

Strategy

India

March 14, 2023

FDI: easy come, easy go

India's FDI investment has flattered to deceive in recent years, as strong inflows have been offset by equally strong outflows. PE/VC firms have continued with their sizeable exits through secondary markets, even as market conditions have limited exits from primary markets. Despite a steady change in the texture of FDI from services to manufacturing, PE-driven services investments dominate FDI, whose duration of investment may not be as long-term in nature.

Strong FDI inflows on a gross basis offset by stronger outflows

India continues to witness strong FDI inflows on a gross basis but unimpressive on a net basis (see Exhibit 1). Outflows have been strong in recent years, with gross FDI outflows for overseas entities at US\$14 bn in 1HFY23 versus US\$29 bn in FY2022 and US\$18 bn in FY2021 (see Exhibit 2).

Repatriation of capital by PE/VC funds has been strong in recent years

PE and VC investors had steadily scaled up their investments in services sectors in India over FY2014-22 (see Exhibit 3). A number of these investments saw sharp mark-up of their valuations in the private funding rounds, which culminated with their listing and partial exit to the investors (see Exhibit 4). While IPOs have slowed in the past 18 months, velocity of exit has remained elevated in secondary markets in recent months, based on our analysis of shareholding data and bulk transactions (see Exhibit 5). PE investors still have a large holding in listed equities, which they may exit in coming months (see Exhibit 6). In our view, weak market conditions coupled with large derating in some of these companies may have limited the extent of such exits.

Changing composition of FDI inflows in India

The composition of FDI inflows seems to be shifting from services to manufacturing in recent years (see Exhibit 7). We expect steady ramp-up of investments in manufacturing driven by (1) diversification of global supply chains, (2) improving manufacturing competitiveness of India versus China and (3) large opportunities in India's energy transition. Meanwhile, the pace of PE investments has reduced in the past year, while there has been a steady shift in investments from retailing to fin-tech and ed-tech over FY2019-23 (see Exhibit 8). We suspect a number of investors may be looking for exits from some of these investments, if they could find their desired valuation in public markets.

Gold imports only moderately lower than net FDI inflows

India's net imports (adjusted for exports) of gold and precious stones at US\$246 bn over FY2013-22 are only moderately lower than net FDI inflows at US\$330 bn and well ahead of FPI inflows (including debt and equity) at US\$116 bn over the same period (see Exhibit 9). Indian households have continued to prefer gold and precious stones versus equity as an asset class despite the recent increase in domestic retail investment into equities.

Macro Table

	2023E	2024E	2025E
Nifty estimates			
Earnings growth (%)	10.5	14.7	15.9
Nifty EPS (Rs)	807	924	1,075
Nifty P/E (X)	21.6	18.8	16.2
Macro data			
Real GDP (%)	6.8	5.6	6.3
Avg CPI inflation (%)	6.7	5.5	4.5

Source: CEIC, Companies, Kotak Institutional Equities estimates

Quick Numbers

Gross FDI inflows at US\$256 bn and net FDI inflows at US\$124 bn over 2HFY20-1HFY23 (12 quarters)

US\$14.3 bn of OFS (in IPOs) by PE/VC investors in FY2022-1HFY23

India's net imports of gold and precious stones at US\$246 bn moderately lower than net FDI inflows at US\$330 bn and well ahead of net FPI inflows of US\$116 bn over FY2013-22

[Full sector coverage on KINSITE](#)

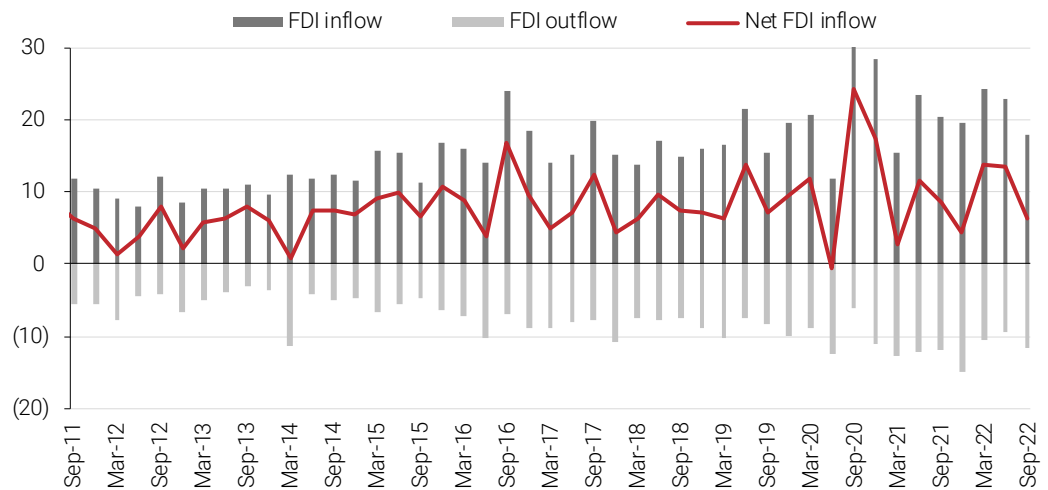
Sanjeev Prasad
 sanjeev.prasad@kotak.com
 +91-22-4336-0830

