

**Market snapshot**



Equities - India	Close	Chg .%	CYTD.%
Sensex	83,080	0.1	15.0
Nifty-50	25,419	0.1	17.0
Nifty-M 100	60,181	-0.1	30.3
Equities-Global	Close	Chg .%	CYTD.%
S&P 500	5,635	0.0	18.1
Nasdaq	17,628	0.2	17.4
FTSE 100	8,310	0.4	7.5
DAX	18,726	0.5	11.8
Hang Seng	6,176	1.4	7.1
Nikkei 225	36,203	-1.0	8.2
Commodities	Close	Chg .%	CYTD.%
Brent (US\$/Bbl)	74	0.0	-4.9
Gold (\$/OZ)	2,570	-0.5	24.6
Cu (US\$/MT)	9,390	1.4	10.9
Almn (US\$/MT)	2,529	0.4	7.8
Currency	Close	Chg .%	CYTD.%
USD/INR	83.8	-0.1	0.7
USD/EUR	1.1	0.0	0.9
USD/JPY	140.6	0.0	-0.3
YIELD (%)	Close	1MChg	CYTD chg
10 Yrs G-Sec	6.8	0.01	-0.4
10 Yrs AAA Corp	7.3	0.00	-0.5
Flows (USD b)	17-Sep	MTD	CYTD
FII	0.1	1.45	8.6
DII	0.10	5.86	38.4
Volumes (INRb)	17-Sep	MTD*	YTD*
Cash	1,151	1209	1295
F&O	3,76,551	3,80,720	3,78,925

Note: Flows, MTD includes provisional numbers.

\*Average



**Today's top research idea**

**InterGlobe Aviation: Optimistic business outlook**

- ❖ InterGlobe Aviation (IndiGo) has expanded its domestic network to 88 destinations and added new international routes, including 7 new destinations, while navigating fuel price volatility and economic risks. With an order for nearly 985 aircraft, including that of Airbus A350-900s, the airline aims to enhance efficiency and meet the rising demand by CY30.
- ❖ IndiGo aims to solidify its domestic leadership while preparing for global expansion through its Reassure, Develop, and Create strategy. It focuses on enhancing customer trust, expanding its network, upgrading digital capabilities, and introducing new aircraft to support future growth.
- ❖ IndiGo is boosting its international presence through strategic partnerships and loyalty programs. In FY24, it served 106.7m customers and added 63 aircraft. The stock trades at ~24x FY26E EPS.
- ❖ We maintain our Neutral rating based on 10x FY26E EV/EBITDAR multiple, with a TP of INR4,970.



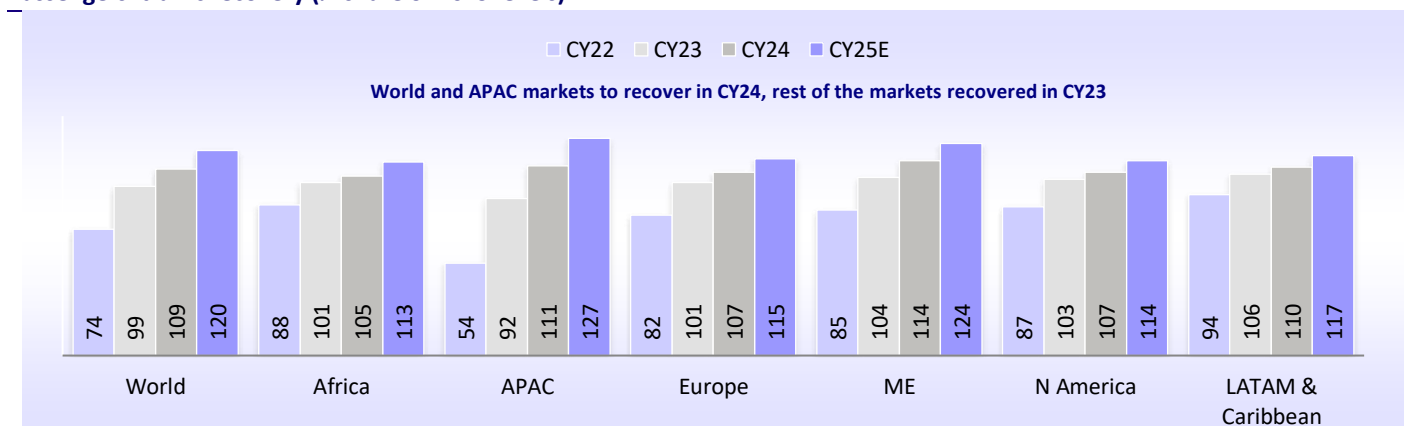
**Research covered**

Cos/Sector	Key Highlights
InterGlobe Aviation	Optimistic business outlook
Astra Microwave Products	Key player in radars and sub-systems
EcoScope	WPI eases to a 4-month low of 1.3% in Aug'24 Trade deficit widens in Aug'24 as gold imports surge



