

Indo Count

BSE SENSEX	S&P CNX
27,459	8,337
Bloomberg	ICNT IN
Equity Shares (m)	35.5
M.Cap. (INR b)/(USD)	33.7/0.5
52-Week Range (INR)	1036/172
1, 6, 12 Rel.Per (%)	-2/120/445
12M Avg Val (INR M)	53
Free float (%)	96

Financials & Valuation (INR Billion)

Y/E MAR	2015	2016E	2017E
Sales	17.8	22.3	27.5
EBITDA	3.1	4.7	6.1
NP	1.6	2.5	3.4
EPS (INR)	41.5	63.8	86.3
EPS Gr. (%)	33.9	53.9	35.2
BV/Sh.(INR)	107.4	173.5	263.3
RoE (%)	45.8	45.4	39.5
RoCE (%)	38.8	51.6	53.2
P/E (x)	22.9	14.9	11.0
P/BV (x)	8.8	5.5	3.6

Estimate change ↔

TP change ↔

Rating change ↔

CMP: INR949

TP: INR1,300 (+36%)

Buy

Strong show continues; new capex plan highlights demand visibility

- **Results in line:** ICNT's revenue grew 21.6% YoY to INR5.8b (est. INR5.7b) in 2QFY16 v/s INR4.8b in 2QFY15. EBITDA grew 56% YoY to INR1,245m (est. INR1,250m). EBITDA margins expanded 470bp—from 16.4% in 2QFY15 to 21.4% (est. 21.8%) in 2QFY16, led by higher share of home textiles (stood at 90%). PAT for the quarter was up 55% YoY to INR659m (est. INR706m). During 1HFY16, revenues grew 31% YoY—led by 19% volumes growth. During the quarter, ICNT declared a dividend—for the first time in its history—of INR1/share.
- **Aggressive plans for capacity expansion:** ICNT plans to expand its processing capacity from 68m meters to 90m meters by December 2016, at a cost of INR1.75b. Management is also evaluating another round of capacity expansion, which will be Greenfield and likely to cost INR3b; further details will be available over the next 30-45 days as feasibility studies are completed. Management highlighted that demand environment, especially for exports out of India, remains robust and India's share in US home textile market is likely to increase from the current level of 45-46% to ~70% over the next few years. Against this context, management remains confident that it will be able to achieve the highest levels of capacity utilization even on the expanded capacities.
- **Forays into domestic home textile business:** ICNT also announced its foray in the domestic home textiles business to build a strong home textiles brand over the next 3-5 years. The foray is routed through a subsidiary majorly owned by ICNT, and will be headed and partially owned by Mr. Asim Dalal—who currently owns 'The Bombay Store' format retail chains. Management highlighted that the move is aimed to target premium and super premium categories in home textiles and it will invest INR250m over the next two years in this business. Instead of setting up physical retail stores, ICNT plans to tap the e-commerce—which management believes will be more capital efficient as a go-to-market strategy.
- **Valuation and view:** With a unique asset-light business model, ICNT enjoys robust and best-in-class capital efficiency (39% RoCE as against 24% for Welspun, 10% for Trident). With foray into newer products like fashion, institutional linens and utility bedding, we expect ICNT to post 24% revenue CAGR and 44% PAT CAGR over FY15-17. We believe valuations at 15x FY16E and 11x FY17E PE are attractive, and re-rating should continue. Maintain **Buy** with a TP of INR1,300 (15x FY17E PE).

Standalone - Quarterly Earning Model

Y/E March	FY15				FY16				(INR Million)		
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE	FY15	FY16E	FY16 2QE
Net Sales	3,161	4,788	4,284	4,567	4,610	5,821	5,226	5,617	17,818	22,299	5,735
YoY Change (%)	6.8	11.6	14.5	29.7	45.8	21.6	22.0	23.0	22.8	25.2	19.8
Total Expenditure	2,641	3,990	3,460	3,696	3,572	4,577	4,127	4,456	14,681	17,639	4,486
EBITDA	520	799	823	871	1,038	1,245	1,099	1,161	3,136	4,661	1,250
Margins (%)	16.4	16.7	19.2	19.1	22.5	21.4	21.0	20.7	17.6	20.9	21.8
Depreciation	36	37	44	38	42	44	48	48	160	193	48
Interest	139	179	141	166	149	155	148	148	650	591	148
Other Income	0	0	0	0	0	0	0	0	0	0	0
PBT	345	583	639	409	847	1,046	903	965	2,069	3,877	1,054
Tax	96	158	203	129	294	387	298	318	611	1,357	348
Rate (%)	27.8	27.1	31.7	31.5	34.6	37.0	33.0	33.0	29.5	35.0	33.0
Reported PAT	249	425	436	280	554	659	605	646	1,457	2,520	706
Adj PAT	249	425	436	457	554	659	605	646	1,638	2,520	706
YoY Change (%)	80.2	67.5	19.2	56.6	122.2	55.1	38.7	41.6	56.1	53.9	66.1
Margins (%)	7.9	8.9	10.2	10.0	12.0	11.3	11.6	11.5	9.2	11.3	12.3

