17 July 2023

Company Update | Sector: Packaging

EPL

BSE SENSEX	S&P CNX
66,590	19,711

Bloomberg	EPLL IN
Equity Shares (m)	316
M.Cap.(INRb)/(USDb)	69.9 / 0.9
52-Week Range (INR)	227 / 147
1, 6, 12 Rel. Per (%)	3/24/-2
12M Avg Val (INR M)	158
Free float (%)	48.5

Financials Snapshot (INR b)

Y/E MARCH	2023	2024E	2025E
Sales	36.9	42.3	46.3
EBITDA	5.8	7.8	9.1
Adj. PAT	2.3	3.0	4.0
EBITDA margin (%)	15.6	18.5	19.7
Cons. Adj. EPS (INR)	7.2	9.5	12.7
EPS Gr. (%)	6.3	31.9	33.5
BV/Sh. (INR)	62.9	67.5	75.2
Ratios			
Net D:E	0.3	0.2	0.0
RoE (%)	11.9	14.6	17.8
RoCE (%)	11.2	12.9	15.9
Payout (%)	59.9	52.6	39.4
Valuations			
P/E (x)	30.5	23.1	17.3
EV/EBITDA (x)	12.9	9.3	7.7
Div. Yield (%)	2.0	2.3	2.3
FCF Yield (%)	3.1	4.9	6.6

CMP: INR220 TP: INR270 (+23%) Buy

Poised for growth amid broad-based recovery

EPLL's operating performance in the recent quarters (till 2QFY23) have been muted, due to a combination of sluggish demand and rising costs owing to inflation. However, since 3QFY23, the company's operating performance improved, led by demand revival and softening of raw material and energy prices. Going ahead, we expect EPLL to register earnings growth, further aided by incremental revenue from Brazil.

- **EPLL has tapped into the Brazilian market (accounting for ~8.3% of its global market of ~USD6.2b) by strategically building facilities in close proximity to key demand areas in the region to gain competitive edge. We expect Revenue/EBITDA of ~INR1.35b/INR0.3b from the region in FY25.**
- **EPLL's sustainable tubes are gaining market prominence, driven by robust demand. This is evident from a significant volume growth of ~2.5x YoY in FY23. The company expects this upward trend to continue, with volumes projected to double in FY24. Sales contribution from innovations stood at 12% in FY23.**
- **Margins across geographies are expected to improve going ahead, on the back of demand revival in EAP/Europe, easing of raw material and energy prices, and price hikes implemented by the company.**
- **We reiterate our BUY rating on EPLL with a TP of INR270, valuing the stock at 21x FY25E EPS. (i.e., ~11% discount to the last five years average of ~24x).**

Brazil - The next big growth opportunity

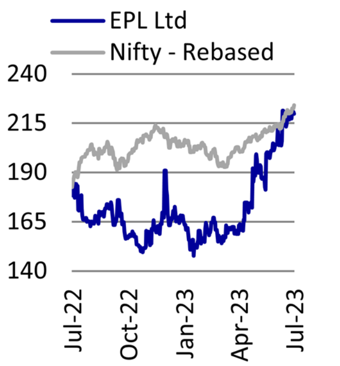
- The Global tube packaging market was valued at ~USD6.2b in CY23 and is likely to reach ~USD8.8b by CY28, registering a CAGR of ~7.3% over the period. (Source: Mordor Intelligence). Further, the emerging market such as Brazil is expected to witness a faster growth rate.
- In terms of volume, out of the total ~42b global tubes market, Brazil accounts for ~3.5b tubes (i.e., 8.3% of the total global market), representing an opportunity size of ~USD0.5b.
- Currently, Amcor, Berry global, WestRock are some of the key players in the Brazilin market.
- Amcor, in its previous year results (YE Jun'22), has attributed its volume growth in Latin America to its strong presence in the Brazilian market, reflecting the strong traction in the region.
- EPL has recently commercialized its Brazil plant (with project investment of ~USD20m) in 4QFY23 and expects to ramp it up over FY24.
- It is strategically entering the market and is building its facilities in nearby demand areas (which is not the case with existing top players in the market). This is likely to help EPLL gain a competitive edge over its peers and narrow the gap with the industry leaders.
- EPL is currently witnessing significant interest from both MNCs and local customers in Brazil. However, it plans to prioritize the supply to its anchor customer initially before considering the potential expansion of customer base.

Sumant Kumar - Research Analyst (Sumant.Kumar@motilaloswal.com)
Research Analyst: **Meet Jain** (Meet.Jain@motilaloswal.com) | **Omkar Mangesh Shintre** (omkar.shintre@motilaloswal.com)

Shareholding pattern (%)

As On	Mar-23	Dec-22	Mar-22
Promoter	51.5	51.5	51.9
DII	16.3	15.9	13.9
FII	12.0	12.1	14.6
Others	20.1	20.4	19.6

Stock Performance (1-year)



- We expect this facility to generate Revenue/EBITDA of ~INR1.35b/INR0.3b in FY25. Furthermore, there is significant potential for growth through increased utilization of the facility and considering additional capex in the region.

Driving the growth path…. sustainably

- EPL has adopted a two-pronged approach for earnings growth in FY24; wherein it will focus on: i) delivering double-digit revenue growth on account of broad-based growth, accelerated by recovery in EAP, on the back of revival in China and ramp-up of volumes from Brazil, ii) recovery in margins, driven by price hike, improvement in product mix, cost optimization, and efficient capital allocation.
- However, challenges such as volatility in raw material prices, increase in minimum wage rate across the globe, high interest rates and unstable forex remain key monitorable.
- In the longer run, we expect EPL's sustainable tubes (Platina) to be a significant game changer for the company. These tubes not only position EPL as a strong player on the ESG front, but also provide a competitive advantage over its peers.
- EPL through its strong R&D, has been able to deliver sustainable tubes without compromising on its quality (a critical area where many competitor products have failed). EPL's R&D is focused on tubes with less plastic content (thinner tubes) and better barrier properties.
- The sale of sustainable tubes grew 2.5x YoY in FY23, with these tubes accounting for ~10% of the total tubes delivered during the year. EPLL is again targeting to double the volumes of sustainable tubes in FY24, taking the share of this product to more than 20%.
- With all major customers of EPLL committing to a circular economy and targeting shorter timelines for transition, the company's market leadership within the recyclable tubes is likely to drive market share gains as and when customers rush to achieve its goal of complete recyclability.
- Also, EPL's emphasis on higher share of sustainable tubes, along with its focus on premium products and anticipated growth in the personal care segment, is likely to inch up the company's margin profile in the mid to long term.

Improving macros indicate broad-based growth across geographies

- Over FY20-23, EPLL witnessed muted growth in operating profit (~1% CAGR) as EBITDA margins decline by 450bp to 15.6%. This was largely attributable to a gross margin decline of ~340bp over the period as raw material prices increased ~88-95% over the pre-covid levels to its peak in Mar'22. (Refer exhibit 17 & 18)
  - However, we anticipate the margins to expand by 410bps over FY23-25, on the back of easing of raw material prices (already down ~37% from its peak), lower energy cost, and favorable demand scenario, resulting in a 26% CAGR in operating profits over the period.
- **EAP** (accounts for ~22%/27% of total Revenue/EBITDA in FY23) witnessed revenue CAGR of ~10.9% over FY20-23. While FY23 was an exceptional year (with a revenue decline of 1% YoY) due to Covid-related restriction in China, the strong rebound in Chinese economy is expected to revive the demand (Revenue CAGR of ~11% over FY23-25E).

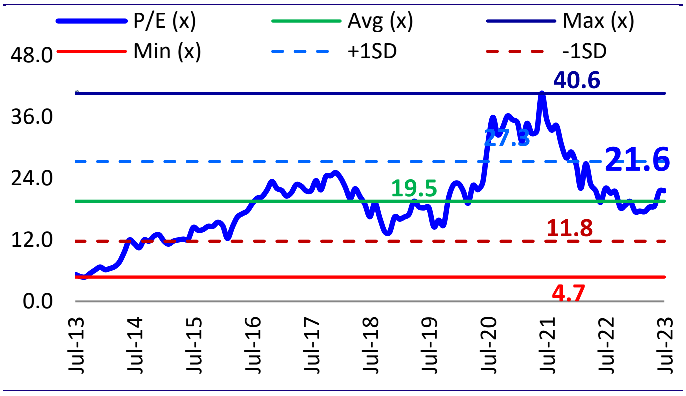
- The EBITDA margins have dropped by ~240bp over FY20-23 to 20.6%, on the back of high commodity inflation and higher freight cost. We expect margins to recover back to pre-covid levels of ~23% by FY25.

- **Europe** (~21%/12% of total Revenue/EBITDA) witnessed ~7.6% revenue CAGR over FY20-23 as demand was subdued due to the Covid-19 pandemic, the Russia-Ukraine conflict, and significant inflation. However, with the anticipated recovery in the non-oral care segment, demand is expected to improve in Europe. We expect revenues to witness ~10% CAGR over FY23-25.
  - The EBITDA margins are still under pressure (~9.2% in FY23 vs. 13% in FY20) on the back of elevated energy prices and hike in the minimum wage rate. Margins are likely to recover as EPLL has taken successful rate hikes in the last few quarters. We expect margins to expand 280bp over FY23-25.
- **America (Ex-Brazil)** (~22%/16% of total Revenue/EBITDA) has registered ~12.3% CAGR over FY20-23 and is likely to sustain the growth momentum (CAGR of ~9% over FY23-25E) as EPL is witnessing robust demand with market share gains in the region. However, the elevated inflation is likely to be a key monitorable.
  - The operating profitability was under severe pressure (EBITDA margins dropped ~840bp over FY20-23 to ~11.9%) on the back of elevated energy cost and tight labor market conditions. Considering the stability in the cost coupled with price hikes taken by the company, we expect margins to recover going ahead (expansion of ~530bp over FY23-25).
- **AMESA (**~35%/44% of total Revenue/EBITDA) has witnessed revenue/EBITDA CAGR of ~13.5%/10.8% over FY20-23 despite volatility in foreign exchange as the devaluation of the Egyptian Pound was adversely impacting the region.
  - Going ahead, the growth momentum is likely to sustain (CAGR of ~9% over FY23-25) on the back of strong traction from Egypt and India, while EBITDA margin is expected to expand by ~240bp over the period.

