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Market snapshot



Equities - India	Close	Chg. %	YTD. %
Sensex	32,575	0.2	22.3
Nifty-50	10,115	0.4	23.6
Nifty-M 100	18,513	0.0	29.0
Equities-Global	Close	Chg. %	YTD. %
S&P 500	2,476	0.2	10.6
Nasdaq	6,363	0.2	18.2
FTSE 100	7,424	0.7	3.9
DAX	12,251	1.1	6.7
Hang Seng	11,024	1.8	17.3
Nikkei 225	19,986	0.3	4.6
Commodities	Close	Chg. %	YTD. %
Brent (US\$/Bbl)	51	-2.2	-7.9
Gold (\$/OZ)	1,267	-0.1	9.3
Cu (US\$/MT)	6,313	-0.4	14.3
Almn (US\$/MT)	1,884	-0.6	10.6
Currency	Close	Chg. %	YTD. %
USD/INR	64.1	-0.1	-5.6
USD/EUR	1.2	0.7	12.0
USD/JPY	110.4	-0.2	-5.7
YIELD (%)	Close	1MChg	YTDchg
10 Yrs G-Sec	6.4	0.0	-0.1
10 Yrs AAA Corp	7.4	0.0	-0.1
Flows (USD b)	1-Aug	MTD	YTD
FII	-0.1	-0.1	8.7
DII	0.2	0.2	4.3
Volumes (INRb)	1-Aug	MTD*	YTD*
Cash	290	290	288
F&O	3,413	3,413	5,030

Note: YTD is calendar year, *Avg

Today's top research theme

India Strategy: 1QFY18 interim earnings review

Performance broadly in line, but internals not yet convincing

- ✓ The 1QFY18 earnings season, so far, has been broadly in line with expectations in terms of headline numbers. However, internals do not yet provide much encouragement, in our view.
- ✓ The MOSL Universe has reported sales, EBITDA and PAT growth of 8.5%, 5.5% and 2% YoY, as against expectations of 7.2%, 7% and 5.3%, respectively.
- ✓ Of the 31 Nifty companies that have declared their results so far, 21 have reported earnings ahead of/in line with our estimates. Sales/EBITDA/PAT for the 31 Nifty companies have grown 8.1%/4.9%/3.3% v/s expectation of 6.3%/7.1%/6.3%.
- ✓ Almost two thirds (i.e., 58) of the 92 MOSL Coverage companies have reported EBITDA either in line with or above estimates. On the PAT front, 50 out of 92 companies either met or exceeded expectations.
- ✓ Ex-Financials, EBITDA margin contracted 150bp YoY to 22.2% v/s estimate of 23.3%.
- ✓ Based on the results of the 31 Nifty companies, our FY18 Nifty EPS estimate is unchanged at INR496 (16% growth). However, we have raised our FY19 Nifty EPS estimate marginally upward by 0.6% to INR605.

Research covered

Cos/Sector	Key Highlights
India Strategy	1QFY18 interim earnings review
NTPC	Capitalization to pick up pace
Power Grid Corpn	Core performance supported by Telecom and Consultancy
JSW Steel	Subsidiaries led the beat in EBITDA
Marico	Domestic volumes decline 9%; Performance affected by pipeline issues
Bharat Electronics	Robust execution leads to better than expected performance
Container Corp	Beat led by volume growth and margin expansion
SCUF	Sluggish quarter
Music Broadcast	Healthy growth trajectory in sight
Automobiles	July 2017 Volumes
Results Flash	Marico SCUF
Results Expectation	BATA HMN LPC PNB VOLT

