Market snapshot

Equities - India	Close	Chg .%	CYTD.%
Sensex	81,560	0.5	12.9
Nifty-50	24,936	0.3	14.7
Nifty-M 100	58,347	-0.3	26.3
Equities-Global	**Close**	**Chg .%**	**CYTD.%**
S&P 500	5,471	1.2	14.7
Nasdaq	16,885	1.2	12.5
FTSE 100	8,271	1.1	7.0
DAX	18,444	0.8	10.1
Hang Seng	6,003	-1.7	4.1
Nikkei 225	36,216	-0.5	8.2
Commodities	**Close**	**Chg .%**	**CYTD.%**
Brent (US$/Bbl)	72	-1.0	-7.2
Gold ($/OZ)	2,506	0.4	21.5
Cu (US$/MT)	8,972	1.1	6.0
Almn (US$/MT)	2,328	0.3	-0.7
Currency	**Close**	**Chg .%**	**CYTD.%**
USD/INR	84.0	0.0	0.9
USD/EUR	1.1	-0.4	0.0
USD/JPY	143.2	0.6	1.5
YIELD (%)	**Close**	**1MChg**	**CYTD chg**
10 Yrs G-Sec	6.9	0.00	-0.3
10 Yrs AAA Corp	7.4	-0.01	-0.4
Flows (USD b)	**9-Sep**	**MTD**	**CYTD**
FIIs	0.1	1.53	6.5
DIIs	0.21	5.96	37.9
Volumes (INRb)	**9-Sep**	**MTD***	**YTD***
Cash	1,138	1235	1299
F&O	2,62,843	3,45,655	3,77,640

Note: Flows, MTD includes provisional numbers.
*Average

Today's top research theme

Technology: Bounce-back! Charting the path to revival for IT services

- The IT services sector could be on the cusp of recovery after enduring a prolonged period of discretionary spending cuts. As we look ahead to the next 2-4 years, the harsh winter appears to be behind us, and the foundations for a sustained revival in the flow of business and smaller deals are being laid. This report seeks to uncover the key drivers of client spending behavior and identify the necessary shifts to spur a new wave of growth.
- The report is divided into three sections. First, we assess the current state of affairs by examining various verticals to pinpoint the most affected sectors and comprehend the root causes of the downturn. We separate fact from fiction regarding client behavior and the contributing factors.
- Second, we develop scenarios for the sector's recovery in both the short and long terms, exploring potential pathways and triggers for renewed growth. Finally, we highlight stocks poised to benefit from the next wave of client spending. We also introduce our IMPACT framework for stock picking, to ride the short-term and long-term technology trends from hereon.

Research covered

Cos/Sector	Key Highlights
Technology	Bounce-back! Charting the path to revival for IT services
Triveni Turbine	Growth strategies bearing fruit
India Life Insurance	Individual WRP for private players grows 15% YoY in Aug'24

Chart of the Day: Technology (Bounce-back! Charting the path to revival for IT services)

HCLT and LTIM lead the IMPACT Ranking among Tier-1 companies

IMPACT framework- large caps	Industry exposure (5- best)	Margin expansion (5- best)	Partnerships (5- best)	Automation threat (5: minimum)	Client strategies (5-best)	NextGen readiness (5-best)	Total Score
HCL	●●●●●	●●●	●●●●●	●●●●●	●●●	●●●	24
LTIM	●●●●●	●	●●●●●	●●●●●	●●●	●●●●●	24
Infosys	●●●	●●●	●●●●●	●●●	●●●	●●●●●	22
TCS	●●●	●●●	●●●●●	●●●	●●●	●●●●●	22
Wipro	●●●	●●●	●●●●●	●●●	●●●	●●●	20
TechM	●	●●●	●●●●●	●●●	●●●	●●●	18

Source: MOFSL

PSYS leads the IMPACT ranking among Tier-2 companies

IMPACT framework- mid tier	Industry exposure (5- best)	Margin expansion (5- best)	Partnerships (5- best)	Automation threat (5: minimum)	Client strategies (5-best)	NextGen readiness (5-best)	Total Score
Persistent	●●●●●	●●●	●●●●●	●●●●●	●●●●●	●●●●●	28
Coforge	●●●●●	●●●	●●●●●	●●●	●●●●●	●●●	24
Zensar	●●●	●●●	●●●	●●●●●	●●●●●	●●●	22
LTTS	●●●	●●●	●●●	●●●●●	●●●●●	●●●	22
Mphasis	●●●	●●●	●●●●●	●●●	●●●	●●●	20
Cyient	●●●	●●●	●	●●●●●	●●●●●	●●●	20

Source: MOFSL

Research Team (Gautam.Duggad@MotilalOswal.com)

In the news today

Kindly click on textbox for the detailed news link

1

Bank of Baroda raises Rs 5,000 crore by issuing 10-year infra bonds at 7.26%

The issue received a strong response from investors with a total demand of Rs 14,215 crore from 105 bids.