Anindya Bhowmik
 anindya.bhowmik@kotak.com
 +91-22-4336-0897

Sunita Baldawa
 sunita.baldawa@kotak.com
 +91-22-4336-0896

Net FDI inflows have been broadly stable, despite steady increase in gross inflows

Exhibit 1: Gross and net FDI inflows, March fiscal year-ends, 2012-23 (US\$ bn)



Source: CEIC, Kotak Institutional Equities

Sharp increase in FDI outflow for overseas entities from India over FY2022-23

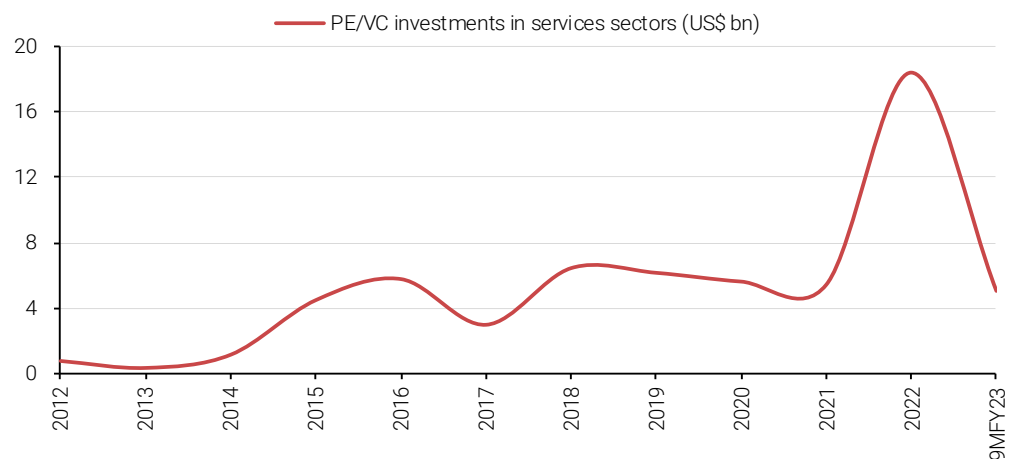
Exhibit 2: Trend in FDI flows, March fiscal year-ends, 2013-23 (US\$ bn)

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	1HFY23
Gross FDI inflow into India for overseas entities	34.3	36.0	45.1	55.6	60.2	61.0	62.0	74.4	74.4	84.8	39.3
Gross FDI outflow out of India for overseas entities	(7.3)	(5.3)	(9.9)	(10.7)	(18.0)	(21.5)	(18.7)	(18.4)	(18.4)	(28.6)	(14.0)
Net FDI inflow for overseas entities (a)	27.0	30.8	35.3	44.9	42.2	39.4	43.3	56.0	56.0	56.2	25.3
Gross FDI inflow into India for Indian entities	5.5	7.5	6.6	4.3	10.6	3.5	2.8	3.4	3.4	3.4	1.8
Gross FDI outflow from India for Indian entities	(12.6)	(16.7)	(10.7)	(13.2)	(17.2)	(12.6)	(15.4)	(16.4)	(16.4)	(21.0)	(7.0)
Net FDI inflow for Indian entities (b)	(7.1)	(9.2)	(4.0)	(8.9)	(6.6)	(9.1)	(12.6)	(13.0)	(13.0)	(17.6)	(5.3)
Net FDI inflow/(outflow) (a) + (b)	19.8	21.6	31.3	36.0	35.6	30.3	30.7	43.0	43.0	38.6	20.0

Source: RBI, CEIC, Kotak Institutional Equities

Steady scale up of PE/VC investments over FY2014-22

Exhibit 3: PE/VC investments in services, March fiscal year-ends, 2012-23 (US\$ bn)



