

| | |
|-----------------|---|
| Estimate change | ↑ |
| TP change | ↑ |
| Rating change | ↔ |

| | |
|-----------------------|-------------|
| Bloomberg | INFOE IN |
| Equity Shares (m) | 104 |
| M.Cap.(INRb)/(USDb) | 542.4 / 6.6 |
| 52-Week Range (INR) | 4624 / 3310 |
| 1, 6, 12 Rel. Per (%) | 11/6/4 |
| 12M Avg Val (INR M) | 1541 |

Financials & Valuations (INR b)

| Y/E Mar | 2023 | 2024E | 2025E |
|--------------------|-------|-------|-------|
| Sales | 21.6 | 25.0 | 28.8 |
| EBITDA | 7.8 | 9.1 | 10.7 |
| Adj. PAT | 7.1 | 7.9 | 9.4 |
| Reported PAT | 4.1 | 7.9 | 9.4 |
| Adj. EPS (INR) | 54.6 | 61.2 | 72.5 |
| Reported EPS (INR) | 31.8 | 61.2 | 72.5 |
| EPS Gr. (%) | (6.7) | 92.4 | 18.4 |
| BV/Sh. (INR) | 849.3 | 910.9 | 983.8 |

Ratios

| | | | |
|------------|------|------|------|
| RoE (%) | 4.9 | 6.2 | 13.1 |
| RoCE (%) | 5.3 | 6.6 | 7.3 |
| Payout (%) | 50.0 | 50.0 | 50.0 |

Valuations

| | | | |
|----------|-------|------|------|
| P/E (x) | 132.0 | 68.6 | 57.9 |
| P/BV (x) | 4.9 | 4.6 | 4.3 |

Shareholding pattern (%)

| As On | Mar-23 | Dec-22 | Mar-22 |
|----------|--------|--------|--------|
| Promoter | 38.1 | 38.1 | 38.2 |
| DII | 17.4 | 16.8 | 15.7 |
| FII | 31.9 | 32.5 | 34.1 |
| Others | 12.7 | 12.7 | 12.1 |

FII Includes depository receipts

CMP: INR4,199 **TP: INR4,010 (-4%)** **Neutral**

Non-IT to partially offset weak IT performance in 1HFY24

Strong margin profile to sustain; maintain Neutral on valuations

- Info Edge (INFOE) delivered a healthy revenue growth in 4QFY23, with standalone revenue rising 24% YoY (in line) fueled by 27% YoY growth in the Recruitment vertical. EBITDA margin was flat QoQ at 39.1% (strong 240bp beat). Billings were healthy (up 15.3% YoY to INR7.5b) and grew ahead of our estimate, despite a slowdown in IT hiring during the quarter.
- Management sees clear sign of a slowdown in IT hiring that remains a key risk, given its significantly high revenue contribution from the Naukri business. However, INFOE is hopeful of a strong comeback in IT hiring once things improve in 2HFY24. Conversely, Non-IT hiring has picked up well and should offset some of the impact from slowdown in IT hiring. INFOE should report healthy growth in FY24 with strong demand in non-IT along with pick-up in IT in 2HFY24. We expect it to deliver 15% revenue CAGR over FY23-25.
- 99acres posted a strong 4QFY23; demand is likely to remain strong with all-time low inventory, new launches and good demand for new homes. Aided by improvements made on the platform, INFOE has managed to increase traffic and enquiries while reducing marketing expenses at the same time. The marketing spends, though, remained elevated and are likely to result in continued losses for 99acres over the next few years, before it turns profitable.
- INFOE has delivered a sharp margin improvement over the last few quarters (EBITDA margin up 11pp YoY) with lower dependency on advertisement and operating leverage. We expect FY24/FY25 EBITDA margin at 36.5/37.1%.
- We forecast standalone revenue and APAT to clock 15% CAGR each over FY23-25, driven by the Naukri business.
- We continue to see a healthy long-term growth opportunity in its operating entities. With margins improving, we expect scale benefits over the next few years. However, the current valuations fairly price in its growth outlook.
- We value the company's operating entities using DCF valuation. Our SoTP-based valuation indicates a TP of INR4,010. **Reiterate Neutral.**