2

Ahluwalia Contracts Gets Housing Project Worth Rs 1,307 Crore

Ahluwalia Contracts (India) Ltd. has received two housing project contracts worth Rs 1,307 crore from SignatureGlobal (India) Ltd.

3

GMR Airports To Buy Fraport's 10% Share In Delhi Airport

GMR Airports Infrastructure Ltd. has announced plans to acquire 10% equity stake in Delhi International Airport Ltd. from Fraport AG Frankfurt Airport Services Worldwide.

4

Tata Power Begins Production Of 2 GW Of Solar Cells At Tamil Nadu Plant

TP Solar Ltd., a step-down subsidiary of Tata Power Co., has commenced production of 2 GW of solar cells at its manufacturing facility in Tamil Nadu's Tirunelveli district.

5

Flexible workspace provider Awfis to divest facility management business

Awfis Space Solutions Limited has signed a business transfer agreement with SMS Integrated Facility Services Private Limited to sell its facility management division, Awfis Care, for Rs 27.5 crore.

6

ED files cheating and criminal conspiracy FIR against Rashmi Saluja and others

As per the FIR filed by the ED, Rashmi Saluja, Nitin Agarwal and Nishant Singhal conspired to file an FIR against the Burman brothers to block the change in ownership of Religare.

7

Defence Ministry seals ₹26,000 crore deal with HAL for Su-30MKI aero engines

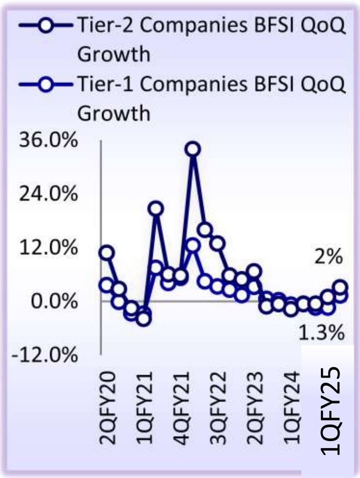
In a significant push for Aatmanirbhar Bharat, the Ministry of Defence has signed a ₹26,000 crore contract with HAL for 240 AL-31FP aero engines to power Su-30MKI aircraft, strengthening India's defence capabilities and self-reliance.

Technology

Technology spending as a % of revenue – Top US banks

Source: Companies, MOFSL

Sequential BFSI revenue trends for Top-tier and Mid-tier



Source: Companies, MOFSL

Bounce-back! Charting the path to revival for IT services

- **The IT services sector could be on the cusp of recovery after enduring a prolonged period of discretionary spending cuts. As we look ahead to the next 2-4 years, the harsh winter appears to be behind us, and the foundations for a sustained revival in the flow of business and smaller deals are being laid. This report seeks to uncover the key drivers of client spending behavior and identify the necessary shifts to spur a new wave of growth.**
- **The report is divided into three sections. First, we assess the current state of affairs by examining various verticals to pinpoint the most affected sectors and comprehend the root causes of the downturn. We separate fact from fiction regarding client behavior and the contributing factors. Second, we develop scenarios for the sector's recovery in both the short and long terms, exploring potential pathways and triggers for renewed growth. Finally, we highlight stocks poised to benefit from the next wave of client spending. We also introduce our IMPACT framework for stock picking, to ride the short-term and long-term technology trends from hereon.**
- **Our top picks in this framework (details on page 8) are HCL Technologies (TP: INR 2,200; 26% upside), LTIMindtree (TP: INR 7,400; 20% upside), and Persistent Systems (TP: INR 6,300; 22% upside). We estimate HCL to lead revenue growth among large caps over the next three years, driven by its resilient portfolio and engineering services. Our positive outlook on LTIMindtree is based on its best-in-class offerings in data and ERP modernization, with a recovery in US banks' discretionary spending expected to further support its growth. Persistent Systems, with its strong product engineering background, remains the fastest-growing IT services company in our coverage and is well-positioned to benefit from long-term GenAI investments.**
- **Additionally, we are upgrading Coforge to a BUY (TP: INR 8,100; 25% upside) in this report. We believe Coforge can leverage synergies from Cigniti, while healthy growth in its executable order book bodes well for its core business.**

Starting from the bottom, where do we go?

