13 May 2025

4QFY25 Results Update | Sector: Retail

Raymond Lifestyle

Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	RAYMONDL IN
Equity Shares (m)	61
M.Cap.(INRb)/(USDb)	61.5 / 0.7
52-Week Range (INR)	3100 / 860
1, 6, 12 Rel. Per (%)	-11/-56/-
12M Avg Val (INR M)	301

Financials & valuations (INR b)

Y/E MARCH	2025	2026E	2027E
Sales	61,767	68,074	74,541
EBITDA	4,678	7,851	9,740
Adj. PAT	1,005	2,971	4,182
EPS (INR)	16	49	69
EPS Gr. (%)	-0.8	2.0	0.4
Ratios			
BV/Sh. (INR)	1,574	1,623	1,692
RoE (%)	2.3	6.6	8.7
RoCE (%)	5.6	9.4	11.1
Valuations			
P/E (x)	60.7	20.5	14.6
P/BV (x)	0.6	0.6	0.6
EV/EBITDA (x)	14.1	8.4	6.8
Div. Yield (%)	-	-	-

Shareholding pattern (%)

	Mar-25	Dec-24
Promoter (%)	54.7	54.7
DII (%)	7.9	7.9
FII (%)	10.5	12.4
Others (%)	26.9	25.0

FII includes depository receipts

CMP: INR1,010 TP: INR1,500 (+49%) Buy

Weak quarter; demand recovery key for re-rating

- Raymond Lifestyle's (RLL) reported tepid performance as the weak consumer sentiment was further exacerbated by a ransomware attack impacting revenue/EBITDA by ~INR2.5b/INR 0.7b.
- Although the overall demand environment remains challenging, there are signs of improvement, with stronger secondary sales and a 12-13% increase in autumn bookings.
- After the recent correction (down 51% YTD), RLL's valuation appears attractive at ~21x FY26E PE or 1.3x FY26 EV/sales. However, we believe improvement in execution and sustained growth recovery remain the key for re-rating of the stock.
- We cut our FY26E EBITDA by ~5%, while our FY27E EBITDA is broadly unchanged. However, due to higher finance costs, we cut our FY26-27E EPS by 6-13%.
- We value RLL at 22x on Mar'27E P/E to arrive at our TP of INR1,500. **We reiterate our BUY rating on RLL, primarily due to reasonable valuations.**

Performance weaker than our muted expectations

- RLL's consol. revenue was down 11% YoY to INR15b (-15% QoQ) in 4Q.
  - Revenue was significantly impacted by continued weak consumer demand, high inflation, and operational disruptions caused by a ransomware attack.
  - RLL opened 35 new stores in 4Q, taking its total retail store network to 1,688.
- Gross profit declined 20% YoY (-16% QoQ) to INR6.2b (in line) as gross margins contracted by 455bp YoY to 41.8%.
- EBITDA **declined sharply** to INR135m (vs. INR2.5b YoY and our est. of ~INR770m) due to operating deleverage, adverse sales mix, and investments in retail store expansions.
  - EBITDA margin was ~1% (vs. 14.6% in 4QFY24 and our est. of 5.3%).
- Depreciation and amortization increased 30% YoY, while finance costs jumped 13% YoY.
- Other income doubled YoY (2.1x of our estimate), led by subsidy benefits in the high-value shirting segment.
- Despite higher other income, the company reported a loss of INR450m (higher than our est. of ~INR120m).
- As per RLL, it has **once again become a net debt-free** company (vs. INR5.7b net debt in 2Q). This was likely driven by better secondary sales and consequent improved collections in 3QFY25.

Aditya Bansal - Research Analyst (Aditya.Bansa@MotilalOswal.com)

Research Analyst: Avinash Karumanchi (Avinash.Karumanchi@MotilalOswal.com) | **Siddhesh Chaudhari** (Siddhesh.Chaudhari@MotilalOswal.com)

