

# Indian Hotels

Estimate change	↔
TP change	↔
Rating change	↔

Motilal Oswal values your support in the Asiamoney Brokers Poll 2023 for India Research, Sales, Corporate Access and Trading team. We [request your ballot](#).



Bloomberg	IH IN
Equity Shares (m)	1420
M.Cap.(INRb)/(USDb)	546.8 / 6.7
52-Week Range (INR)	405 / 256
1, 6, 12 Rel. Per (%)	-4/23/30
12M Avg Val (INR M)	1817

## Financials & Valuations (INR b)

Y/E Mar	2023	2024E	2025E
Sales	58.1	67.5	74.2
EBITDA	18.0	22.1	25.4
PAT	10.0	12.6	14.6
EBITDA (%)	31.1	32.8	34.2
EPS (INR)	7.0	8.9	10.3
EPS Gr. (%)	485.5	26.1	16.0
BV/Sh. (INR)	56.2	64.3	73.8
<b>Ratios</b>			
Net D/E	(0.1)	(0.2)	(0.3)
RoE (%)	13.3	14.7	14.9
RoCE (%)	11.5	14.4	15.0
Payout (%)	8.5	9.0	7.8
<b>Valuations</b>			
P/E (x)	54.7	43.4	37.4
EV/EBITDA (x)	30.1	24.1	20.6
Div Yield (%)	0.2	0.2	0.2
FCF Yield (%)	1.9	1.8	2.4

## Shareholding pattern (%)

As On	Jun-23	Mar-23	Jun-22
Promoter	38.2	38.2	38.2
DII	24.2	27.6	29.7
FII	21.6	18.2	15.1
Others	16.0	16.0	17.1

FII Includes depository receipts

**CMP: INR385** **TP: INR440 (+14%)** **Buy**

## Occupancy remains intact sequentially on better demand

### Operating performance in line with estimate

- Indian Hotels (IH) reported consolidated revenue growth of 16% YoY, aided by strong growth in standalone ARR (up 11% YoY) and better occupancy (up 430bp YoY). EBITDA grew 9% YoY due to high operating expenses in 1QFY24 vs. a lower base YoY. Consolidated management contract revenue grew 20% YoY to INR980m in 1QFY24.
- We maintain our FY24/FY25 EBITDA estimates and **retain BUY with our SoTP-based TP of INR440.**

### Higher ARR and OR drive YoY revenue growth

- Consolidated revenue in 1QFY24 grew 15.8% YoY but declined 10% QoQ to INR14.7b (est. INR14.1b). EBITDA rose 9% YoY but fell 23% QoQ to INR4.1b (est. INR4.2b). Adjusted PAT surged 26% but dropped 32% QoQ to INR2.2b (est. INR2.1b).
- Standalone revenue/EBITDA grew by 17%/13% to INR8.9b/INR2.9b (down 21%/38% QoQ), propelled by strong ARR growth (11% YoY) to INR12,614. Occupancy was sustained at the 4QFY23 level of 74.7% (up 430bp YoY).
- Subsidiary (consolidated less standalone) sales grew 14% YoY/17% QoQ to INR5.8b, while EBITDA doubled QoQ to INR1,163m (down 1% YoY). Revenue from PIEM/Roots/Benares jumped 8%/12%/30% YoY.
- Net cash stood at INR8.9B as of June'23 vs. INR10b as of Mar'23.

### Highlights from the management commentary

- As per STR, overall industry demand growth in 1QFY24 was 8% vs. FY20, which is faster than supply growth of 6.7% in 1QFY24 vs. FY20.
- IH opened five managed hotels (365 rooms) and signed 11 hotels in 1QFY24. Of the signed hotels, seven are conversions and brownfield, which will open within 24 months.
- IH has a robust pipeline of ~79 hotels (11,203 rooms) going ahead. Overall, the company has ~270 hotels (33,239 rooms) as of June'23 (including pipeline).
- Management has guided for a capex of over INR6b in FY24.

### Valuation and view

- We expect the strong momentum to continue in FY24, led by: 1) a further improvement in occupancy due to multiple large global events such as G20 and ICC Cricket Men's World Cup in CY23; 2) an increase in ARR due to better demand, upgrades in hotels and corporate rate hikes; 3) higher income from management contracts; and 4) value unlocking by scaling up reimagined and new brands.
- We maintain our FY24/FY25 EBITDA estimates in anticipation of a strong demand environment and improving ARR. **Maintain BUY with our SoTP-based TP of INR440.**

## Consolidated - Quarterly Earning Model

(INRm)