At first glance, the dip in growth rates over the past two years seems to be due to: 1) a pause in client transformation spending after a pandemic-induced spending frenzy on cloud adoption and scalable infrastructure; 2) a generational shift in interest rates and inflation dynamics, which has caught clients unaware; and 3) simple mean reversion. However, a closer look reveals a more nuanced scenario, indicating potential pathways to recovery. The US BFSI sector has been one of the hardest hit, despite banks maintaining their technology spending. Capital-intensive sectors like telecom face structural issues in service spending due to high interest rates and the aftermath of a historic capex cycle. However, we believe that in most sectors, the path to recovery lies not in reversing technology spending cuts but in adapting to a structural change in client behavior that will shape the growth dynamics of the next upcycle.

Global Capability Centers (GCCs): From outposts to strategic capitals

We argue that GCCs have evolved from being mere technological outposts for OECD clients into being strategic decision makers as well as scale players when it comes to implementing IT/transformation programs. This could continue to have a significant impact on the allocation of technology dollars to service vendors. As GCC headcounts (especially for Fortune 500 companies) gain critical mass, the ratio of work between these centers and vendors has steadily tilted inward. Whether this trend continues or not depends on how **linear and predictable or how FAST** the next technology scale-up cycle is.

Service vendors: Still relevant, but this time is different

This should not be construed as the death knell for service vendors. Vendors provide significant benefits in several key areas, the most notable being speed and flexibility. They enable faster go-to-market (GTM) strategies by leveraging industry best practices to speed up product and service delivery. Offering flexibility in staffing, service vendors allow clients to scale operations up or down, ensuring optimal resource utilization. Additionally, domain knowledge is crucial in areas where speed to market needs to be accelerated. These advantages are particularly valued by clients during times of **FAST** change.

To conclude, during periods of predictable demand, clients with large GCCs can build capacity and match service vendors on cost. However, in times of FAST technological advancements or massive demand spikes, GCCs often struggle to scale rapidly enough, making service vendors indispensable. In such situations, work overflows from clients to GCCs to service vendors to sub-contractors, starting a virtuous cycle.

In summary:

Predictable demand + stable technology landscape = Insourcing first

Sudden rise in demand + disruptive technologies = Outsourcing first

Which factors determine the course of recovery for the sector?

The course of recovery for the IT services sector will depend on three key factors that shape client-spending behavior and determine the timing and pace of growth:

- **Interest rate regime in the US:** Potential rate cuts could boost recovery in areas like capital markets and mortgage originations within the BFSI sector and reduce the interest burden for capital-intensive industries, allowing more funds to be allocated to technology investments.
- **Division of work between GCCs and service integrators:** The evolving distribution of work between GCCs and service integrators will impact the recovery trajectory. Verticals with a mature GCC presence may experience a flatter recovery curve, while those with emerging GCC capabilities could see a sharper recovery as they increasingly rely on service integrators for rapid scaling and expertise.
- **Inflection point for "Moonshot" or "Low-ROI" investments:** While companies have focused on short-term, high-return projects to manage costs, this has resulted in accumulating technological debt. The sector's recovery will hinge on when and how different verticals cross their inflection points, beyond which delaying investments is not feasible.

Based on these three factors, we identify **Healthcare, Manufacturing, and BFSI** as the three verticals that could lead the recovery charge for the sector.

GenAI: FAST or LINEAR?