E: MOSL Estimates

Niket Shah (Niket.Shah@MotilalOswal.com); +91 22 3982 5426

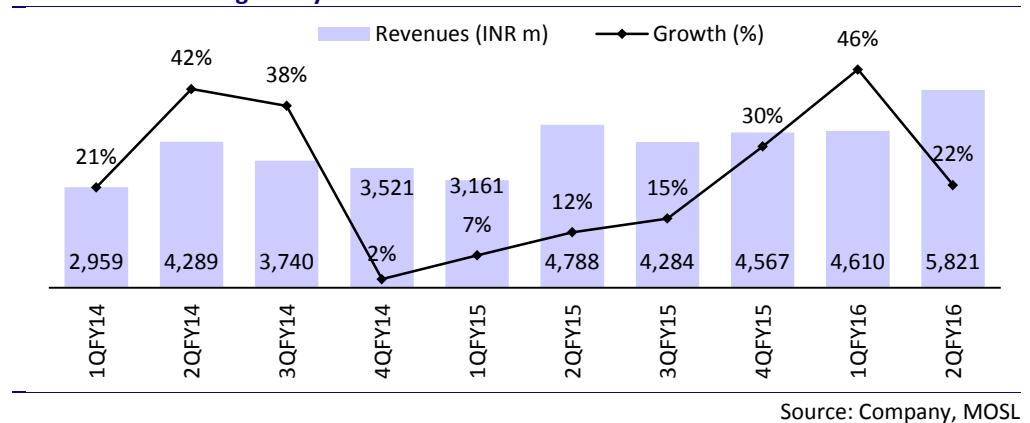
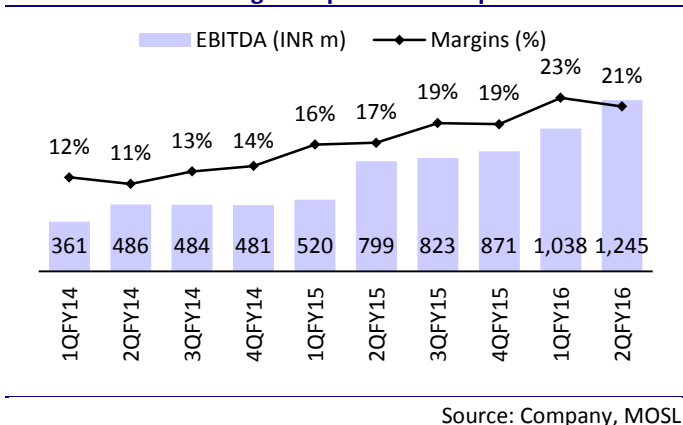
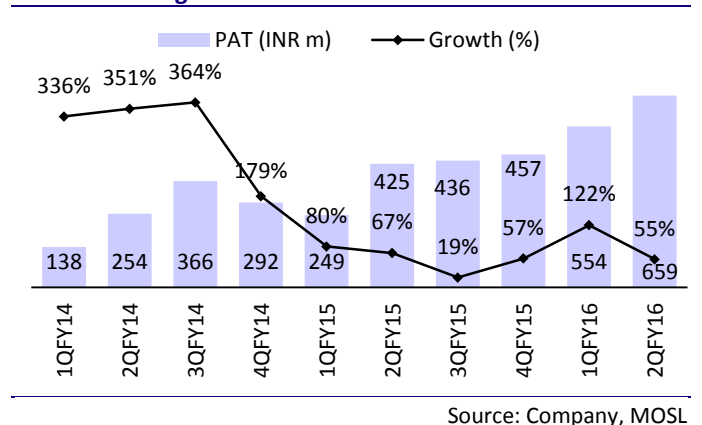
Atul Mehra (Atul.Mehra@MotilalOswal.com); +91 22 3982 5417

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

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

Results in-line

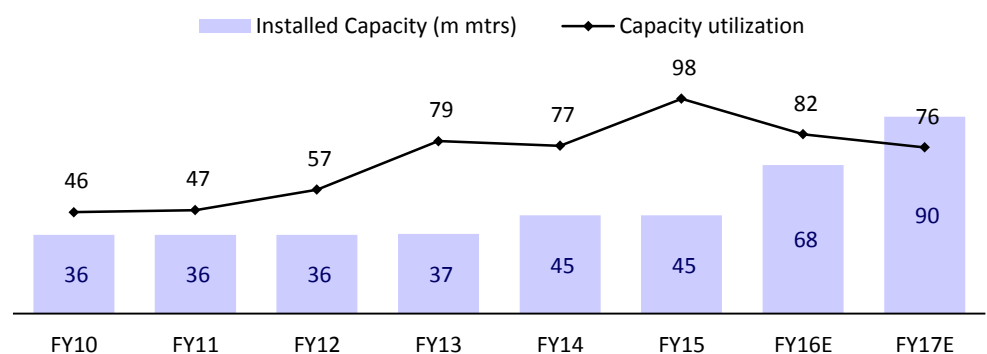
- ICNT's revenue grew 21.6% YoY to INR5.8b (est. INR5.7b) in 2QFY16 v/s INR4.8b in 2QFY15.
- EBITDA grew 56% YoY to INR1,245m (est. INR1,250m). EBITDA margins expanded 470bp—from 16.4% in 2QFY15 to 21.4% (est. 21.8%) in 2QFY16 led by higher share of home textiles which stood at 90%.
- Interest expense reduced 13% YoY to INR155m from INR179m. Interest coverage ratio in 1HFY16 has been ~8x, the highest in the company's history.
- Effective tax rate came in at 37% as against 27.1% in 2QFY15. Management guided that now company is in full tax zone and accordingly tax would remain in the range of ~33-35%.
- PAT for the quarter posted a growth of 55% YoY to INR659m (est. INR706m).
- During 1HFY16, revenues grew 31% YoY led by 19% volumes growth. ICNT declared dividend for the first time amounting to INR1/share.

Exhibit 1: Revenues grew by 22%**Exhibit 2: EBITDA margins expanded 470 bp YoY to 21.4%****Exhibit 3: PAT growth stood at 55%**

Aggressive plans for capacity expansion

- ICNT plans to expand its processing capacity from 68m metres to 90m metres by December 2016, at a cost of INR1.75b.
- Further, management is evaluating another round of capacity expansion which will be Greenfield and will likely amount to INR3b, further details of which will be available over the next 30-45 days as feasibility studies are completed.
- Management highlighted that demand environment especially for exports out of India remains robust and India's share in US home textile market will likely increase from current level of 45-46% to ~70% over the next few years. In this context, management remains confident that it will be able to achieve the highest levels of capacity utilization, even on the expanded capacities.

Exhibit 4: Capacity expansion and utilization



Source: Company, MOSL

Foray into domestic home textile business

- ICNT also announced its foray in the domestic home textiles business, with an aim to build a strong home textiles brand over the next 3-5 years.
- The foray is routed through a subsidiary majorly owned by ICNT, and will be headed and partially owned by Mr. Asim Dalal, who currently owns 'The Bombay Store' format retail chains.
- Management highlighted that with this foray; it aims to target premium and super premium categories in home textiles and will invest INR250m over the next two years in this business.
- As against setting up physical retail stores, ICNT plans to tap e-commerce which management believes will be more capital efficient as a go-to-market strategy.

