

## Subscribe

Price Band: INR 315 - 320

### ISSUE SUMMARY

Issue Opens	30-Sept-19
Issue Closes	3-Oct-19
Offer Price (INR per share)	315-320
Face Value (INR)	10
Pre Issue Shares o/s (mn)	160
Offer for Sale (No of sh. mn)	20
Fresh Issue (mn)	-
^Issue Size (INR bn)	6.4
QIB	50%
Non-institutional	15%
Retail	35%
^ Issue Size (@INR320)	

### POST ISSUE DETAILS

Mcap @INR320/sh. (INR bn)	51.2
<b>Shareholding pattern</b>	
Promoters	87.4%
Non-Promoters	12.6%

Investors are advised to refer through disclosures made at the end of the Research Report.

Indian Railway Catering and Tourism Corporation Limited (“IRCTC”), a Central Public Sector Enterprise, is the only entity authorized by Indian Railways to provide catering services to railways, online railway tickets and packaged drinking water at railway stations and trains in India.

**Strong regulatory moat around each of the businesses:** As the sole entity authorized by Indian Railways to provide its services, the company enjoys significant barriers to entry for each business segment. The company is likely to reap future benefits of favourable regulations as it scales other products like e-wallets, train operations, and hotels.

**Significant trigger after the re-instatement of convenience charge on e-tickets:** Effective Sept 1, 2019, the company has reinstated the convenience fee (in the range of INR10-30/booking) on its web and mobile platforms. Since, IRCTC handles ~25 mn transactions a month, this has an incremental revenue potential in the range of INR3b-INR9b, which according to the management, the majority of revenues are likely to flow to the bottom-line.

**High return ratios with healthy dividend payouts:** The result of an asset-light business model, the company has high return ratios with RoCE and RoE of ~25% with dividend payouts of more than 40% of net profits, over the past two years, higher than the regulatory norm of 30%. Moreover, healthy cash balances (more than the networth of the company) provides comfort against business uncertainties.

**Object of Issue:** The issue is entirely an offer-for-sale (OFS) by Government of India (20 mn shares), implying an issue size of INR6.4 bn and a post-issue market capitalization of INR 51.2 bn (at the higher price band).

**View:** Based on FY19 consolidated numbers, the issue is priced at a P/E of 19x. The company is likely to benefit from i) monopolistic nature of business, ii) significant growth over FY19-21 iii) an asset-light business model with healthy dividend payouts, and iv) strong parentage. Thus, investors can Subscribe to the IPO.

### Financials & Valuations (INR mn)

Y/E March	FY17	FY18	FY19
Revenue	15,197	14,661	18,679
Revenue growth (%)	NA	-3.5	27.4
EBITDA	3,124	2,730	3,721
EBITDA Margin (%)	20.6	18.6	19.9
EBITDA growth (%)	NA	-12.6%	36.3%
Adj. PAT	2,291	2,206	2,726
EPS (INR)	14.3	13.8	17.0
EPS Growth (%)	NA	-3.7	23.6
RoE	NA	25.3	27.3
RoCE	NA	25.6	27.4
Dividend Payout (%)	32.4	46.3	51.6
PE (x) (At higher price band)	22.3	23.2	18.8

Source: Company RHP, MOFSL

## About the Company

IRCTC, a Government of India Enterprise, was incorporated with the objective to upgrade, modernize and professionalize catering and hospitality services, managing hospitality services at railway stations, on trains and other locations and to promote international and domestic tourism in India through public-private participation. It is under the administrative control of the Ministry of Railways (MoR) and is the only entity authorized by Indian Railways to provide Catering Services to railways, Online railway tickets and Packaged drinking water at railway stations and trains in India.

It operates one of the most transacted websites, www.irctc.co.in, in the Asia-Pacific region with transaction volume averaging 25 million to 28 million transactions per month. In order to provide a “one stop solution” to customers, it diversified into other businesses, including services such as e-catering, executive lounges, budget hotels and travel & tourism.