FY25 a challenging year

- Consol. revenue declined 5% YoY to INR61.7b, driven by weaker customer demand, especially in branded textiles (-13% YoY).
- RLL opened 170 new stores (including 128 EBOs) in FY25, taking the total retail store network to 1,688 stores (up 11%). The company opened 38 EBOs of Ethnix by Raymond in FY25, taking the total store count to 152.
- Consol. EBITDA declined sharply by 50% YoY to INR4.7b, due to operating deleverage, adverse sales mix, and investments in retail network expansions.
- For FY25, RLL reported a modest PAT of INR382b (vs. INR4.8b YoY).
- Net working capital (NWC) days stood at 80 in FY25 (vs. 78 as of Mar'24 end). The impact of inventory stocking (up by 7 days to 104) in the retail and distribution network was offset by higher payables (up by 6 days to 78).
- OCF declined 46% YoY to INR5.3b, while FCF outflow stood at INR1.4b (though improved on INR5.1b outflow as of 1HFY25).
- RLL reported net cash of INR0.9b (vs. net cash of INR0.2b at end-Mar'24).

Highlights from the management commentary

- **Demand environment:** Weak demand persisted throughout FY25 due to inflation and lower discretionary spending, but signs of recovery are emerging with improved secondary sales and 12-13% YoY growth in AW2025 bookings. EBOs and LFS saw better sales in March–May.
- **Ethnix:** It surpassed INR1b in revenue in FY25 despite weak consumer demand and fewer weddings, with a focus on expanding through franchisee-led stores to optimize profitability. However, some stores have underperformed, extending break-even timelines to 36-40 months (vs. 24 months planned earlier).
- **Garmenting:** Profitability in 4Q was hurt by global uncertainties, price renegotiations, an adverse sales mix, and higher manpower training costs. The UK FTA is expected to enhance cost competitiveness, with UK revenue projected to rise from 20-22% to 30-40% over the next two years.
- **Guidance**: Raymond Lifestyle expects revenue growth of 10-15%+ in FY26, driven by demand recovery, dealer restocking, and easing inflation. Profitability is set to recover strongly as scale improves and store performance stabilizes. Steady-state margins are targeted at 20–22% for Branded Textiles and 14–15% for the overall business.

Valuation and view

- FY25 was a challenging year for RLL, driven by lack of wedding days in 1H and impact of ransomware and overall weak discretionary environment in 2H. We expect growth recovery in FY26-27 (on a low base).
- After the recent correction (down 51% YTD), RLL's valuation appears attractive at ~21x FY26E PE or 1.3x FY26 EV/sales. However, we believe improvement in execution and sustained growth recovery remain the key for re-rating .
- We cut our FY26E EBITDA by ~5%, while our FY27E EBITDA is broadly unchanged. However, due to higher finance costs, we cut our FY26-27E EPS by 6-13%.
- We value RLL at 22x on Mar'27E P/E to arrive at our TP of INR1,500 (earlier INR1,600). **We reiterate our BUY rating on RLL, primarily due to reasonable valuations.**

Quarterly performance

Y/E March	FY24				FY25E				FY24	FY25	FY25	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	Var (%)
Revenue	**13,212**	**18,034**	**17,263**	**16,846**	**12,201**	**17,083**	**17,542**	**14,942**	**65,354**	**61,767**	**14,443**	**3.5%**
YoY Change (%)					-8%	-5%	2%	-11%		-5%		
Total Expenditure	11,745	15,431	14,429	14,383	11,604	14,935	15,745	14,806	55,988	57,090	13,671	8.3%
EBITDA	**1,467**	**2,602**	**2,834**	**2,462**	**597**	**2,148**	**1,797**	**136**	**9,366**	**4,678**	**772**	**-82.4%**
EBITDA Margin	**11.1%**	**14.4%**	**16.4%**	**14.6%**	**4.9%**	**12.6%**	**10.2%**	**0.9%**	**14.3%**	**7.6%**	**5.3%**	
Change YoY (%)					-59%	-17%	-0.4	-0.9		-50%	-0.6	
Depreciation	568	598	595	702	746	763	794	911	2,463	3,214	773	17.8%
Interest	617	428	438	473	463	532	544	534	1,957	2,074	562	-5.0%
Other Income	327	458	329	430	294	270	413	856	1,544	1,832	405	111.2%
PBT	**517**	**2,035**	**2,129**	**1,717**	**-323**	**528**	**867**	**-473**	**6,398**	**600**	**-159**	**198.4%**
Tax	34	641	505	423	-91	106	226	-23	1,603	218	-40	-42.1%
Rate (%)	6.6%	31.5%	23.7%	24.6%	28.1%	20.1%	26.0%	4.9%	25.1%	36.4%	25.5%	
Reported PAT	**483**	**1,393**	**1,624**	**1,294**	**-232**	**422**	**642**	**-450**	**4,795**	**382**	**-118**	**280.6%**
Adj PAT	**575**	**1,393**	**1,624**	**1,294**	**-227**	**1,016**	**645**	**-430**	**4,887**	**1,005**	**-118**	**263.8%**
YoY Change (%)					-139.5%	-27.1%	-1	-134.7%		-79.4%	-1.2	