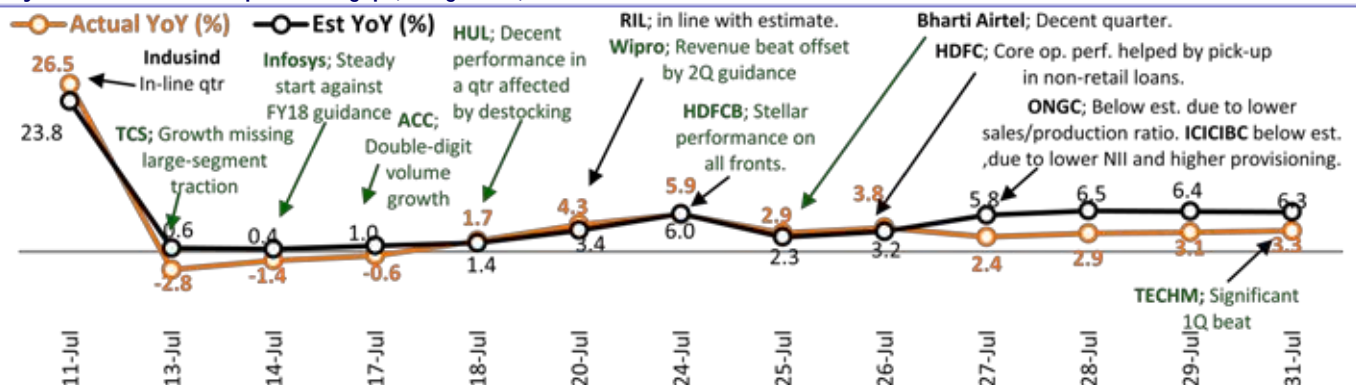
Piping hot news

GST impact: Manufacturing PMI contracts in July

- ✓ Amidst calls for a rate cut to boost investment and demand, manufacturing production contracted for the first time this year in July...

Chart of the Day: India Strategy - 1QFY18 interim earnings review; Performance broadly in line, but internals not yet convincing

Nifty-50: Performance-expectation gap (PAT growth)



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Investors are advised to refer through important disclosures made at the last page of the Research Report.

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.



Kindly click on textbox for the detailed news link

1

Liberty House acquires Tata Steel's UK pipe mills

Liberty House, the industrial group owned by Sanjeev Gupta, has acquired two British pipe mills owned by Tata Steel, on which an agreement was reached last month. This is part of its ambitions to become a "world leader" in the 50-million-tonne-a-year global oil and gas pipeline sector...

2

National Company Law Tribunal admits insolvency case against ABG Shipyard

The Ahmedabad bench of the National Company Law Tribunal (NCLT) on Tuesday admitted the insolvency petition against ABG Shipyard filed by ICICI Bank under the Insolvency and Bankruptcy Code (IBC). The bench has appointed Sundaresh Bhat of BDO India, as the interim resolution professional (IRP). The company owes banks close to `10,000 crore, of which ICICI Bank alone had loaned about Rs 4,500 crore...

3

Govt may let a privatised Air India retain national carrier status: Arun Jaitley

The government is contemplating to retain the national carrier status of Air India while privatising the debt-burdened airline, finance minister Arun Jaitley said in Lok Sabha on Tuesday. This is expected to significantly increase the valuation of the airline as national carriers get preference while signing bilateral...

4

Auto sales pick up in July as dealers build stocks ahead of festive season

Car and two-wheeler sales advanced at a brisk pace in July as manufacturers dispatched more vehicles to their dealers to build stocks after the goods and services tax (GST) came into force on 1 July...

5

H-1B visa application from Indian IT companies down 15% this year

Technology outsourcing companies are seeking fewer work visas from the United States government as evident from the declining number of petitions filed this year, according to data disclosed by the US Citizenship and Immigration Services...

6

SoftBank in talks to invest \$2 bn in Flipkart after Snapdeal rejects buyout

SoftBank Group is still in talks to invest in India's Flipkart - despite the collapse of discussions to fold a smaller rival into India's largest e-commerce site - but it would do so through its Vision Fund, according to sources familiar with the matter...