### Exhibit 1: Business Segments of IRCTC



Source: RHP, MOFSL

## Business Segments

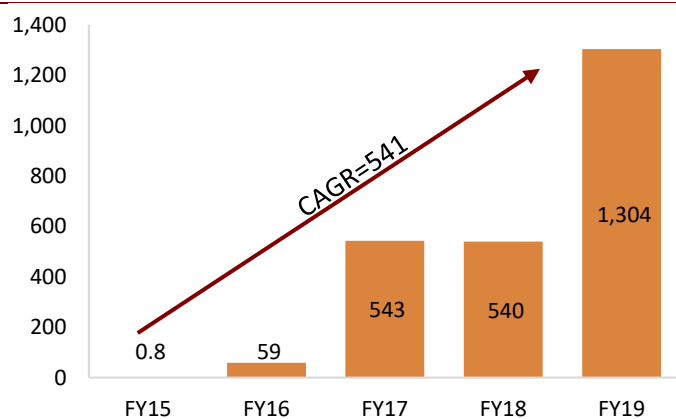
IRCTC has 4 primary business segments:-

- **Catering services (55% of FY19 revenues):** With the Catering Policy 2017, the responsibility for the entire catering services on all mobile units, as well as part of static catering services of Indian Railways have been handed over to IRCTC. Mobile catering involves catering services on trains. This can be further divided into:-
  - Services on prepaid trains like Rajdhani, Shatabadi, and Duronto, where the meals are included in the ticket prices and IRCTC receives a re-imbursment from Indian Railways (INR 5bn in FY19).
  - Services on trains where meals are not included in the ticket prices. IRCTC ensures quality and timeliness of food prepared and in return receives a license fee. The sharing of license fee between Indian

Railways and IRCTC is in the ratio of 40:60 as agreed with the Ministry of Railways. A network of base kitchens supports the supply of meals on mobile trains in accordance with the Catering Policy 2017. IRCTC has identified 54 such kitchen units/stations which supply food to these trains. 36 out of the 54 kitchen units are existing units to be renovated and modified and the other 18 kitchen units will be set up on land to be provided by Indian Railways.

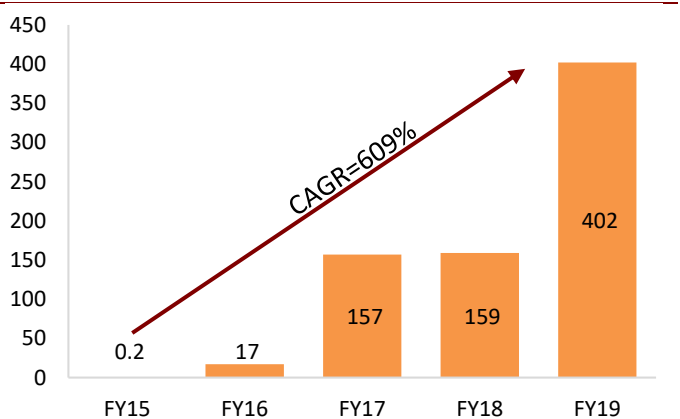
- **Static catering services:** This includes catering services at stations comprising fast food units, food plazas, Jan Ahaars, refreshment rooms, base kitchens, and at executive lounges and other facilities at station premises such as budget hotels and Rail Yatri Niwas. IRCTC receives a license fee in exchange for services, which it needs to share with Ministry of Railways.

**Exhibit 2: E-catering services order volume (thousand)**



Source: RHP, MOFSL

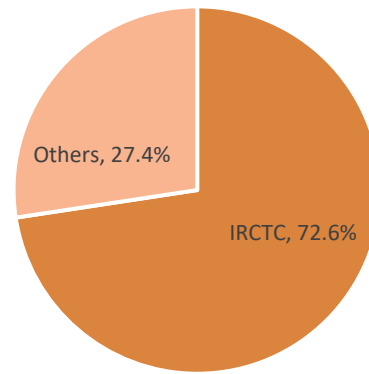
**Exhibit 3: E-catering services revenue (Rs mn)**



Source: RHP, MOFSL

- **Internet ticketing (12% of FY19 revenues):** IRCTC is the only entity authorized to offer Indian Railways' ticket online. Irctc.com is one of the largest websites in the Asia-Pacific region with a transaction volume of more than 25mn/month, and 7 mn logins per day. Powered by the increasing internet penetration in India, ~72% of total Indian Railways' ticket bookings were done online through company's website/mobile application.
- **Regulatory changes:** On November 22, 2016 removed the charges levied by IRCTC on passengers booking railway tickets online (INR20 - 40) as a method to promote digital payments. For FY18 and FY19, Ministry of Finance reimbursed the IRCTC an amount of INR800mn and INR880 mn, respectively for its operations costs. With effect from September 1, 2019, IRCTC has re-instated convenience fee of INR 10-30/booking on the passengers for the booking railway tickets online. Moreover, according to the management, this fee will no longer have to be shared with the Ministry of Railways.