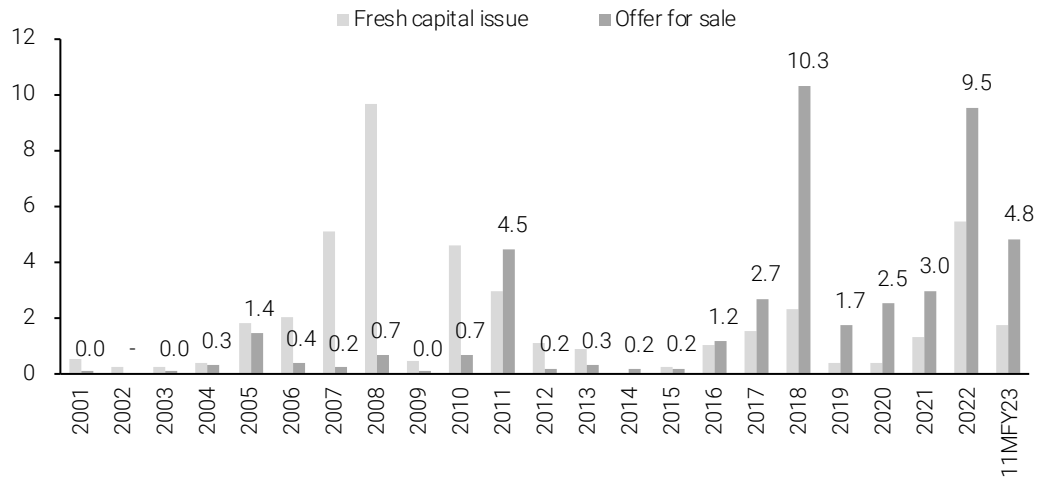
Notes:

(a) Funds raised do not include direct investments by foreign companies such as Amazon and Uber into India.

Source: Venture Intelligence, Kotak Institutional Equities

PE/VC investors have used OFS in IPOs to pare their stakes in recent years

Exhibit 4: Value of fresh capital raised and offer for sale (OFS) in IPOs in India, March fiscal year-ends, 2001-23 (US\$ bn)



Source: Prime database, Kotak Institutional Equities

Velocity of exit has remained high in 2HFY23

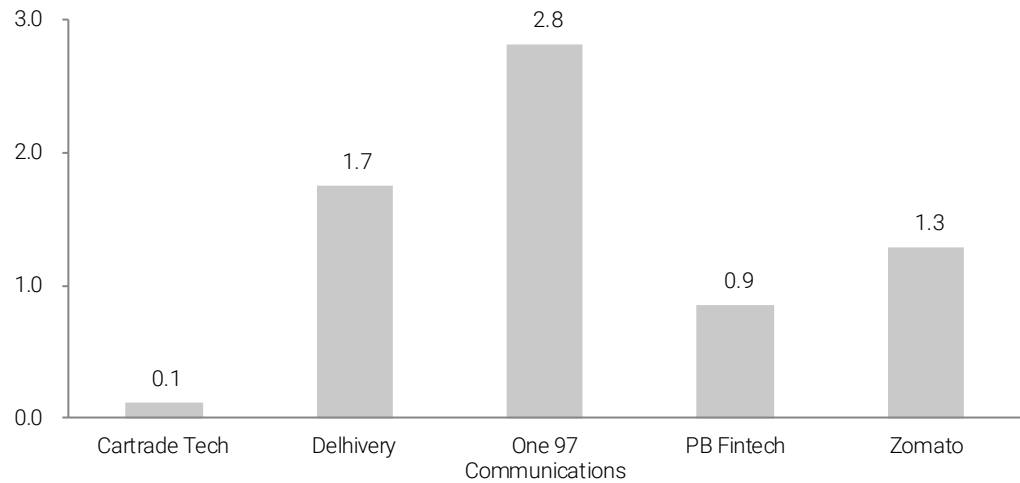
Exhibit 5: Large disclosed deals of major FDI exits from an Indian company, March fiscal year-end, 2023 (US\$ mn)