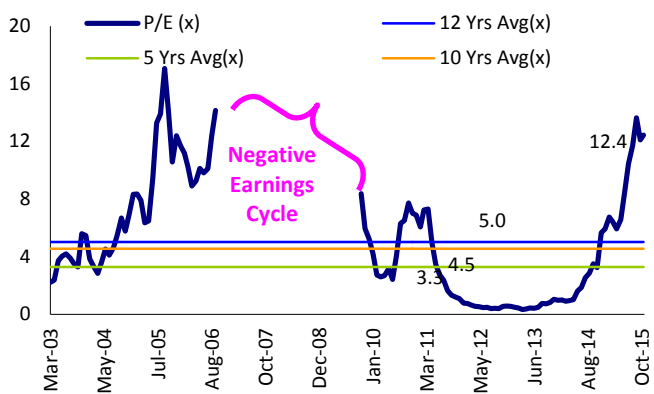
Key highlights from the conference call:

- Management highlighted that they are not witnessing any kind of vendor by US retailers. Infact, the retailers plan to consolidate vendors where a single vendor can fulfill their end to end requirements.
- Management commented that even if TUF scheme is withdrawn, ICNT benefits from a Maharashtra policy on textiles where they receive benefit ~6%.
- Management highlighted that they do not consider TPP Agreement as a threat, given that other Asian countries do not have yarn availability and the additional import cost will compensate the benefits. Duty on ICNT products is just ~7% which management considers to be immaterial.
- Net debt as on 1HFY16 stood at INR2190m as against INR2670m in 1HFY15.

Valuation and view

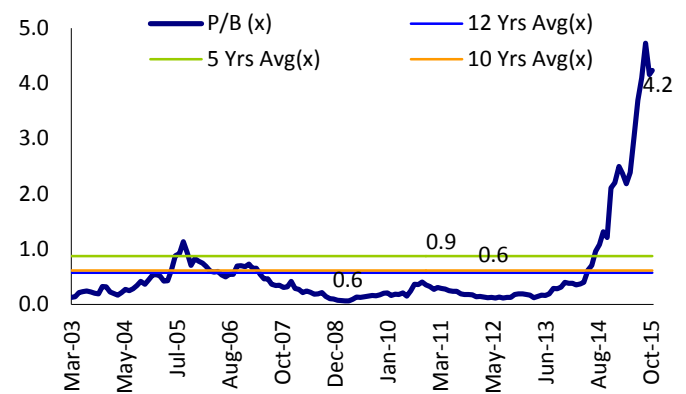
- With a unique asset-light business model, ICNT enjoys robust and best in class capital efficiency (39% RoCE as against 24% for Welspun, 10% for Trident).
- With capacities in place, foray into newer products like fashion, institutional linens and utility bedding, we believe ICNT has strong room for growth.
- We expect ICNT to post 24% revenue CAGR and 44% PAT CAGR over FY15-17 and along with significant improvement in returns ratios (RoCE to improve from 39% to 53% over FY15-17).
- With robust return ratios, reducing debt and leadership in the bed sheet market, we believe valuations at 15x FY16E and 11x FY17E are attractive, and re-rating should continue. We reiterate 'Buy' rating and a PT of INR1,300 (36% upside).

Exhibit 5: Price to earnings (One year forward)



Source: Company, MOSL

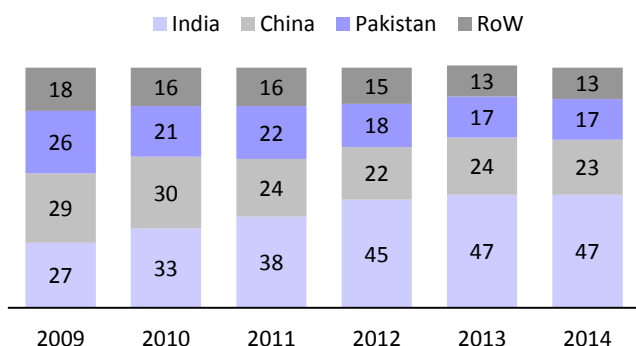
Exhibit 6: Price to book (One year forward)



Source: Company, MOSL

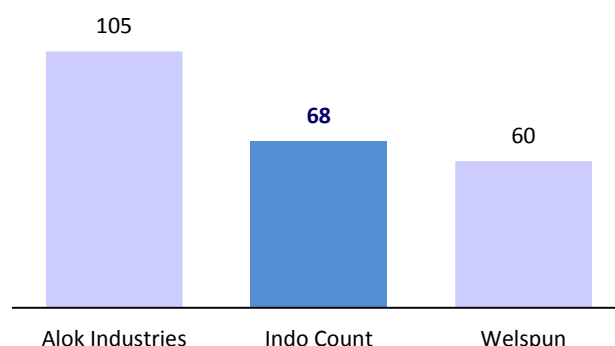
Story in charts

Exhibit 7: India's share in home textiles increasing



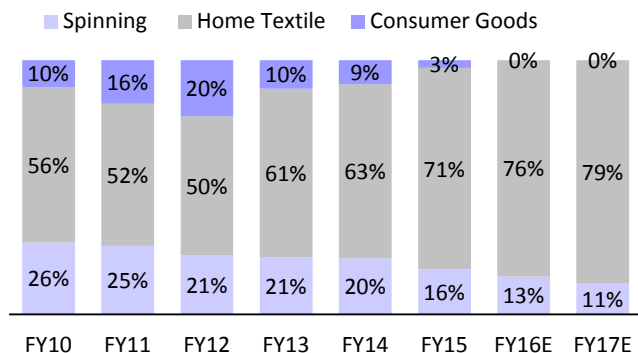
Source: MOSL, Company

Exhibit 8: Largest capacity in home textiles among peers (FY15)