**Exhibit 4: IRCTC’s dominant market share in Railway Bookings**

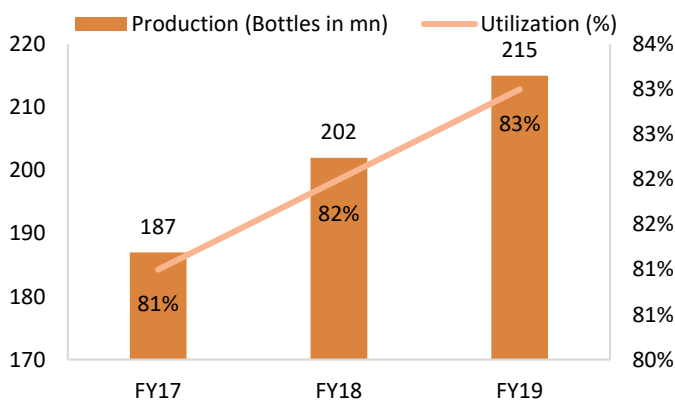


Source: RHP, MOFSL

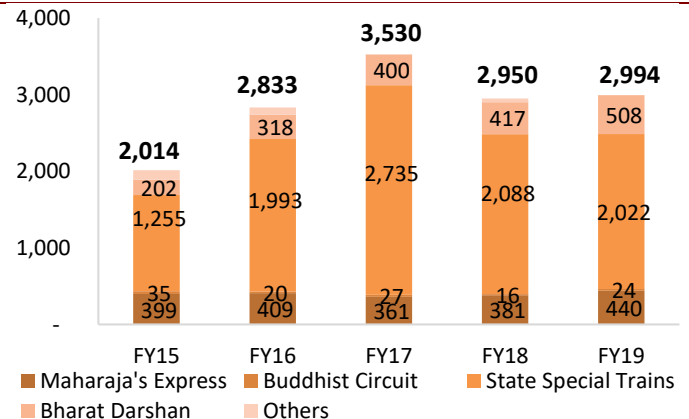
- Packaged Drinking Water (9% of FY19 revenues):** IRCTC is the only entity authorized to manufacture and distribute packaged drinking water on railway stations and trains. IRCTC does so under the brand name, “Rail Neer”. IRCTC has 10 operational plants with a cumulative manufacturing capacity of 1.1 mn liters per day. The company has plans of setting up 9 new plants to cater to unmet demand.

**Exhibit 5: Performance of Rail Neer Plants**

**Exhibit 6: IRCTC’s revenue from major tourist trains (Rs mn)**



Source: RHP, MOFSL



Source: RHP, MOFSL

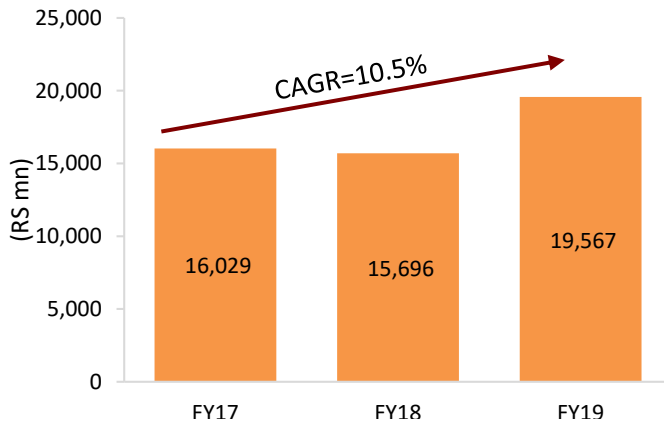
- Travel and Tourism (24% of FY19 revenues):** The various tourism services offered by IRCTC includes Luxury Train Tours Maharajas’ Express, Buddhist Circuit Special Train, Bharat Darshan Special Tourist Trains, theme based tourist trains, Rail Tour Packages, international and domestic air packages, land tour packages, hotel booking, car rental, LTC tours and event management. The company is a one stop shop for all travel and tourism related services, and operate their own tourism portal, www.ircctourism.com through which they offers these products and services.