Company	Date	Seller	Deal size (US\$ mn)
SBI Cards and Payment Services	Apr-22	Carlyle	296
Blink Commerce	Jun-22	Softbank, Tiger global	568
Zomato	Aug-22	Uber B.V.	385
Macrotech Developers	Aug-22	CDPQ	92
Crompton Greaves Consumer	Aug-22	Temasek	94
Max Healthcare	Aug-22	KKR	1,153
HDFC AMC	Aug-22	Standard Life	289
Sona Comstar	Aug-22	Blackstone	509
CAMS	Aug-22	Warburg	54
Devyani	Aug-22	Temasek	61
Bharti Airtel	Sep-22	Singtel	825
Interglobe Aviation	Sep-22	Gangwal family	252
HDFC Life	Sep-22	Standard Life	324
PVR	Sep-22	Warburg, Multiples	112
Bharti Airtel	Sep-22	Singtel	908
Embassy REIT	Sep-22	Blackstone	326
Zee Entertainment	Oct-22	Invesco	170
Motherson Sumi (SAMIL)	Oct-22	Sojitz Corporation	100
Axis Bank	Nov-22	Bain Capital	410
One 97 Communications	Nov-22	Softbank	201
FSN E-Commerce Ventures	Nov-22	Lighthouse, TPG	277
Delhivery	Nov-22	Carlyle	75
Zomato	Dec-22	Alipay	200
PB Fintech	Dec-22	Soft Bank	128
KIMS	Dec-22	General Atlantic	26
Rainbow	Dec-22	CDC	132
Sapphire	Dec-22	Goldman, Sapphire Mauritius	114
FSN E-Commerce Ventures	Dec-22	Kravis	76
GMM Pfaudler	Dec-22	Pfaudler Inc	139
One 97 Communications	Jan-23	Alibaba	126
Shriram Finance	Jan-23	Apax	127
Motherson Sumi (SAMIL)	Jan-23	Sojitz Corporation	95
One 97 Communications	Feb-23	Alibaba	167
Coforge	Feb-23	BPEA	295
Interglobe Aviation	Feb-23	Gangwal family	356
Delhivery	Feb-23	Tiger Global	50
Delhivery	Mar-23	Soft Bank	115
Shriram Finance	Mar-23	Apax	162
Homefirst Finance	Mar-23	Bessemer	57
Sona Comstar	Mar-23	Blackstone	617
Total			10,462

Source: Venture Intelligence, Prime database, Companies, Media articles, Kotak Institutional Equities

PE/VC firms hold around US\$7 bn in listed internet companies

Exhibit 6: Value of stakes of PE/VC firms in major listed internet companies, March 2023 (US\$ bn)



Source: Companies, NSE, Kotak Institutional Equities

FDI in India shifting from communication, financial and retail services towards computer services and manufacturing

Exhibit 7: FDI inflows into India by sector, March fiscal year-ends, 2018-22 (US\$ bn) (sorted on FY2022)

	2018	2019	2020	2021	2022	Share (%)	
						2019	2022
Manufacturing	9	9.6	9.6	9.3	16.3	22	28
Computer services	3.4	3.7	5.1	23.8	9	8	15
Communication services	9.1	6.5	7.8	2.9	6.4	15	11
Retail & wholesale trade	4.6	4.9	5.1	3.9	5.1	11	8.7
Financial services	4.6	7.2	5.7	3.5	4.7	16	8.0
Education	0.4	0.9	0.8	1.3	3.6	2	6.1
Transport	2.5	1.2	2.4	7.9	3.3	3	5.6
Construction	2.8	2.3	2	1.8	3.2	5	5.4
Business services	3.3	2.8	3.8	1.8	2.5	6	4.2
Electricity and other energy	2.8	2.6	2.8	1.3	2.2	6	3.7
Miscellaneous services	0.9	1.4	1.1	0.9	1	3	1.7
Hotels and restaurants	0.5	0.8	2.7	0.3	0.7	2	1.2
Mining	0.1	0.3	0.3	0.2	0.4	1	0.7
Real estate activities	0.5	0.2	0.6	0.4	0.1	0	0.2
Trading	0	0	0	0	0	—	—
Others	0.3	0.1	0.2	0.2	0.4	0	0.7
Total	44.8	44.5	50	59.5	58.9	100	100

Source: RBI, Kotak Institutional Equities

Steady shift in the composition of PE investments

Exhibit 8: PE/VC funds raised by various sectors, March fiscal year-ends, 2015-23 (US\$ bn)

	2015	2016	2017	2018	2019	2020	2021	2022	9MFY23
E-tailers	3.2	2.8	1.8	4.1	1.3	0.6	0.7	0.2	0.3
Cab aggregators	0.3	0.7	0.3	0.5	0.5	0.4	—	0.3	0.1
Hyperlocal (grocer)	0.2	0.6	0.0	0.7	1.8	0.8	1.0	2.6	0.1
Logistics	0.1	0.3	0.3	0.2	0.1	0.2	0.5	0.7	0.3
Travel	0.1	0.1	0.1	0.1	0.0	0.7	0.0	0.2	—
Fin-tech	0.2	0.4	0.0	0.4	0.6	0.7	0.7	6.7	1.8
Classifieds	0.3	0.3	0.0	0.0	0.1	0.3	0.2	1.5	0.2
Ed-tech	—	0.1	0.1	0.1	0.6	0.9	1.1	3.8	1.1
Other	0.2	0.5	0.4	0.4	1.2	1.0	1.2	2.4	1.1
Total	4.5	5.8	3.0	6.4	6.1	5.6	5.4	18.4	5.0