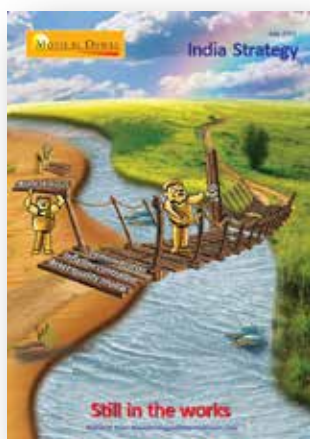
7

NCLT to pronounce Essar Steel's insolvency order on Wednesday

National Company Law Tribunal (NCLT), Ahmedabad will pronounce its order on Wednesday on petitions filed by State Bank of India (SBI) and Standard Chartered Bank (SCB) for initiating of insolvency proceeding under Insolvency & Bankruptcy Code (IBC) against the steel major, Essar Steel...



Refer our June-17
Quarter Preview



1QFY18 interim earnings review

Performance broadly in line, but internals not yet convincing

- n The 1QFY18 earnings season is well past the half-way stage, with 92 MOSL Universe and 31 Nifty companies having already released their results till 31 July 2017.
- n These companies comprise (a) 67% of estimated PAT for MOSL Universe and 70% of estimated PAT for Nifty and (c) 50% of India's market cap.

Key takeaways:

- n The 1QFY18 earnings season, so far, has been broadly in line with expectations in terms of headline numbers. However, internals do not yet provide much encouragement, in our view. Of the 31 Nifty companies that have declared their results so far, 21 have reported earnings ahead of/in line with our estimates. The earnings upgrade/downgrade ratio is skewed in favor of downgrades, with 10 MOSL Universe companies seeing upgrades of 5%+ and 30 seeing downgrades of 5%+.
- n The MOSL Universe has reported sales, EBITDA and PAT growth of 8.5%, 5.5% and 2% YoY, as against expectations of 7.2%, 7% and 5.3%, respectively.
- n Sales/EBITDA/PAT for the 31 Nifty companies have grown 8.1%/4.9%/3.3% v/s expectation of 6.3%/7.1%/6.3%.
- n Almost two thirds (i.e. 58) of the 92 MOSL coverage companies have reported EBITDA either in line with or above estimates. On the PAT front, 50 out of 92 companies have either met or exceeded expectations. Ex-Financials, EBITDA margin contracted 150bp YoY to 22.2% v/s estimate of 23.3%.
- n Based on the results of the 31 Nifty companies, our FY18 Nifty EPS estimate is unchanged at INR496 (16% growth). However, for FY19, we have raised our Nifty EPS estimate marginally upward by 0.6% to INR605. The upgrades are led largely by Reliance Industries, Vedanta and HDFC Bank, while Bharti Airtel, ITC, ICICI Bank, Wipro and Axis Bank have seen earnings downgrades.