Valuation and View

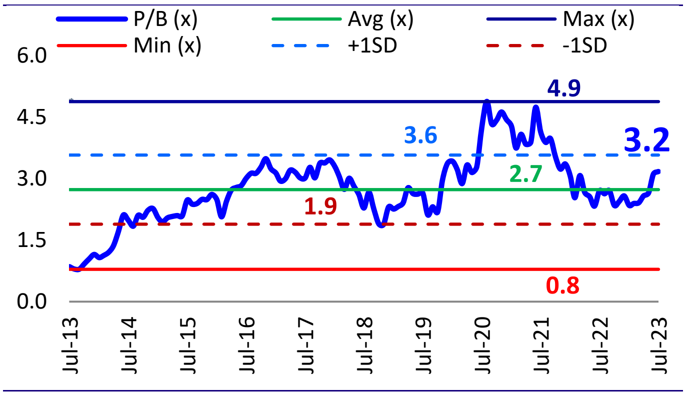
- We expect margins to recover, driven by demand revival from EAP/Europe, softening raw material prices, and price hikes taken by the company across geographies over the past few quarters.
- EPLL's earnings momentum is expected to further improve, driven by: 1) strong focus on sustainable tubes, leading to competitive advantage and market share gains 2) incremental contribution from the Brazil facility 3) a growing revenue contribution from the B&C and Pharma segments, 4) a gradual shift to laminated tubes from aluminum tubes and rigid packaging, 5) customer additions across geographies, coupled with greater cross-selling opportunities.
- We expect a revenue/EBITDA/PAT CAGR of 12%/26%/33% over FY23-25 and value the stock at 21x FY25E EPS to arrive at a TP of INR270. We retain our BUY rating on the stock.

Exhibit 1: P/E Band



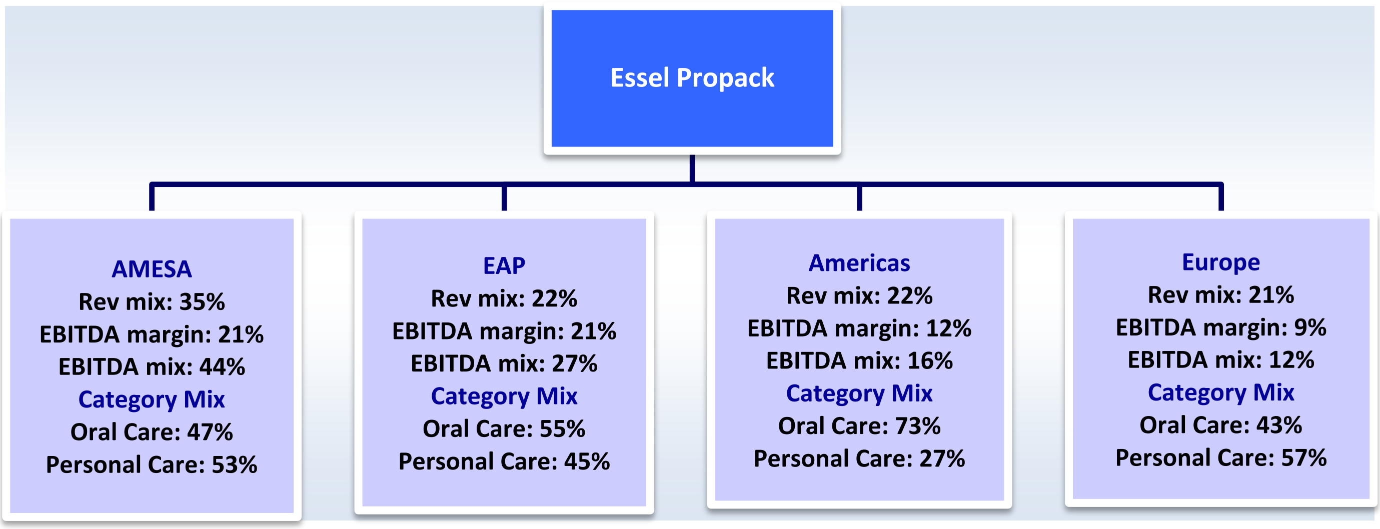
Source: MOFSL, Company

Exhibit 2: P/B Band



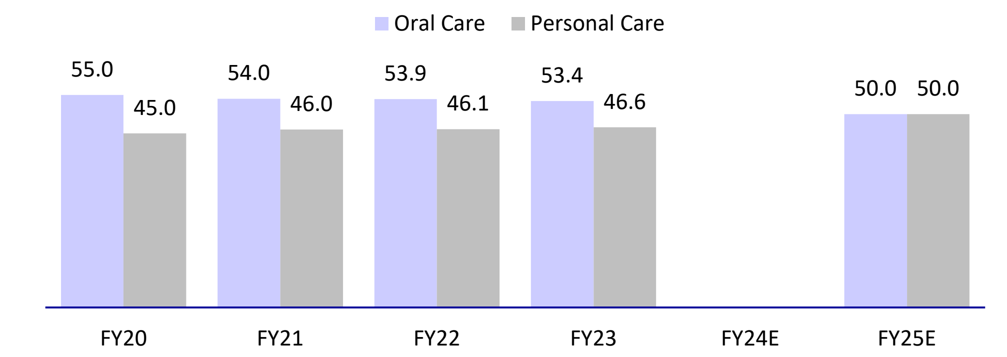
Source: MOFSL, Company

Exhibit 3: EPLL Geographical Mix (as on FY23)



Source: Company, MOFSL

Exhibit 4: EPLL Category-wise Mix (%)



Source: MOFSL, Company

Improving macros indicating broad-based growth across geographies

East Asia Pacific (EAP)

- EPLL operates in the region through its five facilities in China and one in the Philippines. The region accounts for ~22%/27% of the total consolidated sales/EBITDA of the company in FY23.
- EAP witnessed a revenue CAGR of ~10.9% over FY20-23. Oral Care/Personal Care segment registered a CAGR of 5.6%/22.5% over the period.
- While FY20 was adversely impacted by the onset of the pandemic, the region witnessed strong growth in revenue in FY21 (up 26% YoY) on the back of sharp V-shaped economic recovery in China, coupled with driving innovations and penetration into new categories.
- However, the growth in the region moderated over FY22 and further declined, resulting in a revenue decline of 1% YoY in FY23. This decline can be attributed to the significant impact of Covid-related restrictions in the country.
- Going ahead, we expect the strong rebound in the Chinese economy to revive the demand in the region (CAGR of ~11% over FY23-25).
- The EBITDA CAGR over FY20-23 was much lower at ~6.8%, as the margins dropped by ~240bp over the period, on the back of high commodity inflation and higher freight cost. We expect margins to recover back to pre-covid levels of ~23% by FY25.
- Over the past three years, the capital employed for the region has witnessed 6% CAGR. The ROCE has improved to ~21.4% in FY23 (up 100 bps over FY20) as operating profitability compounded at a slightly higher rate than the investments.

Exhibit 5: EAP Revenue expected to witness 11% CAGR over FY23-25

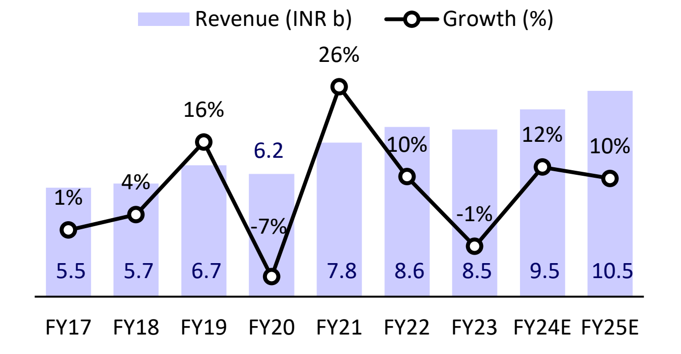


Exhibit 6: EAP EBITDA expected to witness 18% CAGR over FY23-25

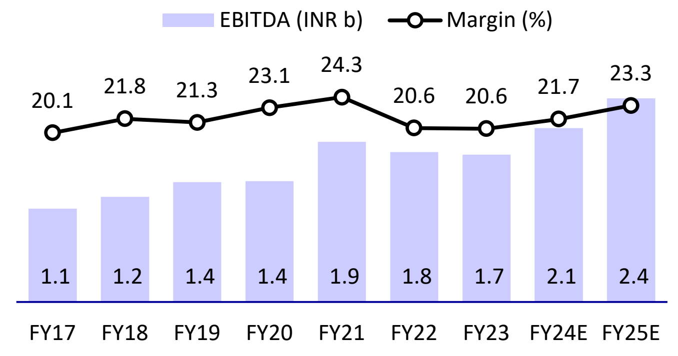
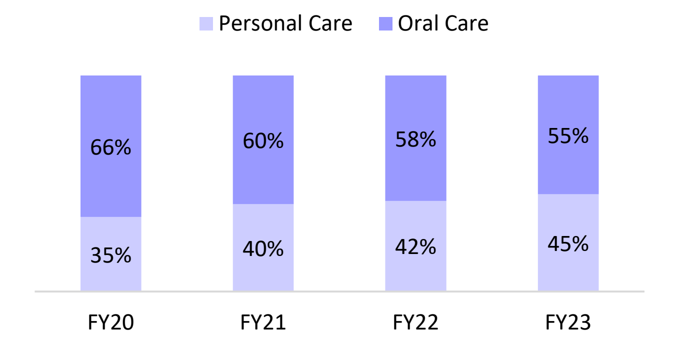
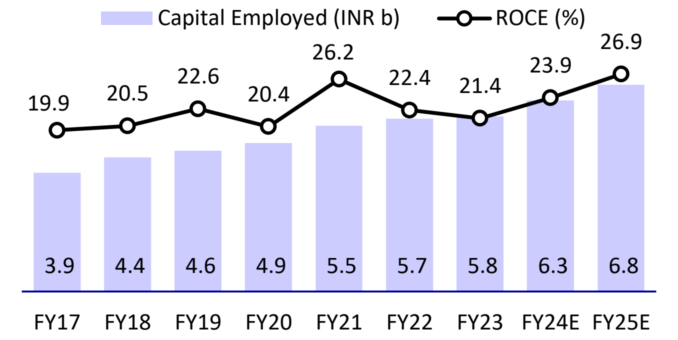