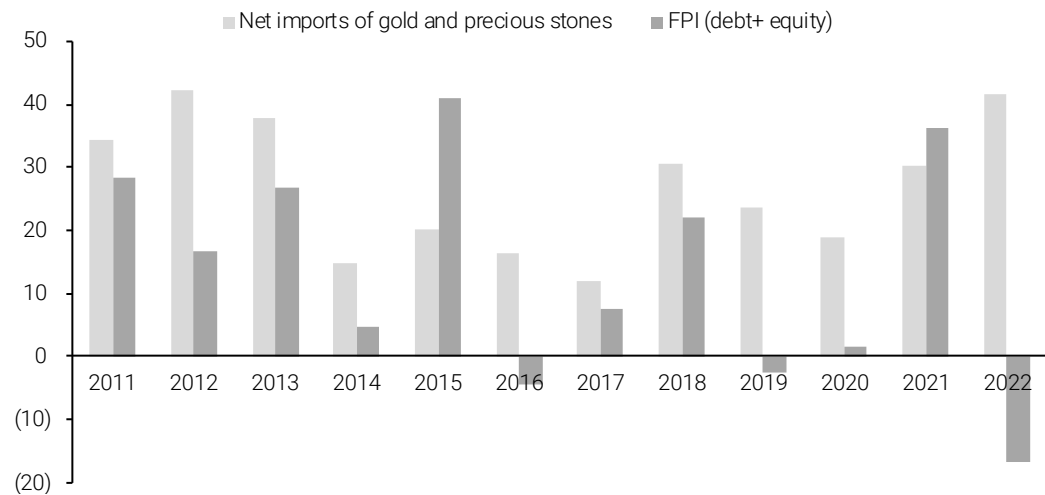
Notes:

- (a) Classifieds/listings include restaurants and doctors classifieds.
- (b) Funds raised do not include direct investments by foreign companies such as Amazon and Uber into India.

Source: Venture Intelligence, Kotak Institutional Equities

India's net imports of gold and precious stones have been consistently higher than FPI flows

Exhibit 9: Net imports of gold and precious stones versus FPI flows, March fiscal year-ends, 2011-22 (US\$ bn)



Source: Ministry of Commerce, RBI, Kotak Institutional Equities

“Each of the analysts named below hereby certifies that, with respect to each subject company and its securities for which the analyst is responsible in this report, (1) all of the views expressed in this report accurately reflect his or her personal views about the subject companies and securities, and (2) no part of his or her compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in this report: Sanjeev Prasad, Anindya Bhowmik, Sunita Baldawa.”

Ratings and other definitions/identifiers

Definitions of ratings

BUY. We expect this stock to deliver more than 15% returns over the next 12 months.

ADD. We expect this stock to deliver 5-15% returns over the next 12 months.

REDUCE. We expect this stock to deliver -5+5% returns over the next 12 months.

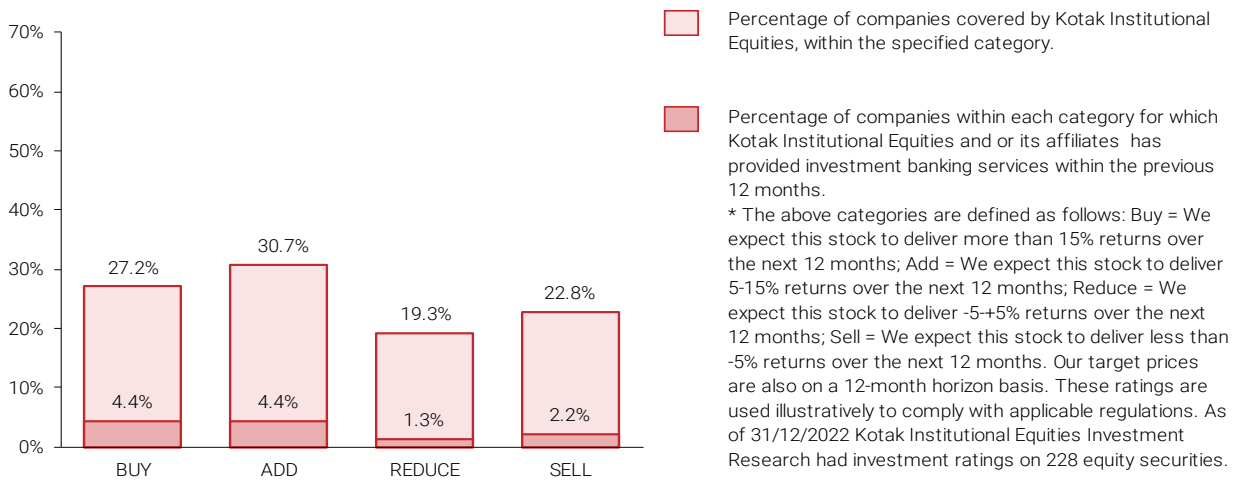
SELL. We expect this stock to deliver <-5% returns over the next 12 months.

