Market snapshot

Equities - India	Close	Chg .%	CYTD.%
Sensex	69,551	-0.5	14.3
Nifty-50	20,906	-0.4	15.5
Nifty-M 100	44,556	-0.4	41.4
Equities-Global	**Close**	**Chg .%**	**CYTD.%**
S&P 500	4,644	0.5	20.9
Nasdaq	14,533	0.7	38.9
FTSE 100	7,543	0.0	1.2
DAX	16,792	0.0	20.6
Hang Seng	5,615	1.5	-16.3
Nikkei 225	32,844	0.2	25.9
Commodities	**Close**	**Chg .%**	**CYTD.%**
Brent (US$/Bbl)	74	-3.1	-9.6
Gold ($/OZ)	1,980	-0.1	8.5
Cu (US$/MT)	8,260	0.1	-1.3
Almn (US$/MT)	2,075	0.3	-11.7
Currency	**Close**	**Chg .%**	**CYTD.%**
USD/INR	83.4	0.0	0.8
USD/EUR	1.1	0.3	0.8
USD/JPY	145.5	-0.5	10.9
YIELD (%)	**Close**	**1MChg**	**CYTD chg**
10 Yrs G-Sec	7.3	-0.01	-0.1
10 Yrs AAA Corp	7.7	-0.01	0.0
Flows (USD b)	**12-Dec**	**MTD**	**CYTD**
FIIs	0.0	2.60	17.0
DIIs	0.23	1.03	21.6
Volumes (INRb)	**12-Dec**	**MTD***	**YTD***
Cash	110	1027	690
F&O	3,85,508	3,37,299	2,72,392

Note: Flows, MTD includes provisional numbers.
*Average

Today's top research idea

ITC: Earning visibility continues to drive performance

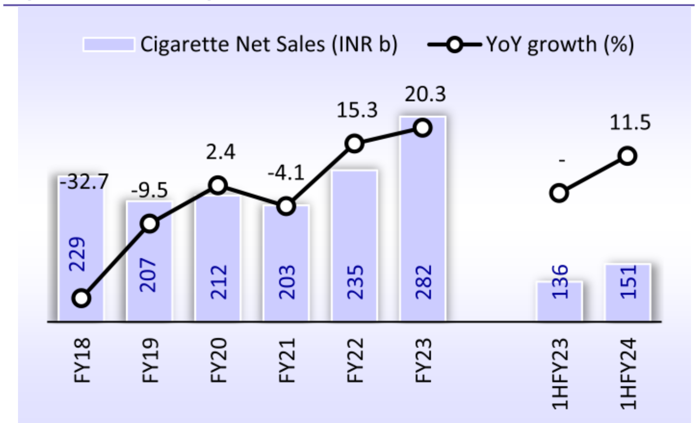
- Despite pandemic, inflation, and taxation challenges, ITC showcased robust performance with a 10% revenue CAGR and 11.6% PAT CAGR from FY18-23. Urban areas drove consumption growth, especially in the thriving premium portfolio.
- The non-cigarette segment excelled with a 14% Revenue CAGR, 20% PAT CAGR, and improved EBITDA margins. Growth drivers include urbanization, nuclearization, and rising per capita income. ITC's strategic growth framework focuses on core business, emerging sectors, and future opportunities. Cost optimization, Omni-channel network strengthening, and a diversified capex plan contribute to its resilience.
- ITC stands out as a top choice in the FMCG sector, offering a 3-4% dividend yield and a resilient, defensive business model. The PBT-level earning CAGR is a solid 8.5%, projected to reach 13% in FY23-25. The justified multiples underscore its BUY rating, with a target price of INR535, based on a 28x FY25E EPS.

Research covered

Cos/Sector	Key Highlights
ITC	Earning visibility continues to drive performance
Fund Folio	AUM at a new peak; equity inflows moderate
NMDC	Volume growth and capacity expansion to drive performance
PI Industries	Is PI facing pressure due to global macro headwinds and new Chinese capacities for its key molecule?
EcoScope	Retail inflation lower than expected, industrial output remains robust

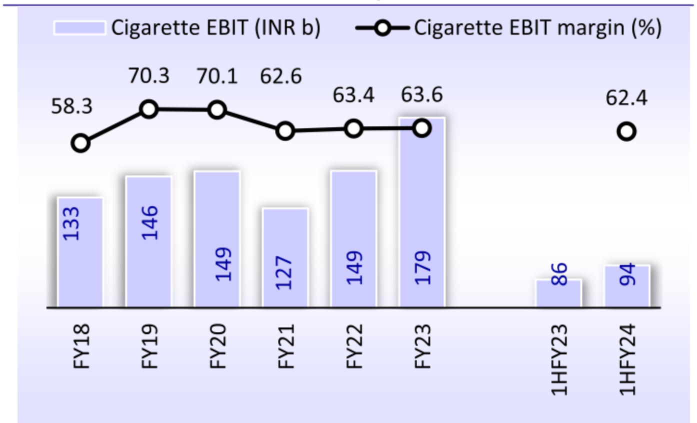
Chart of the Day: ITC (Earning visibility continues to drive performance)

Cigarette revenue grew from FY22 onwards…



Source: Company, MOFSL

…with contraction in the EBIT margin



Source: Company, MOFSL

Research Team (Gautam.Duggad@MotilalOswal.com)

In the news today

Kindly click on textbox for the detailed news link

1

Adani Ports gets board nod to raise up to Rs 5,250 crore via NCDs

The company intends to use the funds for capex, refinancing of its existing debt and general corporate purposes, APSEZ said in a stock exchange update.