**Chart of the Day: InterGlobe Aviation (Optimistic business outlook)**

Passengers' traffic recovery (% share of 2019 levels)



Source: IATA Sustainability & Economics, Tourism Economics, MOFSL

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

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



Kindly click on textbox for the detailed news link

1

**Trade deficit surges to 10-month high of \$29.7-billion**

India's merchandise trade deficit jumped to its highest in 10 months to \$ 29.6 billion in August, as exports shrank by a steep 9.3% on year, even as import growth to slowed to 3.3%. The contraction in export shipments was the sharpest in any month since July 2023, when the slump was 10%.

2

**Torrent Power Bags 1,500-MW Pumped Hydro Storage Project In Maharashtra**

The company plans to supply the storage capacity from its upcoming pumped hydro storage plant being set up in Raigad. A contracted capacity of 1,500 MW, capable of scheduled discharge of eight hours with a maximum continuous five hours per day, will be available.

3

**Jupiter Wagons to invest Rs 2,500 crore for production capacity expansion**

The new plant will expand the production capacity of the company's subsidiary, Jupiter Tatravagonka Railwheel Factory Private Limited (JTRFPL), from 20,000 forged wheelsets per annum to 100,000 forged wheelsets per annum. The plant is expected to be fully operational by calendar year 2027.

4

**IRB InVIT to raise Rs 2,667 crore via term loans to refinance existing debt**

IRB Infrastructure Investment Trust (InVIT), a vehicle set up to manage road assets, is planning to raise Rs 2,667 crore through term loans to refinance existing debt. After the refinance transactions, its six Special Purpose Vehicles (SPVs) of InVIT will be free of any external debt.

5

**Zydus Lifesciences to acquire Sterling Biotech's API biz for Rs 84 crore**

The company is looking for a fermentation-based API business with a manufacturing facility given the high-entry barriers and attractive margin profile of such business

6

**JBM secures \$100 million funding from ADB, AIIB to expand e-bus operations**

JBM ECOLIFE Mobility, a subsidiary of JBM Auto Limited, has secured \$100 million in funding from the Asian Development Bank (ADB) and the Asian Infrastructure Investment Bank (AIIB).

7

**EaseMyTrip acquires stakes in two firms to make medical tourism sector foray**

EaseMyTrip.com has made its strategic entry into the rapidly-growing medical tourism sector with the acquisitions of stakes in Pflege Home Healthcare and Rollins International.



# InterGlobe Aviation

BSE SENSEX 83,080 S&P CNX 25,419

**CMP: INR4,934 TP: INR4,970 (+1%) Neutral**



### Stock Info

Bloomberg	INDIGO IN
Equity Shares (m)	386
M.Cap.(INRb)/(USDb)	1905.7 / 22.8
52-Week Range (INR)	5035 / 2333
1, 6, 12 Rel. Per (%)	12/39/80
12M Avg Val (INR M)	5051
Free Float (%)	44.7

### Financials Snapshot (INR b)

Y/E March	FY24	FY25E	FY26E
Sales	689.0	770.0	814.7
EBITDAR	173.7	189.7	212.4
NP	81.7	77.3	78.7
EPS (INR)	211.8	200.3	204.0
Growth (%)	LP	-5.5	1.9
BV/Sh (INR)	50.3	251.4	456.2

### Ratios

Net D:E	11.9	2.4	1.2
RoE (%)	-373.7	133.3	57.9
RoCE (%)	35.5	29.2	26.9
Payout (%)	0.0	0.0	0.0

### Valuations

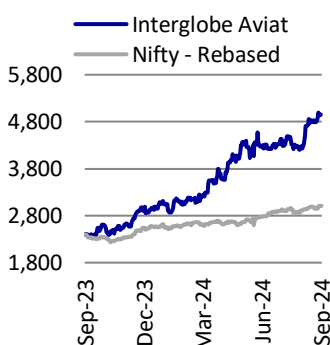
P/E (x)	23.3	24.6	24.2
P/BV (x)	98.2	19.6	10.8
Adj.EV/EBITDAR(x)	12.3	11.7	10.2
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	10.4	0.7	2.4

### Shareholding Pattern (%)

As On	Jun-24	Mar-24	Jun-23
Promoter	55.3	57.3	67.8
DII	15.4	15.1	10.5
FII	24.4	23.7	19.8
Others	4.8	4.0	2.0