### **Risk and concerns**

- Regulatory risk: As IRCTC is a Government of India Enterprise, it faces various regulatory challenges. Any adverse change in policy of the Ministry of Railways may adversely affect the business and results of operations. The company has suffered in the past due to changes in policy and this risk is likely to be an overhang on the stock going forward as well.
- Technological risk: The future success depends on the ability of the company to upgrade services and infrastructure ahead of rapidly evolving consumer demands.

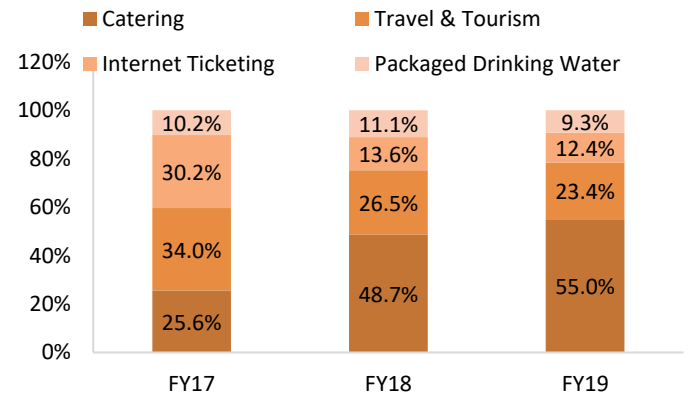
## Story in Charts

**Exhibit 7: Revenue CAGR of 10.5%**



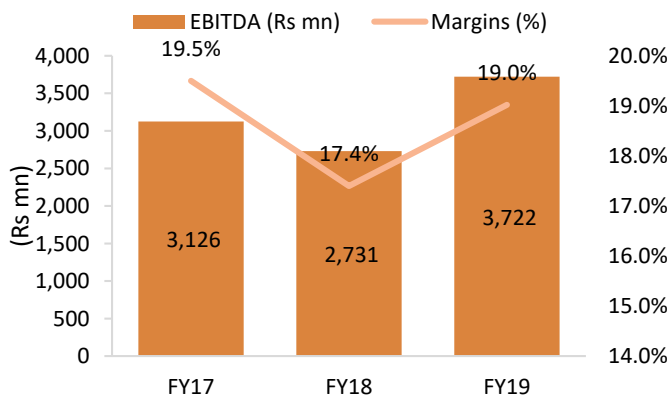
Source: RHP, MOFSL

**Exhibit 8: Well-diversified Revenue**



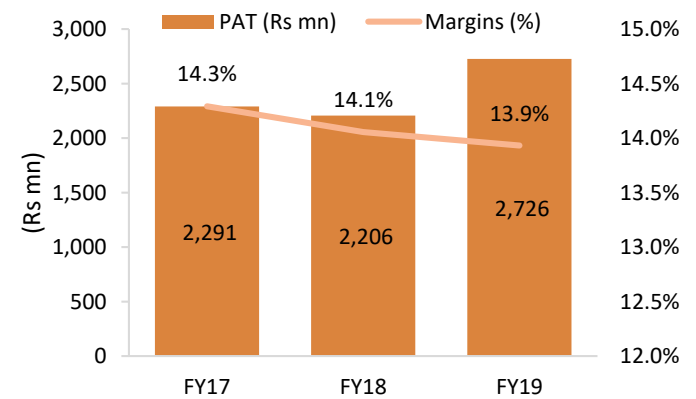
Source: RHP, MOFSL

**Exhibit 9: Strong EBITDA Margins .....**



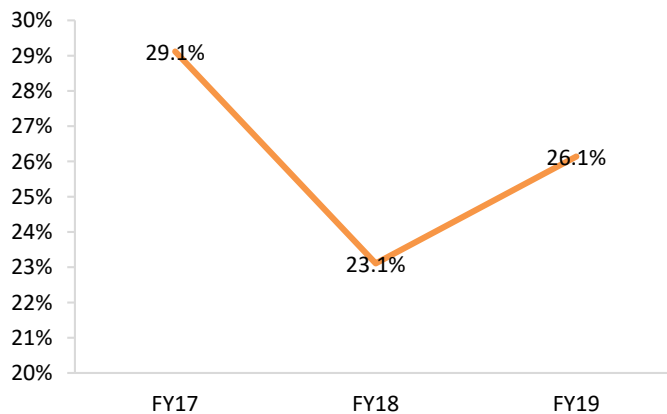
Source: RHP, MOFSL

**Exhibit 10: .....and PAT Margins**



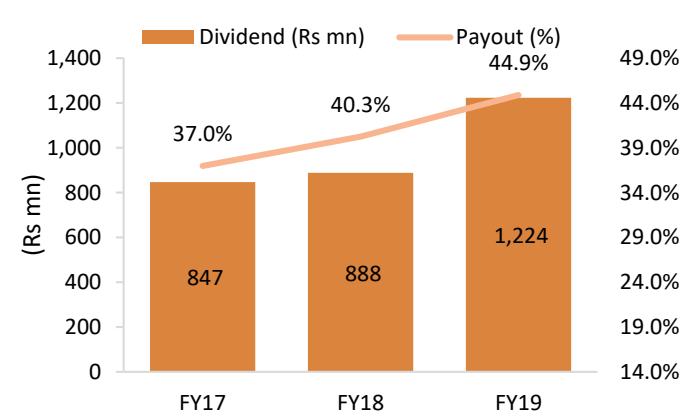
Source: RHP, MOFSL

**Exhibit 11: Healthy RoE**



Source: RHP, MOFSL

**Exhibit 12: Robust Dividend Payout**



Source: RHP, MOFSL

## Financial Analysis

### Income Statement (INR Mn)

Y/E March	FY17	FY18	FY19
<b>Net Sales</b>	<b>15,197</b>	<b>14,661</b>	<b>18,679</b>
Change (%)	NA	-3.5	27.4
<b>Total Expenditure</b>	<b>12,073</b>	<b>11,931</b>	<b>14,958</b>
% of Sales	79.4	81.4	80.1