Exhibit 7: EAP category-wise revenue mix

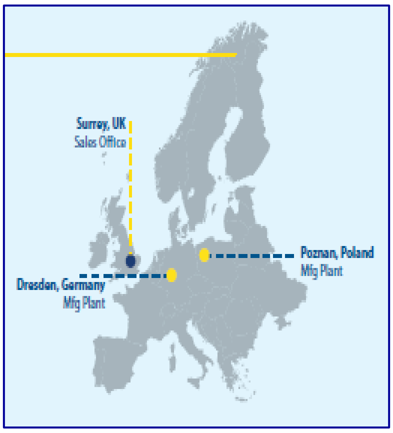


Source: MOFSL, Company

Exhibit 8: EAP ROCE Trend



Source: MOFSL, Company



Europe

- Within Europe, EPLL has manufacturing units in Poland and Germany. The region accounts for ~21%/12% of the total consolidated sales/EBITDA of the company in FY23.
- Europe witnessed ~7.6% revenue CAGR over FY20-23. Oral Care/Personal Care segment registered a CAGR of 11.2%/2.7% over the period.
- The revenue from the region grew strongly (up 13% YoY) in FY21, as the company pro-actively launched hand sanitizer tubes for several brands.
- However, the demand was subdued in FY22 due to Covid-related challenges, especially adversely impacting the revenue from the Beauty and Cosmetics segment. The revenue for FY23 grew ~13% YoY, on the back of price hikes and improvement in product mix.
- Going ahead, we anticipate an improvement in demand for EPLL's products in the European market as the Covid-led restrictions have come to an end. This is expected to drive a recovery in the non-oral care segment, leading to an increase in demand. We expect EPLL's revenues to witness a CAGR of ~10% over FY23-25.
- The EBITDA margins are still under pressure (~9.2% in FY23 vs. 13% in FY20) on the back of elevated energy prices and hike in the minimum wage rate. Margins are likely to recover as EPLL has taken successful rate hikes in the last few quarters.
  We expect margins to expand by 280bp over FY23-25.
- Over FY20-23, the capital employed for the region has witnessed a CAGR of 1% (lowest among all the regions). The ROCE has declined to 4.1% in FY23 from 7.8% in FY20, on the back of a decline in the operating margin of the business.
- However, the return ratios are likely to improve on the back of stable growth rate and corresponding recovery in margins.

Exhibit 9: Europe revenue expected to witness a 10% CAGR over FY23-25

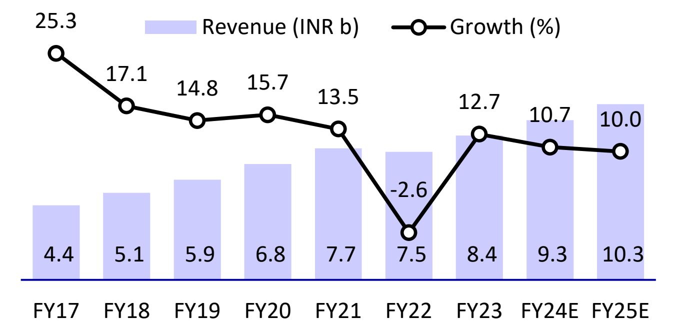


Exhibit 10: Europe EBITDA expected to witness a 26% CAGR over FY23-25

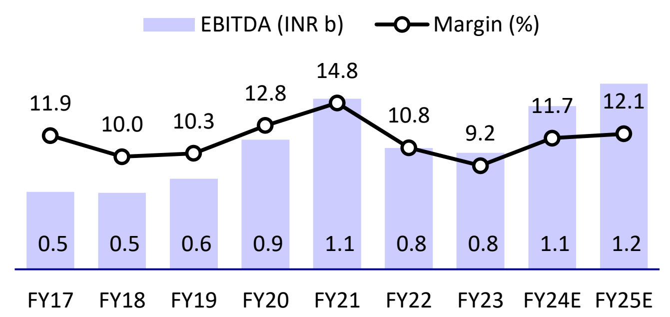
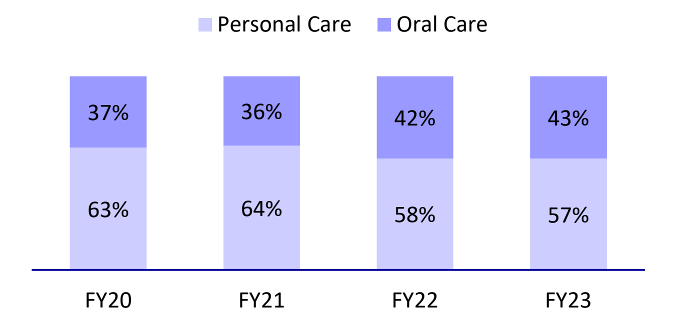
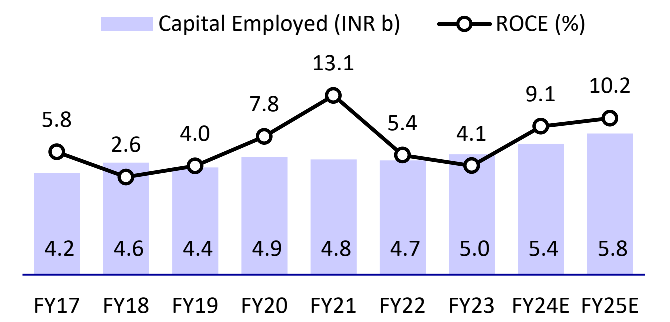


Exhibit 11: Europe category-wise revenue mix



Source: MOFSL, Company

Exhibit 12: Europe ROCE Trend



Source: MOFSL, Company

America (Ex-Brazil)

- EPLL has a strong market presence in both North and South America through its manufacturing facilities in the US, Mexico, and Colombia. The region accounts for ~22%/16% of total sales/EBITDA in FY23.
- America witnessed a revenue CAGR of ~12.3% over FY20-23. Oral Care/Personal Care segment registered a CAGR of 11.6%/13.9% over the period.
- FY23 witnessed robust growth of 19% YoY, which was backed by strong demand and ramp up of new contract in Latin America.
- We expect the revenue growth rate in the region to sustain over the next couple of years (CAGR of ~9% over FY23-25E) as EPL is witnessing robust demand with market share gains in the region.
- The operating profitability in the region was adversely impacted by high inflation, higher wage cost, and elevated energy prices. Accordingly, absolute EBITDA declined to ~INR1b in FY23 from ~INR1.3b in FY20 as the margins almost halved to 11.9% in FY23 from the peak of 20.3% in FY20.
- Going ahead, we expect that the stability in input costs, coupled with price hikes taken by the company, would contribute to strong recovery in margins for the European region (expansion of ~530bp over FY23-25).
- Over FY20-23, the capital employed for the region has witnessed a CAGR of 19%. However, the ROCE for the region has declined sharply to 4.8% in FY23 from 19.1% in FY20, on the back of corresponding significant decline in margins.
- However, the returns are expected to come back strongly, on the back of stable revenue growth and a rebound in EBITDA margins.