Exhibit 1: Valuation: We ascribe INR1,500 TP to Raymond Lifestyle

Mar-27	INRm
PAT	4,182
PE	22x
Equity	91,324
NOS	61
TP (INR/share)	**1,500**
CMP	1,010
Upside	**49%**

Segmental performance

- **Branded Textile:** Revenue at INR7.3b (5% beat) declined ~21% YoY on account of continued weakness in customer demand and a ransomware attack. EBITDA declined 75% YoY to INR0.5b (26% miss) as margin contracted sharply to 7% (vs. 21.8% YoY, 300bp miss) on account of operating deleverage.
- **Branded Apparel:** Revenue at INR3.9b (in line) declined 4% YoY as higher store addition (35 stores) was offset by a likely decline in SSSG as market conditions remained challenging amid muted consumer demand. EBITDA came in at a modest INR16m (vs. est. of INR307m) due to upfront retail investments and an unfavorable channel mix.
- **Garmenting:** Revenue at INR2.5b (5% beat) was stable YoY amid a cautious approach by customers ahead of US tariff announcements. However, the segment slipped into an operating loss, with a loss of INR72m (vs. ~INR300m profit in 4QFY24), hit by an adverse sales mix and higher manpower costs for new lines.
- **High Value Cotton Shirting (HVCS):** Revenue at INR1.85b (7% miss) declined ~11% YoY. EBITDA at INR611m, was boosted by a one-time subsidy of INR530m. Adjusted for this, EBITDA at INR81m declined 61% YoY.

Exhibit 2: Consol P&L (INR m)

Consol P&L (INR m)	4QFY24	3QFY25	4QFY25	YoY%	QoQ%	4QFY25E	v/s Est (%)
Total Revenue	**16,846**	**17,542**	**14,942**	**-11**	**-15**	**14,443**	**3**
Raw Material cost	9,041	10,090	8,698	-4	-14	8,175	6
Gross Profit	**7,805**	**7,453**	**6,243**	**-20**	**-16**	**6,268**	**0**
Gross margin (%)	**46.3%**	**42.5%**	**41.8%**	**-454.6**	**-69.9**	**43.4%**	**-161.4**
Employee Costs	2,383	2,437	2,249	-6	-8	2,447	-8
Other expenses	2,959	3,219	3,859	30	20	3,050	27
EBITDA	**2,462**	**1,797**	**135**	**-94**	**-92**	**772**	**-82**
EBITDA margin (%)	**14.6%**	**10.2%**	**0.9%**	**-1371.0**	**-933.6**	**5.3%**	**-443.5**
Depreciation and amortization	702	794	911	30	15	773	18
EBIT	1,760	1,003	-775	-144	-177	-2	49,937
EBIT margin (%)	0.1	5.7%	-5.2%	NM	NM	0.0%	-5.2
Finance Costs	473	544	534	13	-2	562	-5
Other income	430	413	856	99	107	405	111
Exceptional item	0	-4	-20	NM	NM	0	NM
Profit before Tax	**1,717**	**867**	**-473**	**-128**	**-155**	**-159**	**198**
Tax	423	226	-23	-106	-110	-40	-42
Tax rate (%)	24.6%	26.0%	4.9%	-79.9	-81.0	25%	-80.6
Profit after Tax	**1,294**	**642**	**-450**	**-135**	**-170**	**-118**	**281**
Adj Profit after Tax	**1,294**	**645**	**-430**	**-133**	**-167**		
Segment Revenue	**4QFY24**	**3QFY25**	**4QFY25**	**YoY%**	**QoQ%**	**4QFY25E**	**v/s Est (%)**
Branded Textile	9,199	8,563	7,274	-21%	-15%	6,947	5%
Branded Apparel	4,086	4,580	3,912	-4%	-15%	3,854	2%
Garmenting	2,495	3,088	2,480	-1%	-20%	2,353	5%
HVCS	2,129	2,010	1,847	-13%	-8%	1,985	-7%
Consolidated Revenue	**16,846**	**17,542**	**14,942**	**-11%**	**-15%**	**14,443**	**3%**
Elimination	**1,064**	**698**	**571**			**695**	
Segment EBITDA	**4QFY24**	**3QFY25**	**4QFY25**	**YoY%**	**QoQ%**	**4QFY25E**	**v/s Est (%)**
Branded Textile	2,010	1,538	509	-75%	-67%	692	-26%
Branded Apparel	552	438	16	-97%	-96%	307	-95%
Garmenting	299	240	-72	-124%	-130%	159	-145%
HVCS	241	207	81	-66%	-61%	122	-34%
Consolidated EBITDA	**2,462**	**1,797**	**135**	**-94%**	**-92%**	**772**	**-82%**
Elimination	639	626	399			508	