2

RIL, Brookfield Infra, Digital Realty set up data centre JV; first project launch in January

"With this announcement, the joint venture will assume a new identity as Digital Connexion: A Brookfield, Jio and Digital Realty Company succeeding and building on the strong foundation laid by BAM Digital Realty," Digital Connexion said in a statement.

3

ITC's FMCG biz grows at 14% CAGR in last 3 yrs, Aashirvaad becomes Rs 8,000 cr brand

ITC is "one of the fastest growing FMCG Businesses in India" with rapid scale in revenues, which is largely "driven by brands developed in-house", ITC in an investor presentation released on Tuesday.

4

Shriram Finance to tap ABS route to raise $500 million overseas

The non-banking financial company (NBFC) plans to securitise part of its loan portfolio and then sell it to international investors, with major global banks set to meet investors in Hong Kong and Singapore this week to arrange the transaction, said people with knowledge of the matter.

5

Yes Bank puts Rs 4,200 crore of corporate and retail bad loans on sale, seeks all-cash offers

The bank's corporate loan portfolio comprises eight accounts totalling rs 3,091 crore, while the retail portfolio is worth Rs 1,142 crore.

6

Auto companies log best-ever November sales on robust festive demand

The annual growth rate in wholesale despatches from factories to dealerships moderated to 3.7% compared with 15.9% growth in October, in absolute numbers, it hit a new high for November at 334,130 units.

7

DoT revises methodology for levying spectrum charges on captive users

The Department of Telecommunications (DoT) has revised its methodology to charge spectrum charges on captive users, rationalizing fees paid by such players.

ITC

BSE SENSEX	S&P CNX
69,551	20,906

ITC Limited

Bloomberg	ITC IN
Equity Shares (m)	12259
M.Cap.(INRb)/(USDb)	5651.5 / 67.8
52-Week Range (INR)	500 / 323
1, 6, 12 Rel. Per (%)	-4/-9/19
12M Avg Val (INR M)	4760

Financials & Valuations (INR b)

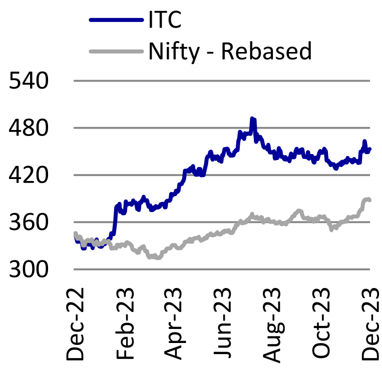
Y/E March	2023	2024E	2025E
Sales	660.4	682.5	759.4
Sales Gr. (%)	17.2	3.3	11.3
EBITDA	239.8	261.1	297.0
EBITDA mrg. (%)	36.3	38.3	39.1
Adj. PAT	186.8	206.3	236.6
Adj. EPS (INR)	15.0	16.6	19.0
EPS Gr. (%)	23.0	10.5	14.7
BV/Sh.(INR)	54.4	57.2	60.4
Ratios			
RoE (%)	29.0	29.8	32.4
RoCE (%)	28.2	29.0	31.6
Payout (%)	102.7	85.0	85.0
Valuations			
P/E (x)	30.1	27.3	23.8
P/BV (x)	8.3	7.9	7.5
EV/EBITDA (x)	21.7	19.8	17.3
Div. Yield (%)	3.4	3.1	3.6

Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	0.0	0.0	0.0
DII	41.9	38.8	42.4
FII	43.4	46.8	42.7
Others	14.7	14.4	14.9

FII Includes depository receipts

Stock performance (one-year)



CMP: INR453 | TP: INR535 (+18%) | Buy

Earning visibility continues to drive performance

The management of ITC held an analyst meeting where each business head and the senior management team delivered a comprehensive overview of their respective businesses.

- Despite the challenges posed by the pandemic, inflation, and taxation, ITC demonstrated better performance, achieving a revenue CAGR of 10% and PAT CAGR of 11.6% over FY18-23.
- The overall consumption growth in the industry has been better in urban areas than the rural regions. Although there are signs of improvement in rural markets, its sustainability remains uncertain. The premium portfolio is thriving, particularly in urban settings.
- **Non-Cigarette Business Outperformance**: The non-cigarette segment outperformed, exhibiting a robust Revenue CAGR of 14% and a remarkable PAT CAGR of 20% over FY18-23. This impressive performance was accompanied by a notable improvement in EBITDA margin contribution, which increased 920bp to 27.3%. Return on Capital Employed (RoCE) doubled, reaching 22% from an initial 11% in FY18.
- **Growth Drivers and Market Trends**: The growth narrative is shaped by various drivers, including urbanization, nuclearization, an aging population with increased spending capacity, the rise of online shoppers, expanding internet penetration, and a growing per capita income.
- **Strategic Growth Framework**: ITC adopts a three-pronged horizon growth framework: a) Extending and defending the core business. b) Building emerging businesses, such as beverages, frozen foods, liquid wash, homecare, and nicotine, and c) Creating visible options for future growth opportunities, including chocolates, premium skincare, and food tech.
- **Cost Optimization and Productivity Enhancement**: The company is committed to optimizing costs and enhancing productivity through strategic initiatives, including ICMLs, vertical integration, import substitution, digitalization, and the utilization of renewable energy sources.
- **Omni-channel Network Strengthening**: ITC boasts a smart omni-channel network, consolidating a robust presence in general trade, modern trade, and e-commerce. The coverage in the general trade market experienced a threefold surge and the stockiest network expanded by eightfold, comparing FY23 to FY18. The company also scaled up in modern trade and e-commerce, increasing the share to 25% in FY23 from 17% in FY20.
- **Capex plan** - Capital allocation is a strategic process that entails investing in driving business innovation, nurturing future business generations such as food tech, and capitalizing on inorganic or M&A opportunities. ~35% of investments are in FMCG, 30-35% in the paper business, and the rest in agri/tech and sustainability.

