

BSE SENSEX	S&P CNX
35,536	10,807
Bloomberg	HAVL IN
Equity Shares (m)	625
M.Cap.(INRb)/(USDb)	341.9 / 5.3
52-Week Range (INR)	593 / 434
1, 6, 12 Rel. Per (%)	-3/2/-11
Avg Val, INRm	744.0
Free float (%)	40.4

Financials & Valuations (INR b)

Y/E Mar	2018	2019E	2020E
Net Sales	81.4	98.3	112.2
EBITDA	10.5	13.4	15.9
Adj PAT	7.0	8.9	10.6
Adj EPS (INR)	11.2	14.3	17.1
EPS Gr. (%)	17.4	27.4	19.3
BV/Sh(INR)	59.9	68.2	78.2
RoE (%)	18.7	21.0	21.8
RoCE (%)	18.8	21.1	22.3
P/E (x)	48.7	39.2	32.6
P/BV (x)	9.1	8.0	7.0

Estimate change 

TP change 

Rating change 

CMP: INR547

TP: INR630 (+15%)

Buy

Operating performance ahead of expectations

- Op. performance exceeds expectations:** Revenue grew 48% YoY to INR25.3b (est. of INR24.8b) in 4QFY18. Operating profit of INR3.6b (+55.8% YoY) was ahead of our estimate of INR3.1b, led by above-estimated performance in Lighting and Lloyd Electrical. Adj. PAT of INR2.3b (+37% YoY) was above our estimate of INR2.1b. For FY18, revenue was at INR81.4b (+33% YoY), operating profit at INR10.5b (+27% YoY) and PAT at INR7.00b (+17% YoY).
- Robust growth in core business (ex-Lloyd):** Core business revenue grew 14% YoY to INR19.5b (+18% YoY, adj. for excise impact on exempted zones; est. of INR19.1b), led by growth across segments. Operating profit rose 24% YoY to INR2.9b and EBITDA margin improved 120bp YoY to 14.6%, driven by margin improvement across product categories.
- Strong performance at Lloyd's consumer business:** The recently acquired Lloyd business recorded revenue of INR5.8b, operating profit of INR724m and EBITDA margin of 12.4%. Margin improvement was driven by higher volumes, better pricing and cost-rationalization measures.
- Working capital cycle contraction led by higher payable days:** Core net working capital cycle contracted to -35 days from 5 days in FY17. In FY18, creditor days were up to 123 from 63 in FY17 due to vendor financing and extended credit cycle provided by Lloyd's vendors.
- Key concall highlights:** (a) Expects lower-double digit growth and operating margin of 8-8.5% for Lloyd's biz in FY19. (b) Cables (40% of core business revenue) saw flattish volume for FY18; 9% YoY growth was led by value growth. (c) Electrical consumer durables growth of 21% YoY in FY18 was led by market share gains in Fans (18% growth v/s flattish industry growth).
- Valuation view:** We believe HAVL has built a strong business franchise, given (a) successful development of brand, distribution and product portfolio, (b) demonstrated track record of accelerating growth through new launches, (c) healthy dividend payout and (d) robust return ratios. We maintain our **Buy** rating and TP to INR630, with exit multiple of 37x Mar'20E EPS of INR17.1.

Quarterly Performance (Standalone)

