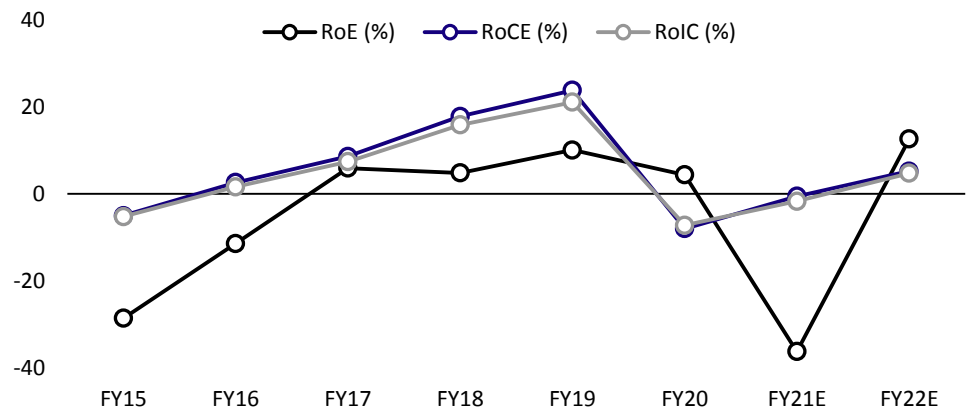
Source: MOFSL, Company

Exhibit 32: Pantaloon's store add trend

Source: MOFSL, Company

Exhibit 33: Pantaloon's SSSG trend

Source: MOFSL, Company

Exhibit 34: Return profile (%)

Source: Company, MOFSL

Financials and valuations

Standalone - Income Statement

(INR m)

| Y/E March | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21E | FY22E |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Total Income from Operations | 18,507 | 60,339 | 66,029 | 71,721 | 81,177 | 87,425 | 75,768 | 93,656 |
| Change (%) | 11.4 | 226.0 | 9.4 | 8.6 | 13.2 | 7.7 | -13.3 | 23.6 |
| Raw Materials | 10,004 | 27,518 | 30,070 | 33,901 | 39,250 | 42,058 | 37,898 | 45,725 |
| Employees Cost | 1,837 | 6,205 | 7,058 | 7,723 | 9,130 | 10,584 | 9,698 | 12,409 |
| Rent | 2,825 | 9,032 | 10,871 | 10,429 | 11,104 | 12,468 | 11,580 | 12,563 |
| Other Expenses | 3,114 | 13,801 | 13,638 | 14,985 | 16,153 | 17,661 | 14,873 | 16,658 |
| Total Expenditure | 17,780 | 56,555 | 61,637 | 67,038 | 75,637 | 82,771 | 74,049 | 87,355 |
| % of Sales | 96.1 | 93.7 | 93.3 | 93.5 | 93.2 | 94.7 | 97.7 | 93.3 |
| EBITDA | 727 | 3,784 | 4,392 | 4,683 | 5,541 | 4,655 | 1,719 | 6,301 |
| Margin (%) | 3.9 | 6.3 | 6.7 | 6.5 | 6.8 | 5.3 | 2.3 | 6.7 |
| Depreciation | 1,835 | 3,381 | 2,425 | 2,805 | 2,823 | 2,488 | 2,562 | 2,727 |
| EBIT | -1,108 | 403 | 1,967 | 1,878 | 2,717 | 2,167 | -843 | 3,575 |
| Int. and Finance Charges | 1,202 | 1,765 | 1,797 | 1,716 | 1,874 | 2,123 | 2,614 | 2,799 |
| Other Income | 28 | 264 | 382 | 328 | 648 | 522 | 548 | 575 |
| PBT bef. EO Exp. | -2,281 | -1,098 | 552 | 490 | 1,491 | 565 | -2,909 | 1,351 |
| EO Items | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| PBT after EO Exp. | -2,281 | -1,098 | 552 | 490 | 1,491 | 565 | -2,909 | 1,351 |
| Total Tax | 0 | 0 | 0 | -688 | -1,721 | 1,361 | 426 | 338 |
| Tax Rate (%) | 0.0 | 0.0 | 0.0 | -140.5 | -115.4 | 240.8 | -14.6 | 25.0 |
| Reported PAT | -2,281 | -1,098 | 552 | 1,178 | 3,212 | -796 | -3,335 | 1,013 |
| Adjusted PAT | -2,281 | -1,098 | 552 | 494 | 1,273 | 551 | -3,335 | 1,013 |
| Change (%) | 21.5 | -51.9 | -150.3 | -10.5 | 157.7 | -56.7 | -705.3 | -130.4 |
| Margin (%) | -12.3 | -1.8 | 0.8 | 0.7 | 1.6 | 0.6 | -4.4 | 1.1 |