Key components of its growth strategy

- **Cigarette** - The cigarette market has experienced a prolonged period of stagnancy, witnessing a decline from 100 in FY13 to 83 in FY19, a further dip to 70 in FY21, and a recent recovery to 96 in FY23, a decade marked by varying volumes. It also contributes to the government tax revenues. Despite India constituting 18% of the world's population, its share of global cigarette consumption remains below 2%, highlighting a significant gap. Legal cigarettes, constituting 9% of total tobacco consumption, contribute a substantial 80% to tobacco tax revenues in India, underscoring the fiscal significance of this segment. Illicit cigarettes command a noteworthy one-third share of the legal market in India, positioning the country as the third-largest illicit cigarette market globally.
- **FMCG -** ITC Foods emerges as the most rapidly expanding entity in the food industry, achieving a remarkable growth rate of 1.8x that of the industry. Over the past three years, the company has demonstrated a robust revenue growth, registering a CAGR of 14%, coupled with a commendable expansion in EBITDA margin by 310bp. The company introduced an impressive 300 new products over the last three years. ITC Foods has firmly established its presence in three out of four households in India. The company's distribution network extends to an impressive 7 million outlets, with a significant direct reach to 2.6 million points. Presently, it operates 11 ICMLs units, underscoring its commitment to operational efficiency and robust manufacturing infrastructure. Its strengthens its growth by reinforcing core product lines, expanding into adjacent product categories, and introducing innovative value addition vectors.
- **Agri Business –** Agri business has seen the revenue stress in FY24 due to a ban on the exports of wheat and rice. However, value-added tobacco unlocks opportunities, particularly in nicotine and derivatives, alongside other agri products. The opportunity to add value in spices is significant, considering the company is the largest producer globally, contributing to 42% of the market. Furthermore, it leads in key spices such as chili, turmeric, and cumin, holding a substantial market share of 60-80%.
- **Paperboards, Paper & Packaging business -** In the current fiscal year, the performance was adversely impacted by low price Chinese supplies in the global markets and also a sharp reduction in the global pulp prices. There are also some near-term headwinds in domestic wood prices due to the uptick in real estate activity. However, global pulp prices are expected to stabilize, showing initial signs of demand recovery. The EBIT margin in 1HFY24 came at 19% from 25% in FY23.
- **ITC Hotels -** ITC boasts a robust hotel portfolio, comprising 131 establishments spanning 80 destinations, with a cumulative room count of 12,000. Post-pandemic, ITC has demonstrated superior competitive performance, evident in both Average Room Rate (ARR) and Revenue per Available Room (RevPAR). ITC drives margin expansion through heightened productivity and cost-optimization measures.
- **Sustainability-** Sustainability 2.0 Strategy focuses on creating enduring value for all stakeholders through a comprehensive approach. Decarbonization **and** Climate Resilience are key pillars, with renewable energy accounting for 43% to

date and a targeted increase to 50% by 2030. Green Infrastructure initiatives include the ground-breaking achievement of 40 Platinum Green Buildings globally, with the distinction of having the world's first 12 LEED Zero Carbon Hotels.

Valuation and view

- The analyst meeting was a welcome move by the management as it provided a platform for a comprehensive discussion on the prospects and concerns of its various businesses.
- ITC has benefited from a consistent and stable tax environment for cigarettes in recent years. This stability has empowered the company to carefully adjust pricing strategies, avoiding disruptions in demand. We anticipate this trend to persist, leading to enhanced cigarette volumes and improved earnings visibility in the medium term.
- ITC benefits from the extensive range of FMCG products in its portfolio, providing an edge in a dynamically evolving demand landscape. The company's leadership in specific categories not only allows it to wield pricing power, but also enable the exploration of value-added adjacencies and the promotion of premiumization strategies.
- The resilient nature of its core business, amid an uncertain environment in the sector, and 3-4% dividend yield makes it a good defensive bet in the ongoing volatile interest rate environment.
- Earning CAGR at the PBT level stood at 8.5% over FY18-23. We expect ITC to post 13% earnings CAGR over FY23-25.
- We believe the premium multiples are justified, given its strong visibility over the medium-term and the defensive nature of its business, especially in a volatile macro environment. We reiterate our BUY rating with a TP of **INR535, based on 28x FY25E EPS.**

Key Takeaways from the meeting

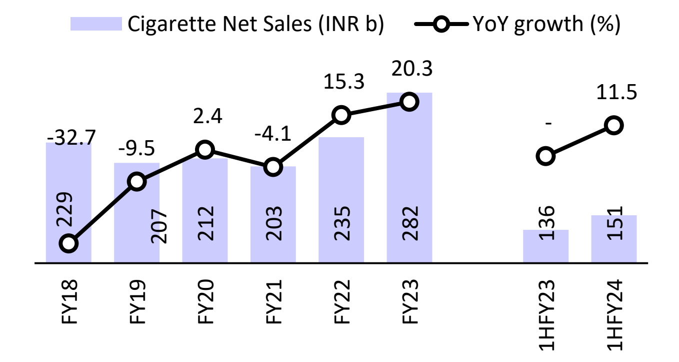
Cigarette Business

- The cigarette market has experienced a prolonged period of stagnancy, witnessing a decline from 100 in FY13 to 83 in FY19, a further dip to 70 in FY21, and a recent recovery to 96 in FY23, a decade marked by varying volumes. It also contributes to the government tax revenues.
- Despite India constituting 18% of the world's population, its share of global cigarette consumption remains below 2%, highlighting a significant gap.
- Legal cigarettes, constituting 9% of total tobacco consumption, contribute a substantial 80% to tobacco tax revenues in India, underscoring the fiscal significance of this segment.
- Illicit cigarettes command a noteworthy one-third share of legal market in India, positioning the country as the third-largest illicit cigarette market globally.
- The growth trajectory is propelled by a commitment to innovation and premiumization, with new launches experiencing over a fivefold increase in the past five years, now accounting for approximately 17% of the overall volumes. It

also serves as a strategic counter measure against illegal and illicit trade, solidifying its position among legal players.