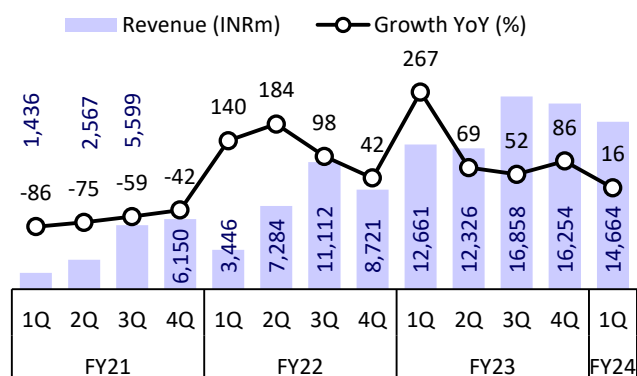
Y/E March	FY23				FY24E				FY23	FY24E	FY24E	Var
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1Q	(%)
<b>Gross Sales</b>	<b>12,661</b>	<b>12,326</b>	<b>16,858</b>	<b>16,254</b>	<b>14,664</b>	<b>14,545</b>	<b>20,904</b>	<b>17,392</b>	<b>58,099</b>	<b>67,505</b>	<b>14,307</b>	<b>2</b>
YoY Change (%)	267.5	69.2	51.7	86.4	15.8	18.0	24.0	7.0	90.1	16.2	-2.4	
Total Expenditure	8,882	9,386	10,886	10,899	10,562	10,559	12,778	11,460	40,054	45,359	10,084	
<b>EBITDA</b>	<b>3,779</b>	<b>2,940</b>	<b>5,972</b>	<b>5,355</b>	<b>4,102</b>	<b>3,986</b>	<b>8,126</b>	<b>5,932</b>	<b>18,046</b>	<b>22,146</b>	<b>4,222</b>	<b>-3</b>
Margins (%)	29.8	23.9	35.4	32.9	28.0	27.4	38.9	34.1	31.1	32.8	29.5	
Depreciation	1,026	1,026	1,033	1,076	1,091	1,110	1,170	1,190	4,161	4,561	1,080	
Interest	624	600	567	570	565	500	490	480	2,361	2,035	540	
Other Income	271	250	577	291	493	300	550	450	1,389	1,794	300	
<b>PBT before EO expense</b>	<b>2,401</b>	<b>1,564</b>	<b>4,949</b>	<b>4,000</b>	<b>2,939</b>	<b>2,676</b>	<b>7,016</b>	<b>4,713</b>	<b>12,914</b>	<b>17,344</b>	<b>2,903</b>	
Extra-Ord expense	91	-123	-1	0	0	0	0	0	-33	0	0	
<b>PBT</b>	<b>2,309</b>	<b>1,687</b>	<b>4,950</b>	<b>4,000</b>	<b>2,939</b>	<b>2,676</b>	<b>7,016</b>	<b>4,713</b>	<b>12,946</b>	<b>17,344</b>	<b>2,903</b>	<b>1</b>
Tax	648	443	1,161	980	833	803	2,105	1,414	3,232	5,155	871	
Rate (%)	28.1	26.3	23.4	24.5	28.4	30.0	30.0	30.0	25.0	29.7	30.0	
Minority Interest & Profit/Loss of Asso. Cos.	-39	28	-38	-263	-118	31	-42	-289	-312	-418	-43	
<b>Reported PAT</b>	<b>1,701</b>	<b>1,216</b>	<b>3,827</b>	<b>3,283</b>	<b>2,224</b>	<b>1,842</b>	<b>4,953</b>	<b>3,588</b>	<b>10,026</b>	<b>12,607</b>	<b>2,075</b>	
<b>Adj PAT</b>	<b>1,769</b>	<b>1,123</b>	<b>3,826</b>	<b>3,283</b>	<b>2,224</b>	<b>1,842</b>	<b>4,953</b>	<b>3,588</b>	<b>10,001</b>	<b>12,607</b>	<b>2,075</b>	<b>7</b>
YoY Change (%)	NA	NA	357.2	430.2	25.7	64.0	29.4	9.3	NA	25.7	-6.7	
Margins (%)	14.0	9.1	22.7	20.2	15.2	12.7	23.7	20.6	17.2	18.7	14.5	

## Key Performance Indicators

Y/E March	FY23				FY24E				FY23	FY24E
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE		
Revenue Growth (%)										
Standalone	267.0	62.6	43.3	90.6	17.0	19.4	24.1	4.8	84.9	15.8
Subs	268.1	80.7	68.6	77.5	14.1	15.7	23.8	12.0	100.0	16.9
EBITDA Margin (%)										
Standalone	34.2	28.4	41.4	42.2	33.0	32.8	45.2	43.2	37.5	39.5
Subs	9.6	30.7	42.5	16.9	7.3	5.6	2.7	5.8	19.7	21.1
<b>Cost Break-up</b>										
F&B Cost (% of sales)	8.2	8.4	8.3	7.7	7.9	8.0	8.1	7.8	<b>8.1</b>	<b>8.0</b>
Staff Cost (% of sales)	28.4	30.5	25.2	26.0	29.2	29.5	21.5	25.7	<b>27.2</b>	<b>26.0</b>
Other Cost (% of sales)	33.5	37.3	31.1	33.4	34.9	35.1	31.5	32.4	<b>33.6</b>	<b>33.2</b>
Gross Margins (%)	91.8	91.6	91.7	92.3	92.1	92.0	91.9	92.2	<b>91.9</b>	<b>92.0</b>
EBITDA Margins (%)	29.8	23.9	35.4	32.9	28.0	27.4	38.9	34.1	<b>31.1</b>	<b>32.8</b>
EBIT Margins (%)	21.7	15.5	29.3	26.3	20.5	19.8	33.3	27.3	<b>23.9</b>	<b>26.1</b>