How does GenAI impact this new equilibrium between GCCs and IT services companies? GenAI's potential from IT services' perspective can be anticipated through two phases of technological adoption: **Innovation and Inflection**. Currently, GenAI is in its innovation phase, similar to cloud computing from 2014-2019, where the technology existed but the supporting ecosystem was still developing. Cloud was largely a "good-to-have" technology until the pandemic spurred widespread cloud adoption. However, by this time, most hyperscalers already had platforms and apps to support this revolution, with ecosystem partnerships leveling the playing field for small and large players. GenAI is expected to take **18-24 months** to reach a similar point. During this phase, the nature of work will center around GenAI POCs, preparing the **data estate (data engineering, warehousing, lakeshoring),** and GenAI-led consulting (model selection, training, and similar other initial set-up projects). The inflection phase will begin when enterprises are ready for widespread GenAI deployment, depending on how modernized and next-gen ready their data estate is, and how well established the cybersecurity guardrails are. This phase will bring significant revenue opportunities for service vendors, including **training LLMs, reducing compute costs, cloud migration, and maintaining LLMs.** Admittedly, productivity gains in low-level coding as well as automation in BPO could bring some revenue deflation, but the right offerings could lead to revenue growth, in our view.

Stock picks to play the short-term LINEAR and long-term FAST themes

To play the short-term linear and long-term fast themes, we introduce the IMPACT framework. The IMPACT Evaluation Framework assesses and identifies stocks, which can benefit in the short term from the linear nature of GenAI scale up, and assesses future readiness when the technology finally reaches an inflection point. Key tenets of the framework are as follows:

- **Industry exposure (Verticals):** We favor companies with revenue streams from high-growth verticals such as healthcare, manufacturing, and BFSI.
- **Margin expansion levers:** While margins could be largely rangebound, companies with clear levers, such as offshoring potential, interest us more.
- **Platform and ecosystem partnerships:** Top-tier ecosystem partnerships are crucial for competitive advantage, especially in implementing generative AI as well as data modernization projects. While this is largely a hygiene factor for large caps, small and mid-tier could drive significant differentiation with the right partnerships.
- **Automation threat to service lines:** We prefer companies that proactively integrate automation to mitigate risks in service lines like BPO, testing, and low-level application development and maintenance.
- **Client strategies (mining vs. hunting balance):** A healthy balance between deepening existing client relationships and acquiring new clients is highly valued.
- **Technology readiness (NextGen):** Companies with strong next-generation technology readiness, particularly in data engineering, are better positioned for future success.
- Last, we also look at valuations, but believe the right mix of the above factors outweighs valuations.

Triveni Turbine

CMP: INR747 TP: INR830 (+11%) Buy

Growth strategies bearing fruit

Triveni Turbine (TRIV) in its annual report emphasized its strategy to expand its footprint in key international geographies, widen its product offerings, scale up its aftermarket business and continue its focus on innovation. Despite weakness in domestic markets, TRIV posted healthy growth in revenue, profitability and order inflows in FY24. We expect TRIV to continue to benefit from international order inflows, particularly from the ongoing global shift toward renewables, while domestic inflows will ramp up in the next few quarters from key end-user industries such as steel, cement, chemicals, sugar, distilleries, paper and pulp. We slightly raise our margin estimates and roll forward our target price. We maintain BUY with a revised TP of INR830, based on 48x Sep'26E EPS.

Global scenario – share of renewables on the rise

The global steam turbine market has been in a downtrend (120GW in 2013 to 81GW in 2023), largely led by the decreasing share of coal-based power generation, in which utility turbines find application (~90% of total market). However, the shift away from fossil fuels is playing out gradually, with its share in the global steam turbine market falling to 67% in 2023 from 75% in 2013, which augurs well for TRIV. Notably, the shift is more pronounced in the below-100MW range, with the share of thermal renewables (biomass, waste to energy, waste heat recovery) rising to 67% in 2023 from 42% in 2013. During CY2023, the below-100MW steam turbine market (TRIV's addressable market) has grown by 3% YoY, excluding China and Japan, driven by growth in decentralized steam-based renewable turbines.

Analysis of inflows of global players – Baker Hughes and Siemens Energy AG

TRIV competes with players like Siemens AG and Baker Hughes in international markets. We compare the relevant segments of Baker Hughes and Siemens Energy with those of TRIV. Baker Hughes reports its product and aftermarket division under the gas technology equipment and gas technology services. Siemens Energy reports its turbine business under the category of industrial steam turbines. Our analysis of inflows and revenues of the turbine segment for these companies reinforces the fact that revenues from the international market are continuously growing and this is also reflected in improved profitability of these companies. For Baker Hughes, order inflows for product and aftermarket declined YoY, but the strong order book resulted in a healthy revenue trajectory, with revenues up 37% YoY for 2QCY24 (Exhibits 3 and 4). Siemens Energy's order inflows also declined YoY, but revenues were up 16% YoY in the last quarter (Exhibit 5). TRIV is trying to gain market share from unorganized players in global markets.