Our Fair Value estimates are also on a 12-month horizon basis.

Our Ratings System does not take into account short-term volatility in stock prices related to movements in the market. Hence, a particular Rating may not strictly be in accordance with the Rating System at all times.

Distribution of ratings/investment banking relationships

Kotak Institutional Equities Research coverage universe



Source: Kotak Institutional Equities

As of December 31, 2022

Coverage view

The coverage view represents each analyst’s overall fundamental outlook on the Sector. The coverage view will consist of one of the following designations: **Attractive, Neutral, Cautious.**

Other ratings/identifiers

NR = Not Rated. The investment rating and fair value, if any, have been suspended temporarily. Such suspension is in compliance with applicable regulation(s) and/or Kotak Securities policies in circumstances when Kotak Securities or its affiliates is acting in an advisory capacity in a merger or strategic transaction involving this company and in certain other circumstances.

CS = Coverage Suspended. Kotak Securities has suspended coverage of this company.

NC = Not Covered. Kotak Securities does not cover this company.

RS = Rating Suspended. Kotak Securities Research has suspended the investment rating and fair value, if any, for this stock, because there is not a sufficient fundamental basis for determining an investment rating or fair value. The previous investment rating and fair value, if any, are no longer in effect for this stock and should not be relied upon.

NA = Not Available or Not Applicable. The information is not available for display or is not applicable.

NM = Not Meaningful. The information is not meaningful and is therefore excluded.

Corporate Office

Kotak Securities Ltd.
27 BKC, Plot No. C-27, "G Block" Bandra Kurla
Complex, Bandra (E) Mumbai 400 051, India
Tel: +91-22-43360000

Overseas Affiliates

Kotak Mahindra (UK) Ltd 8th Floor,
Portsocken House 155-157 Minorities
London EC3N 1LS
Tel: +44-20-7977-6900

Kotak Mahindra Inc 369
Lexington Avenue 28th Floor,
New York NY 10017, USA
Tel: +1 212 600 8856

Copyright 2023 Kotak Institutional Equities (Kotak Securities Limited). All rights reserved.

The Kotak Institutional Equities research report is solely a product of Kotak Securities Limited and may be used for general information only. The legal entity preparing this research report is not registered as a broker-dealer in the United States and, therefore, is not subject to US rules regarding the preparation of research reports and/or the independence of research analysts.

- Note that the research analysts contributing to this report are residents outside the United States and are not associates, employees, registered or qualified as research analysts with FINRA or a US-regulated broker dealer; and
- Such research analysts may not be associated persons of Kotak Mahindra Inc. and therefore, may not be subject to FINRA Rule 2241 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst.
- Kotak Mahindra Inc. does not accept or receive any compensation of any kind directly from US institutional investors for the dissemination of the Kotak Securities Limited research reports. However, Kotak Securities Limited has entered into an agreement with Kotak Mahindra Inc. which includes payment for sourcing new major US institutional investors and service existing clients based out of the US.
- In the United States, this research report is available solely for distribution to major US institutional investors, as defined in Rule 15a – 6 under the Securities Exchange Act of 1934. This research report is distributed in the United States by Kotak Mahindra Inc., a US-registered broker and dealer and a member of FINRA. Kotak Mahindra Inc., a US-registered broker-dealer, accepts responsibility for this research report and its dissemination in the United States.
- This Kotak Securities Limited research report is not intended for any other persons in the United States. All major US institutional investors or persons outside the United States, having received this Kotak Securities Limited research report shall neither distribute the original nor a copy to any other person in the United States. Any US recipient of the research who wishes to effect a transaction in any security covered by the report should do so with or through Kotak Mahindra Inc. Please contact a US-registered representative; Vinay Goenka, Kotak Mahindra Inc., 369 Lexington Avenue, 28th Floor, New York, NY, 10017, Direct +1 212 600 8856, vinay.goenka@kotak.com.
- This document does not constitute an offer of, or an invitation by or on behalf of Kotak Securities Limited or its affiliates or any other company to any person, to buy or sell any security. The information contained herein has been obtained from published information and other sources, which Kotak Securities Limited or its affiliates consider to be reliable. None of Kotak Securities Limited accepts any liability or responsibility whatsoever for the accuracy or completeness of any such information. All estimates, expressions of opinion and other subjective judgments contained herein are made as of the date of this document. Emerging securities markets may be subject to risks significantly higher than more established markets. In particular, the political and economic environment, company practices and market prices and volumes may be subject to significant variations. The ability to assess such risks may also be limited due to significantly lower information quantity and quality. By accepting this document, you agree to be bound by all the foregoing provisions.