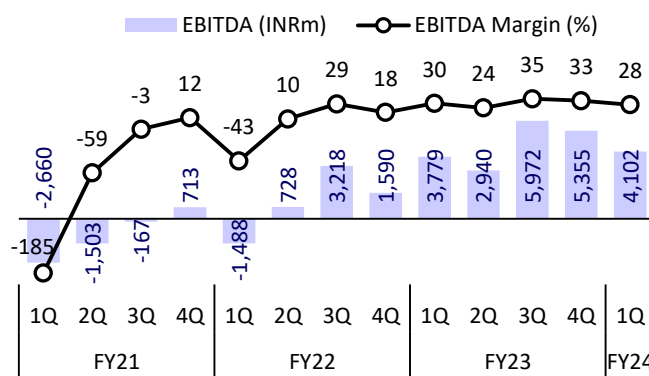
## Key exhibits

Exhibit 1: Consolidated revenue trend



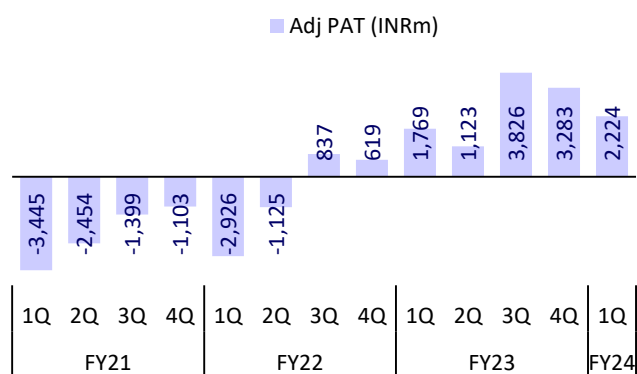
Source: Company, MOFSL

Exhibit 2: Consolidated EBITDA trend



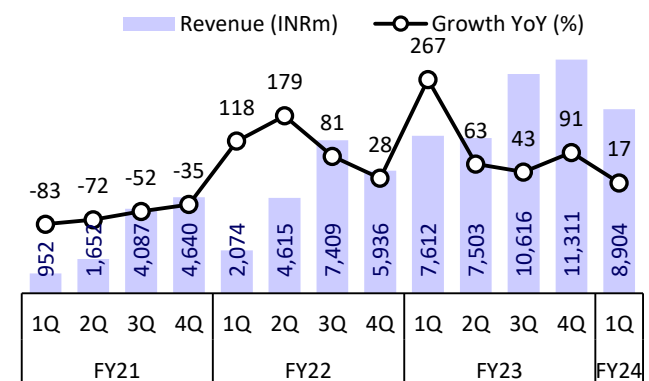
Source: Company, MOFSL

Exhibit 3: Consolidated adjusted PAT trend



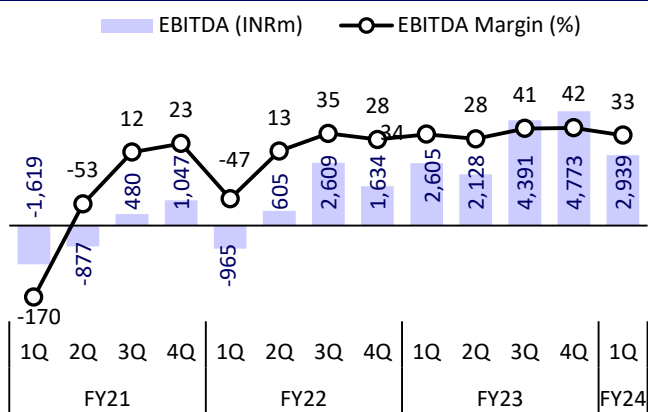
Source: Company, MOFSL

Exhibit 4: Standalone revenue trend



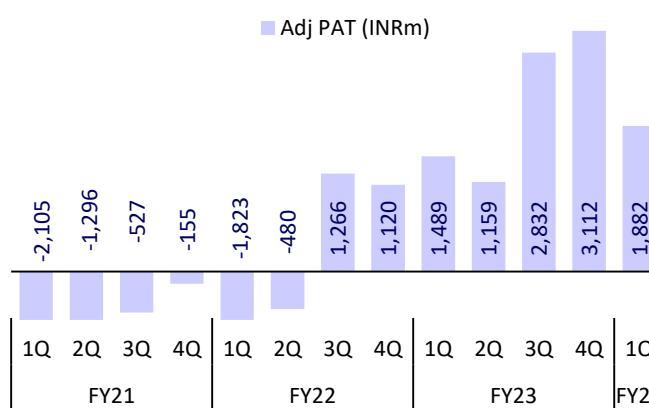
Source: Company, MOFSL

Exhibit 5: Standalone EBITDA trend



Source: Company, MOFSL

Exhibit 6: Standalone adjusted PAT trend



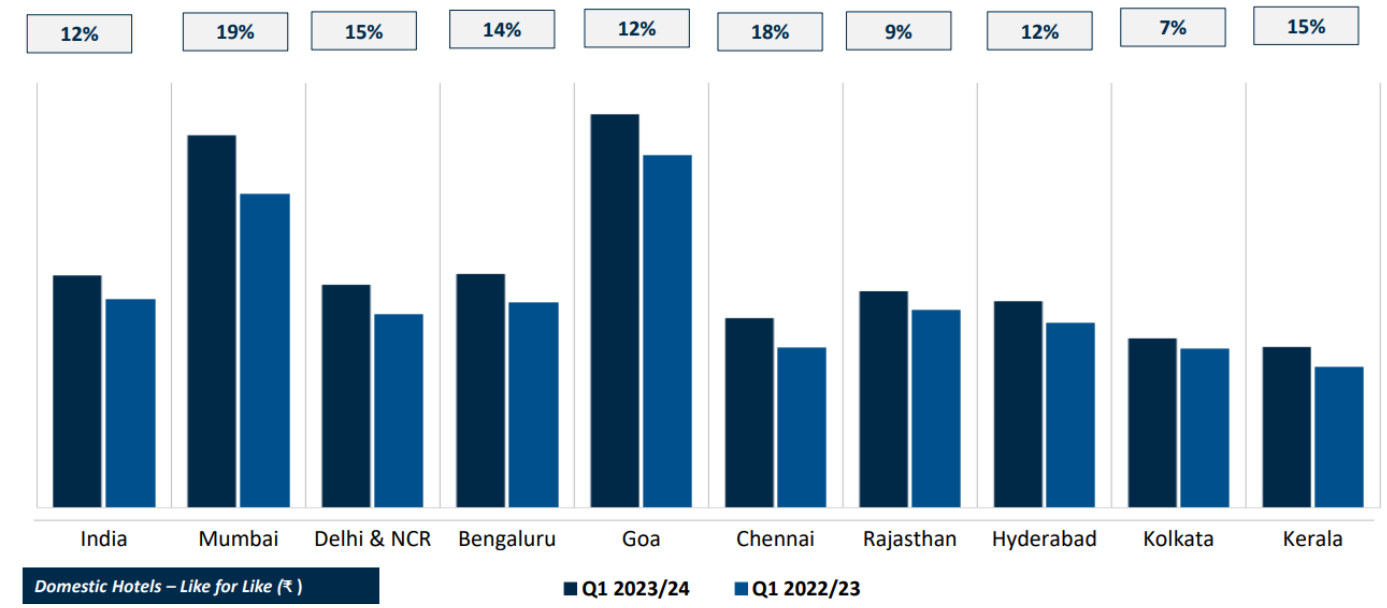
Source: Company, MOFSL

Exhibit 7: Demand growth outpaces supply growth



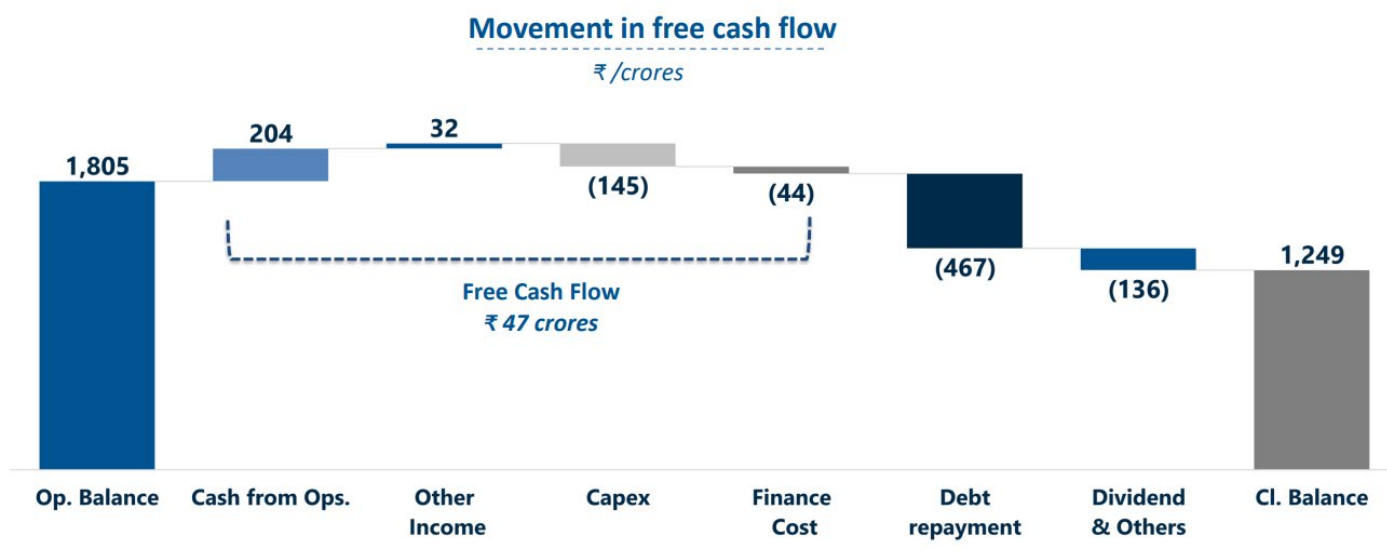
Source: STR, Company, MOFSL

Exhibit 8: Industry-leading recovery across key markets



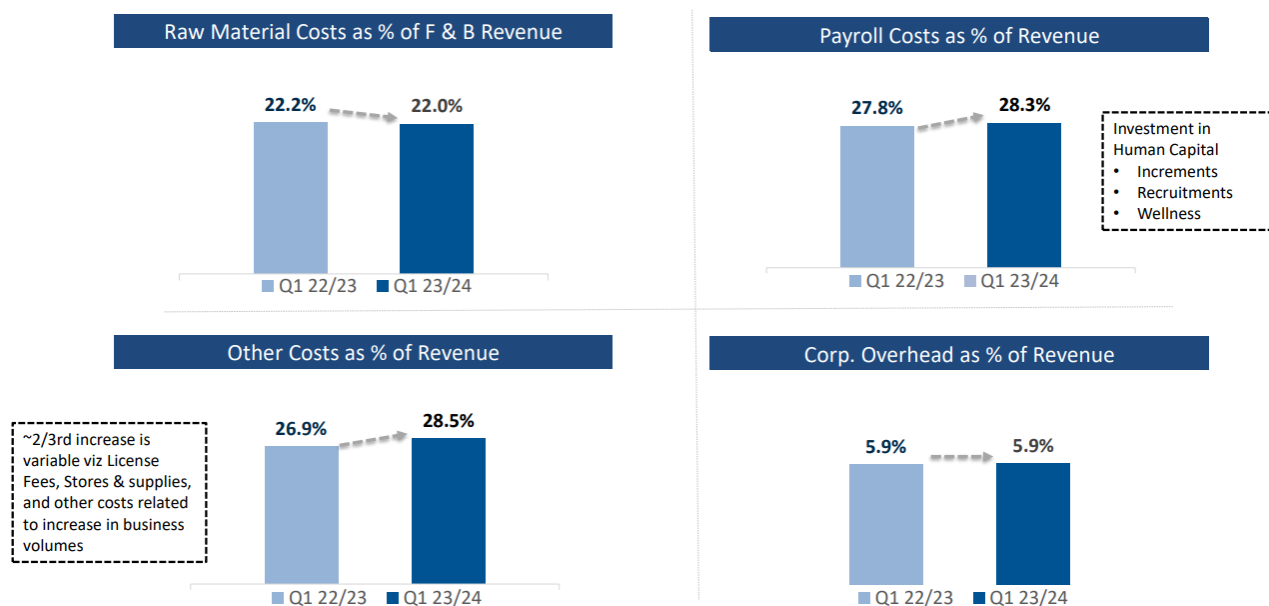
Source: STR Global, Company, MOFSL

Exhibit 9: Movement of free cashflow



Source: Company, MOFSL

Exhibit 10: Focus on cost management drives margin expansion



Source: Company, MOFSL

Exhibit 11: RevPAR growth by domestic destination vs. pre-Covid – LFL