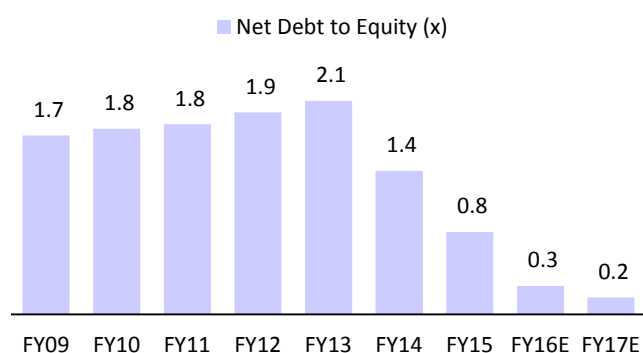
Source: MOSL, Company

Exhibit 9: Share from home textiles on an uptrend



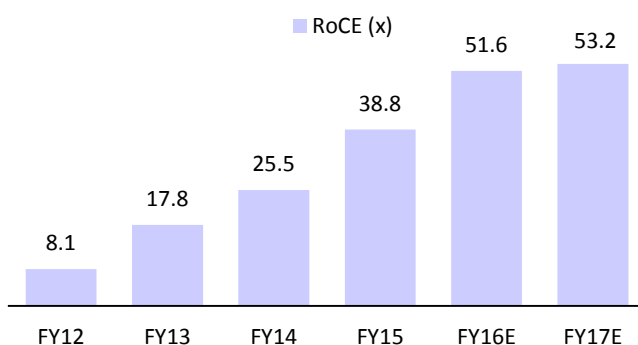
Source: MOSL, Company

Exhibit 10: Debt to equity to reduce to 0.2



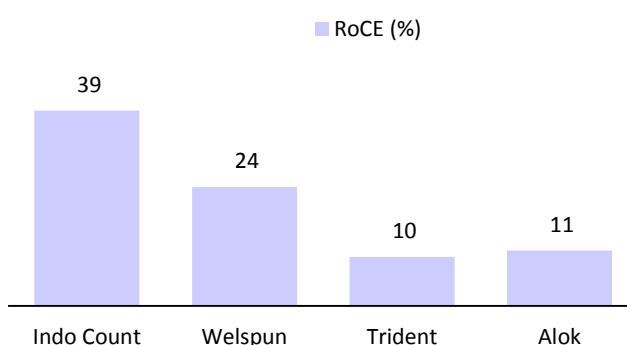
Source: MOSL, Company

Exhibit 11: RoCE to improve to 53%



Source: MOSL, Company

Exhibit 12: Highest RoCE among peers due to asset light model (FY15)



Source: MOSL, Company

Exhibit 13: Key assumptions (INR m)

	FY12	FY13	FY14	FY15	FY16E	FY17E
Installed Capacity (m mtrs)						
Spinning (MT)	8,003	9,983	10,346	10,556	10,556	10,556
Processing - Home textiles (m mtrs)	36	37	45	45	68	90
Capacity utilization (%)						
Spinning (MT)	78	92	96	96	97	98
Processing - Home textiles (m mtrs)	57	79	77	98	82	76
Revenues (INR m)						
	8,071	12,171	14,979	17,818	22,299	27,550
Spinning Division	1,731	2,502	3,027	2,819	2,954	3,044
Home Textile	4,701	8,412	10,649	14,509	19,345	24,505
Consumer Goods	1,640	1,257	1,303	490	-	-
EBITDA (INR m)						
	630	1,200	1,892	3,137	4,493	5,805
Spinning Division	(107)	155	191	136	148	152
Home Textile	651	980	1,657	2,987	4,346	5,653
Consumer Goods	87	65	44	13	-	-

Financials and valuations

Consolidated - Income Statement

Y/E March	FY10	FY11	FY12	FY13	FY14	FY15	FY16E	FY17E
Total Income from Operations	4,230	7,332	8,071	12,171	14,979	17,818	22,299	27,550
Change (%)	39.5	73.3	10.1	50.8	23.1	19.0	25.2	23.5
EBITDA	331	723	630	1,200	1,892	3,136	4,661	6,061
Margin (%)	7.8	9.9	7.8	9.9	12.6	17.6	20.9	22.0
Depreciation	200	196	186	185	196	160	193	243
EBIT	130	527	444	1,015	1,696	2,977	4,468	5,818
Int. and Finance Charges	273	306	352	498	499	650	591	577
PBT bef. EO Exp.	-143	221	92	517	1,197	2,327	3,877	5,241
EO Items	-115	-46	-123	-157	0	-257	0	0
PBT after EO Exp.	-258	175	-31	361	1,197	2,069	3,877	5,241
Current Tax	0	0	3	14	12	506	1,357	1,834
Deferred Tax	-93	68	-11	52	81	104	0	0
Tax Rate (%)	36.0	39.0	25.7	18.2	7.8	29.5	35.0	35.0
Reported PAT	-167	106	-22	293	1,100	1,457	2,520	3,407
Adjusted PAT	-93	134	70	421	1,100	1,638	2,520	3,407
Change (%)	197.6	-243.9	-47.7	502.5	161.0	49.0	53.9	35.2
Margin (%)	-2.2	1.8	0.9	3.5	7.3	9.2	11.3	12.4