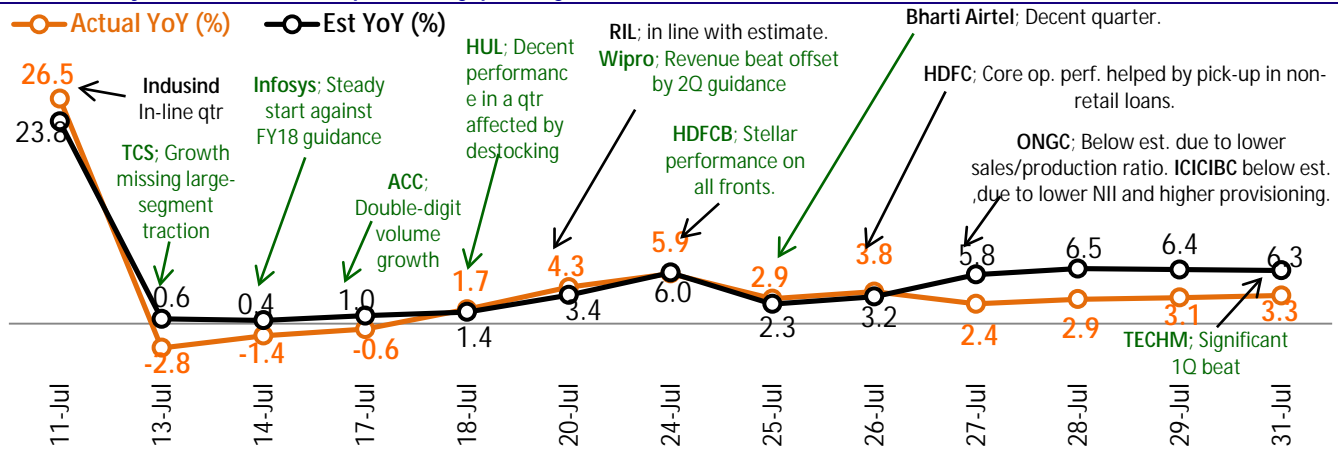
Five key trends from the results declared until 31 July 2017: [1] GST-related hiccups, as expected, took a toll on the volumes performance of B2C sectors – Staples, Durables and Electricals were particularly impacted by destocking ahead of GST roll-out. [2] Provisions for most BFSI companies were elevated and came in above expectations – Private Banks posted in-line results, while NBFCs and PSU Banks missed expectations. [3] Healthcare is on its way to report another washout quarter, with all the companies (barring Glenmark) missing expectations. [4] Large-cap cement companies surprised on profitability due to better-than-expected realizations. [5] Technology and Consumer posted in-line performances, while Telecom exceeded muted expectations.

Aggregate PAT up 2% YoY, in line with our estimate

- n **Aggregate performance of MOSL Universe:** Sales, EBITDA and PAT grew 8.5%, 5.5% and 2% YoY, as against expectations of 7.2%, 7% and 5.3%, respectively.
 - Ø Five sectors missed PAT estimates – PSU Banks, NBFCs, Healthcare, Media, and Oil & Gas.
 - Ø Four sectors reported PAT de-growth – Telecom (-90%), Healthcare (-28%), Autos (-2.7%) and Oil & Gas (-1.5%).
 - Ø Technology (flat) and Consumer (2%) posted YoY flat PAT – in line with expectations.
- n **Nifty Universe performance:** Sales grew by 8.1% YoY (est. of +6.3%), EBITDA by 4.9% YoY (est. of +7.1%) and PAT by 3.3% YoY (est. of +6.3%).
 - Ø **Top companies that beat estimates:** Bharti Airtel (79% beat), Tech Mahindra (23%), Wipro (12%), HUL(11%), Vedanta (10%) and Ultratech(9%).

Ø Top companies that missed estimates: Dr. Reddy's (84% miss), Zee (30%), ONGC (25%), ICICI Bank (14%) and Asian Paints (13%).

Exhibit 1: Nifty-50: Performance-expectation gap (PAT growth)