Domestic Hotels - Q1 LFL	Occ %			ARR in ₹			RevPAR in ₹		
	ACT 23/24	PY 22/23	%	ACT 23/24	PY 22/23	%	ACT 23/24	PY 22/23	%
Mumbai	86%	82%	4%	12,222	10,830	13%	10,502	8,838	19%
Delhi & NCR	76%	76%	0%	8,273	7,174	15%	6,286	5,446	15%
Bengaluru	77%	76%	1%	8,532	7,592	12%	6,593	5,788	14%
Goa	77%	72%	5%	14,336	13,817	4%	11,094	9,948	12%
Chennai	73%	69%	4%	7,321	6,572	11%	5,351	4,519	18%
Rajasthan	42%	37%	6%	14,472	15,289	-5%	6,112	5,583	9%
Hyderabad	68%	72%	-4%	8,566	7,191	19%	5,829	5,210	12%
Kolkata	71%	74%	-3%	6,698	6,046	11%	4,779	4,482	7%
Kerala	60%	56%	4%	7,558	7,097	7%	4,539	3,958	15%
Grand Total	70%	68%	2%	9,381	8,660	8%	6,549	5,867	12%

Source: Company, MOFSL

**Exhibit 12: RevPAR growth by international destination v/s pre-Covid – LFL**

International Hotels \$ - Q1	Occ %			ARR in \$			RevPAR in \$		
	ACT 23/24	PY 22/23	%	ACT 23/24	PY 22/23	%	ACT 23/24	PY 22/23	%
USA	61%	59%	3%	645	660	-2%	396	387	2%
UK	79%	74%	4%	480	419	14%	378	311	21%
Maldives	57%	65%	-9%	541	601	-10%	306	391	-22%
Dubai	81%	66%	15%	217	203	7%	177	134	32%
Cape Town	71%	56%	15%	135	129	5%	96	72	33%
Sri Lanka	50%	30%	19%	86	85	1%	43	26	65%
Grand Total	65%	54%	11%	279	288	-3%	182	155	17%