Standalone - Balance Sheet

(INR m)

| Y/E March | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21E | FY22E |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Equity Share Capital | 928 | 7,688 | 7,705 | 7,717 | 7,735 | 7,740 | 7,740 | 7,740 |
| Total Reserves | 9,211 | 1,367 | 1,876 | 3,214 | 6,554 | 3,119 | -216 | 797 |
| Net Worth | 10,139 | 9,055 | 9,582 | 10,931 | 14,289 | 10,859 | 7,524 | 8,537 |
| Total Loans | 16,864 | 15,436 | 20,446 | 18,615 | 17,029 | 52,437 | 52,937 | 50,437 |
| Deferred Tax Liabilities | 0 | 0 | 0 | -688 | -2,634 | -1,950 | -1,950 | -1,950 |
| Capital Employed | 27,003 | 24,491 | 30,028 | 28,857 | 28,684 | 61,346 | 58,510 | 57,023 |
| Net Fixed Assets | 24,681 | 23,232 | 24,871 | 25,823 | 25,555 | 47,319 | 46,757 | 47,531 |
| Capital WIP | 157 | 254 | 250 | 459 | 224 | 401 | 401 | 401 |
| Total Investments | 0 | 0 | 0 | 42 | 42 | 1,700 | 0 | 0 |
| Curr. Assets, Loans&Adv. | 19,796 | 22,338 | 25,238 | 30,326 | 37,756 | 45,520 | 44,566 | 46,298 |
| Inventory | 11,503 | 14,105 | 14,313 | 16,912 | 19,213 | 23,494 | 25,948 | 25,659 |
| Account Receivables | 4,085 | 3,124 | 4,522 | 5,518 | 7,866 | 8,402 | 7,265 | 8,981 |
| Cash and Bank Balance | 270 | 192 | 497 | 728 | 574 | 2,651 | 973 | 881 |
| Loans and Advances | 3,938 | 4,917 | 5,907 | 7,168 | 10,103 | 10,974 | 10,379 | 10,777 |
| Curr. Liability & Prov. | 17,631 | 21,334 | 20,331 | 27,793 | 34,893 | 33,594 | 33,213 | 37,206 |
| Account Payables | 12,415 | 14,298 | 14,578 | 20,093 | 23,986 | 22,733 | 22,834 | 24,376 |
| Other Current Liabilities | 4,621 | 6,290 | 3,823 | 5,780 | 8,885 | 9,011 | 8,303 | 10,264 |
| Prov'IS (Pre IndAS 116)'ions | 595 | 746 | 1,929 | 1,920 | 2,023 | 1,850 | 2,076 | 2,566 |
| Net Current Assets | 2,165 | 1,005 | 4,907 | 2,533 | 2,863 | 11,926 | 11,352 | 9,092 |
| Appl. of Funds | 27,003 | 24,491 | 30,028 | 28,858 | 28,684 | 61,346 | 58,510 | 57,023 |

Financials and valuations

Ratios

| Y/E March | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21E | FY22E |
|-------------------------------|-------------|-------------|------------|------------|------------|------------|-------------|------------|
| Basic (INR) | | | | | | | | |
| EPS | -3.0 | -1.4 | 0.7 | 0.6 | 1.6 | 0.9 | -4.3 | 1.3 |
| Cash EPS | -0.6 | 3.0 | 3.9 | 4.3 | 5.3 | 4.1 | -1.0 | 4.8 |
| BV/Share | 13.2 | 11.8 | 12.4 | 14.2 | 18.5 | 14.0 | 9.7 | 11.0 |
| DPS | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Payout (%) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Valuation (x) | | | | | | | | |
| P/E | NM | NM | 187.0 | 209.0 | 81.4 | 150.3 | NM | 102.4 |
| Cash P/E | NM | 45.2 | 34.7 | 31.3 | 25.2 | 32.6 | NM | 27.7 |
| P/BV | 10.2 | 11.4 | 10.8 | 9.4 | 7.2 | 9.6 | 13.8 | 12.1 |
| EV/Sales | 1.6 | 2.0 | 1.9 | 1.7 | 1.5 | 1.8 | 2.1 | 1.6 |
| EV/EBITDA | 39.9 | 31.3 | 28.1 | 25.9 | 21.7 | 33.0 | 90.6 | 24.3 |
| Dividend Yield (%) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| FCF per share | NM | 1.3 | -0.3 | 3.5 | 3.2 | 2.5 | NM | 6.0 |
| Return Ratios (%) | | | | | | | | |
| RoE | NM | NM | 5.9 | 4.8 | 10.1 | 5.5 | NM | 12.6 |
| RoCE | NM | 2.6 | 8.6 | 17.8 | 23.8 | NM | NM | 5.2 |
| RoIC | NM | 1.6 | 7.4 | 15.9 | 21.1 | NM | NM | 4.8 |
| Working Capital Ratios | | | | | | | | |
| Fixed Asset Turnover (x) | 0.6 | 2.4 | 2.4 | 2.3 | 2.4 | 1.5 | 1.3 | 1.5 |
| Asset Turnover (x) | 0.7 | 2.5 | 2.2 | 2.5 | 2.8 | 1.4 | 1.3 | 1.6 |
| Inventory (Days) | 227 | 85 | 79 | 86 | 86 | 98 | 125 | 100 |
| Debtor (Days) | 81 | 19 | 25 | 28 | 35 | 35 | 35 | 35 |
| Creditor (Days) | 245 | 86 | 81 | 102 | 108 | 95 | 110 | 95 |
| Leverage Ratio (x) | | | | | | | | |
| Current Ratio | 1.1 | 1.0 | 1.2 | 1.1 | 1.1 | 1.4 | 1.3 | 1.2 |
| Interest Cover Ratio | NM | 0.2 | 1.1 | 1.1 | 1.4 | 1.0 | NM | 1.3 |
| Net Debt/Equity | 1.6 | 1.7 | 2.1 | 1.6 | 1.1 | 4.4 | 6.9 | 5.8 |