Y/E March	FY17				FY18				(INR m)			Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4Q	FY17	FY18E	MOSL 4QE	
Sales	14,668	14,522	15,060	17,102	18,605	17,774	19,658	25,349	61,353	81,386	24,789	2.3%
Change (%)	17.1	8.7	13.2	17.2	26.8	22.4	30.5	48.2	14.1	32.7	45.0	
Adj EBITDA	2,004	2,034	1,907	2,296	1,724	2,569	2,622	3,577	8,241	10,493	3,100	15.4%
Change (%)	23.7	7.6	4.0	3.5	-14.0	26.3	37.5	55.8	9.2	27.3	35.0	
Adj EBITDA margin (%)	13.7	14.0	12.7	13.4	9.3	14.5	13.3	14.1	13.4	12.9	12.5	
Depreciation	280	308	301	308	336	349	363	347	1,196	1,395	313	
Interest	16	19	15	71	34	67	55	84	122	240	94	
Other Income	314	323	286	419	348	287	278	257	1,343	1,170	238	
Extra-ordinary Items	-	-	(190)	(768)	-	-	210	(91)		119.1	0.0	
PBT	2,022	2,030	1,877	2,337	1,703	2,440	2,482	3,404	8,266	10,028	2,931	16.1%
Tax	567	572	537	622	489	730	748	1,055	2,298	3,022	874	
Effective Tax Rate (%)	28.0	28.2	28.6	26.6	28.7	29.9	30.1	31.0	27.8	30.1	29.8	
Reported PAT	1,456	1,458	1,151	947	1,214	1,710	1,944	2,258	5,390	7,125	2,056	9.8%
Change (%)	36.3	22.0	-4.0	-74.1	-16.6	17.3	68.9	138.4	5.8	32.2	117.2	
Adj PAT	1,456	1,458	1,340	1,715	1,214	1,710	1,734	2,348	5,969	7,006	2,056	14.2%
Change (%)	22.2	21.1	13.3	5.0	-16.6	17.3	29.4	37.0	16.9	17.4	19.9	

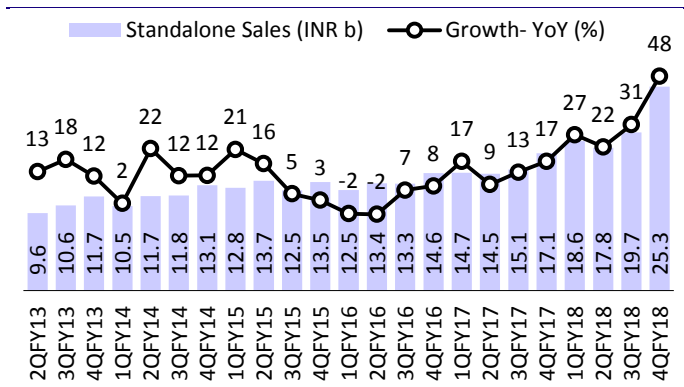
4QFY18 operational performance ahead of our estimates

- Revenue grew 48% YoY to INR25.3b (est. of INR24.8b) in 4QFY18. Operating profit of INR3.6b (+55.8% YoY) was ahead of our estimate (INR3.1b), supported by above-estimated performance from Lighting and Lloyd Electrical segment. The key business segment Cables & Wires registered 13% YoY revenue growth to INR7.7b, supported by 6% volume growth and 7% value growth. Switchgear revenue (adjusted for excise) registered 12% growth YoY. Lighting segment grew 20% YoY, whereas Electrical Consumer Durables segment registered 29% growth YoY, driven by strong performance from the fans and water heater segments.
- Gross margin shrunk 110bp YoY to 38% due to higher raw material prices.
- EBITDA margin expanded 70bp YoY to 14.1% (v/s est. of 13.6%). Adspend stood at 4% of sales (2.2% in 4QFY17).
- HAVL's 4QFY18 adjusted PAT at INR2.3b (+37% YoY) was ahead of our estimate of INR2.1b. The beat on PAT was on account of better-than-estimated margins in the Lighting (31% v/s est. of 28%) and Lloyd Electrical business (22% v/s est. of 17%).