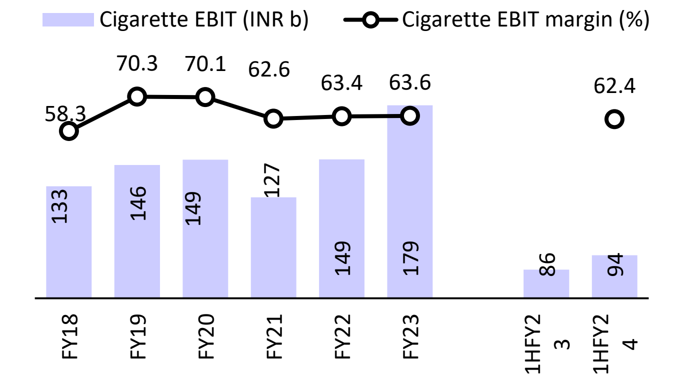
- Classic, a prominent King-size trademark, launches four new variants in the last five years, which collectively contribute to approximately 25% of portfolio.
- Gold Flake, the largest trademark spanning multiple segments, geographies, and price points. Its launches in the last five years constitutes 19% of the portfolio.
- ITC's brands are available in over 7 million outlets, with a diverse product portfolio comprising around 120 SKUs. Servicing 640,000 outlets daily, this is made possible through an expansive network, including over 10,000 redistribution channels, 8,200 mobile units reaching 'Bharat,' and a direct network spanning over 140,000 markets.

Cigarette revenue grew from FY22 onwards…



Source: Company, MOFSL

…with contraction in the EBIT margin



Source: Company, MOFSL

Recouping volume from illicit trade

Source: Company

FUND FOLIO (December 2023): AUM at a new peak; equity inflows moderate

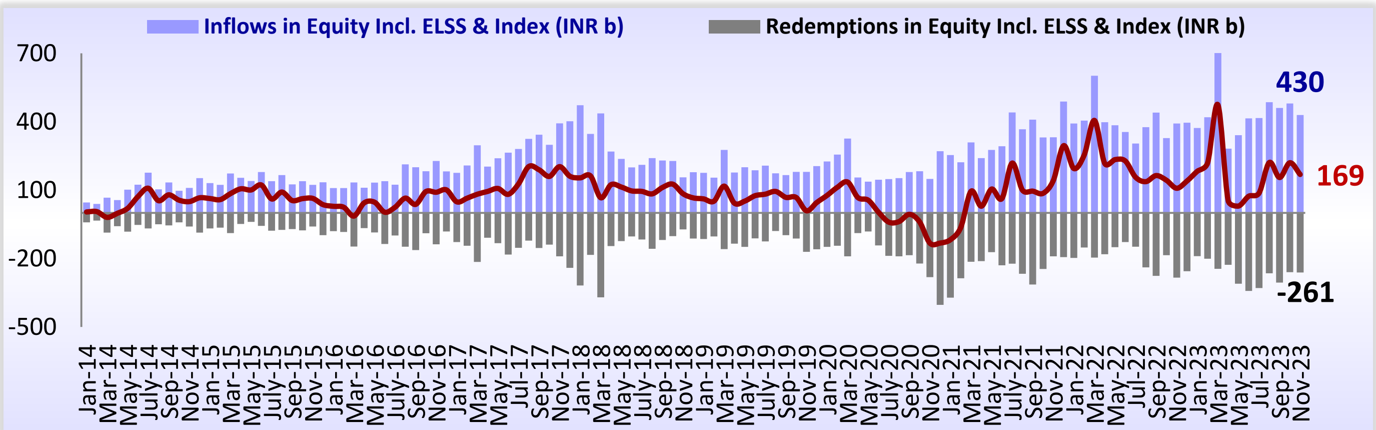
Key observations

- **The Nifty, after consolidating in Oct'23, bounced back in Nov'23 with a 5.5% MoM gain. Notably, the index was extremely volatile and swung around 1,185 points before closing 1,054 points higher. The global and domestic markets made a smart comeback as investors remained convinced that the US Federal Reserve was done with its rate-hike cycle, and institutional flows were strong. FIIs turned buyers of USD2.3b in Nov'23 after remaining net sellers for two months. DIIs recorded inflows of USD1.7b in Nov'23 after USD3.4b of inflows in Oct'23.**
- **The MF industry's AUM scaled new highs to reach INR49t in Nov'23 (+5% MoM), primarily led by a MoM increase in AUM for equities (INR1,614b), other ETFs (INR282b), balanced (INR246b), arbitrage (INR114b), and liquid (INR36b) funds. Notably, AUM was up MoM across categories.**
- **Equity AUM for domestic MFs (including ELSS and index funds) increased 7.8% MoM to INR22.3t in Nov'23, fueled by a rise in market indices (Nifty up 5.5% MoM). Notably, the month saw a decline in sales of equity schemes (down 10.5% MoM to INR430b). The pace of redemptions was unchanged at INR261b (up 0.4% MoM). Consequently, net inflows moderated to INR169b in Nov'23 from INR220b in Oct'23.**
- **Investors continued to park their money in mutual funds, with inflows and contributions in systematic investment plans (SIPs) reaching a new high of INR170.7b in Nov'23 (up 0.9% MoM and 28.3% YoY).**