BSE SENSEX	S&P CNX
81,560	24,936

Bloomberg	TRIV IN
Equity Shares (m)	318
M.Cap.(INRb)/(USDb)	237.4 / 2.8
52-Week Range (INR)	844 / 311
1, 6, 12 Rel. Per (%)	5/43/59
12M Avg Val (INR m)	778

Financials & Valuations (INR b)

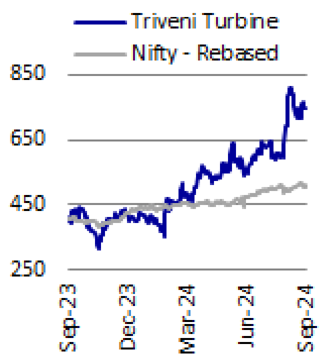
Y/E MARCH	FY25E	FY26E	FY27E
Net Sales	20.3	26.5	35.6
EBITDA	4.2	5.4	7.3
PAT	3.5	4.5	6.2
EPS (INR)	11.0	14.3	19.4
GR. (%)	30.5	29.4	35.8
BV/Sh (INR)	38.1	48.4	62.4
Ratios			
ROE (%)	32.3	33.0	35.0
RoCE (%)	32.5	33.2	35.2
Valuations			
P/E (X)	67.3	52.0	38.3
P/BV (X)	19.5	15.3	11.9
EV/EBITDA (X)	55.6	42.4	31.2
Div Yield (%)	0.4	0.5	0.7

Shareholding pattern (%)

As On	Jun-24	Mar-24	Jun-23
Promoter	55.8	55.8	55.8
DII	12.3	12.7	12.6
FII	27.5	27.3	26.8
Others	4.3	4.2	4.8

FII Includes depository receipts

Stock performance (one-year)



Share of exports and aftermarket remains high

For TRIV, the share of exports has gone up to 46% in FY24 from 35% in FY16. This share is poised to increase further with the company's foray into the US market, where it is increasing employee headcount and setting up offices. TRIV maintained its share in aftermarket YoY at 33% of sales in FY24, aided by more order inflows and its ability to refurbish higher-range utility turbines, which helps the company to gain access to a wider TAM.

Domestic order inflow weak in FY24; pickup expected in few quarters

In FY24, domestic order inflows declined by 8% due to delays in finalization from key end-user industries, along with elections and a high base of FY23. The company believes this is a transient situation as the structural demand drivers from sugar, distillery, steel, cement, pulp and paper, food processing and chemicals are intact. The management is sanguine about the domestic outlook, led by improved bank and corporate balance sheets, which is expected to support capacity expansion in the manufacturing sector. Notably, domestic enquiries saw healthy growth, largely from sugar and distilleries, followed by process industries, which should translate into orders going ahead.

Focus on innovation continues; R&D spending at all-time high

As a percentage of sales, TRIV has maintained its R&D spending in ~1% in the past few years as it focuses on making technological innovations and keeping up with global competition. Accordingly, its R&D spending has grown at a 22% CAGR over FY20-24, resulting in the filing of 374 IPRs to date. It has already begun work on nascent technologies such as sCO_2 (supercritical carbon dioxide), which are highly energy efficient and use CO_2 as a feedstock instead of steam. The company is on the verge of the commercialization of this technology, which currently finds applications in niche segments. In FY24, TRIV's R&D focus areas were a) developing high-speed products in the lower MW range with improved efficiency, b) customizing products for niche markets, c) offering enhanced aero-solutions to the industrial turbine market, and d) advancing sustainable technology programs toward commercialization.

Key order wins

The company's international foray in the SADC region was further bolstered in FY24 by the renewal of a contract as a new multi-year rate contract from the strategic services contract for utility turbines. Similarly, it won orders for API drive and power turbines in Asia and East Europe.

Financial outlook

We expect TRIV's to clock a CAGR of 29%/32%/32% in revenue/EBITDA/PAT over FY24-27E. Backed by a comfortable negative working capital cycle, strong margins and low capex requirements, we expect a CAGR of 39%/42% in OCF/FCF over FY24-27E.