Source: Company, MOFSL

**Exhibit 13: Market segment – Room revenue (all hotels): 1QFY24 vs. 1QFY23**

Source: Company, MOFSL

Exhibit 14: IH Room pipeline as on Jun'23

Brands	2023-24 Jul-Mar	2024-25	2025-26	2026-27 & 2027-28	Pipeline Rooms	No. of Hotels
<b>Taj</b>	<b>699</b>	<b>829</b>	<b>1,228</b>	<b>1,225</b>	<b>3,981</b>	<b>20</b>
IHCL & Group		161	122	220	503	3
Management Contracts	699	668	1,106	1,005	3,478	17
<b>SeleQtions</b>	<b>450</b>	<b>741</b>	<b>128</b>		<b>1,319</b>	<b>12</b>
Management Contracts	450	741	128		1,319	12
<b>Vivanta</b>	<b>174</b>	<b>992</b>	<b>820</b>	<b>870</b>	<b>2,856</b>	<b>21</b>
IHCL & Group		125			125	1
Management Contracts	174	867	820	870	2,731	20
<b>Ginger</b>	<b>924</b>	<b>870</b>	<b>448</b>	<b>805</b>	<b>3,047</b>	<b>26</b>
Owned/Leased	790	545	448	425	2,208	20
Management Contracts	134	325	0	380	839	6
<b>Grand Total</b>	<b>2,247</b>	<b>3,432</b>	<b>2,624</b>	<b>2,900</b>	<b>11,203</b>	<b>79</b>

Source: Company, MOFSL

Exhibit 15: IH – standalone revenue metrics

Particulars	1QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	YoY %	QoQ %
Occupancy (%)	28.4	70.4	70	72.1	74.7	74.7	430bp	0bp
ARR (INR)	7,024	11,397	11,003	15,456	16,915	12,614	11	-25
RevPAR (INR)	1,992	8,021	7,681	11,137	12,634	9,428	18	-25
Room revenue (INR m)	880	3,250	3,180	4,520	4,990	3,770	16	-24
F&B revenue (INR m)	650	2,810	2,840	4,000	4,170	3,200	14	-23
Other revenue (INR m)	730	1,810	1,730	2,320	2,500	2,380	31	-5
Total revenue (INR m)	<b>2,260</b>	<b>7,870</b>	<b>7,750</b>	<b>10,840</b>	<b>11,660</b>	<b>9,350</b>	19	-20

Source: Company, MOFSL

Exhibit 16: Revenue metrics for its domestic network

Particulars	1QFY22	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	YoY %	QoQ %
Occupancy (%)	28.6	65.2	62	68	67.8	67.1	190bp	-70bp
ARR (INR)	4,656	8,315	9,952	10,565	11,220	9,128	10	-19
RevPAR (INR)	1,331	5,424	5,942	7,184	7,605	6,126	13	-19
Room revenue (INR m)	2,070	8,590	11,220	11,870	12,590	10,320	20	-18
F&B revenue (INR m)	1,880	7,570	8,970	10,240	10,690	9,020	19	-16
Other revenue (INR m)	1,050	2,650	3,260	3,810	2,430	2,510	-5	3
Total revenue (INR m)	<b>5,000</b>	<b>18,810</b>	<b>23,450</b>	<b>25,920</b>	<b>25,710</b>	<b>21,850</b>	16	-15

Source: Company, MOFSL



## Highlights from the management interaction

### Operating performance

- RevPAR growth in Mumbai/Bengaluru/Goa/Delhi & NCR/Chennai stood at 12%/14%/ 12%/15%/18% YoY in 1QFY24
- In the domestic business, ARR/occupancy/RevPAR grew 10%/190bp/13% YoY.
- For the standalone business, occupancy increased by 430bp YoY (flat QoQ) to 74.7% in 1QFY24. ARR grew 11% YoY (down 25% QoQ) to INR12,614.
- Payroll costs/corporate overheads as a percentage of revenue increased/flat to 28.3%/5.9% in 1QFY24 from 27.8%/5.9% in 1QFY23.



- In FY23, key domestic subsidiaries such as Piem/Roots/Benares witnessed revenue growth of ~8%/12%/30%, while EBITDA for Piem/Roots declined by 2%/1% YoY and for Benares grew by 31% YoY
- Net cash stood at INR8.9b as of June'23 vs. INR10b as of Mar'23.
- IH is consistently leading the industry growth with LFL ARR/OR/RevPar of INR9,400/70%/INR6,500 vs. Industry LFL of INR6,800/62%/INR4,400 in 1QFY24.

### Outlook

- IMF has upgraded the CY23 growth outlook for India to 6.1% from 5.9% earlier.
- Overall, demand in the industry is growing faster than supply. Hotel demand grew 8% in 1QFY24 vs. FY20, while supply grew ~6.7% over the same period (as per STR).
- This is led by demand factors such as Miss World Pageant, G20, B20, ICC World Cup, and Tourism Summit in Q1 in Goa, among other events happening in India.
- Foreign tourist arrival has not yet come back fully. However, domestic demand is driving the sector.
- G20 is starting in Sep'23, so 2QFY24 will also witness some increase in OR and ARR.
- IH has maintained its guidance of signing and expects to open minimum ~20 hotels in FY24.

### Costs

- Other costs as % of revenue increased from 26.9% to 28.5% YoY in 1QFY24 as ~2/3rd increase is variable viz license fees, stores & supplies, and other costs related to increase in business volumes.
- The company is doing more marketing activities for new business. It has created a new team for new business and will do aggressive marketing for these businesses, which can put some pressure on margins.
- The company is looking into this business from a five- to ten-year perspective.
- In Employee cost in 1QFY24 is higher YoY as in 1QFY23 there was not much ramp up so employee cost was lower. The staff-to-room ratio is still below the pre-Covid level, indicating better productivity.

### International business

- RevPar growth in US/UK/Cape Town/ Dubai stood at 2%/21%/33%/32% in 1QCY23 vs. 1QCY22.
- Key international subsidiary St James Court, London, witnessed revenue/EBITDA growth of ~29%/39% YoY in 1QFY24. UOH Inc, US, saw revenue growth of 9% YoY, while EBIDTA declined by 74% YoY to INR50m.

### New businesses

- Qmin has crossed GMV of INR1.7b since inception and is present in 19 cities. Ginger accommodates ~50% of Qmin outlets, in line with the company's aim of 'Qminization of Ginger'.
- Ama Stay and Trials has over 125 properties across 50+ locations.
- Chambers added over 50 members in 1QFY24, taking the total number to ~2,650. The businesses recorded 10% revenue growth vs. FY23 levels and had a flow-through of more than 80%.