Some interesting facts

- **The month saw notable changes in the sector and stock allocation of funds. On a MoM basis, the weights of Healthcare, Real Estate, Technology, Utilities, Retail, and Metals increased, while that of Banks (Private & PSU), Consumer, Chemicals, and Consumer Durables moderated.**
- **Healthcare's weight jumped to a 19-month high of 7.0% (+20bp MoM and +70bp YoY) in Nov'23.**
- **Technology's weight, after moderating in the last two months, scaled back in Nov'23 to 9.5% (+10bp MoM, -70bp YoY).**
- **Private Banks' weight moderated for the fifth consecutive month to 18.2% (-50bp MoM, -70bp YoY) in Nov'23.**
- **Consumer's weight declined to 6.5% (-30bp MoM, -20bp YoY) in Nov'23 - the lowest since Jun'22.**
- **In terms of value change MoM, divergent interests were seen within sectors: The top 5 stocks that saw an increase in value were HDFC Bank (+INR86.9b), Infosys (+INR57.4b), Bharti Airtel (+INR53.1b), Reliance Industries (+INR52.1b), and ICICI Bank (+INR49.3b).**

Monthly trends in sales, redemptions, and net amount raised by MFs (towards equities)



NMDC

BSE SENSEX	S&P CNX
69,551	20,906

एनएमडीसी NMDC

Stock Info

Bloomberg	NMDC IN
Equity Shares (m)	2931
M.Cap.(INRb)/(USDb)	536.4 / 6.4
52-Week Range (INR)	189 / 104
1, 6, 12 Rel. Per (%)	-1/57/34
12M Avg Val (INR M)	1459
Free float (%)	39.2

Financials Snapshot (INR b)

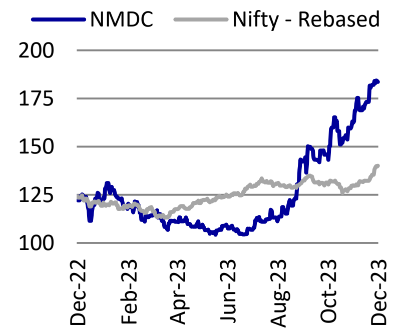
Y/E MARCH	2024E	2025E	2026E
Sales	206	232	249
Adj EBITDA	68	80	87
Adj. PAT	56	64	69
EBITDA Margin (%)	33	35	35
Cons. Adj. EPS (INR)	19	22	24
EPS Gr. (%)	15	14	8
BV/Sh. (INR)	88	100	113
Ratios			
Net D:E	-0.3	-0.3	-0.3
RoE (%)	23.3	23.3	22.2
RoCE (%)	29.4	29.4	28.2
Payout (%)	45.0	45.0	45.0
Valuations			
P/E (x)	9.5	8.4	7.8
P/BV (x)	2.1	1.8	1.6
EV/EBITDA(x)	6.8	5.7	5.0
Div. Yield (%)	4.7	5.4	5.8

Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	60.8	60.8	60.8
DII	17.7	18.0	21.0
FII	8.3	7.0	6.0
Others	13.2	14.2	12.3

FII Includes depository receipts

Stock Performance (1-year)



CMP: INR183 TP:INR210 (+15%) Buy

Volume growth and capacity expansion to drive performance

- **NMDC is on track to produce ~46mt of iron ore in FY24E (Apr-Nov production was up 17% YoY to 27.3mt). Over FY25, NMDC is likely to surpass a production of 50mt. The traction in production volumes would be driven by improved capacity and strong domestic demand.**
- **NMDC is undertaking multiple evacuation and capacity enhancement capex, which are likely to expand the production capacity to 67mt by FY26-27E from the current 51.8mt, and eventually to 100mt by FY28-30E.**
- **Demand is expected to remain robust going forward, as Tier-I steel manufacturers are expanding their capacities significantly. This expansion is projected to increase the industry-level crude steel capacity to 300mt by FY30-31. This would drive the iron ore demand to ~437mt and we believe NMDC is well placed to capitalize on the growth opportunities ahead.**
- **In line with the recent price hike observed in the international market, due to higher BoF utilization rates and lower inventory at Chinese ports, NMDC implemented its second price hike in 3QFY24 resulting in a total increase of INR450/t.**
- **We believe NMDC is very well placed, given the robust demand, capacity additions, and improvement in iron ore prices. NMDC trades at an EV/EBITDA of 5x and a P/B of 1.6x FY26E. We roll forward our estimates to FY26 and reiterate our BUY rating on the stock with a revised TP of INR210 (premised on 6x FY26E EV/EBITDA).**
- **Key risk: Over 110 iron ore blocks have been auctioned since FY16. Of these ~30 mines are operational. As the remaining captive mines become operational, it would increase the supply of iron ore, thus intensifying the competition for NMDC.**

Evacuation and capacity expansion to drive volumes

- NMDC has earmarked INR20b as capex for FY24E and intends to spend a higher amount in FY25E (INR10b of capex incurred in 1HFY24).
- NMDC is currently improving the evacuation volumes from its Chhattisgarh mines. With the addition of Bailadila Deposit 13, the company is expected to add ~10mt of incremental volumes from Chhattisgarh.
- Currently, the evacuation via railways from the Bailadila sector is capped at 30mt. Hence, the doubling of the 150.5km Kirandul-Jagdalpur 'KK line' railway corridor will enhance the evacuation capacity to 40mt from 28mt. Over 100km of the line is already completed, and the remaining portion is expected to be finished by Mar'24. The construction of a slurry pipeline spanning over 70km from Bailadila to Nagarnar has been completed, and the order for the remaining capex has been placed.
- NMDC plans to undertake the abovementioned capex, which is expected to increase the total capacity to 100mt under its 'Vision 2025' strategic management plan.