FII includes depository receipts

### Stock Performance (one-year)



## Optimistic business outlook...

...driven by both domestic market and global expansion

- InterGlobe Aviation (IndiGo) has expanded its domestic network to 88 destinations and added new international routes, including 7 new destinations, while navigating fuel price volatility and economic risks. With an order for nearly 985 aircraft, including that of Airbus A350-900s, the airline aims to enhance efficiency and meet the rising demand by CY30.
- IndiGo aims to solidify its domestic leadership while preparing for global expansion through its Reassure, Develop, and Create strategy. It focuses on enhancing customer trust, expanding its network, upgrading digital capabilities, and introducing new aircraft to support future growth.
- IndiGo is boosting its international presence through strategic partnerships and loyalty programs. In FY24, it served 106.7m customers and added 63 aircraft. The stock trades at ~24x FY26E EPS. We maintain our Neutral rating based on 10x FY26E EV/EBITDAR multiple, with a TP of INR4,970.

## Growth levers in place...

- IndiGo's business and industry outlook remains robust, driven by its market leadership and global expansion plans. It is set to benefit from India's booming aviation sector while enhancing sustainability and customer experience. However, fuel price volatility and global economic risks remain key challenges.
- IndiGo expects significant growth in India's aviation sector, driven by the rising air travel demand, a growing middle-class population, and improved connectivity in an underpenetrated market. With the goal to strengthen its domestic leadership, IndiGo added 10 new destinations in FY24, bringing the total to 88, while focusing on affordable fares, efficiency, and punctuality to capture this expanding opportunity.
- IndiGo's international growth is pivotal to its strategy, having added 7 new destinations in FY24 to reach a total of 33. The airline is capitalizing on the rising demand for direct, cost-effective global travel from India and plans to expand further into regions such as Africa and the Far East. With the deliveries of IndiGo's wide-body Airbus A350-900 aircraft slated to begin in CY27, the company is poised to enhance long-haul connectivity and shift from short-haul to a more global aviation presence.
- IndiGo's fleet expansion is marked by a substantial order of nearly 985 aircraft, including fuel-efficient Airbus A320neo and A321XLR models, which are crucial for maintaining cost advantages and enhancing operational efficiency. By CY30, the airline plans to operate over 600 aircraft to meet the rising demand and leverage growth in both domestic and international air traffic.

### ...led by a three-fold strategy

- IndiGo's strategy is to consolidate its leadership in the domestic market while positioning itself for long-term global growth. It is aligning itself to not only meet the current demand but also tap into future opportunities in both domestic and international aviation. It focuses on three main pillars for this growth: Reassure, Develop, and Create.
- IndiGo's core focus is to strengthen customer trust by upholding its promises of affordable fares, punctuality, and seamless service. In FY24, the airline flew over 107m passengers (up 25% YoY) and placed a record order for 500 planes to support future growth. Additionally, IndiGo expanded its network, targeting high-demand and underserved routes, to enhance its global and domestic presence. Management believes that the network advantage would only increase over time.
- IndiGo is enhancing its digital capabilities with a Passenger Services System (PSS) upgrade and the 6Eskai AI chatbot while expanding its workforce with over 5k new hires and robust training programs. The airline is also committed to sustainability, shifting to fuel-efficient aircraft and targeting a fully sustainable fleet by CY30.
- IndiGo's 'Create' pillar emphasizes international expansion and enhanced connectivity through codeshares with Turkish Airlines and Qantas. The airline will introduce wide-body Airbus A350-900 aircraft by CY27 for long-haul flights and launch business class services (from Nov'24) to capture the growing premium market.

### Valuation and view

- IndiGo is striving to improve its international presence through strategic partnerships and loyalty programs. It served 106.7m customers in FY24, with a net increase of 63 aircraft. The company has eight strategic partners with a 27% international share in terms of ASKs in FY24.
- The management has also taken several preemptive measures to increase its global brand awareness as it expects to capture a bigger share of growth in the international market over the coming years. IndiGo is further enhancing its international travel and working relentlessly to adjust schedules to reassure customers.
- The stock is trading at ~24x FY26E EPS of INR204 and FY26E EV/EBITDAR of ~10x. We reiterate our Neutral rating on the stock with a TP of INR4,970, based on 10x FY26E EV/EBITDAR.