This report is distributed in Singapore by Kotak Mahindra (UK) Limited (Singapore Branch) to institutional investors, accredited investors or expert investors only as defined under the Securities and Futures Act. Recipients of this analysis /report are to contact Kotak Mahindra (UK) Limited (Singapore Branch) (16 Raffles Quay, #35-02/03, Hong Leong Building, Singapore 048581) in respect of any matters arising from, or in connection with, this analysis/report. Kotak Mahindra (UK) Limited (Singapore Branch) is regulated by the Monetary Authority of Singapore.

Kotak Securities Limited and its affiliates are a full-service, integrated investment banking, investment management, brokerage and financing group. We along with our affiliates are leading underwriter of securities and participants in virtually all securities trading markets in India. We and our affiliates have investment banking and other business relationships with a significant percentage of the companies covered by our Investment Research Department. Our research professionals provide important input into our investment banking and other business selection processes. Investors should assume that Kotak Securities Limited and/or its affiliates are seeking or will seek investment banking or other business from the company or companies that are the subject of this material. Our research professionals are paid in part based on the profitability of Kotak Securities Limited, which includes earnings from investment banking and other businesses. Kotak Securities Limited generally prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, Kotak Securities Limited generally prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover. Our salespeople, traders, and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein.

In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest. Additionally, other important information regarding our relationships with the company or companies that are the subject of this material is provided herein.

This material should not be construed as an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. We are not soliciting any action based on this material. It is for the general information of clients of Kotak Securities Limited. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, clients should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur. Kotak Securities Limited does not provide tax advice to its clients, and all investors are strongly advised to consult with their tax advisers regarding any potential investment. Certain transactions – including those involving futures, options, and other derivatives as well as non-investment-grade securities – give rise to substantial risk and are not suitable for all investors. The material is based on information that we consider reliable, but we do not represent that it is accurate or complete, and it should not be relied on as such. Opinions expressed are our current opinions as of the date appearing on this material only. We endeavor to update on a reasonable basis the information discussed in this material, but regulatory, compliance, or other reasons may prevent us from doing so. We and our affiliates, officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. Kotak Securities Limited and its non-US affiliates may, to the extent permissible under applicable laws, have acted on or used this research to the extent that it relates to non-US issuers, prior to or immediately following its publication. Foreign currency-denominated securities are subject to fluctuations in exchange rates that could have an adverse effect on the value or price of or income derived from the investment. In addition, investors in securities such as ADRs, the value of which are influenced by foreign currencies, affectively assume currency risk. In addition, options involve risks and are not suitable for all investors. Please ensure that you have read and understood the current derivatives risk disclosure document before entering into any derivative transactions.

Kotak Securities Limited established in 1994, is a subsidiary of Kotak Mahindra Bank Limited. Kotak Securities is one of India's largest brokerage and distribution houses.

Kotak Securities Limited is a corporate trading and clearing member of Bombay Stock Exchange Limited (BSE), National Stock Exchange of India Limited (NSE), Metropolitan Stock Exchange of India Limited (MSE), National Commodity and Derivatives Exchange (NCDEX) and Multi Commodity Exchange (MCX). Our businesses include stock broking, services rendered in connection with distribution of primary market issues and financial products like mutual funds and fixed deposits, depository services and portfolio management.

Kotak Securities Limited is also a depository participant with National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL). Kotak Securities Limited is also registered with Insurance Regulatory and Development Authority as Corporate Agent for Kotak Mahindra Old Mutual Life Insurance Limited and is also a Mutual Fund Advisor registered with Association of Mutual Funds in India (AMFI). Kotak Securities Limited is registered as a Research Analyst under SEBI (Research Analyst) Regulations, 2014.

We hereby declare that our activities were neither suspended nor we have defaulted with any stock exchange authority with whom we are registered in last five years. However, SEBI, Exchanges and Depositories have conducted the routine inspection and based on their observations have issued advise letters or levied minor penalty on KSL for certain operational deviations. We have not been debarred from doing business by any stock exchange/SEBI or any other authorities, nor has our certificate of registration been cancelled by SEBI at any point of time.