Robust domestic demand at play

- Indian crude steel production for 10M-CY23 witnessed the highest growth among the top ten steel-producing nations. Crude steel production rose 8% YoY to ~112.5mt, surpassing that of China (up 1% YoY), Japan (down 3% YoY), the US (down 2% YoY) and the world (flat YoY).

- India is poised to increase its capacity, as all major Tier-I ferrous manufacturers are undertaking significant capacity expansions to meet the continuously growing domestic demand. For example, JSPL, JSW, TATA, and AMNS are expected to reach capacities of 16mt, 38mt, 40mt, and 15mt, respectively.
- Steel demand growth is poised to surpass the GDP growth rate in the coming years and the demand for steel is expected to rise by ~8-12mt YoY over the next few years. This would lead to an annual increase of ~15-20mt in iron ore demand.

Valuations remain attractive; reiterate BUY

- NMDC is trading at 5x and 1.6x on FY26E EV/EBITDA and P/B, respectively.
- For the company, 2H is a stronger period with a pick-up in heavy capex infrastructure and construction activities.
- NMDC is on track to exceed 55mt of volumes in FY26. We roll forward our estimates to FY26 and reiterate our BUY rating on the stock with a revised TP of INR210 (premised on 6x FY26E EV/EBITDA).

Key operating metrics

Key metrics	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E	FY26E
Iron ore sales (mt)	35.6	36.1	32.4	31.5	33.0	40.1	38.2	46.5	53.0	57.0
Blended realization (INR/t)	2,479	3,220	3,756	3,713	4,663	6,455	4,623	4,461	4,409	4,370
EBITDA (INR/t)	1,262	1,752	2,207	1,974	2,669	3,138	1,584	1,470	1,509	1,533

Source: MOFSL, Company

12 December 2023

Company Update | Sector: Consumer

PI Industries

BSE SENSEX	S&P CNX
69,551	20,906

Inspired by Science

Bloomberg	PI IN
Equity Shares (m)	152
M.Cap.(INRb)/(USDb)	528.6 / 6.3
52-Week Range (INR)	4011 / 2869
1, 6, 12 Rel. Per (%)	-13/-19/-13
12M Avg Val (INR M)	1140
Free float (%)	53.9

Financials Snapshot (INR b)

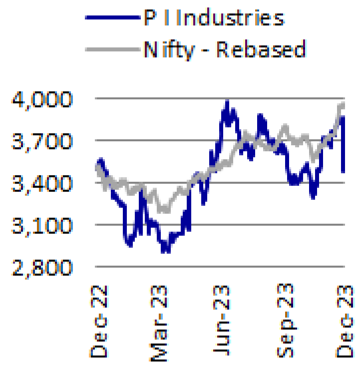
Y/E MARCH	2023	2024E	2025E
Sales	64.9	82.9	97.4
Adj EBITDA	15.4	20.6	24.5
Adj. PAT	12.3	16.5	18.9
EBITDA Margin (%)	23.8	24.9	25.1
Cons. Adj. EPS (INR)	80.9	108.5	124.5
EPS Gr. (%)	45.7	34.2	14.8
BV/Sh. (INR)	474	572	685
Ratios			
Net D:E	(0.4)	(0.3)	(0.4)
RoE (%)	18.5	20.8	19.8
RoCE (%)	18.5	20.9	19.7
Payout (%)	12.4	9.2	9.2
Valuations			
P/E (x)	43.1	32.1	28.0
P/BV (x)	32.9	24.9	20.5
EV/EBITDA(x)	0.3	0.3	0.3
Div. Yield (%)	2.2	(0.0)	3.0

Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	46.1	46.1	46.1
DII	23.3	24.0	26.2
FII	20.0	19.2	16.8
Others	10.6	10.8	11.0

FII Includes depository receipts

Stock performance (one-year)



CMP: INR3,484 TP: INR4,480 (+29%) Buy

Is PI facing pressure due to global macro headwinds and new Chinese capacities for its key molecule?

PI Industries (PI) is an outlier in the Indian agrochemical space, with a healthy double-digit growth backed by its CSM business, which focuses on patented molecules. However, recent media articles indicate pressure on the company's key product due to capacity additions in China. Is PI facing pressure due to the new capacity in China and global stress? We will talk about it in this note.