In-line revenue and continued strong margin performance

- Standalone revenue stood at INR5.64b, +23.8% YoY (in-line) in 4QFY23. For FY23, INFOE's revenue/EBITDA/Adj. PAT grew 40%/72%/60% YoY.
- Its 4Q billings at ~INR7.5b (+15.3% YoY) were slower due to the impact from IT hiring. Recruitment Solutions rose 13.7% YoY (v/s our est. of +3% YoY), 99acres grew 30.8% YoY (v/s +9% est.), and Shiksha rose 42.4% YoY.
- EBITDA margin at 39.1% was flat QoQ v/s our est. of 36.7% (240bp beat).
- Margin was aided by lower advertisement spends (-90bp QoQ) in 4QFY23.
- Naukri's EBITDA margin was slightly better at 62% (-90bp QoQ) v/s 61.5% est., while 99acres' EBITDA loss percentage narrowed sharply by 650bp QoQ.
- Adj. PAT was at INR1.98b (v/s est. of 1.8b), +64 YoY. The Board announced a dividend of INR9/share.

Mukul Garg – Research analyst (Mukul.Garg@MotilalOswal.com)

Research analyst: Raj Prakash Bhanushali (raj.bhanushali@motilaloswal.com) | **Pritesh Thakkar** (Pritesh.Thakkar@motilaloswal.com)

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

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

Highlights from the management commentary

- **Recruitment:** The caution in hiring for IT Services continues and the slowdown is expected to continue for the next few months. Management is hopeful of a recovery in IT hiring in 2HFY24. The demand for the Non-IT segment continues to remain robust. There is strong demand in BFSI, retail, construction, real estate, and travel and hospitality domains while consumer durables, FMCG, healthcare and education have seen some growth moderation. INFOE is confident of sustaining current margins if the billings grow at least by 14-15%.
- **Real Estate:** There was a broad based volume-driven growth across new homes, resale, commercial properties, etc. The real estate market remains stable with inventories at an all-time low, new launches and good demand for new homes. There was a strong growth in number of enquiries and traffic aided by the improvements made on the platform, despite cuts in marketing spends and heightened competition.

Valuations and view

- Though near-term growth in Recruitment is expected to be adversely impacted by lower IT demand, good medium-term growth in Recruitment should help the company deliver 15% revenue CAGR over FY23-25.
- With the management investing prudently, some of its current investments should scale up over the medium-to-long term, thereby contributing to the group's valuation.
- We individually value INFOE's group entities using a DCF-based valuation. Our SoTP-based TP stands at INR4,010. **We reiterate our Neutral rating.**

Standalone quarterly performance

| Y/E March | FY22 | | | | FY23 | | | | FY22 | FY23 | FY23E | Var. |
|--------------------------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|-------------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | | | 4QE | (%/bp) |
| Revenues | 3,197 | 3,517 | 4,161 | 4,555 | 5,077 | 5,318 | 5,552 | 5,640 | 15,430 | 21,586 | 5,589 | 0.9 |
| YoY (%) | 14.1 | 37.3 | 52.8 | 51.6 | 58.8 | 51.2 | 33.4 | 23.8 | 39.1 | 39.9 | 22.7 | 110bp |
| Salary costs | 1,518 | 1,605 | 1,868 | 2,039 | 2,244 | 2,259 | 2,262 | 2,323 | 7,030 | 9,087 | 2,315 | 0.3 |
| Ad and Promotion costs | 459 | 617 | 806 | 967 | 876 | 831 | 746 | 703 | 2,849 | 3,155 | 838 | -16.1 |
| Other Expenses | 223 | 232 | 278 | 270 | 326 | 389 | 376 | 411 | 1,003 | 1,502 | 386 | 6.6 |
| EBITDA | 997 | 1,063 | 1,209 | 1,280 | 1,631 | 1,840 | 2,168 | 2,203 | 4,549 | 7,842 | 2,049 | 7.5 |
| EBITDA Margin (%) | 31.2 | 30.2 | 29.1 | 28.1 | 32.1 | 34.6 | 39.1 | 39.1 | 29.5 | 36.3 | 36.7 | 240bp |
| Depreciation | 103 | 99 | 99 | 97 | 99 | 105 | 115 | 129 | 398 | 447 | 117 | 10.0 |
| EBIT Margin (%) | 28.0 | 27.4 | 26.7 | 26.0 | 30.2 | 32.6 | 37.0 | 36.8 | 26.9 | 34.3 | 34.6 | 220bp |
| Other Income | 410 | 440 | 428 | 421 | 419 | 499 | 396 | 437 | 1,699 | 1,751 | 447 | -2.3 |
| PBT bef. Extra-ordinary | 1,290 | 1,392 | 1,527 | 1,595 | 1,942 | 2,225 | 2,440 | 2,500 | 5,804 | 9,107 | 2,368 | 5.6 |
| Provision for Tax | 281 | 377 | 342 | 388 | 457 | 544 | 523 | 524 | 1,387 | 2,047 | 568 | -7.9 |
| ETR (%) | 21.7 | 27.1 | 22.4 | 24.3 | 23.6 | 24.4 | 21.4 | 20.9 | 23.9 | 22.5 | 24.0 | -310bp |
| PAT bef. Extra-ordinary | 1,010 | 1,015 | 1,185 | 1,207 | 1,484 | 1,681 | 1,917 | 1,977 | 4,417 | 7,059 | 1,800 | 9.9 |
| EOI | 0 | 82,542 | 2,178 | 0 | 0 | 0 | -2,760 | -187 | 84,720 | -2,947 | 0 | |
| Reported PAT | 1,010 | 83,557 | 3,364 | 1,207 | 1,484 | 1,681 | -843 | 1,789 | 89,137 | 4,112 | 1,800 | -0.6 |
| QoQ (%) | 38.5 | NA | NA | -64.1 | 23.0 | 13.3 | NA | NA | NA | NA | NA | |
| YoY (%) | 21.3 | NA | 381.4 | 65.6 | 47.0 | NA | NA | 48.3 | NA | NA | 49.1 | |
| EPS (INR) | 7.9 | 7.9 | 9.2 | 9.4 | 11.5 | 13.1 | 14.9 | 13.8 | 34.1 | 31.7 | 14.0 | -1.1 |