# Astra Microwave Products

BSE SENSEX

83,080

S&P CNX

25,419



### Stock Info

Bloomberg	ASTM IN
Equity Shares (m)	95
M.Cap.(INRb)/(USD\$b)	86.4 / 1.0
52-Week Range (INR)	1060 / 405
1, 6, 12 Rel. Per (%)	0/46/90
Free Float (%)	87.0

### Financials & Valuations (INR m)

Y/E March	2022	2023	2024
Net Sales	7,350	8,073	9,043
EBITDA	869	1,495	1,935
Adj PAT	403	766	1,130
EPS (INR)	4.7	8.8	12.0
EPS Gr. (%)	68.3	90.3	35.6
BV/Sh (INR)	68	75	103

### Ratios

RoE (%)	7.0	12.3	13.9
RoCE (%)	8.5	13.4	13.4

### Valuations

P/E (x)	196	103	76
P/BV (x)	13	12	9
EV/EBITDA (x)	91	53	45
Div Yield (%)	-	-	-

### Shareholding Pattern (%)

As On	Jun-24	Mar-24	Jun-23
Promoter	6.5	6.5	6.5
DII	13.6	13.6	9.9
FII	4.7	3.2	3.0
Others	75.2	76.7	80.6

FII includes depository receipts

CMP: INR910

Not Rated

## Key player in radars and sub-systems

We recently interacted with the management of Astra Microwave Products (AMPL) to understand the company's position in the defense segment and its future growth strategy. AMPL designs and manufactures high-quality radio frequency and microwave modules, sub-systems and systems in India. It has an order book of INR21b and posted a CAGR of 15.4% in revenue over FY21-24. With changing business mix, the company was able to improve its EBITDA margin to 21.4% in FY24. It is eyeing opportunities from AESA radar, Uttam radar, meteorological orders, repeat orders from the Navy and counter-drone orders over the next few years.

### Company overview

AMPL is one of the key players for the development of sub-systems for India's radar satellite & geosynchronous satellite program. AMPL designs and manufactures high-quality radio frequency and microwave modules, sub-systems and systems in India. Incorporated in 1991, the company has grown significantly in the past 30+ years, expanding its business from helping companies setting up their telecom base stations to manufacturing components and sub-systems for defense and space satellites. It was one of the first companies to receive offset contracts after the 'Offset Obligations' introduced under the Defence Procurement Policy in 2006. In the coming years, AMPL is going to introduce its medium-range tracking radar (MRTR) and D4 – Drishti, a counter-drone radar.

### Focusing on improving business mix

The company is trying to improve its business mix by increasing the share of high-margin orders, such as domestic orders (vs. low-margin exports), BTS projects and BTS from exports, and metrological orders.

### Recent developments of AMPL

The government's Defence Acquisition Council (DAC) has approved the procurement of military hardware worth INR1.45t, of which 99% will be spent on procurement from indigenous suppliers, including those of future-ready combat vehicles (FRCVs), air defense fire control radars, aircraft, and fast attack and offshore patrol vessels. Being a big player in the radar business in India and given DAC's clarity on the indigenization for the said projects, we expect AMPL to benefit. AMPL's role and opportunity will mainly be in the development of TR modules and sub-systems for the air defense fire control radars.

Premier Explosives Limited (PEL), an India-based explosives company specializing in the manufacture of high-energy materials and allied products for a diverse range of applications, has signed a MOU with AMPL for a strategic alliance to develop and sell multiple products jointly.



### **Diverse mix of defense, space, meteorological segments**

AMPL has benefited significantly from various government defense programs, given its expertise in the development of radar, EW and strategic electronics domain products. The company has worked on various sub-systems, such as TR module, AAAU for radar, proximity fuses and telemetry for missiles. It is also a critical partner of Bharat Electronics (BEL) for electronic warfare. AMPL is also one of the key players in the development of components for various space and meteorological programs in India. Currently, 80% of the company's defense segment revenue comes from sub-systems and 20% from systems. The company plans to change that ratio to 50%-50% in future.

### **BTS and BTP type of projects**

AMPL, with its advanced manufacturing and R&D facilities, has strong in-house capabilities to execute orders through build-to-specifications (BTS) and build-to-print (BTP) routes. In BTS, the company receives orders via tenders from customers such as government research organizations (domestic & foreign) and private entities. In BTP, AMPL undertakes orders from foreign OEMs to manufacture products in India, based on the designs provided by OEMs. OEMs tend to choose the BTP mode of business in order to meet their offset requirements. As of now, AMPL has produced more than USD150m worth of high-end modules under the BTP route.