Segmental performance: Robust performance across segment

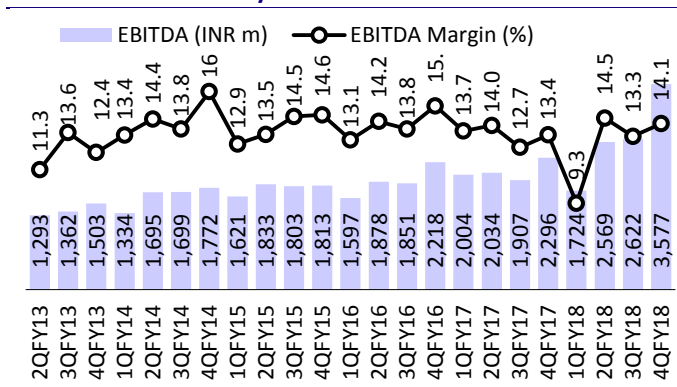
- Switchgears (adj. for excise) witnessed growth of 12% YoY to INR3.9b, led by pick-up in the switches segment. Growth in Q4 was driven by a) orders from Hyundai for switchgear in 4QFY18, b) B2B segment is contributing as well. Switchgears demand remains subdued due to weak construction activity in the real estate sector. Contribution margin remained stable at 38.6%, led by better mix in the quarter.
- Electrical Consumer Durables registered strong growth of 29% YoY (adj. for excise) to INR4.2b, led by improved performance in the fans appliances and water heaters segments. Contribution margin improved 270bp YoY to 27.2%.
- Lighting division sales registered strong growth of 20.0% YoY to INR4.6b, led by strong pick-up in demand across consumer and professional businesses. Lighting contribution margin improved 350bp YoY to 30.9%, led by warranty reversals during the quarter.
- Cable & Wires revenues registered growth of 13% YoY (adj. for excise) to INR7.7b, supported by volume growth of 6% and value growth of 7%. For FY18, volumes stood flat and there was value growth of 9%. Demand has improved for underground cables, which has helped to improve contribution margins by 420bp YoY to 17.1%.
- Recently acquired Lloyd business registered revenue of INR5.8b, operating profit of INR724m and EBITDA margin of 12.4%. Margin improvement was driven by higher volumes, better pricing and cost-rationalization measures. Havells expects lower-double-digit growth and operating margins of 8-8.5% for FY19.

Exhibit 1: Revenues improved 48% YoY, in line with estimates



Source: Company, MOSL

Exhibit 2: EBITDA margin improvement driven by core business as well as Lloyd business



Source: Company, MOSL

Exhibit 3: Segmental performance (INR m)

Y/E March	FY16		FY17				FY18			
	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Sales										
Switchgear	3,401	3,529	3,474	3,459	3,913	3,557	3,299	3,443	3,946	
Cables & Wires	6,785	5,330	5,592	6,829	7,601	7,196	5,693	6,256	7,689	
Consumer Durable	3,092	3,514	3,085	3,436	3,970	3,676	3,216	4,158	4,646	
Lighting & Fixtures	2,406	1,962	2,371	2,496	2,399	2,176	2,868	2,871	3,227	
Others		334	-	-	432	545	-	-	-	
Lloyd			-			2,672	2,698	6,930	5,841	
% YoY										
Switchgear	11.3	20.2	0	2	15.1	(3)	(5)	(0)	1	
Cables & Wires	19.2	4.9	(11)	17	12.0	19	2	(8)	1	
Consumer Durable	7.8	21.1	21	19	28.4	2	4	21	17	
Lighting & Fixtures	28.0	22.1	15	13	-0.3	5	21	15	14	
Profit Contribution										
Switchgear	1,269	1,435	1,445	1,291	1,441	1,441	1,363	1,380	1,523	
Cables & Wires	884	719	793	869	875	875	1,133	1,070	1,318	
Consumer Durable	852	913	821	809	951	951	894	1,230	1,262	
Lighting & Fixtures	559	513	631	696	635	635	775	818	998	
Others		79	-		96	96	-	-	-	
Lloyd						394	527	480	1,283	
Contribution Margin (%)										
Switchgear	37.3	40.7	42	37	36.8	36.8	41	40	39	
Cables & Wires	13.0	13.5	14	13	11.5	11.5	20	17	17	
Consumer Durable	27.6	26.0	27	24	24.0	24.0	28	30	27	
Lighting & Fixtures	23.3	26.2	27	28	26.5	26.5	27	28	31	
Others		23.7	-	-	22.1	22.1	-	-	-	
Lloyd			-			15	20	16	22	

Source: MOSL, Company

Exhibit 4: Segmental growth adjusted for excise on YoY basis

	FY17	FY18	Gr. YoY (% change)
Switchgears	14,065	14,077	7
Cables	23,794	26,002	9
Lighting and Fixtures	9,710	11,563	19
Electrical consumer durables	13,784	15,602	21
Sub total	61,353	67,244	13
Lloyd	-	14,141	
Total	61,353	81,385	37