Exhibit 13: America revenue expected to witness a CAGR of 9% over FY23-25

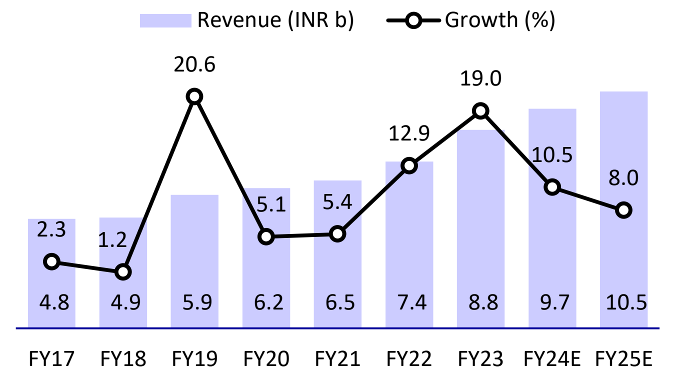


Exhibit 14: America EBITDA expected to witness 31% CAGR over FY23-25E

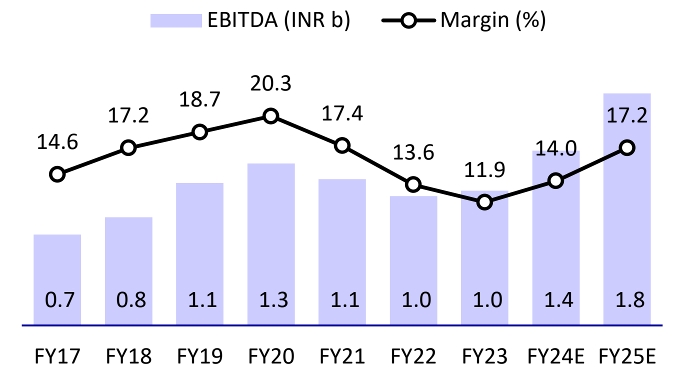
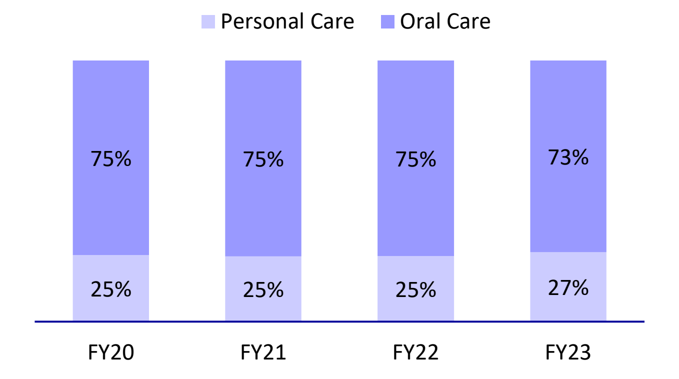
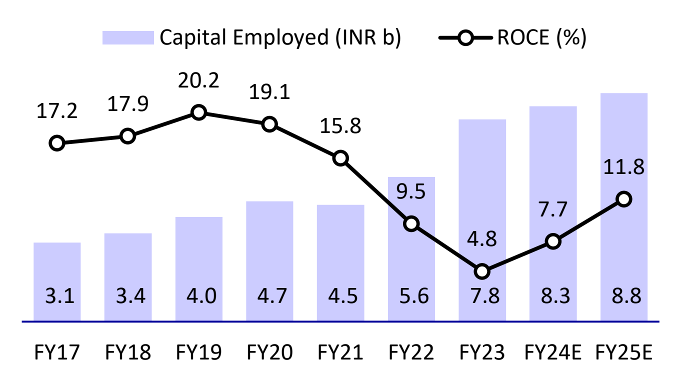


Exhibit 15: America category-wise revenue mix



Source: MOFSL, Company

Exhibit 16: America ROCE Trend



Source: MOFSL, Company

Africa, Middle East and South Asia (AMESA)

- EPLL serves this region through its eight manufacturing units located across India, and one in Egypt. This region accounts for ~35%/44% of the total consolidated sales/EBITDA of the company in FY23.
- AMESA has witnessed a revenue CAGR of ~13.5% over FY20-23 (with Oral/ Personal care segment witnessing ~10.3/14.7% CAGR). The region has registered an EBITDA CAGR of ~10.8% over the same period.
- The company has entered new segments, acquired new pharma customers, and kept a tight leash on costs during the period. It acquired Creative StyloPack (a company with strong presence in Beauty and Cosmetics category) in FY21.
- Going ahead, the revenue growth momentum is likely to sustain (est. CAGR of ~9% over FY23-25) on the back of strong traction from India as well as Egypt while the EBITDA margin is expected to expand by ~240bp over the period.
- Over FY20-23, the capital employed for the region has witnessed a 3% CAGR, while the ROCE for the region has increased to 17.9% in FY23 from 14.4% in FY20.
- The strong trajectory of revenue growth over the period (~13.5% CAGR – the highest among all geographies) with minimal impact on margins (EBITDA margins dropped by ~150bps over FY20-23; lowest among all geographies) led to significant improvement in return ratios.
- Considering the strong growth expectation in the operating profitability of the region (~16% CAGR over FY23-25E), we expect the upward trend of the return ratios to continue over the next couple of years.

Exhibit 17: AMESA revenue expected to witness a 9% CAGR over FY23-25

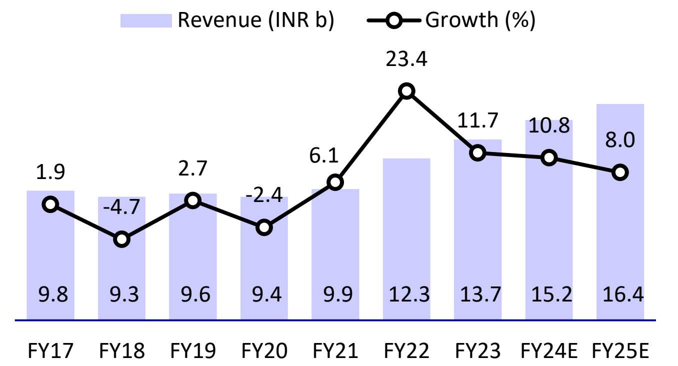


Exhibit 18: AMESA EBITDA expected to witness a 16% CAGR over FY23-25

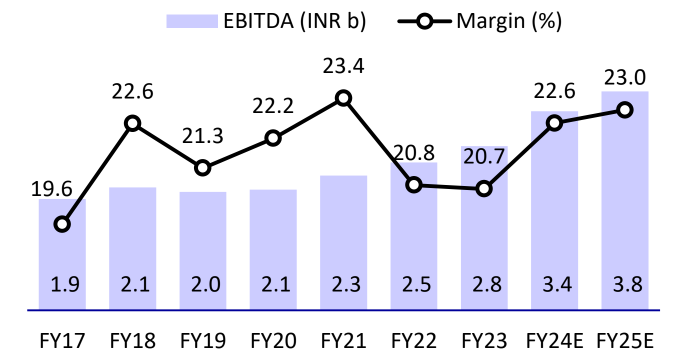
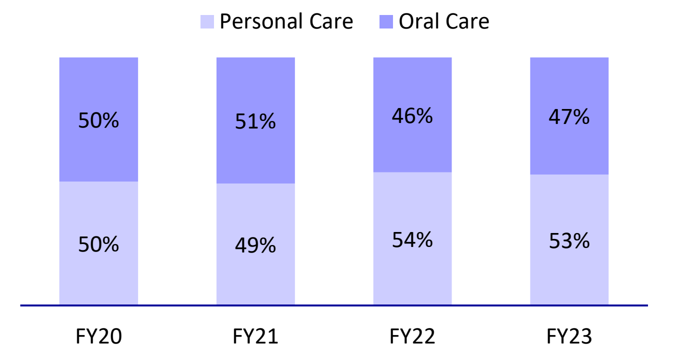
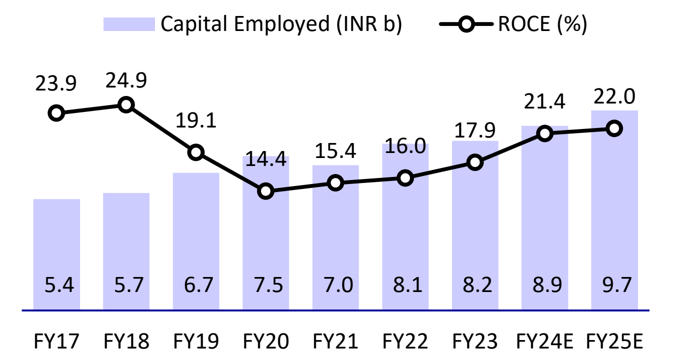


Exhibit 19: AMESA category-wise revenue mix



Source: MOFSL, Company

Exhibit 20: AMESA ROCE Trend

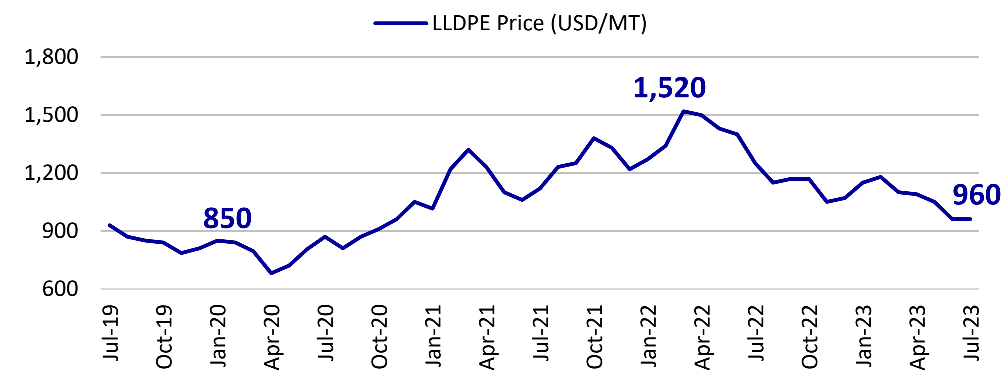


Source: MOFSL, Company

Easing Raw material prices to aid margin recovery

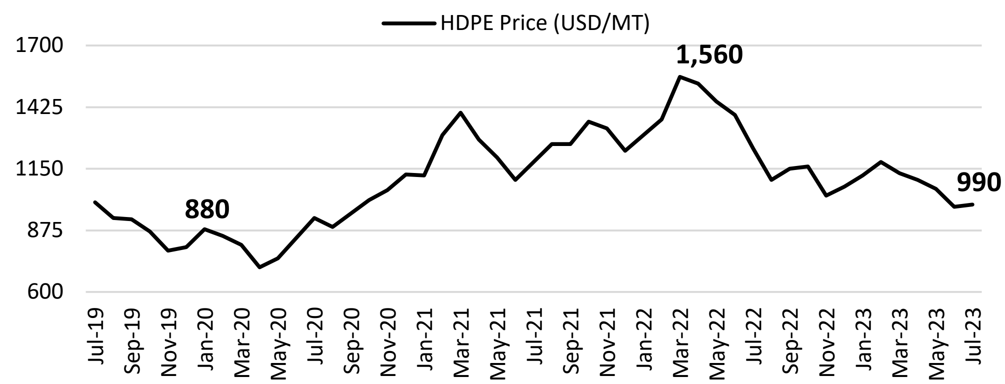
- LLDPE and HDPE Polymers are the key raw materials for the company. However, the prices of the same have been volatile since the onset of the pandemic. Over FY20-23, the gross margins of the company have fallen by ~340bps on the back of rising raw material prices.
- **LLDPE Prices** were ~USD810/MT in Dec'19 (Pre-covid period), which shot up to USD1520/MT by Mar'22 (up 88% from pre-covid levels). However, it has cooled down thereafter to ~USD960/MT (down by 37% from the peak) Jul'23 (still ~19% above pre-covid levels).
  - The average price of LLDPE for FY24 YTD is ~USD1,015/MT, down 17%/19% from the average price of FY23/FY22 of USD1218/USD1254 per MT.
- Similarly, **HDPE prices** has shot up to USD1560/MT (up 95% from pre-covid levels of ~USD880/MT in Dec'19) before declining ~37% to USD990/MT in Jul'23 (~24% above pre-covid levels)
  - The average price of HDPE prices for FY24 YTD is ~US1,030/MT, down 15%/20% from the average price of FY23/FY22 of USD1213/USD1286 per MT.
- Going ahead, we anticipate the Gross margins to expand 230bp over FY23-25, while EBITDA margins are likely to expand 450bp over the same period, on the back of easing of raw material prices (already down ~37% from its peak), lower energy costs, and favorable demand scenario, resulting in a CAGR of 26% in operating profits over the period.