### **Key orders targeted by AMPL**

AMPL has seen staggering YoY growth of 66%/58% in FY24/1Q25 orders. The management in its 1Q25 earnings call provided order guidance of INR12-13b for FY25. These orders will be mainly for the defense segment (78% of total order book in 1QFY25). AMPL is the first private company in India to design and develop the multi-function AESA radar and expects to get its first contract in the coming 3-4 months. The company successfully qualified AAAU of Uttam and other critical communication sub-systems of India's defense sector. It expects business of about INR11-12b from the Uttam radar in the next 3-4 years. The company also expanded the range of doppler weather radars that were delivered in a sizable number to the Indian Meteorological Department. In the coming years, AMPL expects some repeat orders from the Navy for radars. For electronic warfare products, AMPL has been working on pod jammer for LCA Mk1 as well as the ongoing production programs of BEL, namely Nayan Shakti and Himshakti, among others.

### **Financials**

AMPL reported a CAGR of 15.4% in revenue over FY21-24, mainly driven by the execution of defense and export segment orders in FY23 and FY24. EBITDA margin improved from 10.9% in FY21 to 21.4% in FY24 on the completion of low-margin export orders. AMPL raised INR2.25b in the beginning of FY24 to strengthen its balance sheet. However, gross borrowings rose from INR1b in FY21 to INR2.3b due to an increase in the net working capital cycle.

**Guidance**

AMPL has guided for an order inflow of INR12-13b for FY25. In 1QFY25, it has received orders worth INR3b. The company expects base order inflows to grow by 12-15%, with 40-50% of inflows coming via single-tender basis and the rest via limited competition and open competition. In FY25, AMPL expects revenue growth of 15% and EBITDA margins in the range of 18-20%.

**Future growth strategy**

AMPL expects to capitalize on strong growth prospects in the defense sector by 1) moving up the value chain from manufacturing sub-systems for OEM customers to manufacturing complete systems, 2) entering into collaborations and JVs for complex projects, 3) providing comprehensive solutions to clients, 4) diversifying revenue mix, 5) increasing the share of higher-margin domestic orders vs. exports, and 6) maintaining a strong balance sheet.

**Valuation**

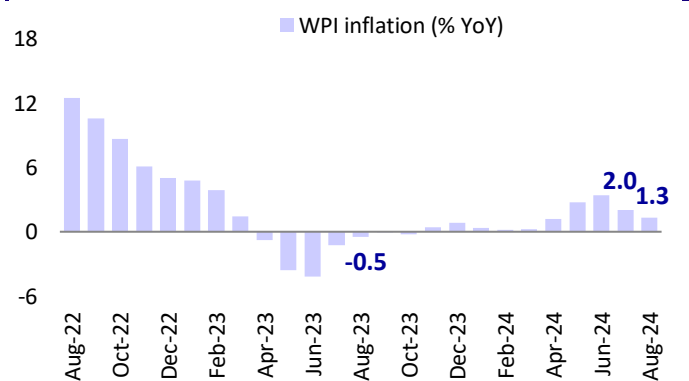
At the current price of INR910, the stock is trading at 76x P/E and 44.9x EV/EBITDA on FY24 financials.

**WPI eases to a 4-month low of 1.3% in Aug'24**

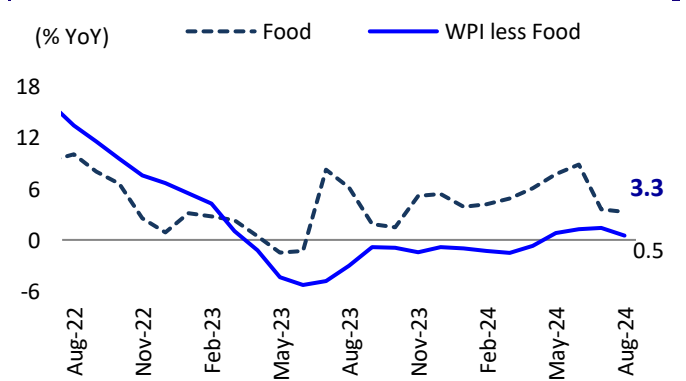
Led by deflation in fuel and power items