- PI has a track record of industry-beating revenue growth (18% CAGR in FY16-23) and a sustainable margin profile (over 20% in FY16-23; ~24% in FY23).
- PI's moat lies in its strong export-focused CSM business, as no other Indian player offers the width and consistency that PI does. The company is banking on this factor by consistently launching new molecules.
- In FY23, the CSM business accounted for 78% of consolidated revenue and 83% of EBITDA. Pyroxasulfone is one of PI's key molecules (~35% of revenue as per media article), which it manufactures for Kumiai Chemicals (Japan).
- Global demand for pyroxasulfone has been robust, as reported by Kumiai Chemicals (developer) in 2022, with 53% YoY growth. Pyroxasulfone was one of the key factors for PI's strong performance over the years, shielding it from global headwinds in the agrochemical industry.
- However, PI's stock price has been under pressure over the last few weeks due to several events related to pyroxasulfone such as:
  - Shandong Weifang Rainbow Chemical, a Chinese company, has announced its foray into the manufacturing of pyroxasulfone. It is setting up a 2,000MTPA plant with an investment of RMB300m.
  - This is the third Chinese company announcing a capacity for pyroxasulfone, which can have a negative impact on PI's exports.
  - Kumiai has cut it FY24 guidance, thereby indicating demand pressure. Since Kumiai is one of the largest clients of PI, a guidance cut translates into a weak outlook for the company.
  - Further, the global agrochemical industry is still witnessing oversupply from China and lower demand in key geographies such as Latin America. The anticipation of global stress catching up with PI is another reason why the stock has been under pressure.
- **However, the management has denied any such news of negative impact on the company, calling it mere speculation, and indicated that there is no such stress on the company's full-year guidance and growth. It further highlighted that pyroxasulfone is a patented product (until 2025 in developed markets) and will not have much impact from the upcoming Chinese facilities.**

Valuation and view

- We expect PI to sustain near-term growth momentum, led by: 1) consistent growth in the CSM business, driven by a strong order book (USD1.8b), faster commercialization of new molecules (plans 4-5 launches every year), and sales ramp-up in existing molecules; 2) product launches in the domestic market (7 launches in FY23 and plans 5 launches in FY24); and 3) recent acquisitions in the pharma API and CDMO space.
- However, the new capacities, demand scenario and realization of pyroxasulfone will remain key monitorables.
- We expect revenue/EBITDA/PAT CAGR of 22%/26%/24% over FY23-25E.
- We value the stock at 36x EPS (in line with its 3/5-year avg one-year forward P/E) to arrive at a TP of INR4,480. Maintain **BUY**

Retail inflation lower than expected, industrial output remains robust

Keeping prospects of interest rate cuts far away

- **Headline CPI inflation inched up to 5.6% YoY in Nov’23 (3-month high) vs. 4.9% in Oct’23, mainly led by higher food inflation. It was partly offset by lower core inflation and sharper deflation in fuel and light. The number was lower than the Bloomberg consensus of 5.8% and our forecast of 5.9%.**
- **Food inflation went up sharply to 8.7% YoY in Nov’23 vs. 6.6% in Oct’23 and 4.7% in Nov’22. Sequentially, it increased 1% MoM in Nov’23. Details suggest that the acceleration in food inflation was mainly due to vegetables (6% weight), which rose 17.7% YoY, following a 2.8% YoY increase in Oct’23. CPI ex-veggies slid to a 47-month low of 4.7% YoY (lowest since Dec’19) from 5% last month. At the same time, inflation in cereals, pulses, and spices remained sticky in double digits. Inflation in pulses increased to 20.2% in Nov’23 (1.6% MoM) vs. 18.9% last month, led by lower rabi sowing and below-normal rainfall in pulses-growing states.**
- **Notably, core CPI (excluding food & beverages and fuel & light) came down to 4.1% in Nov’23 from 4.3% in Oct’23, the lowest in almost 44 months.**
- **Other details suggest that: (1) Goods inflation remained firm at 6.2% in Nov’23, while services inflation came in at 3.5% (vs. 3.6% in oct’23), lowest since 2015. Core services inflation was unchanged at 3.4%, the lowest since 2015. (2) Details of 299 items suggest that 42% of the basket posted 5%+ inflation last month, similar to that in Oct'23 and the lowest since mid-2021.**
- **Industrial production growth (IIP) accelerated to a 16-month high of 11.7% YoY in Oct’23 (vs. 6.2% in Sep’23, revised higher from 5.8%). The acceleration in growth was mainly led by a low base (-4.1% in Oct’22) and the onset of the festive season. The number is higher than the BMBG consensus of 10.5% and our forecast of 11%. During Apr-Oct’23, industrial output posted a growth of 6.9%.**
- **Electricity output clocked a 17-month high growth of 20.4% in Oct’23 vs. a growth of 9.9% in Sep’23 and 1.2% in Oct’22. At the same time, mining activity too remained strong on the back of higher coal production. Mining output grew 13.1% in Oct’23 (highest in 26 months) vs. 11.5% in Sep’23 and 2.6% in Oct’22.**
- **Manufacturing activity grew 10.4% in Oct’23 vs. 4.9% growth in Sep’23 and 5.8% contraction in Oct’22. The higher growth in manufacturing output is mainly due to a low base effect and lower input prices. Sequentially, it posted a meagre growth of 0.4% in Oct’23. Details of the manufacturing sector confirm that only 32.5% of the items within the sector saw less than 5% growth (vs. 59.9% in Sep’23) and only 4.1% of the items posted a contraction (25.1% in Sep’23).**
- **Output of capital goods and infra & construction goods remained robust in Oct’23. Capital goods output grew 22.6% in Oct’23 vs. 8.4% growth in Sep’23 and 2.9% decline in Oct’22. Infra & construction goods grew 11.3% in Oct’23 vs. 8.9% in Sep’23 and 1.7% in Oct’22. Consumer goods output saw some recovery in growth in Oct’23.**
- **Overall, a great set of data, with lower-than-expected inflation and stronger-than-expected industrial output growth. Going forward, we expect moderation in 3QFY24 real GDP growth and expect inflation to remain ~5.2% YoY in 4QFY24. The RBI, thus, does not need to think about easing at all. However, poor rabi sowing and deteriorating reservoir levels are upside risks to the food inflation trajectory and need to be monitored.**

- **CPI inflation at 5.6% in Nov’23, lower than market expectations:** Headline CPI inflation inched up to 5.6% YoY in Nov’23 (3-month high) vs. 4.9% in Oct’23, mainly led by higher food inflation. It was partly offset by lower core inflation and sharper deflation in fuel and light (Exhibit 1). The number was lower than the Bloomberg consensus of 5.8% and our forecast of 5.9%. The RBI has forecast inflation at 5.6% for 3QFY24. With CPI inflation for Oct-Nov’23 averaging 5.3%, headline inflation for Dec’23 would come out to be 6.1-6.2%.
- **Food inflation at 3-month high of 8.7% in Nov’23:** Food inflation went up sharply to 8.7% YoY in Nov’23 vs. 6.6% in Oct’23 and 4.7% in Nov’22.