Key performance indicators

| Y/E March | FY22 | | | | FY23 | | | | FY22 | FY23 |
|--------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | | |
| Operating metrics | | | | | | | | | | |
| Headcount | 4,489 | 4,460 | 4,469 | 4,805 | 5,107 | 5,282 | 5,336 | 5,311 | 4,805 | 5,311 |
| Naukri – Revenue per unique customer | 38,808 | 39,447 | 45,145 | 47,764 | 51,019 | 55,627 | 59,403 | 56,336 | 94,434 | 129,735 |
| 99acres – Listings (k) | 894 | 1,469 | 1,082 | 1,081 | 1,109 | 1,052 | 1,077 | 1,191 | 4,376 | 4,526 |
| Revenue (YoY %) | | | | | | | | | | |
| Recruitment | 11% | 40% | 64% | 73% | 74% | 63% | 40% | 27% | 45% | 48% |
| 99acres | 16% | 33% | 31% | 22% | 35% | 44% | 24% | 23% | 25% | 31% |



Highlights from the management commentary

Recruitment

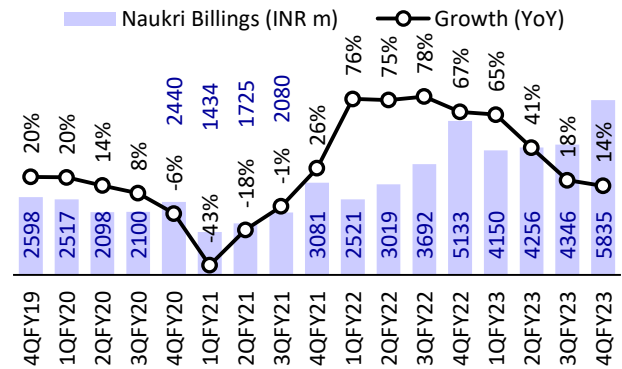
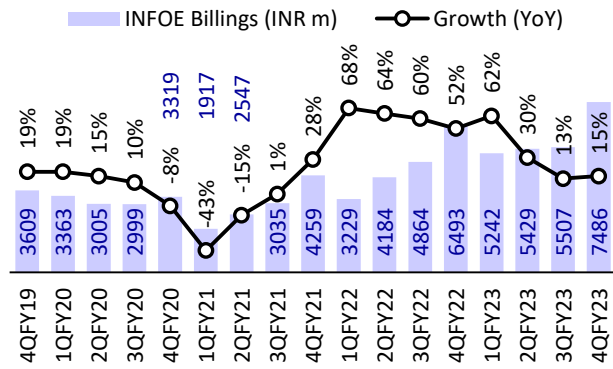
- The caution in hiring for IT Services continues and the slowdown is expected to continue for the next few months. Apr'23/May'23 continued to be weak for IT hiring.
- Management is hopeful of a recovery in IT hiring in 2HFY24. Further, it sees some opportunity for IT in GCCs and captives.
- The demand for the Non-IT segment continues to remain robust. There is strong demand in BFSI, retail, construction, real estate, and travel and hospitality domains while consumer durables, FMCG, healthcare and education have seen some growth moderation.
- It is optimizing the search and recruitment engine on the platform to focus more on non-IT hiring as there are good opportunities in this space. It remains confident of a healthy growth from the non-IT segment.
- During the recession, generally, jobs slow down first, but in the long term, more jobs get outsourced to India. Thus, industry might see a strong comeback in IT.
- If the economy grows at healthy rates (6-7%) it is confident of growing in 20%+ levels.
- It currently operates only in 40-45 cities and plans to expand its offerings in smaller cities that can generate healthy contribution in the longer term.
- It has reduced discounts and increased pricing in 4QFY23 though it had to provide some discounts in IT hiring side due to the ongoing slowdown. It expects pricing on IT to revert once the growth normalizes.
- INFOE is confident of sustaining current margins if the billings grow at least by 14-15%.