- The Wholesale Price Index (WPI)-based inflation eased to a 4-month low of 1.3% in Aug'24 (vs. 2.0% in Jul'24 and -0.4% in Aug'23), led partly by the base effect and partly by deflation in fuel and power items; lower prices of crude oil and natural gas; and a slower increase in food prices. WPI-based inflation remained in the positive territory for the 10th consecutive month after having been in the deflationary zone for the majority of the previous financial year. (Exhibit 1). Sequentially, WPI contracted 0.5% in Aug'24 vs. growth of 0.8% in Jul'24. The figure was much lower than the Bloomberg consensus of 1.8% and our expectation of 2.2%.
- The deceleration in WPI was primarily driven by lower inflation in fuel and power items, which was the lowest in the last four months (-0.7% YoY in Aug'24 vs. 1.7% in Jul'24), and a dip in prices of crude oil and natural gas, which posted the lowest growth in 7 months (1.8% YoY in Aug'24 vs. 9.1% in Jul'24). Additionally, food inflation was the lowest in 10 months at 3.3% in Aug'24 vs. 3.6% in Jul'24. WPI, excluding food, declined sharply to 0.5% in Aug'24 (lowest in four months) vs. growth of 1.4% in Jul'24. (Exhibit 2).
- Notably, WPI for fuel and power contracted 0.7% in Aug'24 (lowest in four months) after rising to a 16-month high of 1.7% in Jul'24, led by a contraction in prices of mineral oils (-0.4%, lowest in 5 months) and coal.
- Within the food category, prices of primary food articles declined 3.1% in Aug'24 vs. 3.5% in Jul'24 (the lowest in 12 months), while prices of manufactured food products increased 3.6% in Aug'24 vs. 3.8% in Jul'24. Within the primary food articles category, contraction in the prices of vegetables and spices and deceleration in the prices of protein items were the major drivers of lower food inflation. Meanwhile, the prices of cereals and pulses remained stable.
- WPI for non-food manufacturing products declined to a 3-month low of 0.7% in Aug'24 (vs. 1.2% in Jul'24), led by a dip in prices of non-metallic mineral products, basic metals, fabricated metal products, electrical equipment and computers, electronics, and optical products.
- Agro inflation eased to a 14-month low of 2.2% in Aug'24 vs. 2.4% in Jul'24. At the same time, agro input inflation contracted 1.5% YoY in Aug'24 (lower than the last month) vs. a contraction of 1.8% YoY in Jul'24. Consequently, agricultural terms of trade growth decelerated to 3.7% in Aug'24 (vs. 4.2% in Jul'24, lowest in 16 months) (Exhibit 4). Inflation in imported items fell to a 4-month low of 0.4% in Aug'24 (1.9% in Jul'24). On the other hand, non-agro domestic inflation fell to 1.7% YoY in Aug'24 (vs. 1.7% in Jul'24). (Exhibit 3).
- We expect WPI inflation to rise in the coming months as the favorable base effect wanes. We expect WPI to rise to ~2.0%-2.5% in Sep'24. Heavy rainfall in September could delay the plantation of the next crop and put pressure on headline inflation next month. Thus, it is crucial to monitor the temporal and spatial distribution of the monsoon, along with external risks emerging from ongoing geopolitical tensions.

**Exhibit 1: WPI eased to a 4-month low of 1.3% YoY in Aug'24 vs. 2% in Jul'24...**

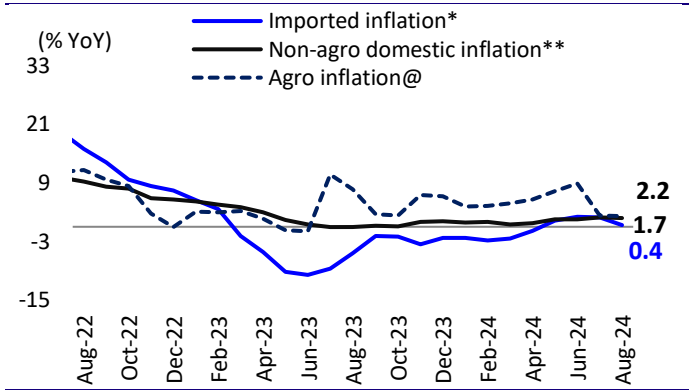


**Exhibit 2: ...led by lower non-food inflation, lowest in four months**



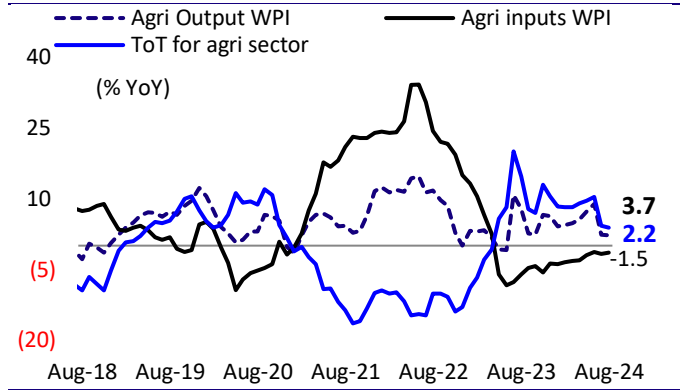


**Exhibit 3: Agro inflation eased to a 14-month low of 2.2% in Aug'24 vs. 2.4% in Jul'24**



\*Constituting ~41.8% weightage in the WPI basket  
 \*\*Constituting ~38.8% weightage in the WPI basket  
 @Constituting ~19.4% weightage in the WPI basket