- n **Tweaking FY18/FY19 estimates marginally:** Based on 1QFY18 results for the 92 companies, we have not made material changes to our estimates. On aggregate, for these 92 companies, we have reduced our FY18E PAT by 0.8% and raised FY19E PAT by 1%. For these companies, we now expect 9.2%/19.6% PAT growth for FY18/19 v/s earlier expectations of 10%/17.4%.
 - Ø For FY18 PAT, we have raised estimates for 10 companies (5% upgrade) and lowered for 30 companies (5% downgrade).
 - Ø **Top FY18E PAT upgrades:** JUBI (22%), HZL (15%), Vedanta (13%), Idea (12%), Coromandel (11%), Indigo (10%) and Tech Mahindra (10%).
 - Ø **Top FY18E PAT downgrades:** Equitas (64%), Bharti Airtel (26%), Bharat Financial (23%), IDFC Bank (21%), Dr. Reddy's (20%), Alembic (18%) and Canara Bank (17%).
- n **Nifty estimates unchanged:** Based on the results of the 31 Nifty companies, we have maintained Nifty FY18/19E EPS at INR496/605 v/s earlier estimate of INR496/601.
 - Ø **Top FY18E Nifty EPS upgrades:** Vedanta (13%), Tech Mahindra (10%) and Wipro (5%).
 - Ø **Top FY18E Nifty EPS downgrades:** Bharti Airtel (26%), Dr. Reddy's (20%) and Axis Bank (9%).
- n **Key upcoming results:** For the 85 MOSL Universe companies that are yet to release their results, we expect sales to grow by 5.9% YoY, EBITDA by 0.3% YoY, and PAT to decline by 14.4% YoY. PSU Banks, Oil & Gas and Metals are expected to drive this performance. We expect the remaining Nifty companies to deliver sales growth of 5.1% YoY. EBITDA/PAT growth of the remaining Nifty companies is expected at 2.2%/(-12.3)% YoY.
 - Ø Key results to watch for: SBI, Tata Motors, Sun Pharma, M&M, OMCs (refer [Exhibit 27](#)).



BSE SENSEX
32,575

S&P CNX
10,115

CMP: INR165 TP: INR198(+20%)

Buy



A Maharatna Company

Stock Info

Bloomberg	NTPC IN
Equity Shares (m)	8,245
52-Week Range (INR)	178 / 143
1, 6, 12 Rel. Per (%)	-1/-19/-13
M.Cap. (INR b)	1,359.7
M.Cap. (USD b)	21.2
Avg Val (INRm)	751
Free float (%)	30.3

Financials Snapshot (INR b)

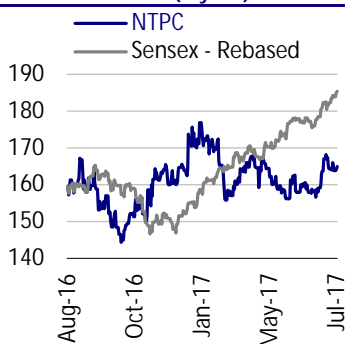
Y/E Mar	2017	2018E	2019E
Net Sales	820.8	852.5	971.2
EBITDA	218.3	252.0	320.7
PAT	107.1	110.4	133.4
EPS (INR)	13.0	13.4	16.2
Gr. (%)	5.4	3.1	20.8
BV/Sh (INR)	118.7	126.6	136.8
RoE (%)	11.5	10.9	12.3
RoCE (%)	7.0	7.4	8.7
P/E (x)	12.6	12.2	10.1
P/BV (x)	1.4	1.3	1.2

Shareholding pattern (%)

As On	Jun-17	Mar-17	Jun-16
Promoter	69.7	69.7	70.0
DII	17.0	17.0	16.9
FII	10.2	10.4	11.0
Others	3.0	2.8	2.2

FII Includes depository receipts

Stock Performance (1-year)



Capitalization to pick up pace

Following are the key highlights from NTPC’s analyst meet.

Capitalization momentum to pick up

NTPC reaffirmed its guidance for capitalization of ~4GW thermal generation capacity in FY18. It has already capitalized 995MW (Kanti – 195MW, Kudgi – 800MW) by July 2017. The remaining capacities of ~3GW have already been commissioned by July 2017, and are in the final stages of capitalization. We expect further ~1GW of renewable generation capacity addition in FY18. In terms of commissioning, major capacities include Kudgi U3 (800MW), Gadarwara U1 (800MW), Lara U1 (800MW) and Meja U1 (660MW). Synchronization of these capacities is likely over the next few months, followed by commissioning a couple of months later.