Valuation and view

The stock is currently trading at 52x/38x FY26E/27E P/E. We maintain our **BUY** rating on TRIV with a revised TP of INR830. We slightly tweak our estimates to factor in higher margins.

Key risks and concerns

Slowdown in capex initiatives, intensified competition, technology disruption, inability to innovate and launch new products, and geopolitical headwinds resulting in a sharp slowdown in exports and aftermarket segments.

Insurance Tracker

Individual WRP for private players grows 15% YoY in Aug'24

Overall individual WRP rises 10% YoY; LIC's individual WRP flat YoY

- **In Aug'24, the individual weighted received premium (WRP) for private players grew 15% YoY (at a three-year CAGR of 14.7%), while for the industry, the growth was 10.3% YoY (at a three-year CAGR of 10.7%).**
- **Among listed players, individual WRP for IPRULIFE/Bajaj Allianz/ MAXLIFE/HDFCLIFE/ SBILIFE saw a growth of 29.4%/22.3%/19.7%/9.8%/3.9% YoY.**
- **Individual WRP for LIC remained flat YoY in Aug'24.**
- **IRDAI announced new regulations regarding surrender values, to be implemented from 1st Oct'24. The product and commission construct could undergo notable changes, leading to volatility in premium growth for the rest of FY25. Nevertheless, over the medium term, we believe these changes are favorable for customers and will bring back growth. SBILIFE and HDFCLIFE are our preferred picks in the space.**

Individual WRP and YoY growth (%)

Individual WRP, INR m	Aug'24	YoY gr. (%)
Grand Total	**95,904**	**10.3%**
Total Private	**67,722**	**14.7%**
LIC	**28,182**	**1.0%**
Total Public	28,182	1.0%
SBI Life	15,927	3.9%
HDFC life	10,945	9.8%
ICICI Prudential	6,809	29.4%
Max Life	6,421	19.7%
Tata AIA	6,186	14.6%
Bajaj Allianz	5,933	22.3%
Birla Sun life	2,971	30.3%
PNB Met Life	2,962	72.2%

Source: IRDAI, LIC Council, MOFSL
Note - *including Excide life

On an individual WRP basis, market share for private players rose to ~71%

In terms of individual WRP, the market share of private players increased ~160bp MoM to 71% in Aug'24. LIC's market share declined to 29.4%. On the YTD basis, market share for private players increased 310bp YoY to 68.3%. LIC's YTD market share stood at 31.7%. For Aug'24, SBILIFE (16.6%) remained the largest private insurer in terms of individual WRP, followed by HDFCLIFE (11.4%) and IPRU (7.1%). On an un-weighted basis, HDFCLIFE was the largest private insurer, with a market share of 8.6%, followed by SBILIFE (8.3%) and IPRU (4.6%).

Performance of key private players

On an individual WRP basis, the combined market share of the listed players – SBILIFE, HDFCLIFE, IPRU, and MAXLIFE – accounted for 59.2% of the private insurance industry in Aug'24. Among the prominent private insurers, IPRULIFE secured the third position in terms of individual WRP, while Max and Tata AIA took the fourth and fifth positions, respectively, in Aug'24. Bajaj Allianz held the sixth position. Among key listed players on the basis of individual WRP –

- **HDFCLIFE** (including Exide merger) grew 9.8% YoY in Aug'24 (up 29.2% YoY YTD FY25). Total un-weighted premium grew 3.6% YoY (up 12.4% YoY YTD FY25).
- **SBILIFE** rose 3.9% YoY in Aug'24 (up 16.2% YoY in YTD FY25). Total un-weighted premium declined 13.5% YoY in Aug'24 (down 5% YoY in YTD FY25).
- **IPRU** grew 29.4% YoY in Aug'24 (up 40.9% YoY in YTD25). Total un-weighted premium was up 12.3% YoY in Aug'24 (up 16.6% YoY in YTD FY25).
- **MAXLIFE** grew 19.7% YoY in Aug'24 (up 28.9% YoY in YTD FY25). Total un-weighted premium grew 16.7% YoY in Aug'24 (up 16.4% YoY in YTD FY25).