Consolidated - Balance Sheet

Y/E March	FY10	FY11	FY12	FY13	FY14	FY15	FY16E	FY17E
Equity Share Capital	333	355	355	355	355	395	395	395
Preference Capital	0	0	25	25	25	25	25	25
Total Reserves	1,592	1,580	1,409	1,576	2,537	3,819	6,432	9,977
Net Worth	1,926	1,935	1,789	1,956	2,917	4,239	6,851	10,397
Minority Interest	12	13	11	13	55	57	57	57
Deferred Liabilities	381	368	364	368	368	432	432	432
Total Loans	3,508	3,695	3,554	4,110	4,341	3,859	2,359	2,259
Capital Employed	5,827	6,011	5,718	6,447	7,680	8,587	9,700	13,145
Gross Block	5,987	5,988	6,057	6,301	6,422	7,065	7,465	9,865
Less: Accum. Deprn.	1,810	2,104	2,406	2,706	2,958	3,181	3,374	3,616
Net Fixed Assets	4,177	3,884	3,651	3,596	3,464	3,884	4,091	6,249
Capital WIP	6	21	49	18	3	146	182	225
Curr. Assets, Loans&Adv.	2,400	2,731	2,864	4,567	6,511	8,389	9,944	12,185
Inventory	847	1,328	1,481	2,458	3,457	3,830	4,589	5,636
Account Receivables	523	565	586	879	1,087	1,270	1,527	1,962
Cash and Bank Balance	68	153	71	86	313	508	491	582
Loans and Advances	961	685	727	1,144	1,654	2,781	3,337	4,004
Curr. Liability & Prov.	1,458	1,248	1,475	2,314	2,797	3,894	4,580	5,576
Account Payables	1,409	1,224	1,475	2,257	2,514	3,163	3,798	4,665
Provisions	49	25	0	57	283	731	782	911
Net Current Assets	942	1,482	1,389	2,253	3,714	4,495	5,364	6,609
Appl. of Funds	5,827	6,011	5,718	6,447	7,680	8,587	9,700	13,145

Financials and valuations

Ratios

Y/E March	FY10	FY11	FY12	FY13	FY14	FY15	FY16E	FY17E
Basic (INR)								
EPS	-2.8	3.8	2.0	11.9	31.0	41.5	63.8	86.3
Cash EPS	3.2	9.3	7.2	17.1	36.5	45.5	68.7	92.4
BV/Share	57.8	54.5	50.4	55.1	82.2	107.4	173.5	263.3
DPS	0.0	0.0	0.0	0.0	0.0	0.0	2.0	3.0
Payout (%)	0.0	0.0	0.0	0.0	0.0	0.0	3.7	4.1
Valuation (x)								
P/E					30.6	22.9	14.9	11.0
Cash P/E					26.0	20.8	13.8	10.3
P/BV					11.5	8.8	5.5	3.6
EV/Sales					2.5	2.1	1.6	1.3
EV/EBITDA					19.9	11.8	7.6	5.8
Dividend Yield (%)	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.3
FCF per share	-0.9	3.4	10.0	5.3	10.0	38.2	50.2	15.9
Return Ratios (%)								
RoE	-4.9	6.9	3.8	22.5	45.1	45.8	45.4	39.5
RoCE	2.4	9.5	8.1	17.8	25.5	38.8	51.6	53.2
Working Capital Ratios								
Asset Turnover (x)	0.7	1.2	1.4	1.9	2.0	2.1	2.3	2.1
Inventory (Days)	73	66	67	74	84	78	75	75
Debtor (Days)	45	27	26	26	26	26	25	26
Creditor (Days)	216	93	100	112	103	122	120	120
Working Cap. Turnover (Days)	75	66	60	65	83	82	80	80
Leverage Ratio (x)								
Current Ratio	1.6	2.2	1.9	2.0	2.3	2.2	2.2	2.2
Interest Cover Ratio	0.5	1.7	1.3	2.0	3.4	4.6	7.6	10.1
Debt/Equity	1.8	1.9	2.0	2.1	1.5	0.9	0.3	0.2

Consolidated - Cash Flow Statement

Y/E March	FY10	FY11	FY12	FY13	FY14	FY15	FY16E	FY17E
OP/(Loss) before Tax	-258	175	-37	338	1,174	2,025	3,877	5,241
Depreciation	200	196	186	185	196	160	193	243
Interest & Finance Charges	271	257	349	497	498	649	591	577
Direct Taxes Paid	5	-10	-11	0	-231	-487	-1,357	-1,834
(Inc)/Dec in WC	-198	-455	99	-772	-1,096	-158	-885	-1,154
CF from Operations	20	162	584	247	540	2,188	2,418	3,072
Others	-14	-2	-134	-60	-198	174	0	0
CF from Operating incl EO	6	160	451	187	342	2,362	2,418	3,072
(inc)/dec in FA	-36	-38	-97	0	13	-853	-437	-2,443
Free Cash Flow	-30	121	354	187	354	1,510	1,982	629
(Pur)/Sale of Investments	6	0	0	1	-22	0	0	0
CF from Investments	-28	-36	40	-151	18	-1,028	-437	-2,443
Issue of Shares	35	33	25	0	0	40	0	0
(Inc)/Dec in Debt	128	187	-244	476	314	-528	-1,500	-100
Interest Paid	-273	-259	-352	-498	-499	-650	-591	-577
Dividend Paid	0	0	0	-1	-1	-1	92	139
CF from Fin. Activity	-104	-39	-572	-22	-133	-1,139	-1,998	-539
Inc/Dec of Cash	-126	85	-81	15	227	195	-17	91
Opening Balance	194	68	153	71	86	313	508	491
Closing Balance	68	153	71	86	313	508	491	582

Corporate profile: Indo Count Industries

Company description

- Indo Count Industries Ltd (ICNT) is focused player on bedding—a niche segment of home textile market, which formed 81% of revenues in FY15.
- It's other two segments spinning and consumer goods contributed 16% and 3% respectively. In terms of EBITDA, home textiles contributed 95% of total EBITDA in FY15.
- With a unique asset-light business model, ICNT enjoys robust and best in class capital efficiency (40% RoCE).
- Entry in newer products expands opportunity by 3x to USD13b.