### Ginger

- IH plans to upgrade seven hotels in FY24, with Qminizing 19 outlets of Ginger.
- The management maintains its guidance of opening Ginger Santacruz during Oct'23-Nov'23.
- Revenue of Lean Luxe Ginger was 30% higher than old Ginger's. In Mumbai, it is 40%.

### Taj Sats

- Taj Stats recorded revenue/EBITDA of INR2.05b/INR500m (up 55%/161% YoY). EBITDA margin was the highest in the industry and its highest-ever at 24.5% (up 10pp YoY). The management expects to sustain this margin levels or even increase from current levels.
- Taj Stats remains the market leader with 59% market share (by number of meals).
- Factors driving up margins include: increase in international customers; charter facilities to goa; entire non-airline catering (institutional catering) also growing at good pace.

### Board approvals

- The board of directors has **granted in-principle approval for IHCL** or one of its subsidiaries, subject to receipt of requisite approvals, **to purchase 100% equity of Pamodzi Hotels Plc** (presently a listed company in Zambia) from an international subsidiary of Tata International Ltd.
- Pamodzi Hotels Plc has long-term lease hold rights for Taj Pamodzi, Zambia. IHCL presently operates this hotel.
- The board has also accorded its approval, subject to requisite regulatory approvals as required, **to enter into a lease agreement**, for operation of a **hotel in Frankfurt, Germany, for a period of 20 years** with the right of two renewals of five years each.

### Others highlights

- IH opened five hotels and signed 11 hotels in 1QFY24. Of the signed hotels, seven are conversions and brownfield, which will open in 24 months.
- The management has guided for capex of INR6b in FY24.
- IH has a robust pipeline of ~79 hotels (11,203 rooms) going ahead. Overall, the company has ~270 hotels as of June'23 (including pipeline).
- IH will add hotels on an asset-light model going ahead.
- The company expects the balance of owned and leased portfolio to reach 50:50 ratios in the current year. This will boost margin.
- IH is building capabilities to drive D2C offering. It currently has ~4.6m customers — 3x growth in active members since the program went live in Apr'22.
- Indian hotel rates are still very low compared to international locations, i.e., not even at 10-20% of these locations. The management aspires the rates to be at least 35-40% of those locations.

**Valuation and view**

- We expect the strong momentum to continue in FY24, led by: 1) a further improvement in occupancy due to multiple large global events such as G20 and ICC Cricket Men's World Cup in CY23; 2) an increase in ARR due to better demand, upgrades in hotels and corporate rate hikes; 3) higher income from management contracts; and 4) value unlocking by scaling up reimagined and new brands.
- We expect a revenue/EBITDA/Adj. PAT CAGR of 13%/19%/21% over FY23-25.
- We maintain our FY24/FY25 EBITDA estimates in anticipation of strong demand environment and improving ARR. Maintain BUY with our SoTP-based TP of INR440.

**Exhibit 17: Valuation methodology**

Particulars	Methodology	Metrics	FY25	Multiple (x)	Value (INR m)	Value/ share (INR)
<b>IHCL- ex JV/ Associate</b>						
EV	EV/EBITDA (x)	EBITDA	25,407	23	5,93,246	418
Less: Net Debt					30,748	22
Less: Minority Interest					-6,601	-5
Sub Total					6,17,393	435
<b>JV/Associate</b>						
Taj GVK (IHCL's share - 25.5%) - JV	20% discount to Mcap	Attributable Mcap	4,219	0.8	3,375	2.4
Oriental Hotel (IHCL's share - 35.7%) - Associate	20% discount to Mcap	Attributable Mcap	6,004	0.8	4,803	3.4
<b>Sub Total</b>					<b>8,178</b>	<b>5.8</b>
<b>Target Price</b>					<b>6,25,571</b>	<b>440</b>

Source: MOFSL

**Exhibit 18: Changes to our estimates**

Earnings Change (INR m)	Old		New		Change	
	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Revenue	66,732	73,428	67,505	74,190	1%	1%
EBITDA	21,931	25,466	22,146	25,407	1%	0%
Adj. PAT	12,293	14,580	12,607	14,630	3%	0%

Source: MOFSL

## Financials and valuations

### Consolidated - Income Statement

(INRm)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>Total Income from Operations</b>	<b>40,206</b>	<b>41,036</b>	<b>45,120</b>	<b>44,631</b>	<b>15,752</b>	<b>30,562</b>	<b>58,099</b>	<b>67,505</b>	<b>74,190</b>
Change (%)	-0.1	2.1	10.0	-1.1	-64.7	94.0	90.1	16.2	9.9
Food and beverages consumed	3,640	3,764	4,041	3,706	1,438	2,572	4,729	5,368	6,009
Employees Cost	13,647	13,466	14,708	14,946	8,940	11,502	15,823	17,547	19,453
Power & Fuel Cost	2,586	2,591	2,736	2,699	1,729	2,250	3,486	3,915	3,932
Licence Fees	2,502	2,544	2,758	1,459	756	1,681	3,486	3,848	3,932
Other Expenses	11,736	11,967	12,580	12,147	6,506	8,509	12,530	14,681	15,457
<b>Total Expenditure</b>	<b>34,110</b>	<b>34,332</b>	<b>36,823</b>	<b>34,956</b>	<b>19,369</b>	<b>26,515</b>	<b>40,054</b>	<b>45,359</b>	<b>48,784</b>
% of Sales	84.8	83.7	81.6	78.3	123.0	86.8	68.9	67.2	65.8
<b>EBITDA</b>	<b>6,096</b>	<b>6,704</b>	<b>8,297</b>	<b>9,675</b>	<b>-3,618</b>	<b>4,048</b>	<b>18,046</b>	<b>22,146</b>	<b>25,407</b>
Margin (%)	15.2	16.3	18.4	21.7	-23.0	13.2	31.1	32.8	34.2
Depreciation	2,994	3,012	3,279	4,042	4,096	4,061	4,161	4,561	4,829
<b>EBIT</b>	<b>3,102</b>	<b>3,692</b>	<b>5,019</b>	<b>5,633</b>	<b>-7,714</b>	<b>-13</b>	<b>13,885</b>	<b>17,585</b>	<b>20,578</b>
Int. and Finance Charges	3,238	2,690	1,901	3,411	4,028	4,277	2,361	2,035	2,011
Other Income	549	617	834	1,324	1,647	1,552	1,389	1,794	1,706
<b>PBT bef. EO Exp.</b>	<b>413</b>	<b>1,618</b>	<b>3,951</b>	<b>3,546</b>	<b>-10,095</b>	<b>-2,738</b>	<b>12,914</b>	<b>17,344</b>	<b>20,273</b>
EO Items	-108	225	66	410	1,600	156	33	0	0
<b>PBT after EO Exp.</b>	<b>306</b>	<b>1,843</b>	<b>4,017</b>	<b>3,955</b>	<b>-8,495</b>	<b>-2,582</b>	<b>12,946</b>	<b>17,344</b>	<b>20,273</b>
Total Tax	1,137	1,211	1,571	448	-1,553	-358	3,232	5,155	6,082
Tax Rate (%)	372.2	65.7	39.1	11.3	18.3	13.9	25.0	29.7	30.0
Minority Interest	-200	-376	-422	-37	259	253	-312	-418	-439
<b>Reported PAT</b>	<b>-632</b>	<b>1,009</b>	<b>2,868</b>	<b>3,544</b>	<b>-7,201</b>	<b>-2,477</b>	<b>10,026</b>	<b>12,607</b>	<b>14,630</b>
<b>Adjusted PAT</b>	<b>-551</b>	<b>840</b>	<b>2,819</b>	<b>3,237</b>	<b>-8,401</b>	<b>-2,594</b>	<b>10,001</b>	<b>12,607</b>	<b>14,630</b>
Change (%)	NA	NA	235.4	14.8	-359.5	-69.1	-485.5	26.1	16.0
Margin (%)	-1.4	2.0	6.2	7.3	-53.3	-8.5	17.2	18.7	19.7