Tilaknagar Industries: Expect Brandy Volume To Still Dictate Growth For Next 3 Years; Amit Dhanukar, CMD

- Andhra & Telangana account for 50% of sales
- Expect new policy that is set to come into effect from October 1, to be progressive
- Andhra Pradesh market has not seen much change in volumes
- If the new excise policy in Andhra is announced, we can grow 8-10% CAGR over 5 years
- Expect brandy volumes to still dictate growth for next 3 years

Read More

NHPC: More Than 50,000 MW Capacity Projects Underway, What's The Growth Plan For FY25? ; Raj Kumar Chaudhary, CMD

- Going to invest more than Rs. 1 lakh crore by 2032
- Confident that the investment will be funded through internal accruals
- The amount of the asset loss will be payable by the insurance company
- Have signed MoU with multiple state governments for pump storage
- No plans of further divestment as of now
- Planning 2000 crore through monetization by one of the projects.

Read More

Suzlon: Wins India's Largest Wind Project; JP Chalasani, CEO

- In India we are no. 1 in market share and expect to continue that
- Expect to complete the project by Q4FY26
- Beyond 600 MW, EBITDA margins will keep increasing
- Continue to keep margins in high teens range

Read More

Senco Gold: Will Invest Rs 50-60 Crore In Non-Jewellery Business Initially; Suvankar Sen, MD & CEO

- Will invest Rs 50-60 crore in non-jewellery business initially
- Will invest about 25-30 crore annually thereafter
- Indian jewellery brands are upgrading themselves
- Non jewellery business will be 4-5% of total revenue
- Jewellery industry has seen high traction post duty cut

Read More

Tata Technologies: Industry Is Expecting 17 MN Units Of Electric Vehicles; Warren Harris, MD & CEO

- Demand is robust despite the headwinds in U.S.
- Industry is expecting 17 million units of EVs
- We are open to both organic and targeted acquisition
- We have a list of candidates for acquisition that we are evaluating
- We expect to return to sequential growth in Q2 in VinFast

Read More

N O T E S

Explanation of Investment Rating	
Investment Rating	**Expected return (over 12-month)**
BUY	>=15%
SELL	< - 10%
NEUTRAL	> - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures:
The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, 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 Ltd. are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf

Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx

MOFSL, it's associates, Research Analyst or their relatives may have any financial interest in the subject company. MOFSL and/or its associates and/or Research Analyst or their relatives may have actual beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance. MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may have any other potential conflict of interests at the time of publication of the research report or at the time of public appearance, 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.

In the past 12 months, MOFSL or any of its associates may have:
a) received any compensation/other benefits from the subject company of this report
b) managed or co-managed public offering of securities from subject company of this research report,
c) received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
d) received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.

- MOFSL and it's associates have not received any compensation or other benefits from the subject company or third party in connection with the research report.
- Subject Company may have been a client of MOFSL or its associates during twelve months preceding the date of distribution of the research report.
- Research Analyst may have served as director/officer/employee in the subject company.
- MOFSL and research analyst may engage in market making activity for the subject company.

MOFSL and its associate company(ies), and Research Analyst and their relatives from time to time may have:
a) a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein.
(b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.
To enhance transparency, MOFSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report. MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report.

Terms & Conditions:
This report has been prepared by MOFSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOFSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOFSL will not treat recipients as customers by virtue of their receiving this report.

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

Disclosure of Interest Statement	**Companies where there is interest**
Analyst ownership of the stock	No

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 Financial Services Limited (SEBI Reg No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.
MOTILAL Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the"1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and under

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

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

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (UEN 201129401Z), which is a holder of a capital markets services license and an exempt financial adviser in Singapore.This report is distributed solely to persons who (a) qualify as "institutional investors" as defined in section 4A(1)(c) of the Securities and Futures Act of Singapore ("SFA") or (b) are considered "accredited investors" as defined in section 2(1) of the Financial Advisers Regulations of Singapore read with section 4A(1)(a) of the SFA. Accordingly, if a recipient is neither an "institutional investor" nor an "accredited investor", they must immediately discontinue any use of this Report and inform MOCMSPL .

In respect of any matter arising from or in connection with the research you could contact the following representatives of MOCMSPL. In case of grievances for any of the services rendered by MOCMSPL write to grievances@motilaloswal.com.

Nainesh Rajani
Email: nainesh.rajani@motilaloswal.com
Contact: (+65) 8328 0276

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.

This report is meant for the clients of Motilal Oswal only.

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.