Source: MOSL, Company

Exhibit 5: Brief Financial snapshot of Havells and Lloyd's FY18 performance

	Havells		Change YoY (%)	Lloyd FY18	consolidated FY18
	FY17	FY18			
Net Revenue	61,353	67,244	10	14,141	81,385
Contribution	15,011	17,510		2683	20,193
Contribution Margin	24.5	26.0		19.0	24.8
Ad and sales promotion	1,906	2103	10.3	973	3,076
as a % to sales	3.1	3.1		6.9	3.8
EBIDTA	8,242	9,366	14	1126	10,492
as a % to sales	13.4	13.9	50bps	8.0	12.9
Profit before tax	8,266	8,931	8	429	10,029
Tax	2,298			-	3,022
Net profit	4,444			-	7,126

Source: Company, MOSL

Concall highlights**Overall business environment: Real estate recovery still below expectations**

- Switchgear and wires is dependent on real estate and seeing some improvement, ECD and cables seeing high double digit growth
- Lloyd also doing well and post-acquisition integration is going well
- Higher capex on new AC facility in Neemrana in FY19 and then fall off; INR5b of capex in total of which INR3b for 0.6m units and start in Q419/Q120
- Shift from unorganized to organized is gradual on GST - not a big move
- **WC** - creditor days higher on Lloyd acquisition as they get credit from Chinese suppliers over time, as this normalizes, this will result in higher pricing and lower debtor days

Switchgear +12% YoY on adj. basis in Q418

- Growth driven by switches during the quarter
- Real estate not picked up in last few years - so switchgear sales is subdued but over the medium term expect them to be in sync with lighting/Durables
- Growth during Q4 driven by a)Orders from Hyundai for switchgear in Q418, b) B2B segment is contributing as well
- Additional export volumes will be lower margins and domestic margins will be maintained so overall margins could trend lower

Cables and Wires +13% YoY on adj. basis in Q418

- Margins at 17.1% in Q418; Q218 helped by higher RM and were able to sustain at 17% and this will continue despite higher RM costs as these are passed on
- There is an improvement in demand in underground cable and wires which has helped margins
- **Q418**: 6% volume and 7% value so 13% total, FY18 - flat volume and 9% value growth
- **Q418/FY18 growth largely driven by value growth on increase in copper prices; Q418 growth not driven so much industrial cable but more from wires**
- FY18 margin have improved significantly to 16.3% from 12.2% - wires being more branded than commoditized

Consumer durables/Fans and Water heaters, +29% YoY on adj basis, growth across all segment

- Newer launches and distribution increase helping sales
- Strong growth in Q3/Q4 and taken market share in fans - low base in Q417 on demonetization also helped them, Fans grew 18% on adj. basis in FY18 and industry has been flat YoY on GST disruption
- Water heaters grew at 10% YoY vs flat market in FY18, took share in this segment

Water purifiers added sales into ECD which also helped growth: 20% growth from fans and balance from appliances of the total 21% growth

Lighting +20% YoY on adjusted basis in Q418

- Margin improvement on warranty reversals being done
- Shift to LED is driving sales in the lighting business along with deeper distribution reach and enterprise sales are driving this

Lloyd Electric – flat growth YoY in Q418, +11% YoY in FY18

- Flat growth YoY on channel filling which was done in Q318 prior to new EER norms
- Margins at 12.4% on a) better pricing and cost rationalization
- FY18 sales incl April sales at net INR18.7b, Not very good start to the year in FY19 and can grow at low double digit growth for the medium term
- Implemented new marketing policies, pricing into the trade and will start showing going forward - spending on brand, people, manufacturing and will start showing results
- Margins - Seasonality of the business so Q4 is better on higher volumes and FY18 is 8% and aspire to be in double digits; lot of investment in people and brand, Q4 and Q1 margin will be higher than Q2/Q3
- For FY18, have not lost share and grown in line with the market and pricing actions/hikes have not affected volumes; Higher prices reinvested in brand and people an in top 3 players of AC industry
- Ad spend to be in 5-6% of sales annually
- North has seen weak summers due to rains and Q119 has been a little soft for the industry - Q318/Q418 channel stocks up and inventory is getting out pushed out
- INR18.7b of net sales in Lloyd and mix of AC, TV and Washing machine is same; 70% is AC, 22% is TV
- RM prices are higher and dollar is also unfavorable and will come through in Q1/Q2 - this normally gets passed on by the industry as a whole

Valuation and view: Maintain Buy with target price of INR630

We believe HAVL has built a strong business franchise, given (a) successful development of brand, distribution and product portfolio, (b) demonstrated track record of accelerating growth through new launches, (c) healthy dividend payout and (d) robust return ratios. We maintain our **Buy** rating and TP to INR630, with exit multiple of 37x Mar'20E EPS of INR17.1.