Exhibit 21: LLDPE Prices declined 37% from the peak of USD1520/MT in Mar'22



Source: MOFSL, Company

Exhibit 22: HDPE Prices declined 37% from the peak of USD1560/MT in Mar'22

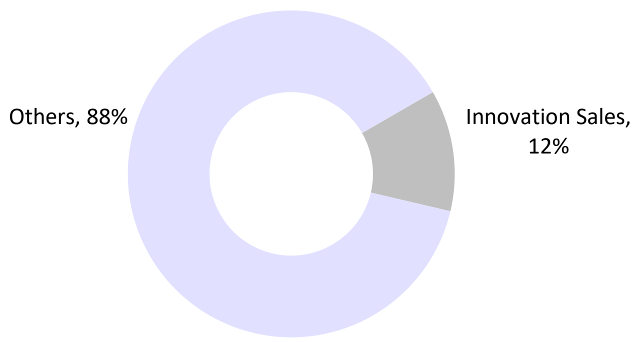


Source: MOFSL, Company

Building up MOAT through Innovation

- Innovation has been a key driver of the growth for EPLL with innovation sales accounting for ~12% of total revenues in FY23. The company has a portfolio of 89 active granted patents with 65 fillings pending grants.
- At EPLL, innovation is driven by three key factors – technology advancements, market demand, and the commitment to manufacturing eco-friendly products. The company actively collaborates with its customers to generate ground-breaking ideas and translate them into reality.
- Currently, EPLL is focused on enhancing the functionality for its tubes by introducing new and improved features. These include attributes such as soft touch, UV barrier properties, authentic and holographic technologies.
- The company's deep knowledge of polymer science and the polymer conversion process enables differentiation and helps it collaborate with resin suppliers and machinery manufacturers in getting custom-designed products for the customers.
- Accordingly, EPLL's structured Innovation development process ensures a healthy innovation pipeline and fuels the sales and profitability of the company.

Exhibit 23: Innovation sales accounted for ~12% of revenues in FY23



Sustainability continues to remain at the core of innovation

- In FY23, EPLL has filed for 31 new global patent related to sustainability. EPLL lays strong emphasis on leveraging innovation and technology to manufacture sustainable products that fall under all the 3Rs of sustainability - Reduce, Recycle, and Reuse
- **Reduce:** In line with the customers' commitment on plastic usage reduction, EPLL has developed thinner gauge tube sleeves without compromising on the flavor retention properties of the tube. It has also developed various dispenser and applicator options that facilitate down-gauging and weight reduction of tubes. These innovations are instrumental in reducing the carbon footprint associated with packaging.
- **Recycle:** EPLL has developed highly transparent tubes that can be recycled in HDPE code 2 recycle streams. EPLL's commitment to sustainability and recyclability has been recognized by the Association of Plastic Recyclers – USA (APR).
- **Reuse:** EPLL has developed laminated tubes with up to 50% Post-Consumer Recycled (PCR) resin content, creating an avenue for using the recycled resins and also reducing the demand for fresh virgin plastic.

Printing its way toward value addition

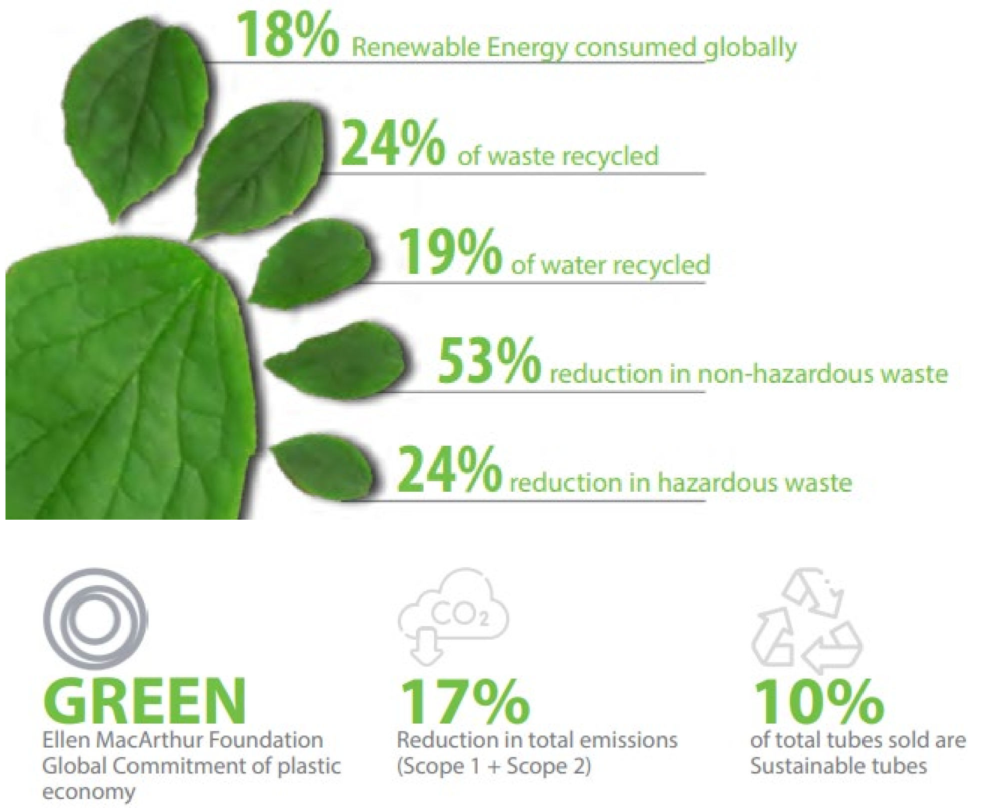
- EPLL is strategically focusing on acquiring and upgrading the latest technology within the printing process to cater to the evolving needs of its customers. This will not only enhance the capacity, but will also help the company acquire more high-value customers in the market, adding to bottom line growth as a result of better mix.
- In line with this strategy, the company has invested in Flexo printing process last year (a preferred process for printing on laminated tubes).
- The adoption of advanced printing technology by EPLL offers various advantages such as higher print quality, quick job changeovers, ease of use, value-adding decorations and higher production speeds.
- Accordingly, the company is also using this process in the Brazil facility and has added a new Flexo line in its Plastic tube business in India.
- Also, the company has successfully validated its investments in embellishments with its new innovations (LENS FOIL, 3D FOIL, etc.) being commercially ready. Such embellishments will add the 'shelf shout' feature within the product, making the customer's product more attractive and visible.
- EPLL is the first company in the tube business to offer such futuristic embellishments.
- Further, the company has collaborated with a partner to install disruptive metallization technology for Laminated tubes next year.

Exhibit 24: Futuristic printing techniques provide a competitive edge to EPLL

Staying ahead on ESG front!!

- EPLL has set clear and well-defined goals to reduce its carbon emissions and become a leading sustainable packaging company worldwide.
- Accordingly, it has successfully reduced its scope 1 emissions by 12% and scope 2 emissions by 22% in FY23 through various energy-reduction initiatives at its plants and upgrading to energy-efficient equipment.
- EPLL's 4Cs philosophy (Category, Customer, Country, and Cost) aligns well with its ESG goals toward securing a sustainable future through innovation, a lower carbon footprint, open communication, and dedicated employees.
- Further, EPL has been awarded the prestigious 'Gold Medal" in the EcoVadis 2023 Sustainability Assessment. With the Gold rating, EPL is now among the top 3% of businesses in the plastic products manufacturing sector.
- EPLL has operations in 11 countries, with a strong workforce of over ~3500. Its workforce comprises of people from 25 nationalities, with over 15 languages spoken, across multiple age groups, ethnicities, and gender.
- Accordingly, the company has conducted multiple initiatives such as awareness sessions and risk assessment in order to promote diversity and inclusion within the workforce.
- On the governance front, the Board of company comprised of eight Directors as on 31 March 2023. Three are Independent Directors, four Non-Executive Non-Independent Directors and one is the Managing Director.