Real Estate

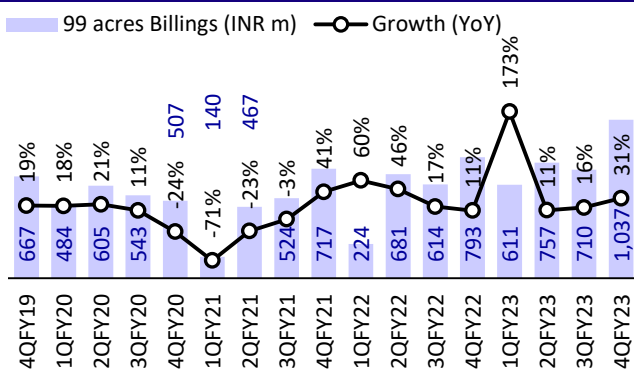
- There was a broad based volume-driven growth across new homes, resale, commercial properties, etc
- The real estate market remains stable with inventories at an all-time low, new launches and good demand for new homes.
- There was a strong growth in number of enquiries and traffic aided by the improvements made on the platform, despite cuts in marketing spends and heightened competition.
- It is seeing strong trends in new home category which can drive healthy demand for the next 2-3 years. For large customers, it follows listing charges + cost per lead model.

Other highlights

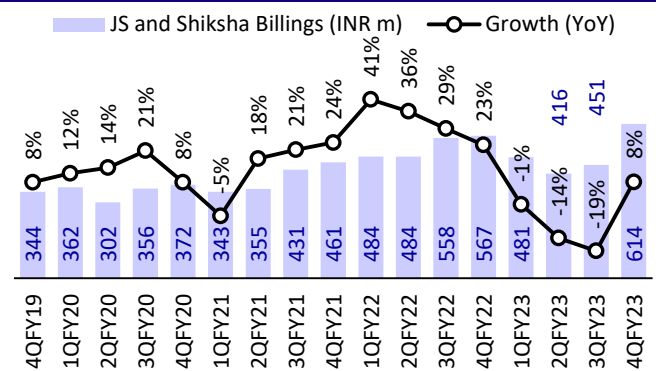
- Rebound in domestic demand drove strong growth in Siksha.
- There was a significant reduction in ad spends in Jeevansathi. It recorded good engagement and high traffic as its chat feature became free. Competitive intensity remained high and competitors continued to spend aggressively.
- It is constantly working on finding ways to monetize improved traffic on the Jeevansathi platform.