Other highlights:

- n FGD installations to begin with newly installed capacities. NTPC has already issued tenders for installing FGDs to meet the SOx norms in plants that are less than five years old.
- n There is a proposal for pooling of tariff, which will allow NTPC to run its low-cost pit-head plants at full load. On the other hand, plants with high variable cost will be used for meeting peak load. This will be a zero-sum scheme for NTPC, while savings in transportation of coal will be fully passed on to the beneficiaries. NTPC may gain from thermal efficiencies.
- n NTPC is in dialogue with the regulator for permitting a genuine loss of GCV during storage. CEA is doing a technical evaluation for standardizing compensation. If permitted, NTPC will regain the lost incentives.
- n Management is guiding for an increase in regulated equity by 10% in FY18E, 15% in FY19E and doubling by FY22E. This appears conservative against the guidance of addition to commercial capacity in FY18E and FY19E.

Capitalization to drive earnings growth; Maintain Buy

We expect regulated equity CAGR of ~20% over FY17-20E, driven by acceleration in project capitalization. PAT is estimated to grow at ~11% CAGR over FY17-20E. Capitalization would start to outpace capex, boosting RoEs and driving re-rating of the stock. The stock trades attractive at 1.2x FY19E P/BV, while earnings growth is strong. We value the stock at INR198/share, even after factoring in 150bp regulatory risk to RoE w.e.f. FY20E in our DCF model. Maintain **Buy**.



Power Grid Corporation

BSE SENSEX 32,575
S&P CNX 10,115

CMP: INR224 TP: INR262(+17%)

Buy

Bloomberg	PWGR IN
Equity Shares (m)	5,231.6
M.Cap.(INRb)/(USD\$b)	1,173.2 / 18.3
52-Week Range (INR)	214 / 148
1, 6, 12 Rel. Per (%)	-6/-11/18
Avg Val, INRm	951
Free float (%)	42.1

Financials & Valuations (INR b)

Y/E Mar	2017	2018E	2019E
Net Sales	257.0	320.5	368.0
EBITDA	226.6	283.9	327.1
PAT	74.5	91.0	107.5
EPS (INR)	14.2	17.4	20.6
Gr. (%)	23.9	22.1	18.1
BV/Sh (INR)	93.7	107.4	123.5
RoE (%)	16.2	17.3	17.8
RoCE (%)	7.3	8.3	8.9
P/E (x)	15.7	12.9	10.9
P/BV (x)	2.4	2.1	1.8

Estimate change

TP change

Rating change

Core performance supported by Telecom and Consultancy

Visibility of ~15% earnings CAGR over FY17-20E; Upgrade TP

PWGR reported another strong quarter, with PAT increasing 14% YoY to INR20.5b, which, however, was lower than our estimate of INR21.8b due to employee wage hike provision and non-uniform capitalization. The wage hike provision of ~INR860m would be recovered subsequently on approval by the regulator, like in the past. Capitalization stood at INR35b, lower than our estimate of INR70b, but the target for the year remains unchanged at INR280b+.

Capex stood at INR63b (est. of INR55b). Telecom and Consultancy businesses delivered a strong performance. Other income increased ~10% YoY to INR2.1b.

- **Telecom:** Revenue grew 29% YoY to INR1.57b. EBIT increased 23% YoY to INR730m. Margin stood at 46%, down 200bp YoY.
- **Consultancy:** The business delivered a stellar performance. Revenue grew 74% YoY/39% QoQ to INR2.1b. EBIT increased 75% YoY/103% QoQ to INR1.56b. Margin improved ~100bp YoY to 74%.
- The share of Telecom and Consultancy as % of PBT has increased by ~240bp/360bp YoY/QoQ to ~9%.

Capitalization momentum to drive strong earnings growth; Buy

- We estimate EPS CAGR of ~15% over FY17-20E, led by strong visibility of capitalization. PWGR has ~INR1.3t worth of projects pending execution over the next 3-4 years. We remain bullish on investment in the transmission sector due to (1) potential for energy demand growth, (2) rising share of RE and (3) underinvestment in T&D. We are still building conservatively 6.3% earnings growth over 10 years after FY22E in DCF value. PWGR has a competitive advantage due to strong execution, high market share and a strong balance sheet. We roll forward our valuation to FY19E. The DCF-based TP is revised to INR262 (from INR242 earlier). We reiterate **Buy**.