Exhibit 25: EPLL's focus on ESG yielding results



MOFSL, Company

Exhibit 26: EPLL's customer portfolio

Source: Company, MOFSL

Exhibit 27: Global tube market

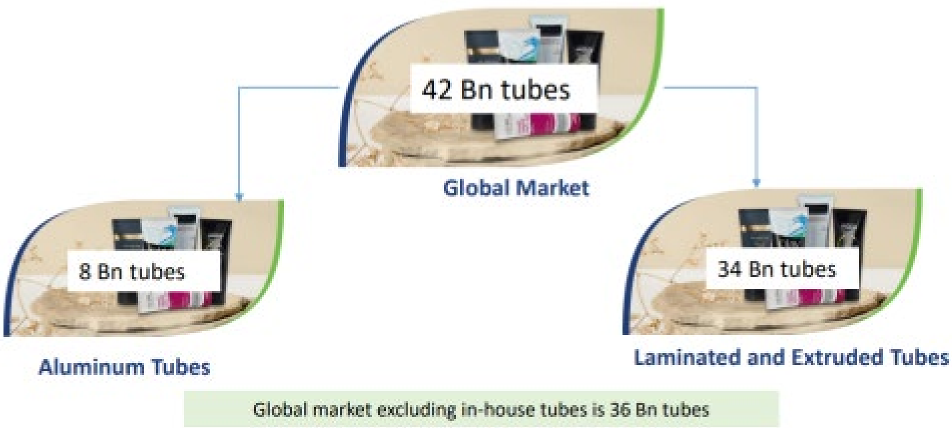
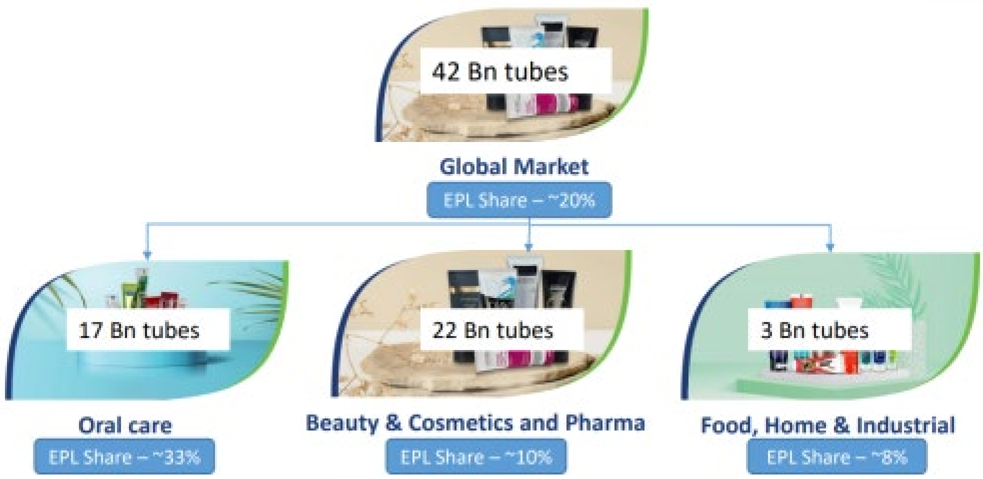


Exhibit 28: Global tube market – category overview



Source: Company, MOSL

Exhibit 29: EPLL Sustainable tubes offerings

EPL's Sustainable Offerings

Platina

Barrier webs recyclable in Code 2 HDPE bottle stream.

Platina web is designed with a very high percentage of HDPE resin to build in very high stiffness to the web. This enables up to 25% down gauging of the tube sleeve thickness and helps in achieving source reduction / better carbon footprint.

Our specifically engineered tubes deliver exceptional performance, durability, and a luxurious feel, making them an ideal choice for various products such as oral care, toiletries, and food items. Additionally, by reducing packaging weight, Platina contributes to reducing carbon emissions and supporting sustainability initiatives.

Platina Pro

High barrier webs for higher flavour retention and recyclable in CODE 2 HDPE bottle stream

Flavour retention is a key success criterion for packing oral care formulations. The thickness optimisation of web also necessitates optimisation of barrier layer thickness to maintain code 2 recyclability and was a challenge to conversion.

Our innovation of next generation of Pro Laminates offered this benefit to our customers. Clever designing of the laminate formulation and structure offered a step change in the oxygen barrier performance to improve the flavour retention while maintaining all the other benefits of Platina.

Platina Pro Vision

High Barrier transparent webs for better product display / aesthetics and recyclable in CODE 2 HDPE BOTTLE STREAM

Since HDPE based tubes are inherently hazy due to the higher crystallinity of the resin, the tubes are almost opaque or translucent at higher thickness. Hence, brand owners had to choose between transparency and sustainability (for enhanced Code 2 recyclability).

Our innovation on Platina Pro Vision tubes has helped the brands in breaking this compromise by offering best in class transparent tubes (up to 350 microns) that enable attractive product display without losing the benefit of code 2 recyclability.

Platina Pro ME

High BARRIER metallic webs for foil look / better aesthetics and recyclable in CODE 2 HDPE BOTTLE STREAM

Brands are so deeply positioned in customer's minds, the brand manager often wants to provide the same user experience of look and feel, though they also need to transition to sustainable tubes in the larger interest of sustainability. This is a key challenge to overcome in tubes with metallic or foil finish.

Platina ME is our solution to brand owners for enabling a smooth transition to sustainable/ recyclable tubes without compromising on the tube look / feel and offering the same functionality.

Etain / Platina PCR

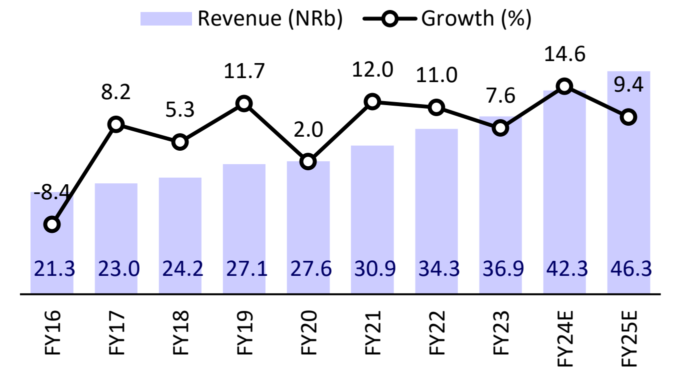
HDPE tubes with mechanically recycled PE content

Enabling recyclability in tubes is only one half of the solution. This will be complete only when we incorporate the recycled resins in making the tubes and thus completing the loop of circular economy.

Our range of Etain / Platina PCR tubes is a testimony to our commitment to using post-consumer recycled resin in laminated tubes. We offer tubes with up to 60% mechanically recycled PE content with high HDPE content, enabling further down gauging of tube thickness and enhanced positioning of products.

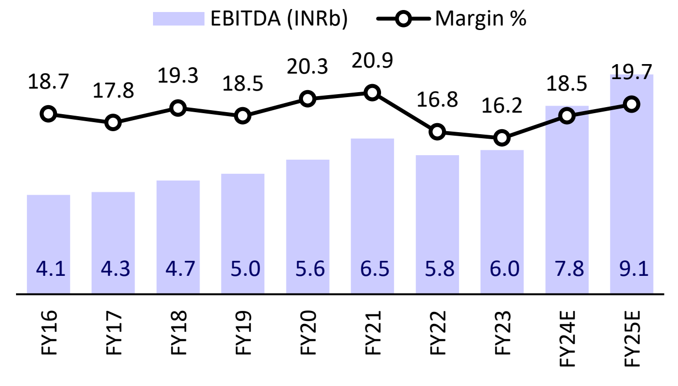
Story in chart

Exhibit 30: Revenue to post 12% CAGR over FY23-25



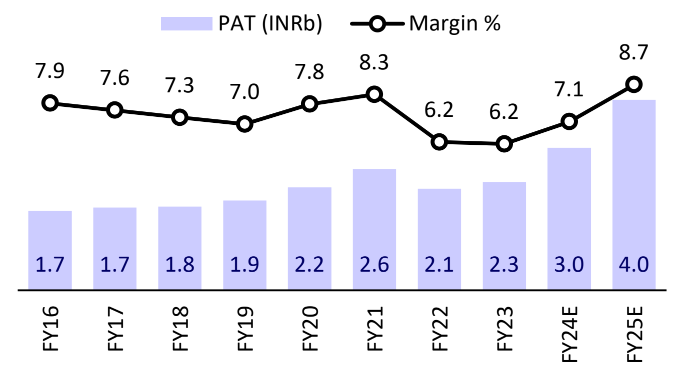
Source: MOFSL, Company

Exhibit 31: EBITDA to post 26% CAGR over FY23-FY25



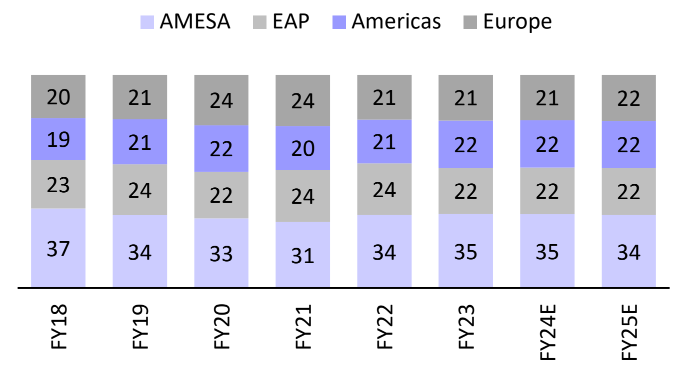
Source: MOFSL, Company

Exhibit 32: PAT to post 33% CAGR over FY23-25



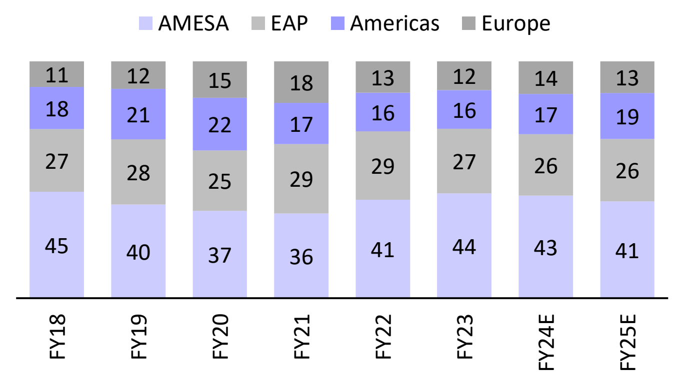
Source: Company, MOFSL

Exhibit 33: Geography-wise revenue mix (%)