Exhibit 1: Overall/Recruitment post strong billings

Source: Company, MOFSL

Exhibit 2: 99acres billings were up 31% YoY

Source: MOFSL, Company

Exhibit 3: Billings from JS and Shiksha saw sharp rebound

Source: MOFSL, Company

Exhibit 4: SoTP-based TP at INR4,010

| Segment | Methodology | Methodology description | Valuation toward INFEO (INR b) | Contribution (INR per share) |
|---------------------------|------------------|--|--------------------------------|------------------------------|
| Naukri | DCF | ❖ Estimate 13% revenue CAGR and 13% EBIT CAGR over FY23-34. Our WACC/terminal growth estimate stands at 12%/6%, respectively | 312 | 2,408 |
| 99acres.com | DCF | ❖ Estimate 15% revenue CAGR over FY23-34. Our WACC/terminal growth estimate stands at 12%/7%, respectively | 25 | 191 |
| Zomato.com | Market valuation | ❖ Factoring in current market valuation | 88 | 679 |
| Policybazaar.com | Market valuation | ❖ Factoring in current market valuation | 47 | 364 |
| Jeevansathi.com and other | Multiples | ❖ 7x FY24E EV/sales | 16 | 121 |
| Other investee companies | | | 9 | 70 |
| Cash on the books | | | 23 | 178 |
| Total (Rounded) | | | | 4,810 |

Source: MOFSL, Company

Exhibit 5: Revisions to our estimates

| Standalone business | Revised estimate | | Earlier estimate | | Change (%/bp) | |
|---------------------|------------------|-------|------------------|-------|---------------|-------|
| | FY24E | FY25E | FY24E | FY25E | FY24E | FY25E |
| Revenue (INR m) | 25.0 | 28.8 | 24.8 | 28.8 | 0.6 | -0.1 |
| YoY (%) | 15.6 | 15.3 | 15.2 | 16.2 | 40bp | -80bp |
| EBITDA (%) | 36.5 | 37.1 | 34.9 | 35.0 | 160bp | 210bp |
| EBIT (%) | 34.5 | 35.1 | 32.8 | 32.9 | 170bp | 220bp |
| EPS (INR) | 61.2 | 72.5 | 59.0 | 68.7 | 3.7 | 5.4 |

Source: MOFSL, Company

Valuation and view

- Though near-term growth in Recruitment is expected to be adversely impacted by lower IT demand, good medium-term growth in Recruitment should help the company deliver 15% revenue CAGR over FY23-25.
- With the management investing prudently, some of its current investments should scale up over the medium-to-long term, thereby contributing to the group's valuation.
- We individually value INFOE's group entities using a DCF-based valuation. Our SoTP-based TP stands at INR4,010. **We reiterate our Neutral rating.**

Financials and valuations

Income Statement (INR m)

| Y/E March | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24E | FY25E |
|------------------------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Sales | 9,155 | 10,983 | 12,727 | 11,091 | 15,430 | 21,586 | 24,960 | 28,784 |
| Change (%) | 14.1 | 20.0 | 15.9 | -12.9 | 39.1 | 39.9 | 15.6 | 15.3 |
| Employee expense | 3,931 | 4,586 | 5,396 | 5,528 | 7,030 | 9,087 | 10,644 | 12,265 |
| Advertising cost | 1,164 | 1,757 | 2,044 | 1,819 | 2,849 | 3,155 | 3,496 | 3,886 |
| Other expense | 1,088 | 1,226 | 1,260 | 913 | 1,003 | 1,502 | 1,716 | 1,957 |
| EBITDA | 2,973 | 3,413 | 4,028 | 2,831 | 4,549 | 7,842 | 9,104 | 10,676 |
| As a percentage of Net Sales | 32.5 | 31.1 | 31.6 | 25.5 | 29.5 | 36.3 | 36.5 | 37.1 |
| Depreciation | 215 | 204 | 414 | 438 | 398 | 447 | 499 | 576 |
| Interest | 1 | 1 | 67 | 57 | 46 | 39 | 50 | 58 |
| Other Income | 971 | 1,112 | 876 | 1,188 | 1,699 | 1,751 | 1,872 | 2,303 |
| PBT | 3,728 | 4,320 | 4,423 | 3,524 | 5,804 | 9,107 | 10,427 | 12,345 |
| Tax | 991 | 1,169 | 1,133 | 753 | 1,387 | 2,047 | 2,502 | 2,963 |
| Rate (%) | 26.6 | 27.1 | 25.6 | 21.4 | 23.9 | 22.5 | 24.0 | 24.0 |
| Adjusted PAT | 2,737 | 3,151 | 3,290 | 2,771 | 4,417 | 7,059 | 7,924 | 9,382 |
| Extraordinary Items | -913 | -334 | -1,233 | -32 | 84,720 | -2,947 | 0 | 0 |
| Reported PAT | 1,824 | 2,817 | 2,057 | 2,739 | 89,137 | 4,112 | 7,924 | 9,382 |
| Change (%) | -10.8 | 54.5 | -27.0 | 33.2 | NA | NA | 92.7 | 18.4 |