Exhibit 3: Our key estimate revisions

Consol	FY25	FY26E	FY27E
Revenue (INR m)			
Old	61,269	66,865	72,953
Actual/New	61,767	68,074	74,541
Change (%)	0.8%	1.8%	2.2%
Gross Profit (INR m)			
Old	26,652	29,922	33,194
Actual/New	26,627	30,157	33,544
Change (%)	-0.1%	0.8%	1.1%
Gross margin (%)			
Old	43.5	44.8	45.5
Actual/New	43.1	44.3	45.0
Change (%)	-0.4	-0.4	-0.5
EBITDA (INR m)			
Old	5,313	8,297	9,723
Actual/New	4,678	7,851	9,740
Change (%)	-12.0%	-5.4%	0.2%
EBITDA margin (%)			
Old	8.7	12.4	13.3
Actual/New	7.6	11.5	13.1
Change (%)	-110.0	-87.6	-26.0
PAT (INR m)			
Old	1,316	3,412	4,453
Actual/New	1,005	2,971	4,182
Change (%)	-23.7%	-12.9%	-6.1%

Highlights from the management commentary

CONFERENCE CALL

- **Demand environment:** Weak demand persisted throughout FY25 due to inflation and lower discretionary spending, but signs of recovery are emerging with improved secondary sales and 12-13% YoY growth in AW2025 bookings. EBOs and LFS saw better sales during March-May.
- **Guidance**: Raymond Lifestyle expects revenue growth of 10–15%+ in FY26, driven by demand recovery, dealer restocking, and easing inflation. Profitability is set to recover strongly as scale improves and store performance stabilizes. ***Steady-state margins are targeted at 20–22% for Branded Textiles and 14–15% for the overall business.***
- **Ransomware**: Raymond Lifestyle faced a ransomware attack in 4QFY25, disrupting operations for 25–26 days. This caused system outages, supply chain delays, and impacted production and sales, especially in the Branded Textile segment. The estimated sales loss was INR5b, of which ~INR2.5b was recovered within the quarter; the rest is expected to be recovered over the next 6–8 months. The EBITDA impact was INR700-800m.
- **Ethnix:**
  - Ethnix crossed INR1b in revenue in FY25 despite weak consumer demand and fewer weddings.
  - The company added 38 stores, taking the total to 152 stores, and targets to reach 300 stores in the next 3-4 years.
  - Ethnix stores opened over two years ago have underperformed initial expectations due to weak consumer demand and fewer weddings, achieving only 75-80% of initial estimates.
  - Break-even timelines have extended from the usual 24 months to 36–40 months, impacting profitability due to high fixed costs. But the company sees strong growth potential, backed by new launches and robust brand positioning.
  - The focus is shifting towards franchisee-led store expansion to optimize profitability, reducing the burden of rental and manpower costs.
- **Garmenting:**
  - Segment witnessed additions of over ~20 new clients in key markets like the US, UK, and Europe.
  - Profitability in 4Q was hurt by global uncertainties, price renegotiations, an adverse sales mix, and higher manpower training costs for new manufacturing lines.
  - UK FTA is expected to benefit the Garmenting segment by enhancing its cost competitiveness in the UK market. The UK currently accounts for 20-22% of the segment's revenue, and is anticipated to inch up to 30-40% over the next two years. The process might take 12-15 months for new customers to place large orders, but the UK-India FTA is expected to be very beneficial in the long run.