### Consolidated - Balance Sheet

(INRm)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	989	1,189	1,189	1,189	1,189	1,420	1,420	1,420	1,420
Eq. Share Warrants & App. Money	0	0	0	0	0	0	0	0	0
Preference Capital	0	0	0	0	0	0	0	0	0
Total Reserves	24,188	40,622	42,291	42,379	35,295	69,202	78,399	89,870	1,03,364
<b>Net Worth</b>	<b>25,177</b>	<b>41,811</b>	<b>43,480</b>	<b>43,568</b>	<b>36,484</b>	<b>70,623</b>	<b>79,820</b>	<b>91,290</b>	<b>1,04,784</b>
Minority Interest	7,378	7,774	7,999	7,649	6,346	5,930	6,601	6,601	6,601
Total Loans	33,830	24,270	23,260	26,020	36,328	19,848	8,183	1,183	1,183
Lease Liability	0	0	0	18,987	18,464	18,604	22,760	22,760	22,760
Deferred Tax Liabilities	2,820	3,563	3,768	1,869	781	876	1,567	1,567	1,567
<b>Capital Employed</b>	<b>69,206</b>	<b>77,418</b>	<b>78,506</b>	<b>98,093</b>	<b>98,403</b>	<b>1,15,880</b>	<b>1,18,930</b>	<b>1,23,401</b>	<b>1,36,895</b>
Gross Block	57,923	63,356	69,051	73,316	81,772	85,655	89,962	95,805	1,02,174
Less: Accum. Deprn.	5,506	7,385	10,663	14,706	18,802	22,863	27,023	31,584	36,413
<b>Net Fixed Assets</b>	<b>52,417</b>	<b>55,971</b>	<b>58,388</b>	<b>58,610</b>	<b>62,970</b>	<b>62,792</b>	<b>62,939</b>	<b>64,221</b>	<b>65,761</b>
Goodwill on Consolidation	5,737	5,655	5,835	6,146	6,110	6,229	6,536	6,536	6,536
Right-of-Use assets				15,833	15,297	15,134	18,789	18,789	18,789
Capital WIP	2,227	1,970	1,162	2,441	1,650	1,933	3,242	3,898	4,030
<b>Total Investments</b>	<b>12,437</b>	<b>15,965</b>	<b>13,351</b>	<b>14,266</b>	<b>14,832</b>	<b>19,668</b>	<b>18,910</b>	<b>18,910</b>	<b>18,910</b>
Current Investment	908	3,305	2,112	4,362	4,486	9,025	7,573	7,573	7,573
<b>Curr. Assets, Loans&amp;Adv.</b>	<b>13,173</b>	<b>14,184</b>	<b>17,102</b>	<b>17,887</b>	<b>14,269</b>	<b>25,139</b>	<b>26,271</b>	<b>30,992</b>	<b>44,670</b>
Inventory	804	857	804	936	929	1,008	1,092	1,367	1,470
Account Receivables	2,721	3,286	3,214	2,900	2,198	2,553	4,465	4,993	5,488
Cash and Bank Balance	2,471	2,703	2,409	3,156	1,536	11,878	10,534	12,480	24,357
Loans and Advances	7,177	7,338	10,675	10,895	9,605	9,700	10,180	12,151	13,354
<b>Curr. Liability &amp; Prov.</b>	<b>16,785</b>	<b>16,328</b>	<b>17,331</b>	<b>17,090</b>	<b>16,724</b>	<b>15,016</b>	<b>17,757</b>	<b>19,946</b>	<b>21,802</b>
Account Payables	3,370	3,513	3,253	3,893	3,178	3,873	4,766	5,095	5,480
Other Current Liabilities	11,305	10,349	11,579	10,441	10,921	8,233	9,732	11,476	12,612
Provisions	2,110	2,465	2,500	2,756	2,625	2,909	3,259	3,375	3,710
<b>Net Current Assets</b>	<b>-3,612</b>	<b>-2,143</b>	<b>-229</b>	<b>798</b>	<b>-2,456</b>	<b>10,123</b>	<b>8,514</b>	<b>11,045</b>	<b>22,868</b>
Misc Expenditure	0	0	0	0	0	0	0	0	0
<b>Appl. of Funds</b>	<b>69,206</b>	<b>77,418</b>	<b>78,507</b>	<b>98,093</b>	<b>98,403</b>	<b>1,15,880</b>	<b>1,18,930</b>	<b>1,23,401</b>	<b>1,36,895</b>