Balance Sheet

| Y/E March | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24E | FY25E |
|--------------------------------|---------------|---------------|---------------|---------------|-----------------|-----------------|-----------------|-----------------|
| Share Capital | 1,216 | 1,220 | 1,223 | 1,285 | 1,287 | 1,290 | 1,290 | 1,290 |
| Reserves | 19,859 | 22,019 | 23,094 | 44,357 | 1,38,434 | 1,07,975 | 1,15,899 | 1,25,282 |
| Net Worth | 21,074 | 23,239 | 24,317 | 45,642 | 1,39,721 | 1,09,265 | 1,17,189 | 1,26,572 |
| Loans | 44.0 | 46.0 | 568.7 | 449.1 | 11,115.9 | 7,086.4 | 7,086.4 | 7,086.4 |
| Capital Employed | 21,118 | 23,285 | 24,885 | 46,091 | 1,50,837 | 1,16,351 | 1,24,276 | 1,33,658 |
| Gross Block | 1,866 | 2,109 | 3,279 | 3,462 | 3,788 | 4,108 | 4,428 | 4,748 |
| Less: Depreciation | 1,337 | 1,540 | 1,954 | 2,391 | 2,796 | 3,243 | 3,725 | 4,221 |
| Net Block | 529 | 569 | 1,325 | 1,072 | 992 | 865 | 703 | 527 |
| CWIP | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Investments | 10,720 | 12,857 | 16,404 | 21,694 | 1,29,751 | 96,145 | 99,145 | 1,09,145 |
| Curr. Assets | 15,028 | 15,984 | 13,381 | 30,293 | 31,032 | 31,287 | 41,680 | 60,271 |
| Current Investments | 11,456 | 3,400 | 2,554 | 0 | 4,409 | 7,547 | 8,547 | 11,547 |
| Debtors | 44 | 60 | 70 | 54 | 79 | 90 | 134 | 235 |
| Cash | 1,458 | 1,052 | 4,275 | 6,351 | 1,323 | 2,242 | -5,667 | -5,548 |
| Loans and Advances | 0 | 0 | 0 | 0 | 0 | 230 | 0 | 0 |
| Other Current Assets | 2,070 | 11,472 | 6,482 | 23,888 | 25,220 | 21,178 | 38,666 | 54,037 |
| Current Liab. and Prov. | 5,159 | 6,125 | 6,225 | 6,968 | 10,854 | 12,791 | 17,252 | 36,285 |
| Current Liabilities | 4,703 | 5,628 | 5,676 | 6,306 | 10,061 | 11,947 | 16,408 | 35,441 |
| Provisions | 456 | 496 | 549 | 662 | 793 | 844 | 844 | 844 |
| Net Current Assets | 9,869 | 9,860 | 7,156 | 23,325 | 20,178 | 18,496 | 24,428 | 23,987 |
| Application of Funds | 21,118 | 23,285 | 24,885 | 46,091 | 1,50,921 | 1,15,506 | 1,24,276 | 1,33,658 |