**Exhibit 4: Terms of trade for the agri sector grew at a 16-month low of 3.7% in Aug'24**



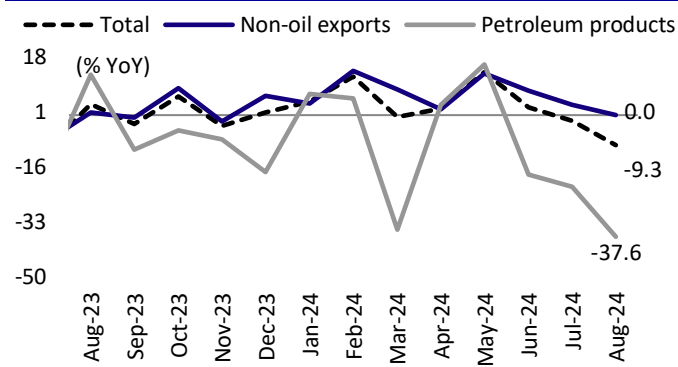
Source: Office of Economic Adviser, MOFSL

### Trade deficit widens in Aug'24 as gold imports surge

#### Second highest on record in any month

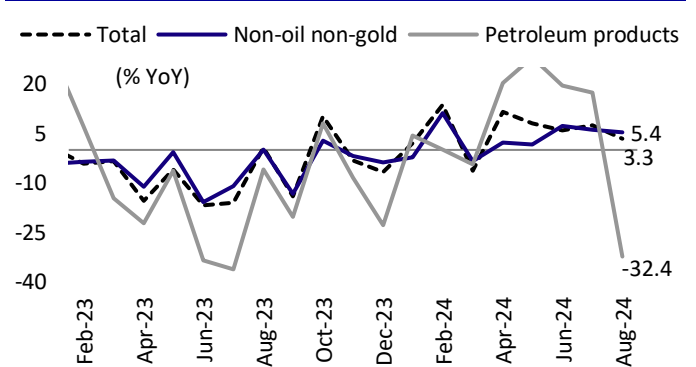
- Merchandise exports fell 9.3% YoY to USD34.7b in Aug'24 (vs. USD34b in Jul'24 and USD38.3b in Aug'23), led by a decline of 37.6% and 23.1% in petroleum and gems & jewelry exports, respectively. On the other hand, non-oil non-gold exports were up 2.4% YoY last month. (Exhibit 1). In Apr-Aug'24, exports stood at USD178.7b compared to USD176.7b in Apr-Aug'23 (up 1.1%).
- Merchandise imports, however, surged to USD64.4b in Aug'24 (+3.3% YoY), matching the peak of Jun'22 vs. USD57.5b (+7.5% YoY) in Jul'24 and USD62.3b in Aug'23 (+0.7% YoY). The jump in imports was mainly driven by a sharp increase in gold imports (103.7% YoY). Petroleum imports declined 32.4% YoY. (Exhibit 2)
- Notably, non-oil non-gold imports stood at USD43.4b in Aug'24 (up 5.4% YoY) vs. USD40.4b in Jul'24 (+6% YoY) and USD41.1b in Aug'23 (+0.2% YoY).
- Two notable things: 1) Oil exports and imports in Aug'23 have been revised up sharply. Aug'23 exports are revised to USD9.5b (from USD5.9b), the third highest on record, while oil imports are revised to USD16.3b (from USD13.2b). Notably, total export and import figures are unchanged, which means a change in classification. 2) India's gold imports in Aug'24 stood at USD10.1b, the highest ever (previous high was USD8.5b in Mar'21). This is puzzling, considering lower gold imports in previous months. However, this sudden surge in gold imports could be attributed to a rise in demand after a cut in import duty on gold.
- Consequently, the merchandise trade deficit widened to USD29.6b in Aug'24 (vs. USD24b in Aug'23 and USD23.4b in Jul'24). This was the second-highest monthly merchandise deficit on record after USD30b in Oct'23. The merchandise trade deficit for Aug'24 was much higher than the market consensus of USD22.9b. (Exhibit 3).
- In Apr-Aug'24, exports grew 1.1% vs. a contraction of 10% in the same period last year. On the other hand, imports grew faster at 7.1% in Apr-Aug'24 vs. a contraction of 10.8% in Apr-Aug'23. Consequently, the merchandise trade deficit widened to USD116.6b in Apr-Aug'24 vs. USD99.2b in Apr-Aug'23. (Exhibit 4)
- In addition to a surge in gold imports, the trade deficit in non-oil-non-gold goods was the second highest on record at USD16.5b in Aug'24 (USD17.6b in Sep'22). It needs to be seen if such a high deficit persists or Aug'24 was an exception. Our view is the latter at this stage, but Aug'24 data was surprising.