Quarterly Performance (standalone) – INR m

Y/E March	FY17				FY18				FY17	FY18E	FY18 Vs Est 1QE (%)	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
Sales	60,691	62,296	65,010	67,120	71,814	72,542	75,037	85,402	257,165	304,795	72,558	-1
Change (%)	29.4	28.5	22.1	16.9	18.3	16.4	15.4	27.2	24.4	18.5	19.6	
EBITDA	53,675	55,788	58,220	57,015	62,699	65,169	67,451	75,391	226,715	270,710	64,600	-3
Change (%)	29.8	30.3	22.8	12.9	16.8	16.8	15.9	32.2	24.0	19.4	20.4	
As of % Sales	88.4	89.6	89.6	84.9	87.3	89.8	89.9	88.3	88.2	88.8	89.0	
Depreciation	17,573	18,769	19,653	20,633	21,311	22,224	23,271	23,928	76,628	90,734	20,808	2
Interest	15,178	15,876	16,426	15,558	17,624	18,526	19,168	18,242	63,038	73,560	17,711	0
Other Income	1,902	2,507	2,866	3,424	2,085	2,032	2,323	572	8,649	7,011	1,542	35
PBT	22,827	23,650	25,006	24,247	25,848	26,451	27,334	33,792	95,698	113,426	27,623	-6
Tax	4,819	4,888	5,706	5,083	5,324	5,555	5,740	7,200	20,496	23,819	5,801	
Effective Tax Rate (%)	21.1	20.7	22.8	21.0	20.6	21.0	21.0	21.3	21.4	21.0	21.0	
Reported PAT	18,008	18,762	19,300	19,164	20,524	20,897	21,594	26,592	75,202	89,607	21,822	-6
Adjusted PAT	18,008	18,762	19,300	20,131	20,524	20,897	21,594	26,793	76,169	89,607	21,822	-6
Change (%)	32.8	33.2	20.2	28.3	14.0	11.4	11.9	33.1	28.0	17.6	21.2	



BSE SENSEX	S&P CNX
32,575	10,115
Bloomberg	JSTL IN
Equity Shares (m)	2,417
M.Cap.(INRb)/(USD\$b)	538.9 / 8.4
52-Week Range (INR)	225 / 151
1, 6, 12 Rel. Per (%)	4/-3/16
Avg Val, INRm	1162
Free float (%)	58.4

Financials & Valuations (INR b)

Y/E Mar	2017	2018E	2019E
Net Sales	556.0	620.3	631.8
EBITDA	122.6	140.5	151.7
PAT	35.8	53.0	62.2
EPS (INR)	14.8	21.9	25.7
Gr. (%)	nm	48.2	17.3
BV/Sh (INR)	93.7	112.1	135.3
RoE (%)	17.3	21.3	20.8
RoCE (%)	7.9	9.3	9.5
P/E (x)	15.1	10.2	8.7
P/BV (x)	2.4	2.0	1.6

Estimate change

TP change

Rating change

CMP: INR223 TP: INR297(+33%) Buy

Subsidiaries led the beat in EBITDA

Margin outlook positive; upgrading estimates and TP

JSW Steel's (JSTL) 1QFY18 cons. EBITDA declined 17% QoQ to INR26.2b (8% beat) due to seasonal decline in volumes and lower steel prices. Standalone EBITDA at INR22b was in-line, while the positive surprise came from subsidiaries.