We offer our research services to primarily institutional investors and their employees, directors, fund managers, advisors who are registered with us. Details of Associates are available on website, i.e. www.kotak.com and <https://www.kotak.com/en/investor-relations/governance/subsidiaries.html>.

Research Analyst has served as an officer, director or employee of subject company(ies): No.

We or our associates may have received compensation from the subject company(ies) in the past 12 months.

We or our associates have managed or co-managed public offering of securities for the subject company(ies) or acted as a market maker in the financial instruments of the subject company/company (ies) discussed herein in the past 12 months. YES. Visit our website for more details <https://kie.kotak.com>.

We or our associates may have received compensation for investment banking or merchant banking or brokerage services from the subject company(ies) in the past 12 months. We or our associates 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. We or our associates may have received compensation or other benefits from the subject company(ies) or third party in connection with the research report.

Our associates may have financial interest in the subject company(ies).

Research Analyst or his/her relative's financial interest in the subject company(ies): No

Kotak Securities Limited has financial interest in the subject company(ies) at the end of the month immediately preceding the date of publication of Research Report: YES.

Nature of Financial interest: Holding equity shares or derivatives of the subject company.

Our associates may have 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.

Research Analyst or his/her relatives have 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.

Kotak Securities Limited 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

Subject company(ies) may have been client during twelve months preceding the date of distribution of the research report.

A graph of daily closing prices of securities is available at <https://www.moneycontrol.com/india/stockpricequote/> and <http://economictimes.indiatimes.com/markets/stocks/stock-quotes>. (Choose a company from the list on the browser and select the "three years" icon in the price chart).

Kotak Securities Limited. Registered Office: 27 BKC, C 27, G Block, Bandra Kurla Complex, Bandra (E), Mumbai 400051. CIN: U99999MH1994PLC134051, Telephone No.: +22 43360000, Fax No.: +22 67132430. Website: www.kotak.com / www.kotaksecurities.com. Correspondence Address: Infinity IT Park, Bldg. No 21, Opp. Film City Road, A K Vaidya Marg, Malad (East), Mumbai 400097. Telephone No: 42856825. SEBI Registration No. INZ000200137(Member of NSE, BSE, MSE, MCX & NCDEX). Member Id: NSE-08081, BSE-673, MSE-1024, MCX-56285, NCDEX-1262. AMFI ARN 0164, PMS INP00000258 and Research Analyst INH000000586. NSDL/CDSL: IN-DP-629-2021. Compliance Officer Details: Mr. Sandeep Gupta. Call: 022 - 4285 8484, or Email: ks.compliance@kotak.com. Investments in securities market are subject to market risks, read all the related documents carefully before investing.

In case you require any clarification or have any concern, kindly write to us at below email ids:

Level 1: For trading-related queries, contact our customer service at 'service.securities@kotak.com' and for demat account-related queries, contact us at ks.demat@kotak.com or call us on: Toll free numbers 18002099191 / 1860 266 9191.

Level 2: If you do not receive a satisfactory response at Level 1 within 3 working days, you may write to us at ks.escalation@kotak.com or call us on 022-42858445 and if you feel you are still unheard, write to our customer service HOD at ks.servicehead@kotak.com or call us on 022-42858208.

Level 3: If you still have not received a satisfactory response at Level 2 within 3 working days, you may contact our Compliance Officer (Name: Mr. Sandeep Gupta) at ks.compliance@kotak.com or call on 91- (022) 4285 8484

Level 4: If you have not received a satisfactory response at Level 3 within 7 working days, you may also approach Managing Director/CEO (Mr. Jaideep Hansraj) at ceo.ks@kotak.com or call on 91-(022) 4285 8301.

First Cut notes published on this site are for information purposes only. They represent early notations and responses by analysts to recent events. Data in the notes may not have been verified by us and investors should not act upon any data or views in these notes. Most First Cut notes, but not necessarily all, will be followed by final research reports on the subject.

There could be variance between the First Cut note and the final research note on any subject, in which case the contents of the final research note would prevail. We accept no liability of the First Cut Notes.

Analyst Certification

The analyst(s) authoring this research report hereby certifies that the views expressed in this research report accurately reflect such research analyst's personal views about the subject securities and issuers and that no part of his or her compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in the research report.

This report or any portion hereof may not be reprinted, sold or redistributed without the written consent of Firm. Firm Research is disseminated and available primarily electronically, and, in some cases, in printed form.

Additional information on recommended securities is available on request.