Exhibit 14: Sensex rebased

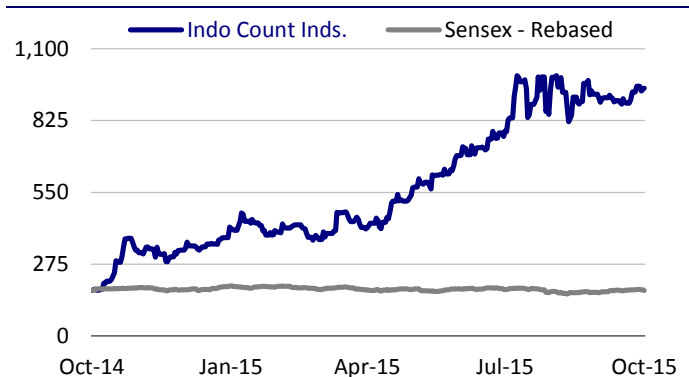


Exhibit 15: Shareholding pattern (%)

	Jun-15	Mar-15	Jun-14
Promoter	59.0	59.0	55.5
DII	1.8	1.8	1.5
FII	7.0	6.9	7.4
Others	32.3	32.4	35.6

Note: FII Includes depository receipts

Exhibit 17: Top management

Name	Designation
Anil Kumar Jain	Chairman & Managing Director
R N Gupta	Joint Managing Director

Exhibit 16: Top holders

Holder Name	% Holding
ELM Park Fund Ltd	6.9
Amruit Promoters & Finance Pvt Ltd	1.5
Uniworth Finance & Securities Pvt Ltd	1.5
Aegis Finstate Pvt Ltd	1.5
UTI Mid Cap Fund	1.0

Exhibit 18: Directors

Name	Name
R N Gupta	Sushil Kumar Jiwarajka
R Anand	Kailash R Lalpuria
P N Shah	R Subrahmanian
Prem Malik	Kamal Mitra
Dilip J Thakkar	

*Independent

Exhibit 19: Auditors

Name	Type
B K Shroff & Co	Statutory
C V Kulkarni & Co	Secretarial Audit
Suresh Kumar Mittal & Co	Internal

Exhibit 20: MOSL forecast v/s consensus

EPS (INR)	MOSL forecast	Consensus forecast	Variation (%)
FY16	63.8	60.5	5.5
FY17	86.3	79.8	8.2

INDO COUNT GALLERY

Initiating Coverage | 25 August 2015
Sector: Textiles

Indo Count

Linen craft

Niket Shah (Niket.Shah@MotilalOswal.com), +91 22 3982 5426
Anil Mehra (Anil.Mehra@MotilalOswal.com), +91 22 3982 5417

OTHER COMPANIES

Initiating Coverage | 18 September 2015
Sector: Consumer

V-Guard Industries

CMP: INR950 TP: INR965 (+1%) Neutral

Results below est; management cuts FY16 growth guidance from 15% to 12%. Short summer, lower power cuts and declining copper prices impact revenue growth. V-Guard Industries (VGI) reported revenue of INR4,330 (est. INR4,760) in 2015 as against INR4,330 in 2014, marking a 0.5% YoY growth. Electronics segment grew 2.2% YoY from INR1,200 in 2014 to INR1,230 in 2015. Electrical segment revenue grew 1% YoY to INR1,230. Non-copper markets grew 4.7% YoY while copper markets grew 3%. Shortened summer season led to lower AC sales (which contribute to 50% of stabilizer sales), impacting the performance of stabilizers (up 5.5% to INR1,050 in 2015). With no major power cuts in south India, UPS segment grew 9.6% to INR1,050. Thus, stabilizers and UPS—which are completely summer dependent and contribute 25% to total revenue—dragged the overall growth. Similarly, with 30% YoY decline in realizations due to lower copper prices, cables and wires segment (which constitutes 34% of revenue) declined 4.8% to INR1,050.

EBITDA margin flat YoY. PAT up 20% YoY. Gross margin improved 60bp YoY to 35.7% while EBITDA grew 2.3% YoY to INR1,050 (est. INR1,050). EBITDA margins expanded 30bp YoY to 8.4% in 2015 (est. 8.5%). Interest costs declined 5% YoY to INR1,050 due to INR1,050 net debt reduction, which was helped by lower L&D discounting and hedging and strong cash generation, which improved inventory days by 24 days to 64 days. Other income grew 62% YoY to INR1,050 in 2015. Consequently, PAT grew 20% YoY to INR1,050 in 2015.

Non-copper markets to drive 20% growth: The management highlighted that environment has been sluggish and real estate is slowing. It expects growth to resume in 2016, led by non-copper markets, increased penetration in Tier 1 and 2 cities, and revival in demand led by better credit access with lower interest rates.

Valuation and advice: The management cut its FY16 revenue growth guidance from 15% to 12% while maintaining its EBITDA margin guidance in the 8.5-9% range. The value VGI at 22x FY15 EPS, higher than its historical five-year average multiple of 18.5x and at a 12% discount to the market's multiple of 25x FY15, and serve as a price target of INR965. Maintain Neutral with an upside of 4%.