Financials and valuations

Ratios

| Y/E March | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24E | FY25E |
|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Basic (INR) | | | | | | | | |
| EPS | 14.9 | 22.9 | 16.7 | 21.5 | 34.1 | 31.8 | 61.2 | 72.5 |
| Cash EPS | 24.1 | 27.3 | 30.1 | 25.2 | 37.2 | 58.1 | 65.1 | 76.9 |
| Book Value | 173.4 | 190.8 | 199.4 | 361.6 | 1,086.0 | 849.3 | 910.9 | 983.8 |
| DPS | 5.5 | 6.0 | 6.0 | 8.0 | 21.0 | 15.9 | 30.6 | 36.2 |
| Payout (%) | 37.0 | 26.2 | 35.9 | 37.7 | 61.6 | 50.0 | 50.0 | 50.0 |
| Valuation (x) | | | | | | | | |
| P/E | 282.4 | 183.0 | 251.3 | 194.9 | 123.2 | 132.0 | 68.6 | 57.9 |
| Cash P/E | 174.4 | 153.6 | 139.6 | 166.4 | 113.0 | 72.3 | 64.5 | 54.6 |
| EV/EBITDA | 182.5 | 159.1 | 134.2 | 190.1 | 121.8 | 70.0 | 61.2 | 52.1 |
| EV/Sales | 59.3 | 49.4 | 42.5 | 48.5 | 35.9 | 25.4 | 22.3 | 19.3 |
| Price/Book Value | 24.2 | 22.0 | 21.1 | 11.6 | 3.9 | 4.9 | 4.6 | 4.3 |
| Dividend Yield (%) | 0.1 | 0.1 | 0.1 | 0.2 | 0.5 | 0.4 | 0.7 | 0.9 |
| Profitability Ratios (%) | | | | | | | | |
| RoE | 13.4 | 14.2 | 13.8 | 7.8 | 4.8 | 4.9 | 6.2 | 13.1 |
| RoCE | 13.4 | 14.2 | 13.9 | 7.9 | 4.5 | 5.3 | 6.6 | 7.3 |
| RoIC | -91.1 | 135.3 | 70.5 | 18.8 | 18.9 | 44.5 | 40.0 | 37.7 |
| Turnover Ratios | | | | | | | | |
| Debtors (Days) | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 |
| Fixed Asset Turnover (x) | 17.3 | 19.3 | 9.6 | 10.4 | 15.6 | 24.9 | 35.5 | 54.6 |

Cash Flow Statement

(INR m)

| Y/E March | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24E | FY25E |
|------------------------------|----------------|--------------|---------------|----------------|----------------|---------------|---------------|---------------|
| CF from Operations | 1,901 | 2,097 | 1,735 | 2,092 | 3,427 | 6,187 | 10,392 | 9,325 |
| Cash for Working Capital | 1,166 | 860 | 752 | 756 | 3,820 | 1,688 | -12,841 | 3,561 |
| Net Operating CF | 3,067 | 2,956 | 2,487 | 2,848 | 7,247 | 7,875 | -2,449 | 12,885 |
| Net Purchase of FA | -4,158 | -2,276 | -9,039 | -391 | -8,523 | -10,880 | -320 | -320 |
| Free Cash Flow | -1,091 | 680 | -6,552 | 2,456 | -1,276 | -3,004 | -2,769 | 12,565 |
| Net Purchase of Invest. | -7,973 | 8,718 | 5,245 | -18,438 | -2,016 | 5,413 | -1,128 | -7,697 |
| Net Cash from Invest. | -12,132 | 6,442 | -3,794 | -18,829 | -10,539 | -5,467 | -1,448 | -8,017 |
| Proceeds from Equity | 48 | 27 | 3 | 18,292 | 2 | 3 | 0 | 0 |
| Proceeds from LTB/STB | -1 | 0 | -204 | -233 | -186 | -213 | -50 | -58 |
| Dividend Payments | -803 | -808 | -1,176 | 0 | -2,058 | -1,932 | -3,962 | -4,691 |
| Cash Flow from Fin. | -757 | -781 | -1,377 | 18,059 | -2,242 | -2,141 | -4,012 | -4,749 |
| Net Cash Flow | -9,822 | 8,618 | -2,684 | 2,077 | -5,534 | 267 | -7,909 | 119 |
| Opening Cash Bal. | 11,280 | 1,458 | 1,053 | 4,275 | 6,351 | 1,323 | 2,242 | -5,667 |
| Add: Net Cash | -9,822 | -405 | 3,222 | 2,076 | -5,028 | 919 | -7,909 | 119 |
| Closing Cash Bal. | 1,458 | 1,053 | 4,275 | 6,351 | 1,323 | 2,242 | -5,667 | -5,548 |

Investment in securities market are subject to market risks. Read all the related documents carefully before investing

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 be 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, Depository participant services & distribution of various financial products. 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://online.reports.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 at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- 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.
- 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.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

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.

Investment in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.

Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263;

www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000.

Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.

Grievance Redressal Cell:

| Contact Person | Contact No. | Email ID |
|--------------------|-----------------------------|------------------------------|
| Ms. Hemangi Date | 022 40548000 / 022 67490600 | query@motilaloswal.com |
| Ms. Kumud Upadhyay | 022 40548082 | servicehead@motilaloswal.com |
| Mr. Ajay Menon | 022 40548083 | am@motilaloswal.com |

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412. AMFI: ARN : 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.

Customer having any query/feedback/clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.