Key exhibits

Exhibit 4: Consolidated revenue declined 11% YoY

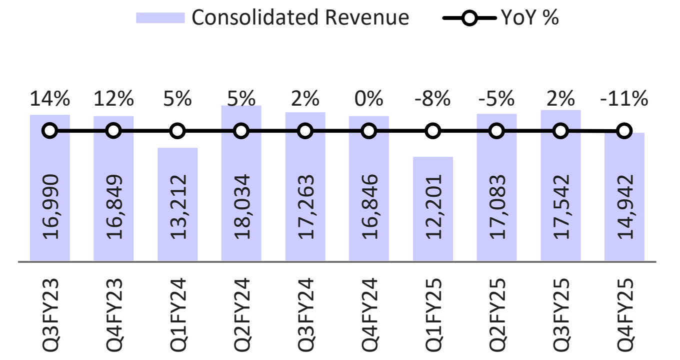


Exhibit 5: Consolidated EBITDA declined sharply

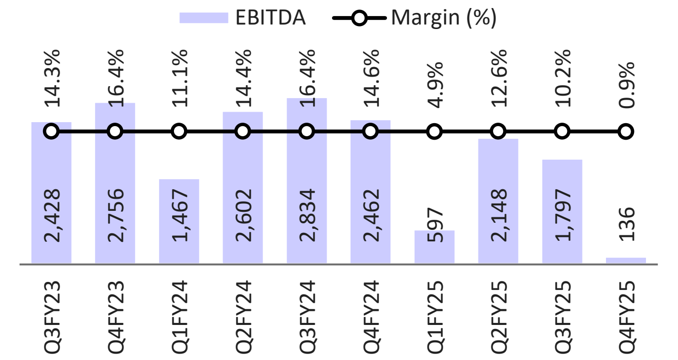


Exhibit 6: Branded Textile revenue declined 21% YoY, with margins at 7%

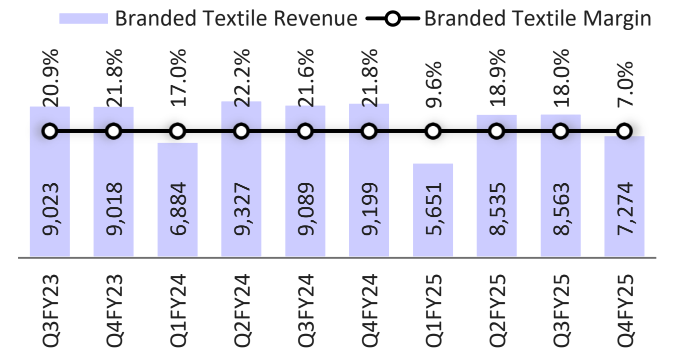


Exhibit 7: Branded Apparel revenue declined 4% YoY, with margins at 0.4%

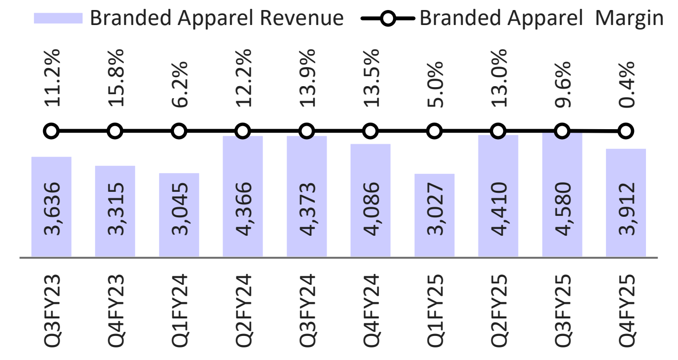


Exhibit 8: Garmenting revenue was flat YoY; margins turned negative

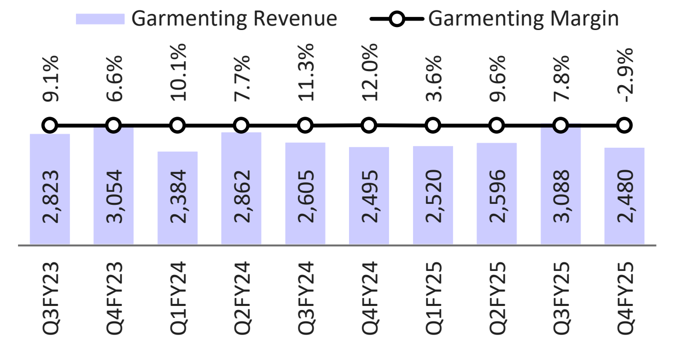


Exhibit 9: HVCS revenue declined 14% YoY; Adj margins declined to 4.4%

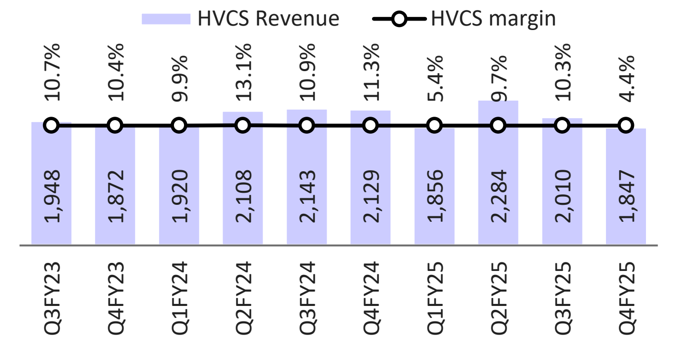
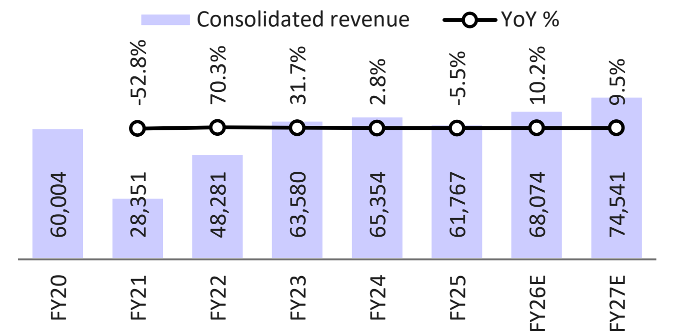
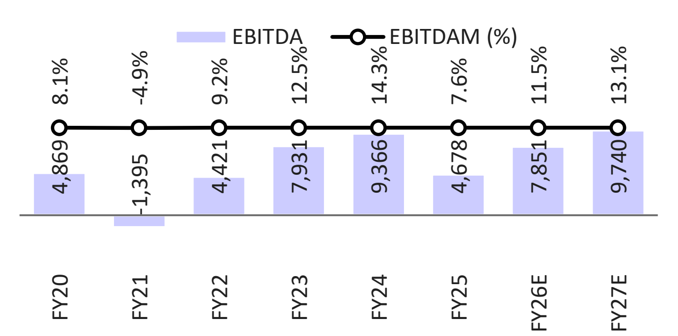


Exhibit 10: Consolidated revenue to record ~10% CAGR over FY25-27E (albeit on a lower base of FY25)



Source: Company, MOFSL

Exhibit 11: EBITDA margin to expand ~550bp over FY25-27 on a low base of FY25 (though still lower than FY24)



Source: Company, MOFSL