Company performance

Qtr	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991	1990	1989	1988	1987	1986	1985	1984	1983	1982	1981	1980	1979	1978	1977	1976	1975	1974	1973	1972	1971	1970	1969	1968	1967	1966	1965	1964	1963	1962	1961	1960	1959	1958	1957	1956	1955	1954	1953	1952	1951	1950	1949	1948	1947	1946	1945	1944	1943	1942	1941	1940	1939	1938	1937	1936	1935	1934	1933	1932	1931	1930	1929	1928	1927	1926	1925	1924	1923	1922	1921	1920	1919	1918	1917	1916	1915	1914	1913	1912	1911	1910	1909	1908	1907	1906	1905	1904	1903	1902	1901	1900	1899	1898	1897	1896	1895	1894	1893	1892	1891	1890	1889	1888	1887	1886	1885	1884	1883	1882	1881	1880	1879	1878	1877	1876	1875	1874	1873	1872	1871	1870	1869	1868	1867	1866	1865	1864	1863	1862	1861	1860	1859	1858	1857	1856	1855	1854	1853	1852	1851	1850	1849	1848	1847	1846	1845	1844	1843	1842	1841	1840	1839	1838	1837	1836	1835	1834	1833	1832	1831	1830	1829	1828	1827	1826	1825	1824	1823	1822	1821	1820	1819	1818	1817	1816	1815	1814	1813	1812	1811	1810	1809	1808	1807	1806	1805	1804	1803	1802	1801	1800	1799	1798	1797	1796	1795	1794	1793	1792	1791	1790	1789	1788	1787	1786	1785	1784	1783	1782	1781	1780	1779	1778	1777	1776	1775	1774	1773	1772	1771	1770	1769	1768	1767	1766	1765	1764	1763	1762	1761	1760	1759	1758	1757	1756	1755	1754	1753	1752	1751	1750	1749	1748	1747	1746	1745	1744	1743	1742	1741	1740	1739	1738	1737	1736	1735	1734	1733	1732	1731	1730	1729	1728	1727	1726	1725	1724	1723	1722	1721	1720	1719	1718	1717	1716	1715	1714	1713	1712	1711	1710	1709	1708	1707	1706	1705	1704	1703	1702	1701	1700	1699	1698	1697	1696	1695	1694	1693	1692	1691	1690	1689	1688	1687	1686	1685	1684	1683	1682	1681	1680	1679	1678	1677	1676	1675	1674	1673	1672	1671	1670	1669	1668	1667	1666	1665	1664	1663	1662	1661	1660	1659	1658	1657	1656	1655	1654	1653	1652	1651	1650	1649	1648	1647	1646	1645	1644	1643	1642	1641	1640	1639	1638	1637	1636	1635	1634	1633	1632	1631	1630	1629	1628	1627	1626	1625	1624	1623	1622	1621	1620	1619	1618	1617	1616	1615	1614	1613	1612	1611	1610	1609	1608	1607	1606	1605	1604	1603	1602	1601	1600	1599	1598	1597	1596	1595	1594	1593	1592	1591	1590	1589	1588	1587	1586	1585	1584	1583	1582	1581	1580	1579	1578	1577	1576	1575	1574	1573	1572	1571	1570	1569	1568	1567	1566	1565	1564	1563	1562	1561	1560	1559	1558	1557	1556	1555	1554	1553	1552	1551	1550	1549	1548	1547	1546	1545	1544	1543	1542	1541	1540	1539	1538	1537	1536	1535	1534	1533	1532	1531	1530	1529	1528	1527	1526	1525	1524	1523	1522	1521	1520	1519	1518	1517	1516	1515	1514	1513	1512	1511	1510	1509	1508	1507	1506	1505	1504	1503	1502	1501	1500	1499	1498	1497	1496	1495	1494	1493	1492	1491	1490	1489	1488	1487	1486	1485	1484	1483	1482	1481	1480	1479	1478	1477	1476	1475	1474	1473	1472	1471	1470	1469	1468	1467	1466	1465	1464	1463	1462	1461	1460	1459	1458	1457	1456	1455	1454	1453	1452	1451	1450	1449	1448	1447	1446	1445	1444	1443	1442	1441	1440	1439	1438	1437	1436	1435	1434	1433	1432	1431	1430	1429	1428	1427	1426	1425	1424	1423	1422	1421	1420	1419	1418	1417	1416	1415	1414	1413	1412	1411	1410	1409	1408	1407	1406	1405	1404	1403	1402	1401	1400	1399	1398	1397	1396	1395	1394	1393	1392	1391	1390	1389	1388	1387	1386	1385	1384	1383	1382	1381	1380	1379	1378	1377	1376	1375	1374	1373	1372	1371	1370	1369	1368	1367	1366	1365	1364	1363	1362	1361	1360	1359	1358	1357	1356	1355	1354	1353	1352	1351	1350	1349	1348	1347	1346	1345	1344	1343	1342	1341	1340	1339	1338	1337	1336	1335	1334	1333	1332	1331	1330	1329	1328	1327	1326	1325	1324	1323	1322	1321	1320	1319	1318	1317	1316	1315	1314	1313	1312	1311	1310	1309	1308	1307	1306	1305	1304	1303	1302	1301	1300	1299	1298	1297	1296	1295	1294	1293	1292	1291	1290	1289	1288	1287	1286	1285	1284	1283	1282	1281	1280	1279	1278	1277	1276	1275	1274	1273	1272	1271	1270	1269	1268	1267	1266	1265	1264	1263	1262	1261	1260	1259	1258	1257	1256	1255	1254	1253	1252	1251	1250	1249	1248	1247	1246	1245	1244	1243	1242	1241	1240	1239	1238	1237	1236	1235	1234	1233	1232	1231	1230	1229	1228	1227	1226	1225	1224	1223	1222	1221	1220	1219	1218	1217	1216	1215	1214	1213	1212	1211	1210	1209	1208	1207	1206	1205	1204	1203	1202	1201	1200	1199	1198	1197	1196	1195	1194	1193	1192	1191	1190	1189	1188	1187	1186	1185	1184	1183	1182	1181	1180	1179	1178	1177	1176	1175	1174	1173	1172	1171	1170	1169	1168	1167	1166	1165	1164	1163	1162	1161	1160	1159	1158	1157	1156	1155	1154	1153	1152	1151	1150	1149	1148	1147	1146	1145	1144	1143	1142	1141	1140	1139	1138	1137	1136	1135	1134	1133	1132	1131	1130	1129	1128	1127	1126	1125	1124	1123	1122	1121	1120	1119	1118	1117	1116	1115	1114	1113	1112	1111	1110	1109	1108	1107	1106	1105	1104	1103	1102	1101	1100	1099	1098	1097	1096	1095	1094	1093	1092	1091	1090	1089	1088	1087	1086	1085	1084	1083	1082	1081	1080	1079	1078	1077	1076	1075	1074	1073	1072	1071	1070	1069	1068	1067	1066	1065	1064	1063	1062	1061	1060	1059	1058	1057	1056	1055	1054	1053	1052	1051	1050	1049	1048	1047	1046	1045	1044	1043	1042	1041	1040	1039	1038	1037	1036	1035	1034	1033	1032	1031	1030	1029	1028	1027	1026	1025	1024	1023	1022	1021	1020	1019	1018	1017	1016	1015	1014	1013	1012	1011	1010	1009	1008	1007	1006	1005	1004	1003	1002	1001	1000	999	998	997	996	995	994	993	992	991	990	989	988	987	986	985	984	983	982	981	980	979	978	977	976	975	974	973	972	971	970	969	968	967	966	965	964	963	962	961	960	959	958	957	956	955	954	953	952	951	950	949	948	947	946	945	944	943	942	941	940	939	938	937	936	935	934	933	932	931	930	929	928	927	926	925	924	923	922	921	920	919	918	917	916	915	914	913	912	911	910	909	908	907	906	905	904	903	902	901	900	899	898	897	896	895	894	893	892	891	890	889	888	887	886	885	884	
-----	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	------	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	-----	--