## Financials and valuations

### Ratios

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
<b>Basic (INR)</b>									
<b>EPS</b>	<b>-0.4</b>	<b>0.6</b>	<b>2.0</b>	<b>2.3</b>	<b>-5.9</b>	<b>-1.8</b>	<b>7.0</b>	<b>8.9</b>	<b>10.3</b>
Cash EPS	1.7	2.7	4.3	5.1	-3.0	1.0	10.0	12.1	13.7
BV/Share	17.7	29.4	30.6	30.7	25.7	49.7	56.2	64.3	73.8
DPS	0.2	0.2	0.4	0.4	0.4	0.4	0.6	0.8	0.8
Payout (%)	-53.9	41.9	25.3	20.5	-9.6	-28.0	8.5	9.0	7.8
<b>Valuation (x)</b>									
P/E	-991.8	650.8	194.0	168.9	-65.1	-210.8	54.7	43.4	37.4
Cash P/E	223.9	142.0	89.7	75.1	-127.0	373.0	38.6	31.9	28.1
P/BV	21.7	13.1	12.6	12.6	15.0	7.7	6.9	6.0	5.2
EV/Sales	14.5	14.0	12.7	12.8	37.0	18.1	9.4	7.9	7.0
EV/EBITDA	95.9	85.5	69.1	59.2	-161.3	136.3	30.1	24.1	20.6
Dividend Yield (%)	0.1	0.1	0.1	0.1	0.1	0.1	0.2	0.2	0.2
FCF per share	6.7	-0.1	1.4	1.7	-7.6	1.7	7.4	7.0	9.1
EV/ Adj Rooms (INRm)	61.9	58.6	57.4	55.6	56.5	52.6	51.6	49.7	45.3
EBITDA/ Room (INR)	4,129	4,341	5,193	6,039	-7,214	4,344	10,396	11,633	12,119
<b>Return Ratios (%)</b>									
RoE	-2.2	2.5	6.6	7.4	-21.0	-4.8	13.3	14.7	14.9
RoCE	3.8	4.6	5.9	6.8	-5.7	1.3	11.5	14.4	15.0
RoIC	-14.9	2.3	5.2	7.1	-7.9	0.0	12.4	14.2	16.2
<b>Working Capital Ratios</b>									
Fixed Asset Turnover (x)	0.7	0.6	0.7	0.6	0.2	0.4	0.6	0.7	0.7
Asset Turnover (x)	0.6	0.5	0.6	0.5	0.2	0.3	0.5	0.5	0.5
Inventory (Days)	7	8	7	8	22	12	7	7	7
Debtor (Days)	25	29	26	24	51	30	28	27	27
Creditor (Days)	31	31	26	32	74	46	30	28	27
<b>Leverage Ratio (x)</b>									
Current Ratio	0.8	0.9	1.0	1.0	0.9	1.7	1.5	1.6	2.0
Interest Cover Ratio	1.0	1.4	2.6	1.7	-1.9	0.0	5.9	8.6	10.2
Net Debt/Equity	1.2	0.4	0.4	0.4	0.8	0.0	-0.1	-0.2	-0.3

### Consolidated - Cash Flow Statement

(INRm)

Y/E March	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
OP/(Loss) before Tax	306	1,618	4,017	3,955	-10,095	-2,738	12,914	17,344	20,273
Depreciation	2,994	3,012	3,279	4,042	4,096	4,061	4,161	4,561	4,829
Interest & Finance Charges	3,015	2,073	1,068	2,087	2,381	2,725	972	241	305
Direct Taxes Paid	-868	-1,425	-1,571	-448	1,553	358	-3,232	-5,155	-6,082
(Inc)/Dec in WC	-599	-1,033	323	-1,402	-2,722	2,155	1,633	-585	54
<b>CF from Operations</b>	<b>4,848</b>	<b>4,246</b>	<b>7,115</b>	<b>8,235</b>	<b>-4,786</b>	<b>6,560</b>	<b>16,447</b>	<b>16,406</b>	<b>19,379</b>
Others	498	675	0	0	1,600	156	33	0	0
<b>CF from Operating incl EO</b>	<b>5,345</b>	<b>4,920</b>	<b>7,114</b>	<b>8,235</b>	<b>-3,187</b>	<b>6,716</b>	<b>16,480</b>	<b>16,406</b>	<b>19,379</b>
(Inc)/Dec in FA	4,193	-5,094	-5,067	-5,855	-7,629	-4,286	-5,922	-6,500	-6,500
<b>Free Cash Flow</b>	<b>9,538</b>	<b>-174</b>	<b>2,048</b>	<b>2,380</b>	<b>-10,816</b>	<b>2,431</b>	<b>10,557</b>	<b>9,906</b>	<b>12,879</b>
(Pur)/Sale of Investments	4,425	-1,462	2,614	-915	-566	-4,836	758	0	0
Others	496	912	-1,428	1,750	6,998	-7,303	3,719	1,794	1,706
<b>CF from Investments</b>	<b>9,114</b>	<b>-5,644</b>	<b>-3,882</b>	<b>-5,019</b>	<b>-1,197</b>	<b>-16,425</b>	<b>-1,446</b>	<b>-4,706</b>	<b>-4,794</b>
Issue of Shares	0	14,999	0	0	0	231	0	0	0
Inc/(Dec) in Debt	-11,719	-9,498	-1,010	2,760	10,308	-16,481	-11,665	-7,000	0
Interest Paid	-1,637	-4,089	-1,901	-3,411	-4,028	-4,277	-2,361	-2,035	-2,011
Dividend Paid	-458	-447	-725	-725	-693	-693	-852	-1,136	-1,136
Others	0	-7	110	-1,093	-2,823	41,270	-1,500	418	439
<b>CF from Fin. Activity</b>	<b>-13,814</b>	<b>957</b>	<b>-3,527</b>	<b>-2,470</b>	<b>2,764</b>	<b>20,050</b>	<b>-16,378</b>	<b>-9,753</b>	<b>-2,709</b>
<b>Inc/Dec of Cash</b>	<b>645</b>	<b>233</b>	<b>-294</b>	<b>746</b>	<b>-1,620</b>	<b>10,342</b>	<b>-1,344</b>	<b>1,946</b>	<b>11,877</b>
Opening Balance	1,826	2,471	2,704	2,409	3,156	1,536	11,878	10,534	12,480
<b>Closing Balance</b>	<b>2,471</b>	<b>2,704</b>	<b>2,409</b>	<b>3,156</b>	<b>1,536</b>	<b>11,878</b>	<b>10,534</b>	<b>12,480</b>	<b>24,357</b>

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

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](http://www.motilaloswal.com). MOFSL (erstwhile Motilal Oswal Securities Limited - MOFSL) 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](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 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.