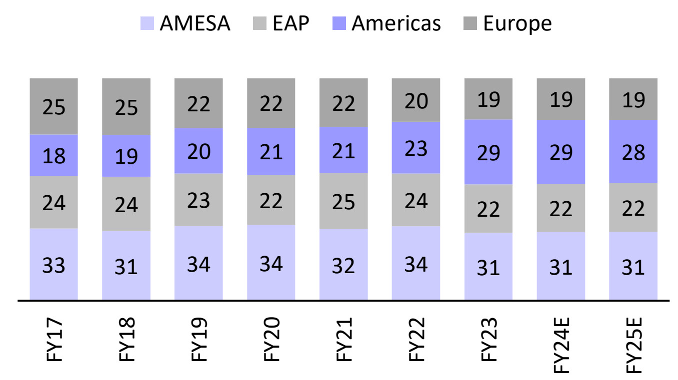
Source: Company, MOFSL

Exhibit 34: Geography-wise EBITDA mix (%)



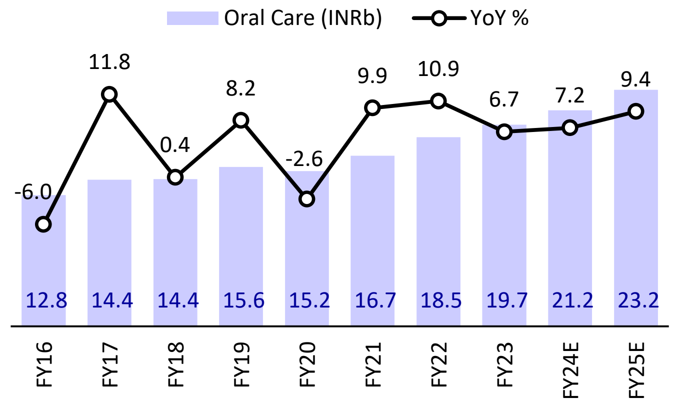
Source: Company, MOFSL

Exhibit 35: Geography-wise capital employed mix (%)



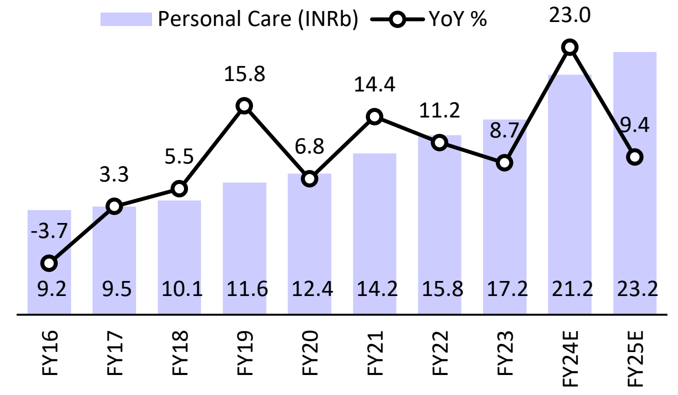
Source: Company, MOFSL

Exhibit 36: Oral Care segment expected to witness 8% CAGR over FY23-25



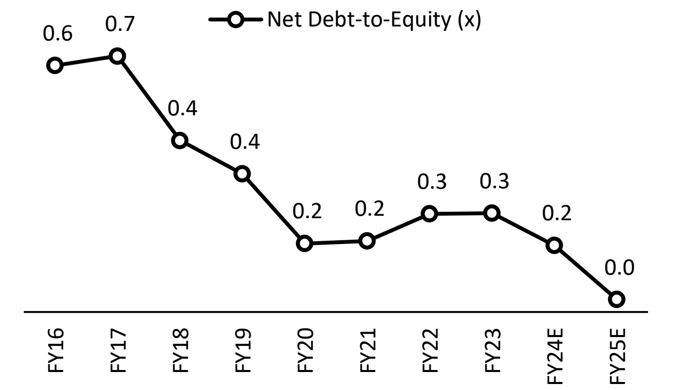
Source: Company, MOFSL

Exhibit 37: Personal Care segment expected to witness 16% CAGR over FY23-25



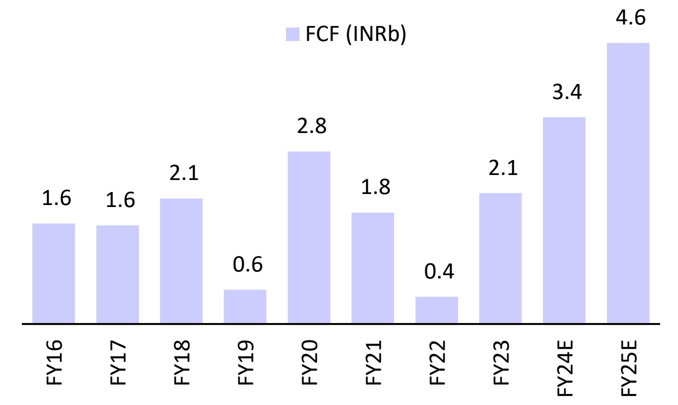
Source: Company, MOFSL

Exhibit 38: Net debt-to-equity to contract further



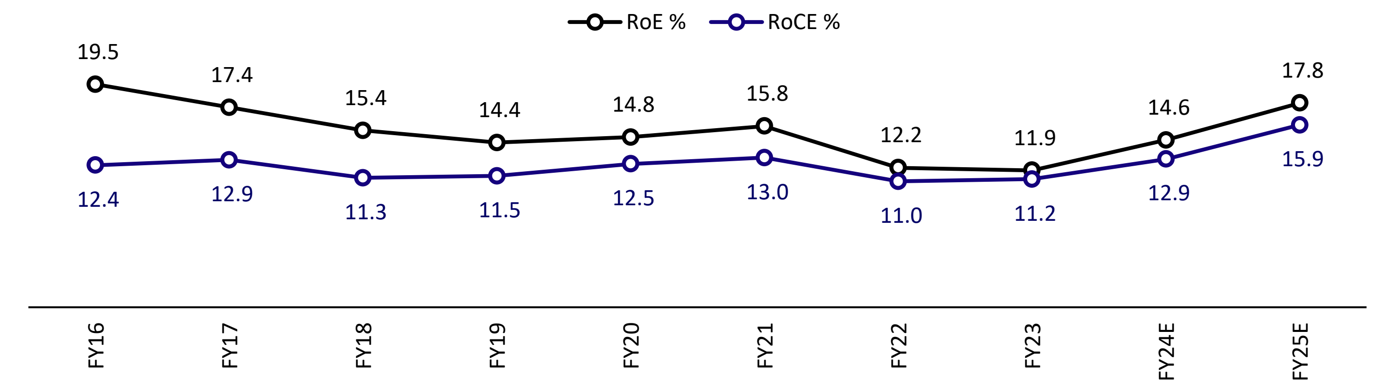
Source: Company, MOFSL

Exhibit 39: Increase in FCF to reduce leverage



Source: Company, MOFSL

Exhibit 40: Return ratios to improve going forward



Source: Company, MOFSL

Financials and valuations

Consolidated - Income Statement (INR m)

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Total Income from Operations	**24,239**	**27,069**	**27,614**	**30,916**	**34,328**	**36,941**	**42,320**	**46,319**
Change (%)	5.3	11.7	2.0	12.0	11.0	7.6	14.6	9.4
Raw material cost	10,366	11,648	11,581	12,934	15,176	16,738	18,622	19,917
Employees Cost	4,338	5,006	5,311	6,064	6,500	6,895	7,618	8,337
Other Expenses	4,886	5,424	5,147	5,807	6,891	7,530	8,245	8,936
Total Expenditure	**19,590**	**22,078**	**22,039**	**24,805**	**28,567**	**31,163**	**34,484**	**37,191**
% of Sales	80.8	81.6	79.8	80.2	83.2	84.4	81.5	80.3
EBITDA	**4,649**	**4,991**	**5,575**	**6,111**	**5,761**	**5,778**	**7,836**	**9,128**
Margin (%)	19.2	18.4	20.2	19.8	16.8	15.6	18.5	19.7
Depreciation	1,671	1,861	2,298	2,346	2,514	2,805	3,260	3,442
EBIT	**2,978**	**3,130**	**3,277**	**3,765**	**3,247**	**2,973**	**4,576**	**5,687**
Int. and Finance Charges	550	613	556	429	403	674	700	540
Other Income	264	285	133	145	120	421	344	463
PBT bef. EO Exp.	**2,691**	**2,802**	**2,854**	**3,481**	**2,964**	**2,720**	**4,220**	**5,610**
EO Items	-50	31	-94	-161	0	-11	0	0
PBT after EO Exp.	**2,642**	**2,833**	**2,760**	**3,320**	**2,964**	**2,709**	**4,220**	**5,610**
Total Tax	889	932	638	868	675	373	1,139	1,515
Tax Rate (%)	33.7	32.9	23.1	26.1	22.8	13.8	27.0	27.0
Profit/loss from associates	-10.4	53.2	-6.0	-9.0	-76	-29	-31	-33
Minority Interest	26	29	43	52	69	40	44	48
Reported PAT	**1,716**	**1,925**	**2,073**	**2,391**	**2,144**	**2,267**	**3,005**	**4,014**
Adjusted PAT	**1,766**	**1,895**	**2,167**	**2,552**	**2,144**	**2,278**	**3,005**	**4,014**
Change (%)	1.1	7.3	14.4	17.8	-16.0	6.3	31.9	33.5
Margin (%)	7.3	7.0	7.8	8.3	6.2	6.2	7.1	8.7

Consolidated - Balance Sheet (INR m)

Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Equity Share Capital	315	631	631	631	632	636	636	636
Total Reserves	12,191	13,249	14,695	16,350	17,613	19,256	20,681	23,115
Net Worth	**12,506**	**13,880**	**15,326**	**16,981**	**18,245**	**19,892**	**21,317**	**23,751**
Minority Interest	43	52	86	333	336	36	36	36
Total Loans	7,299	6,313	6,432	5,536	6,572	7,686	6,686	4,686
Deferred Tax Liabilities	357	510	475	543	619	632	632	632
Capital Employed	**20,204**	**20,754**	**22,319**	**23,393**	**25,772**	**28,246**	**28,671**	**29,105**
Gross Block	17,691	20,495	22,434	25,500	27,236	32,147	35,077	37,377
Less: Accum. Deprn.	5,992	7,564	9,862	12,208	14,722	17,527	20,787	24,228
Net Fixed Assets	**11,699**	**12,931**	**12,572**	**13,292**	**12,514**	**14,620**	**14,290**	**13,148**
Goodwill on Consolidation	142	142	142	1,159	1,159	1,159	1,159	1,159
Capital WIP	417	413	352	273	1,466	1,780	1,150	1,150
Total Investments	**131**	**168**	**160**	**149**	**72**	**193**	**193**	**193**
Current Investments	0	0	0	0	0	150	150	150
Curr. Assets, Loans&Adv.	**12,032**	**11,547**	**14,833**	**15,241**	**17,715**	**18,552**	**20,701**	**22,883**
Inventory	2,864	3,234	3,692	4,149	5,941	6,079	6,613	6,827
Account Receivables	4,590	4,934	4,903	5,891	6,367	6,430	7,421	8,122
Cash and Bank Balance	1,735	1,344	3,715	2,414	1,927	2,444	2,858	3,766
Loans and Advances	2,843	2,035	2,523	2,787	3,480	3,599	3,809	4,169
Curr. Liability & Prov.	**4,217**	**4,447**	**5,740**	**6,721**	**7,154**	**8,058**	**8,821**	**9,428**
Account Payables	1,884	2,065	3,538	4,222	4,547	4,999	5,480	5,910
Other Current Liabilities	2,037	2,113	1,942	2,163	2,268	2,728	2,962	3,103
Provisions	295	269	260	336	339	331	379	415
Net Current Assets	**7,815**	**7,100**	**9,093**	**8,520**	**10,561**	**10,494**	**11,879**	**13,455**
Appl. of Funds	**20,204**	**20,754**	**22,319**	**23,393**	**25,772**	**28,246**	**28,671**	**29,105**

Financials and valuations

Ratios								
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
Basic (INR)								
EPS	**5.6**	**6.0**	**6.9**	**8.1**	**6.8**	**7.2**	**9.5**	**12.7**
Cash EPS	10.9	11.9	14.1	15.5	14.7	16.1	19.8	23.6
BV/Share	39.6	43.9	48.5	53.7	57.7	62.9	67.5	75.2
DPS	1.2	1.2	3.3	4.1	4.2	4.3	5.0	5.0
Payout (%)	26.4	23.6	56.7	54.2	61.9	59.9	52.6	39.4
Valuation (x)								
P/E	39.4	36.7	32.1	27.2	32.4	30.5	23.1	17.3
Cash P/E	20.2	18.5	15.6	14.2	14.9	13.7	11.1	9.3
P/BV	5.6	5.0	4.5	4.1	3.8	3.5	3.3	2.9
EV/Sales	3.1	2.8	2.6	2.4	2.2	2.0	1.7	1.5
EV/EBITDA	16.2	14.9	13.0	11.9	12.9	12.9	9.3	7.7
Dividend Yield (%)	0.5	0.5	1.5	1.9	1.9	2.0	2.3	2.3
FCF per share	6.5	1.8	9.0	5.8	1.4	6.8	10.7	14.6
Return Ratios (%)								
RoE	15.4	14.4	14.8	15.8	12.2	11.9	14.6	17.8
RoCE	11.3	11.5	12.5	13.0	11.0	11.2	12.9	15.9
RoIC	11.2	11.4	13.6	14.4	11.7	11.1	13.8	17.1
Working Capital Ratios								
Fixed Asset Turnover (x)	1.4	1.3	1.2	1.2	1.3	1.1	1.2	1.2
Asset Turnover (x)	1.2	1.3	1.2	1.3	1.3	1.3	1.5	1.6
Inventory (Days)	43	44	49	49	63	60	57	54
Debtor (Days)	69	67	65	70	68	64	64	64
Creditor (Days)	28	28	47	50	48	49	47	47
Leverage Ratio (x)								
Current Ratio	2.9	2.6	2.6	2.3	2.5	2.3	2.3	2.4
Interest Cover Ratio	5.4	5.1	5.9	8.8	8.1	4.4	6.5	10.5
Net Debt/Equity	0.4	0.4	0.2	0.2	0.3	0.3	0.2	0.0

Consolidated - Cash Flow Statement								(INRm)
Y/E March	FY18	FY19	FY20	FY21	FY22	FY23	FY24E	FY25E
OP/(Loss) before Tax	2,631	2,886	2,854	3,311	2,888	2,680	4,220	5,610
Depreciation	1,671	1,861	2,298	2,346	2,514	2,805	3,260	3,442
Interest & Finance Charges	277	380	423	381	355	674	356	77
Direct Taxes Paid	-816	-901	-638	-866	-776	-449	-1,139	-1,515
(Inc)/Dec in WC	-488	-404	-127	-380	-2,217	136	-971	-668
CF from Operations	**3,276**	**3,821**	**4,811**	**4,792**	**2,764**	**5,846**	**5,725**	**6,946**
Others	159	-257	-100	432	353	172	-31	-33
CF from Operating incl EO	**3,435**	**3,564**	**4,711**	**5,224**	**3,117**	**6,018**	**5,694**	**6,913**
(Inc)/Dec in FA	-1,375	-3,003	-1,878	-3,396	-2,668	-3,871	-2,300	-2,300
Free Cash Flow	**2,060**	**561**	**2,833**	**1,828**	**449**	**2,147**	**3,394**	**4,613**
(Pur)/Sale of Investments	1	2	8	5	4	-147	0	0
Others	184	1,122	680	586	22	126	344	463
CF from Investments	**-1,189**	**-1,879**	**-1,190**	**-2,805**	**-2,642**	**-3,892**	**-1,956**	**-1,837**
Issue of Shares	510	53	0	7	50	0	0	0
Inc/(Dec) in Debt	-1,199	-1,028	119	-1,219	1,031	1,386	-1,000	-2,000
Interest Paid	-372	-485	-556	-321	-278	-575	-700	-540
Dividend Paid	-478	-478	-1,176	-1,341	-1,380	-1,362	-1,580	-1,580
Others	-1	-138	469	-317	-377	-832	-44	-48
CF from Fin. Activity	**-1,539**	**-2,076**	**-1,143**	**-3,191**	**-954**	**-1,383**	**-3,324**	**-4,169**
Inc/Dec of Cash	**706**	**-391**	**2,377**	**-772**	**-479**	**743**	**414**	**908**
Opening Balance	1,028	1,735	1,344	3,116	2,414	1,927	2,444	2,858
Closing Balance	**1,735**	**1,344**	**3,715**	**2,414**	**1,927**	**2,444**	**2,858**	**3,766**

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") (Co. Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore. As per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

Specific Disclosures

1. MOFSL, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
2. MOFSL, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company
3. MOFSL, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months
4. MOFSL, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report
5. Research Analyst has not served as director/officer/employee in the subject company
6. MOFSL has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
7. MOFSL has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
8. MOFSL has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months
9. MOFSL has not received any compensation or other benefits from third party in connection with the research report
10. MOFSL has not engaged in market making activity for the subject company

The associates of MOFSL may have:
- financial interest in the subject company
- actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report or date of the public appearance.
- received compensation/other benefits from the subject company in the past 12 months
- any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOFSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report.
- acted as a manager or co-manager of public offering of securities of the subject company in past 12 months
- be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies)
- received compensation from the subject company in the past 12 months for investment banking / merchant banking / brokerage services or from other than said services.
- Served subject company as its clients during twelve months preceding the date of distribution of the research report.

The associates of MOFSL has not received any compensation or other benefits from third party in connection with the research report
Above disclosures include beneficial holdings lying in demat account of MOFSL which are opened for proprietary investments only. While calculating beneficial holdings, It does not consider demat accounts which are opened in name of MOFSL for other purposes (i.e holding client securities, collaterals, error trades etc.). MOFSL also earns DP income from clients which are not considered in above disclosures.

Analyst Certification

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

Terms & Conditions:

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

Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOFSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOFSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOFSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, not its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOFSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOFSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOFSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.
Investment in securities market are subject to market risks. Read all the related documents carefully before investing.
Registration granted by SEBI and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors.
Registered Office Address: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022 - 71934200 / 71934263; www.motilaloswal.com. Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 71881000.
Details of Compliance Officer: Neeraj Agarwal, Email Id: na@motilaloswal.com, Contact No.:022-40548085.
Grievance Redressal Cell:

Contact Person	Contact No.	Email ID
Ms. Hemangi Date	022 40548000 / 022 67490600	query@motilaloswal.com
Ms. Kumud Upadhyay	022 40548082	servicehead@motilaloswal.com
Mr. Ajay Menon	022 40548083	am@motilaloswal.com

Registration details of group entities.: Motilal Oswal Financial Services Ltd. (MOFSL): INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH000000412 . AMFI: ARN .: 146822. IRDA Corporate Agent – CA0579. Motilal Oswal Financial Services Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Insurance, Bond, NCDs and IPO products.
Customer having any query/feedback/ clarification may write to query@motilaloswal.com. In case of grievances for any of the services rendered by Motilal Oswal Financial Services Limited (MOFSL) write to grievances@motilaloswal.com, for DP to dpgrievances@motilaloswal.com.