NOTES

Disclosures

This document has been prepared by Motilal Oswal Securities Limited (hereinafter referred to as Most) to provide information about the company(ies) and/or sector(s), if any, covered in the report and may be distributed by it and/or its affiliated company(ies). This report is for personal information of the selected recipient/s and does not constitute to be any investment, legal or taxation advice to you. This research report does not constitute an offer, invitation or inducement to invest in securities or other investments and Motilal Oswal Securities Limited (hereinafter referred as MOST) is not soliciting any action based upon it. This report is not for public distribution and has been furnished to you solely for your general information and should not be reproduced or redistributed to any other person in any form. This report does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, investors should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur.

MOST and its affiliates are a full-service, integrated investment banking, investment management, brokerage and financing group. We and our affiliates have investment banking and other business relationships with a some companies covered by our Research Department. Our research professionals may provide input into our investment banking and other business selection processes. Investors should assume that MOST and/or its affiliates are seeking or will seek investment banking or other business from the company or companies that are the subject of this material and that the research professionals who were involved in preparing this material may educate investors on investments in such business. The research professionals responsible for the preparation of this document may interact with trading desk personnel, sales personnel and other parties for the purpose of gathering, applying and interpreting information. Our research professionals are paid on the profitability of MOST which may include earnings from investment banking and other business.

MOST generally prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, MOST generally prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover. Our salespeople, traders, and other professionals or affiliates may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing among other things, may give rise to real or potential conflicts of interest. MOST and its affiliated company(ies), their directors and employees 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 affiliates of MOST even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report. Reports based on technical and derivative analysis center on studying charts company's price movement, outstanding positions and trading volume, as opposed to focusing on a company's fundamentals and, as such, may not match with a report on a company's fundamental analysis. In addition MOST has different business segments / Divisions with independent research separated by Chinese walls catering to different set of customers having various objectives, risk profiles, investment horizon, etc, and therefore may at times have different contrary views on stocks sectors and markets.

Unauthorized disclosure, use, dissemination or copying (either whole or partial) of this information, is prohibited. The person accessing this information specifically agrees to exempt MOST or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOST or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOST 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. The information contained herein is based on publicly available data or other sources believed to be reliable. Any statements contained in this report attributed to a third party represent MOST's interpretation of the data, information and/or opinions provided by that third party either publicly or through a subscription service, and such use and interpretation have not been reviewed by the third party. This Report is not intended to be a complete statement or summary of the securities, markets or developments referred to in the document. While we would endeavor to update the information herein on reasonable basis, MOST and/or its affiliates are under no obligation to update the information. Also there may be regulatory, compliance, or other reasons that may prevent MOST and/or its affiliates from doing so. MOST or any of its affiliates or employees shall not be in any way responsible and liable for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. MOST or any of its affiliates or employees do not provide, at any time, any express or implied warranty of any kind, regarding any matter pertaining to this report, including without limitation the implied warranties of merchantability, fitness for a particular purpose, and non-infringement. The recipients of this report should rely on their own investigations.

This report is intended for distribution to institutional investors. Recipients who are not institutional investors should seek advice of their independent financial advisor prior to taking any investment decision based on this report or for any necessary explanation of its contents.

Most and its associates may have managed or co-managed public offering of securities, may have received compensation for investment banking or merchant banking or brokerage services, may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months. Most 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 Most or its associates during twelve months preceding the date of distribution of the research report.

MOST and/or its affiliates and/or employees may have interests/positions, financial or otherwise of over 1 % at the end of the month immediately preceding the date of publication of the research in the securities mentioned in this report. To enhance transparency, MOST 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.

Motilal Oswal Securities Limited is registered as a Research Analyst under SEBI (Research Analyst) Regulations, 2014. SEBI Reg. No. INH000000412

There are no material disciplinary action that been taken by any regulatory authority impacting equity research analysis activities

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. The research analysts, strategists, or research associates principally responsible for preparation of MOST research receive compensation based upon various factors, including quality of research, investor client feedback, stock picking, competitive factors and firm revenues

Disclosure of Interest Statement	INDO COUNT
■ Analyst ownership of the stock	No
■ Served as an officer, director or employee	No

A graph of daily closing prices of securities is available at www.nseindia.com and <http://economictimes.indiatimes.com/markets/stocks/stock-quotes>

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 MOST & its group companies to registration or licensing requirements within such jurisdictions.

For U.S.

Motilal Oswal Securities Limited (MOSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOSL, including the products and services described herein are not available to or intended for U.S. persons.

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

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

For 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 Singapore

Motilal Oswal Capital Markets Singapore Pte Limited is acting as an exempt financial advisor under section 23(1)(f) of the Financial Advisers Act (FAA) read with regulation 17(1)(d) of the Financial Advisers Regulations and is a subsidiary of Motilal Oswal Securities Limited in India. This research is distributed in Singapore by Motilal Oswal Capital Markets Singapore Pte Limited and it is only directed in Singapore to accredited investors, as defined in the Financial Advisers Regulations and the Securities and Futures Act (Chapter 289), as amended from time to time.

In respect of any matter arising from or in connection with the research you could contact the following representatives of Motilal Oswal Capital Markets Singapore Pte Limited:

Kadambari Balachandran

Email : kadambari.balachandran@motilaloswal.com

Contact : (+65) 68189233 / 65249115

Office Address : 21 (Suite 31), 16 Collyer Quay, Singapore 04931



Motilal Oswal Securities Ltd

Motilal Oswal Tower, Level 9, Sayani Road, Prabhadevi, Mumbai 400 025

Phone: +91 22 3982 5500 E-mail: reports@motilaloswal.com