Financials and valuations

Consolidated - Income Statement				(INR m)
Y/E March	**FY24**	**FY25**	**FY26E**	**FY27E**
Revenue from Operations	**65,354**	**61,767**	**68,074**	**74,541**
Change (%)		*-5*	*10*	*10*
Raw Materials	29,259	27,749	30,429	33,171
Manufacturing & opex	6,902	7,391	7,488	7,827
Gross Profit	**29,193**	**26,627**	**30,157**	**33,544**
Margin (%)	44.7	43.1	44.3	45.0
Employee Costs	9,182	9,452	10,075	10,659
Other Expenses	10,646	12,498	12,231	13,144
EBITDA	**9,366**	**4,678**	**7,851**	**9,740**
Margin (%)	14.3	7.6	11.5	13.1
Depreciation	2,463	3,214	3,442	3,751
EBIT	**6,903**	**1,464**	**4,409**	**5,990**
Margin (%)	10.6	2.4	6.5	8.0
Finance costs	1,957	2,074	2,029	2,143
Other Income	1,544	1,832	1,591	1,743
Exceptional Items loss (gain)	-92	-623	0	0
PBT bef. EO Exp.	**6,398**	**600**	**3,971**	**5,589**
Total Tax	-1,603	-218	-999	-1,407
Tax Rate (%)	25.1	36.4	25.2	25.2
PAT	**4,795**	**382**	**2,971**	**4,182**
Adjusted PAT	**4,887**	**1,005**	**2,971**	**4,182**
Change (%)		*-79*	*196*	*41*