Sequentially, it increased 1% MoM in Nov'23. Details suggest that the acceleration in food inflation was mainly due to vegetables (weight = 6%), which witnessed a rise of 17.7% YoY, following a 2.8% YoY increase in Oct'23. CPI ex-veggies slid to a 47-month low of 4.7% YoY (lowest since Dec'19) from 5% last month. At the same time, inflation in cereals, pulses, and spices remained sticky in double digits. Inflation in pulses increased to 20.2% in Nov'23 (1.6% MoM) vs. 18.9% last month, led by lower rabi sowing and below-normal rainfall in pulses-growing states. Inflation in protein-based products came down slightly in Nov'23. The prices of fuel and light items contracted 0.8% YoY in Nov'23, lowest since Nov'19. Standard core CPI came in at a 41-month low of 4.2% in Nov'23 vs. 4.4% in Oct'23. *(Exhibit 2)*

- **Core inflation at a 44-month low in Nov'23:** Core CPI (excluding food & beverages and fuel & light) came down to 4.1% in Nov'23 from 4.3% in Oct'23, the lowest in almost 44 months. The deceleration is broad-based. All the components within core came in lower, except for personal care & effects, which grew 7.8% in Nov'23 similar to Oct'23 and 7% in Nov'22.
- **Other details suggest that:** (1) Goods inflation remained firm at 6.2% in Nov'23, while services inflation came in at 3.5% (vs. 3.6% in oct'23), lowest since 2015. Core services inflation was unchanged at 3.4%, the lowest in record (since 2015) *(Exhibit 3)*. (2) Details of 299 items suggest that 42% of the basket posted 5%+ inflation last month, similar to that in Oct'23 and the lowest since mid-2021. *(Exhibit 4)*
- **Our view:** Overall, a great set of data, with lower-than-expected inflation and stronger-than-expected industrial output growth. Going forward, we expect moderation in 3QFY24 real GDP growth and expect inflation to remain ~5.2% YoY in 4QFY24. The RBI, thus, does not need to think about easing at all. However, poor rabi sowing and deteriorating reservoir levels are upside risks to the food inflation trajectory and need to be monitored.

PNB Housing Finance: Co Will Be Aggressive In The Affordable Housing Business; Girish Kousgi, MD & CEO

- Have a loan growth guidance of 17-18% for FY24
- Have opened 100 branches in last one year
- In last 10-12 yrs, have categorised affordable & prime in the housing finance sector
- Will be eligible for loans from NHB this year onwards
- Cost of funds will decline
- Will maintain net interest margin in the range of 3.90-3.95%

Read More

Dixon Technologies: Total Market Size For I.T. Hardware Products Is $20 Bn; Saurabh Gupta, CFO

- Total market size for IT hardware product is $20 bn
- Total ₹4,500 cr IT hardware opportunity in FY26 led by Lenovo
- Looking to capture 10-15% volume next year
- Have committed to an investment of ₹250 cr
- Margin will be around 2.8-3% for next couple of years
- Not in any discussion with Jio for laptops as of now

Read More

Tata Power: Have ₹15,000 Cr Capex For FY24, 50% Of Which Is Towards Clean Energy Solutions; Praveer Sinha, MD & CEO

- Have ₹15,000 cr capex for FY24, 50% of which is towards clean energy solutions
- On track to double revenue, EBITDA & PAT in the next 3-4 years
- For Mundra plant hope that we will be able to come to acceptable solution before June 24
- Future projects will move towards solar, wind & battery storage

Read More

Kolte-Patil Developers: We Have Multiple Launches In Multiple Markets In Coming Quarters; Rahul Talele, Group CEO

- Will be able to do business development of Rs 8,000 cr in FY24
- Looking at diversification by FY25
- Mumbai contribution will be around 30% in coming years
- Looking at value accretive deals in Bengaluru
- 15-18% sales are coming from referrals
- Mumbai and Bengaluru will contribute 30% to sales
- Confident of Rs 3,500 cr of sales in FY25

Read More

NCC: Our Current Orderbook Is At The Highest-Ever Level Of ₹62,349 Crore; Neerad Sharma, Head Strategy

- Our current order book is at highest-ever level of Rs 62,349 crore
- Confident of our ability to execute these orders
- Have already achieved order inflow of Rs 21,000 crore which is 80% of guidance
- Will achieve 20% revenue growth guidance, margin guidance of 10%+
- Jal jeevan Mission government outlay is of 3.6 lakh crore
- Have bagged several orders under the Jal Jeevan Mission scheme

Read More

EaseMyTrip: Hotel Business Is Growing 100% YoY Which Contributes Approx 10% To Overall Revenue; Prashant Pitti, Co-Founder

- This will be a block buster quarter for EaseMyTrip and the industry
- Advance booking for the Christmas, December week is up 20-30% YoY
- Hotel business is growing 100% YoY, contributes approximately 10% to revenue
- Acquired 3 holiday companies in the last quarter
- Biggest driver of our growth will be launching an Online Travel Agents platform for foreign countries

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") (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.

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.