Operating metrics

INR M	FY13	FY14	FY15	FY16	FY17	FY18	FY19E	FY20E	FY21E
Havells Standalone									
Revenues									
Switchgear	10,781	12,192	12,790	13,346	14,677	14,245	15,669	17,236	18,959
Cables and wire	16,925	19,264	21,904	24,595	26,756	26,834	30,859	35,488	40,811
Electrical Consumer Durables	7,893	8,534	10,283	11,436	14,199	15,696	18,050	21,119	24,709
Lighting and Fixtures	6,652	7,207	7,410	8,377	10,228	11,687	13,440	15,456	17,774
Others	-	-	-	-	-	-	-	-	-
Lloyd Electric						14,141	20,263	23,302	26,797
Total	42,250	47,197	52,387	57,754	65,860	82,603	98,281	112,601	129,051
Revenue Growth (% YoY)									
Switchgear	20.3	13.1	4.9	4.3	10.0	-2.9	10.0	10.0	10.0
Cables and wire	6.2	13.8	13.7	12.3	8.8	0.3	15.0	15.0	15.0
Electrical Consumer Durables	38.0	8.1	20.5	11.2	24.2	10.5	15.0	17.0	17.0
Lighting and Fixtures	20.0	8.3	2.8	13.1	22.1	14.3	15.0	15.0	15.0
Lloyd Electric						0.0	15.0	15.0	15.0
Total	16.9	11.7	11.0	10.2	14.0	25.4	19.0	14.6	14.6
EBIT Margin (%)									
Switchgear	33.9	36.5	36.5	37.5	38.2	39.1	40.1	40.1	40.1
Cables and wire	9.1	11.0	12.1	12.6	12.2	16.3	16.8	16.8	16.8
Consumer Durables	25.1	27.0	25.1	25.0	24.6	26.8	27.0	26.0	26.0
Lighting and Fixtures	23.6	24.8	26.6	22.8	25.9	28.7	27.7	27.7	27.7
Lloyd Electric						19.0	20.0	21.0	21.0
Standalone EBIT (%)	11.5	13.1	12.5	13.4	13.7	12.6	12.9	13.5	14.0
Consolidated EPS (INR/sh)									
Standalone	6.0	8.2	7.7	8.2	9.6	11.2	14.0	16.8	20.0
Sylvania	0.9	0.5	0.5	0.0	0.0	0.0	0.0	0.0	0.0
Total	6.9	8.7	8.3	8.2	9.6	11.2	14.0	16.8	20.0

Financials and valuations

Income Statement (Consolidated)						(INR Million)
Y/E March	2015	2016	2017	2018	2019E	2020E
Net Sales	85,694	53,783	61,353	81,386	98,281	112,240
Change (%)	4.7	-37.2	14.1	32.7	20.8	14.2
Raw Materials	48,292	31,735	36,485	49,808	60,147	68,353
Staff Cost	11,875	3,708	5,004	6,497	7,147	7,862
Other Expenses	18,316	10,791	11,623	14,588	17,616	20,118
EBITDA	7,211	7,549	8,241	10,493	13,370	15,906
% of Net Sales	8.4	14.0	13.4	12.9	13.6	14.2
Depreciation	1,387	1,049	1,196	1,395	1,453	1,629
Amortization						
Interest	640	127	122	240	240	240
Other Income	504	694	1,343	1,170	1,100	1,200
PBT	5,689	7,066	8,266	10,028	12,777	15,238
Tax	1,836	1,970	2,298	3,022	3,850	4,592
Rate (%)	32.3	27.9	27.8	30.1	30.1	30.1
Extra-ordinary Inc.(net)	0	2,024	(578)	0	0	0
Reported PAT	3,853	7,120	5,390	7,006	8,927	10,646
Change (%)	-13.7	84.8	-24.3	30.0	27.4	19.3
Adjusted PAT	5,159	5,096	5,969	7,006	8,927	10,646
Change (%)	-4.6	-1.2	17.1	17.4	27.4	19.3