<b>EBITDA</b>	<b>3,124</b>	<b>2,730</b>	<b>3,721</b>
Margin (%)	20.6	18.6	19.9
Depreciation	224	236	286
<b>EBIT</b>	<b>2,900</b>	<b>2,494</b>	<b>3,435</b>
Int. and Finance Charges	25	29	23
Other Income	675	991	888
<b>PBT</b>	<b>3,550</b>	<b>3,456</b>	<b>4,300</b>
Tax	1,259	1,250	1,574
Tax Rate (%)	35.5	36.2	36.6
Min. Int. & Assoc. Share	0	0	0
<b>Reported PAT</b>	<b>2,291</b>	<b>2,206</b>	<b>2,726</b>
<b>Adjusted PAT</b>	<b>2,291</b>	<b>2,206</b>	<b>2,726</b>

Source: Company RHP, MOFSL

### Balance Sheet (INR Mn)

Y/E March	FY17	FY18	FY19
Share Capital	400	400	1,600
Reserves	7,466	9,145	8,828
<b>Net Worth</b>	<b>7,866</b>	<b>9,545</b>	<b>10,428</b>
Deferred Tax (Net)	-575	-464	-771
<b>Total Capital Employed</b>	<b>7,291</b>	<b>9,081</b>	<b>9,657</b>
<b>Net Fixed Assets</b>	<b>1,578</b>	<b>1,556</b>	<b>1,471</b>
Capital WIP	168	77	404
Investments	26	30	25
<b>Current Assets</b>	<b>15,786</b>	<b>20,723</b>	<b>22,815</b>
Inventory	66	74	79
Debtors	2,894	5,509	5,817
Cash and Bank Balance	8,549	8,339	11,400
Loans and Advances & OCA	4,277	6,801	5,519
<b>Curr. Liability &amp; Provisions</b>	<b>10,393</b>	<b>13,646</b>	<b>15,410</b>
Account Payables	5,603	6,718	8,179
Current Liabilities	4,723	6,895	6,839
Other Long Term Liab. & Provs.	67	33	392
<b>Net Current Assets</b>	<b>5,393</b>	<b>7,077</b>	<b>7,405</b>
<b>Appl. of Funds</b>	<b>7,291</b>	<b>9,081</b>	<b>9,657</b>