Consolidated - Balance Sheet				(INR m)
Y/E March	**FY24**	**FY25**	**FY26E**	**FY27E**
Equity Share Capital	122	122	122	122
Total Reserves	97,273	95,755	98,726	102,909
Net Worth	**97,394**	**95,877**	**98,848**	**103,030**
Total Loans	8,254	12,696	11,696	10,696
Lease Liability	7,135	10,188	13,054	16,107
Capital Employed	**1,12,783**	**118,761**	**123,597**	**129,833**
Fixed Assets	**75,461**	**78,854**	**80,604**	**82,409**
Total Investments	**9,000**	**9,658**	**9,658**	**9,658**
Curr. Assets, Loans&Adv.	**32,276**	**36,140**	**40,045**	**47,123**
Inventory	17,328	17,568	18,650	20,422
Account Receivables	9,248	9,172	10,258	10,211
Cash and Bank Balance	1,524	4,009	5,745	11,097
Loans and Advances	4,177	5,392	5,392	5,392
Curr. Liability & Prov.	**18,491**	**19,417**	**19,235**	**20,476**
Account Payables	12,593	13,237	13,055	14,296
Other Current Liabilities	5,100	5,371	5,371	5,371
Provisions	798	809	809	809
Net Current Assets	**13,786**	**16,723**	**20,810**	**26,647**
Deferred Tax assets	12,159	11,268	10,269	8,862
Other Assets	2,378	2,257	2,257	2,257
Appl. of Funds	**1,12,783**	**118,761**	**123,597**	**129,833**

E: MOSL Estimates

Financials and valuations

Ratios

Y/E March	FY24	FY25	FY26E	FY27E
Basic (INR)				
EPS	**80.2**	**16.5**	**48.8**	**68.7**
Cash EPS	120.7	69.3	105.3	130.3
BV/Share	1,599	1,574	1,623	1,692
Valuation (x)				
P/E	18.5	60.7	20.5	14.6
Cash P/E	12.3	14.5	9.5	7.7
P/BV	0.9	0.6	0.6	0.6
EV/Sales	1.5	1.1	1.0	0.9
EV/EBITDA	10.2	14.1	8.4	6.8
FCF per share	-21.0	-22.9	71.1	75.7
Return Ratios (%)				
--Adjusted to revaluation, goodwill and cash				
Adj RoE	10.9	2.3	6.6	8.7
Adj RoCE	15.1	5.6	9.4	11.1
Adj RoIC	20.8	4.3	11.5	15.0
--Pre Ind-AS ratios				
Adj RoCE	22.0	6.0	12.3	14.9
Adj RoIC	25.0	2.0	13.4	20.3
Working Capital Ratios				
Fixed Asset Turnover (x)	0.9	0.8	0.8	0.9
Asset Turnover (x)	0.6	0.5	0.6	0.6
Inventory (Days)	97	104	100	100
Debtor (Days)	52	54	55	50
Creditor (Days)	70	78	70	70
WC (Days)	78	80	85	80
Leverage Ratio (x)				
Current Ratio	1.7	1.9	2.1	2.3
Interest Cover Ratio	3.5	0.7	2.2	2.8
Net Debt/EBITDA	0.5	2.0	1.2	0.6
Net Debt/Equity	0.0	0.1	0.1	0.1

Consolidated - Cash Flow Statement (INR m)