Balance Sheet (Consolidated)						(INR Million)
Y/E March	2015	2016	2017E	2018	2019E	2020E
Share Capital	622	625	625	625	625	625
Reserves	17,557	28,912	32,111	36,766	41,970	48,176
Net Worth	18,180	29,537	32,736	37,392	42,595	48,801
Loans	4,191	444	1,981	1,080	1,000	500
Deffered Tax Liability	434	863	1,138	2,070	2,070	2,070
Minority Interest	1	0	0	0	0	0
Capital Employed	22,808	30,844	35,854	40,541	45,665	51,370
Gross Fixed Assets	30,298	13,080	15,012	16,012	21,012	22,012
Less: Depreciation	18,469	1,200	2,355	3,750	5,203	6,832
Net Fixed Assets	11,829	11,881	12,658	13,017	15,809	15,181
Capital WIP	383	205	119	241	0	0
Goodwill	3,581	0	0	14,835	14,835	14,835
Curr. Assets	32,519	24,077	32,797	36,742	43,412	53,322
Inventory	13,663	7,844	9,284	16,217	19,583	22,364
Debtors	6,232	1,576	2,285	3,254	3,930	4,488
Cash & Bank Balance	7,775	13,652	19,375	15,262	17,790	24,254
Loans & Advances	1,723	0	0	0	0	0
Other Current Assets	3,127	1,005	1,853	2,010	2,110	2,215
Current Liab. & Prov.	25,504	10,047	13,746	24,293	28,391	31,967
Creditors	8,338	4,363	6,296	16,340	19,732	22,534
Other Liabilities	13,645	4,062	5,685	6,174	6,791	7,470
Provisions	3,521	1,621	1,766	1,780	1,869	1,962
Net Current Assets	7,015	14,031	19,051	12,449	15,021	21,355
Misc. Expenses	0	0	0	0	0	0
Application of Funds	22,808	30,843	35,854	40,541	45,665	51,370

Financials and valuations

Ratios

Y/E March	2015	2016	2017	2018	2019E	2020E
Basic (INR)	6.2	11.4	8.6	11.2	14.3	17.1
Adjusted EPS	8.3	8.2	9.6	11.2	14.3	17.1
Growth (%)	-4.7	-1.2	17.1	17.4	27.4	19.3
Cash EPS	10.5	9.8	11.5	13.5	16.6	19.7
Book Value	29.1	47.3	52.4	59.9	68.2	78.2
DPS	2.9	4.0	3.5	4.0	5.1	6.1
Payout (incl. Div. Tax.)	57.6	88.5	42.8	41.7	41.7	41.7
Valuation (x)						
P/Sales	4.0	6.4	5.6	4.2	1.7	1.5
P/E (standalone)	66.2	67.0	57.2	48.7	38.3	32.1
P/E (consolidated)	66.2	67.0	57.2	48.7	38.3	32.1
Cash P/E	52.2	55.6	47.7	40.7	32.9	27.8
EV/EBITDA	21.6	42.9	38.8	31.2	24.3	20.0
EV/Sales	1.8	6.0	5.2	4.0	3.3	2.8
Price/Book Value	18.8	11.6	10.4	9.1	8.0	7.0
Dividend Yield (%)	0.5	0.7	0.6	0.7	0.9	1.1
Profitability Ratios (%)						
RoE	28.4	17.3	18.2	18.7	21.0	21.8
RoCE	17.0	19.3	18.2	18.8	21.1	22.3
RoIC	38.8	52.1	56.6	36.0	42.8	52.7
Turnover Ratios						
Debtors (Days)	27	11	14	15	15	15
Inventory (Days)	58	53	55	73	73	73
Creditors. (Days)	36	30	37	73	73	73
Asset Turnover (x)	3.8	1.7	1.7	2.0	2.2	2.2
Leverage Ratio						
Debt/Equity (x)	0.2	0.0	0.1	0.0	0.0	0.0

Cash Flow Statement

(INR Million)