Source: Company RHP, MOFSL

<b>Ratios</b>			
<b>Y/E March</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>
<b>Basic (INR)</b>			
<b>EPS</b>	<b>14.3</b>	<b>13.8</b>	<b>17.0</b>
Cash EPS	15.7	15.3	18.8
BV/Share	49.2	59.7	65.2
DPS	4.0	5.6	7.7
Payout (%)	32.4	46.3	51.6
<b>Valuation (x)</b>			
P/E	22.3	23.2	18.8
Cash P/E	20.4	21.0	17.0
P/BV	6.5	5.4	4.9
EV/Sales	0.3	0.3	2.1
EV/EBITDA	1.4	1.6	10.7
Dividend Yield (%)	1.3	1.7	2.4
FCF per share	76.6	-2.7	27.4
<b>Return Ratios (%)</b>			
RoE	NA	25.3	27.3
RoCE	NA	25.6	27.4
<b>Working Capital Ratios</b>			
Asset Turnover (x)	4.2	1.8	2.0
Inventory (Days)	1	2	1
Debtor (Days)	35	105	111
Creditor (Days)	67	153	146

Source: Company RHP, MOFSL

\*Calculated at upper price band

\*\*All ratios adjusted for bonus issued in FY19

### Cash Flow Statement (INR mn)

<b>Y/E March</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>
OP/(Loss) before Tax	3,551	3,456	4,300
Depreciation	224	237	286
Direct Taxes Paid	-1,381	-1,259	-1,627
(Inc)/Dec in WC	1,423	-1,769	2,599
<b>CF from Operations</b>	<b>3,817</b>	<b>665</b>	<b>5,558</b>
Others	-434	-429	-632
<b>CF from Operating incl EO</b>	<b>3,383</b>	<b>236</b>	<b>4,926</b>
(Inc)/Dec in FA	-321	-345	-543
<b>Free Cash Flow</b>	<b>3,062</b>	<b>-109</b>	<b>4,383</b>
(Pur)/Sale of Investments	-1	1	-2
Others	1,257	747	-2,920
<b>CF from Investments</b>	<b>935</b>	<b>403</b>	<b>-3,465</b>
Dividend Paid	-1,359	-568	-1,793
<b>CF from Fin. Activity</b>	<b>-1,359</b>	<b>-568</b>	<b>-1,793</b>
<b>Inc/Dec of Cash</b>	<b>2,959</b>	<b>71</b>	<b>-332</b>
Opening Balance	1,902	4,861	4,932

Source: Company RHP, MOFSL



Explanation of 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

**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](http://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 CRRL 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 Ltd. are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>  
 Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at <https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx>  
 MOFSL, its associates, Research Analyst or their relatives may have any financial interest in the subject company, MOFSL and/or its associates and/or Research Analyst or their relatives may have actual beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may have any other potential conflict of interests at the time of publication of the research report or at the time of public appearance.

In the past 12 months, MOFSL or any of its associates may have:

- a) received any compensation from the subject company of this report
  - b) managed or co-managed public offering of securities from subject company of this research report,
  - c) received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
  - d) received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.
- " MOFSL and its associates have not received any compensation or other benefits from the subject company or third party in connection with the research report.  
 " Subject Company may have been a client of MOFSL or its associates during twelve months preceding the date of distribution of the research report.  
 " Research Analyst may have served as director/officer/employee in the subject company.  
 " MOFSL and research analyst may engage in market making activity for the subject company.

MOFSL and its associate company(ies), and Research Analyst and their relatives from time to time may have:

- a) 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.
- 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.

To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report. 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.

**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.

**Analyst Certification**

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

Disclosure of Interest Statement IRCTC

Analyst ownership of the stock No

A graph of daily closing prices of securities is available at [www.nseindia.com](http://www.nseindia.com), [www.bseindia.com](http://www.bseindia.com). Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of 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 Financial Services Limited (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. 2011294012) which is a holder of a capital markets services license and an exempt financial adviser in Singapore, as per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

**Disclaimer:**

This report is intended for distribution to Retail Investors.

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, and other derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alterations to this statement as may be required from time to time without any prior approval. 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 observe such restriction. Neither the Firm, nor its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt 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.: 22 71934200/022-71934263; Website [www.motilaloswal.com](http://www.motilaloswal.com).

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 Limited. (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 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 are 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](mailto:na@motilaloswal.com), Contact No.:022-71881085.

\* MOSI 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. Customer having any query/feedback/clarification may write to [query@motilaloswal.com](mailto:query@motilaloswal.com). In case of grievances for Securities Broking write to [grievances@motilaloswal.com](mailto:grievances@motilaloswal.com), for DP to [dp.grievances@motilaloswal.com](mailto:dp.grievances@motilaloswal.com)