Standalone - Cash Flow Statement

| Y/E March | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21E | FY22E |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| OP/(Loss) before Tax | -2,281 | -1,098 | 535 | 490 | 1,491 | -91 | -2,909 | 1,351 |
| Depreciation | 1,835 | 3,381 | 2,425 | 2,805 | 2,823 | 8,768 | 2,562 | 2,727 |
| Interest & Finance Charges | 1,202 | 1,765 | 1,761 | 1,669 | 1,846 | 4,200 | 2,614 | 2,799 |
| Direct Taxes Paid | -15 | -19 | -30 | -10 | -196 | -61 | -426 | -338 |
| (Inc)/Dec in WC | -1,096 | -741 | -573 | 760 | -937 | -6,082 | -1,104 | 2,168 |
| CF from Operations | -357 | 3,288 | 4,118 | 5,714 | 5,028 | 6,734 | 737 | 8,707 |
| Others | -3 | -179 | 134 | 237 | 249 | -117 | -548 | -575 |
| CF from Operating incl EO | -359 | 3,109 | 4,252 | 5,951 | 5,276 | 6,617 | 189 | 8,132 |
| (Inc)/Dec in FA | -1,163 | -2,076 | -4,499 | -3,271 | -2,792 | -4,668 | -2,000 | -3,500 |
| Free Cash Flow | -1,522 | 1,033 | -247 | 2,680 | 2,484 | 1,949 | -1,811 | 4,632 |
| (Pur)/Sale of Investments | 75 | 0 | 4 | -36 | 22 | -11,079 | 1,700 | 0 |
| Others | 198 | 219 | 40 | 58 | 6 | 7 | 549 | 576 |
| CF from Investments | -889 | -1,857 | -4,455 | -3,250 | -2,763 | -5,740 | 249 | -2,924 |
| Issue of Shares | 0 | -16 | 11 | 12 | 9 | 72 | 0 | 0 |
| Inc/(Dec) in Debt | 2,602 | 508 | 1,948 | -1,832 | -1,576 | 10,725 | 500 | -2,500 |
| Interest Paid | -1,191 | -1,821 | -1,450 | -649 | -1,098 | -4,226 | -2,614 | -2,799 |
| Dividend Paid | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Others | 0 | 0 | 0 | 0 | 0 | -5,370 | 0 | 0 |
| CF from Fin. Activity | 1,411 | -1,330 | 509 | -2,469 | -2,664 | 1,202 | -2,114 | -5,299 |
| Inc/Dec of Cash | 162 | -78 | 306 | 233 | -151 | 2,079 | -1,676 | -91 |
| Opening Balance | 108 | 270 | 190 | 495 | 725 | 571 | 2,649 | 972 |
| Closing Balance | 271 | 192 | 496 | 727 | 574 | 2,650 | 973 | 881 |

NOTES

| 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.

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 Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. 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 <http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf>

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 <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of 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.

For U.S.

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 MOFSL, 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 MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
- 3 MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
- 4 MOFSL, 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 MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- 7 MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
- 8 MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
- 9 MOFSL has not received any compensation or other benefits from third party in connection with the research report
- 10 MOFSL 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
- 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 Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, 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.