Y/E March	2015	2016	2017E	2018	2019E	2020E
PBT before EO Items	5,689	7,066	8,266	10,028	12,777	15,238
Add : Depreciation	1,387	1,045	1,196	1,395	1,453	1,629
Interest	639	127	122	240	240	240
Less : Direct Taxes Paid	1,836	1,970	2,298	3,022	3,850	4,592
(Inc)/Dec in WC	3,180	-1,138	865	2,326	-44	130
CF from Operations	9,058	5,131	8,151	10,967	10,576	12,645
EO Income	0	2,024	-578	0	0	0
CF from Oper. incl. EO Items	9,058	7,155	7,573	11,086	10,576	12,645
(Inc)/Dec in FA	-1,531	-922	-2,049	-1,713	-4,005	-1,000
Free Cash Flow	7,528	6,233	5,524	9,373	6,571	11,645
(Pur)/Sale of Investments	0	-4,727	701	4,026	0	0
CF from Investments	-732	-2,069	-1,348	-12,522	-4,005	-1,000
(Inc)/Dec in Net Worth	-198	9,177	640	1,384	0	0
(Inc)/Dec in Debt	-6,315	-3,747	1,537	-901	-80	-500
Less : Interest Paid	640	127	122	240	240	240
Dividend Paid	2,219	4,511	2,557	2,922	3,723	4,440
CF from Fin. Activity	-9,372	791	-502	-2,678	-4,043	-5,180
Inc/Dec of Cash	-1,045	5,878	5,723	-4,113	2,528	6,464
Add: Beginning Balance	8,819	7,775	13,652	19,375	15,262	17,790
Closing Balance	7,774	13,652	19,375	15,262	17,790	24,254

Corporate profile

Company description

Havells India is one of the largest electrical companies in India, and also has a presence in Europe / LatAm in lighting business through Sylvania. It owns some of the prestigious global brands like Crabtree, Sylvania, Concord, Luminance, Linolite, & SLI Lighting.

Exhibit 1: Sensex rebased

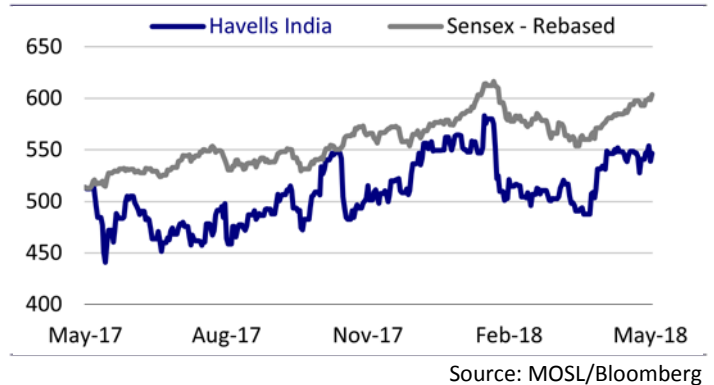


Exhibit 2: Shareholding pattern (%)

	Mar-18	Dec-17	Mar-17
Promoter	59.6	61.6	61.6
DII	5.2	3.7	2.7
FII	24.9	25.0	26.5
Others	10.3	9.7	9.2

Note: FII Includes depository receipts Source: Capitaline

Exhibit 3: Top holders

Holder Name	% Holding
Nalanda India Equity Fund Limited	5.3
Government Pension Fund Global	2.8
Smallcap World Fund, Inc	1.5
New World Fund Inc	1.3

Source: Capitaline

Exhibit 4: Top management

Name	Designation
Anil Rai Gupta	Chairman & Managing Director
Puneet Bhatia	Director
Surjit Gupta	Director
T V Mohandas Pai	Director
Rajesh Gupta	Director (Finance)

Source: Capitaline

Exhibit 5: Directors

Name	Name
Adarsh Kishore	Vijay Kumar Chopra
Pratima Ram	Ameet Kumar Gupta
S K Tuteja	JALAJ ASHWIN DANI

*Independent

Exhibit 6: Auditors

Name	Type
MZ & Associates	Secretarial Audit
S R Batliboi & Co LLP	Statutory
Sanjay Gupta & Associates	Cost Auditor
V R Bansal & Associates	Statutory

Source: Capitaline

Exhibit 7: MOSL forecast v/s consensus

EPS (INR)	MOSL forecast	Consensus forecast	Variation (%)
FY19	14.3	13.4	7.0
FY20	17.1	16.2	5.5

Source: Bloomberg

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

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