Y/E March	FY24	FY25	FY26E	FY27E
OP/(Loss) before Tax	3,316	600	3,971	5,589
Depreciation	2,478	3,232	3,442	3,751
Interest & Finance Charges	1,957	2,074	2,029	2,143
Others	2,102	-611	1,591	-1,743
Direct Taxes Paid	-1,768	568	-999	-1,407
(Inc)/Dec in WC	-5,041	-1,819	-1,351	922
CF from Operating	**3,044**	**4,043**	**8,683**	**9,255**
(Inc)/Dec in FA	-1,352	-2,160	-1,000	-1,000
Free Cash Flow	**1,692**	**1,883**	**7,683**	**8,255**
(Pur)/Sale of Investments	-8,812	-1,249	0	0
Others	20,543	603	-1,591	1,743
CF from Investments	**10,379**	**-2,806**	**-2,591**	**743**
Inc/(Dec) in Debt	-11,054	4,459	-1,000	-1,000
Inc/(Dec) in Lease	-1,365	-1,931	-2,187	-2,576
Interest Paid	-1,607	-1,343	-1,170	-1,070
CF from Fin. Activity	**-14,026**	**585**	**-4,356**	**-4,645**
Inc/Dec of Cash	**-604**	**1,822**	**1,736**	**5,353**
Opening Balance	1,424	824	2,646	4,381
Other bank balance	704	1,363	1,363	1,363
Closing Balance	**1,524**	**4,009**	**5,745**	**11,097**

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

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

Disclosures

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

Motilal Oswal Financial Services Ltd. (MOFSL) is a SEBI Registered Research Analyst having registration no. INH000000412. MOFSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Depository participant services & distribution of various financial products. MOFSL is a listed public company, the details in respect of which are available on www.motilaloswal.com. MOFSL (erstwhile Motilal Oswal Securities Limited - MOSL) is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Limited (BSE), Multi Commodity Exchange of India Limited (MCX) and National Commodity & Derivatives Exchange Limited (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) National Securities Depository Limited (NSDL),NERL, COMRIS and CCRL and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products and Insurance Regulatory & Development Authority of India (IRDA) as Corporate Agent for insurance products. Details of associate entities of Motilal Oswal Financial Services Limited are available on the website at http://onlinereports.motilaloswal.com/Dormant/documents/List%20of%20Associate%20companies.pdf

MOFSL and its associate company(ies), their directors and Research Analyst and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.

MOFSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOFSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions. Details of pending Enquiry Proceedings of Motilal Oswal Financial Services Limited are available on the website at https://galaxy.motilaloswal.com/ResearchAnalyst/PublishViewLitigation.aspx

A graph of daily closing prices of securities is available at www.nseindia.com, www.bseindia.com. Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOFSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOFSL research activity and therefore it can have an independent view with regards to Subject Company for which Research Team have expressed their views.

Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL & its group companies to registration or licensing requirements within such jurisdictions.

For Hong Kong:

This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg. No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

For U.S.

Motilal Oswal Financial Services Limited (MOFSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the"1934 act") and under applicable state laws in the United States. In addition MOFSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOFSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOFSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

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

For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets (Singapore) Pte. Ltd. ("MOCMSPL") (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

.

Specific Disclosures

1. Research Analyst and/or his/her relatives do not have a financial interest in the subject company(ies), as they do not have equity holdings in the subject company(ies).
   MOFSL has financial interest in the subject company(ies) at the end of the week immediately preceding the date of publication of the Research Report: Yes.
   Nature of Financial interest is holding equity shares or derivatives of the subject company
2. Research Analyst and/or his/her relatives do not have actual/beneficial ownership of 1% or more securities in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report.
   MOFSL has actual/beneficial ownership of 1% or more securities of the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report:No
3. Research Analyst and/or his/her relatives have not received compensation/other benefits from the subject company(ies) in the past 12 months.
   MOFSL may have received compensation from the subject company(ies) in the past 12 months.
4. Research Analyst and/or his/her relatives do not have material conflict of interest in the subject company at the time of publication of research report.
   MOFSL does not have material conflict of interest in the subject company at the time of publication of research report.
5. Research Analyst has not served as an officer, director or employee of subject company(ies).

6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. MOFSL has not received compensation for investment banking /merchant banking/brokerage services from the subject company(ies) in the past 12 months.
8. MOFSL may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months.
9. MOFSL may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.
10. MOFSL has not engaged in market making activity for the subject company.

****

The associates of MOFSL may have:
financial interest in the subject company
actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
received compensation/other benefits from the subject company in the past 12 months
any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
Served subject company as its clients during twelve months preceding the date of distribution of the research report.
The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report
Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

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

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

Disclaimer:
The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.
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.