Exhibit 1: Exports contracted 9.3% YoY in Aug'24



Source: Ministry of Commerce and Industry, MOFSL

Exhibit 2: Imports rose 3.3% YoY in Aug'24



Source: Ministry of Commerce and Industry, MOFSL

Exhibit 3: Trade deficit widened to USD29.6b in Aug'24

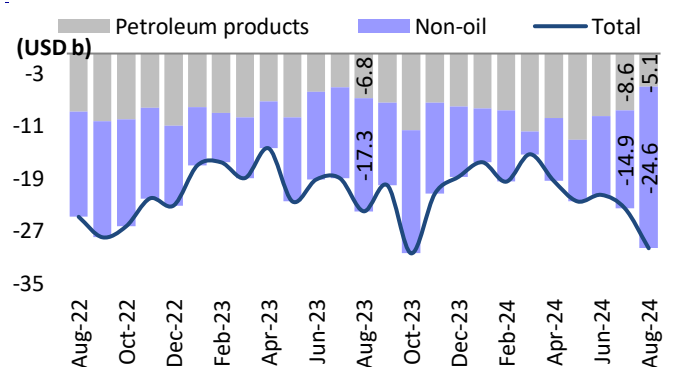
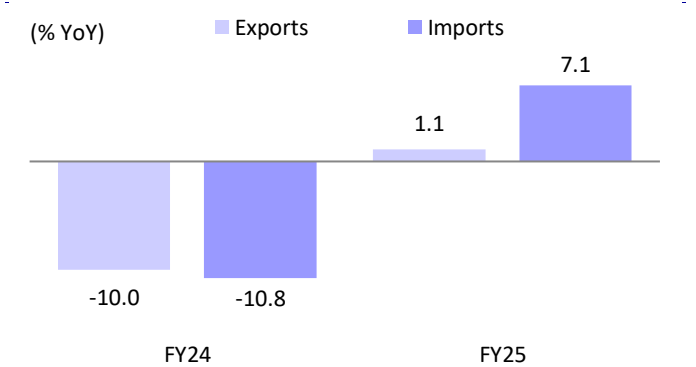


Exhibit 4: Imports grew faster than exports in Apr-Aug'24



**Patanjali Foods: Increased import duty on edible crude oil & refined oil, a +ve move for oil seeds; Sanjeev Asthana, CEO**

- Differential between crude & refined oil prices need to be addressed
- Increased import duty on edible crude oil & refined oil positive move for oil seeds
- High quality investors bought promoters stake, promoters sold stake to deleverage their books
- Target Rs 1500 Crore revenue from HPC business this year, on integration next month
- Target Rs 250 Crore EBIT run-rate for oil business over the next couple of quarters

[➔ Read More](#)**Tata Consumer Product: Rural consumption starting to catch up with urban but double-digit growth still sometime away; Sunil D'Souza, Jt. MD & CeO**

- Don't think we will get back to double digit rural recovery too quickly
- Rural is starting to catch up with urban but double digit growth is still sometime away
- Don't see rapid volume growth in tea, but will continue to hold market share
- Seeing increased competitive intensity in beverage space
- Mass consumption still under pressure, trend likely to continue

[➔ Read More](#)**Dr Lal Pathlabs: Govt may open mpox testing to private diagnostic companies too if required; Shankha Banerjee, CEO**

- Testing for Mpox is restricted to government institutions only
- FY24 growth was 10.4% YoY aided by a price increase in Feb 2023
- Want to achieve 10% growth without a price hike in FY25
- Swasthfit has higher realisation & specialised testing aiding business
- Have been discussing going into Tier 2 & 3 markets

[➔ Read More](#)**Sonata Software: IT outsourcing deal with us-based co is the 2nd largest deal for co; Jagannathan Chakravarthi, CFO**

- Merger of Encore Software with Sonata Software North America completed
- First 3 quarters will be margin dilutive given the investment required
- Expect margins to be accretive post Q1FY25
- Deal pipeline has been strong for the company
- Expect deals in Q2FY25 to be similar to Q1FY25
- Expect Q3 & Q4FY25 deal closure momentum to be better

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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

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