- n S/A sales increased 5% YoY (-11% QoQ) to 3.51mt. Consolidated sales were lower at 3.39mt due to an increase in inventories at subsidiary level. The share of exports declined 13pp QoQ to 23% due to weakness in the international market.
- n S/A EBITDA/t was down 17% QoQ at INR6,262 on lower steel prices, increase in iron ore cost and only USD18/t benefit in coking coal cost.
- n Subsidiaries reported EBITDA of INR4.2b v/s estimate of INR1.7b. JSW Coated benefited from conversion arrangement with Uttam. Conversion volumes will inch up further and drive EBITDA.
- n US Plate mill has turned around, with CU increasing 9pp QoQ to 28%, which contributed USD5.1m to EBITDA. It is expected to be sustainable.
- n Other subsidiaries (Salav, Industrial gases, etc.) posted strong EBITDA of INR1.8b. We believe that at least 30-40% of this is sustainable.
- n Net debt increased by INR17b QoQ on working capital increase.

Margin outlook positive; subsidiaries driving upgrade; Maintain Buy

Global steel market and prices are trading strong, driven by positive surprise in demand from China. Indian steel demand too is inching up and driving domestic steel prices. We expect margins to expand for JSTL on declining input cost and stronger steel prices. We are upgrading cons. FY19E EBITDA by 4% to INR152b on significant improvement in the operating performance of subsidiaries. The SOTP too is increased by 5% to INR297/share. Maintain **Buy**.

Quarterly Performance (Consolidated) – INR m

Y/E March	FY17				FY18				FY17	FY18E	FY18' vs Est	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				1QE (%)
Net Sales	117,080	132,278	140,126	166,562	146,990	144,408	163,838	165,019	556,046	620,254	137,271	7
Change (YoY %)	1.1	21.3	61.1	55.7	25.5	9.2	16.9	-0.9	32.8	11.5	17.2	
EBITDA	32,694	29,586	28,669	31,649	26,170	31,351	41,657	41,296	122,598	140,474	24,145	8
Change (YoY %)	100.9	71.1	221.5	73.5	-20.0	6.0	45.3	30.5	101.9	14.6	-26.1	
Interest	9,358	9,646	9,201	9,476	9,450	9,954	9,862	9,771	37,681	39,037	10,046	-6
Depreciation	8,315	8,915	9,146	8,779	8,190	8,272	8,355	8,513	35,154	33,329	9,400	-13
Other Income	334	296	333	558	410	846	852	857	1,521	2,965	841	
PBT (before EO Item)	15,356	11,320	10,655	13,953	8,940	13,972	24,292	23,869	51,284	71,073	5,540	61
EO Items	0	0	0	0	0	0	0	0	0	0	0	
PBT (after EO Item)	15,356	11,320	10,655	13,953	8,940	13,972	24,292	23,869	51,284	71,073	5,540	61
Total Tax	4,507	4,734	3,511	3,992	2,840	3,810	6,831	6,720	16,743	20,200	1,690	
% Tax	29.4	41.8	32.9	28.6	31.8	27.3	28.1	28.2	32.6	28.4	30.5	
Reported PAT	10,848	6,587	7,145	9,961	6,100	10,162	17,461	17,150	34,541	50,873	3,850	58
MI (Profit)/Loss	112	-117	13	57	0	-117	-117	-117	64	-352	-117	
Share of P/(L) of Ass.	130	795	143	125	140	795	795	795	1,193	2,526	795	
Pref. Dividend	0	0	0	0	0	0	0	0	0	0	0	
Adjusted PAT	11,090	7,265	7,300	10,143	6,240	10,840	18,139	17,828	35,798	53,047	4,528	38
Change (YoY %)	-1,076.8	557.5	-529.2	515.1	-43.7	49.2	148.5	75.8-42,485.0	48.2	-59.2	-59.2	

BSE SENSEX 29,918 S&P CNX 9,304

CMP: INR326 TP: INR360 (+10%) Neutral

We will revisit our estimates post earnings call/management interaction.

Conference Call Details



Date: 2nd August 2017
Time: 05:00pm IST
Dial-in details:
+91-22-3938 1079

Financials & Valuations (INR b)

Y/E Mar	2017	2018E	2019E
Net Sales	59.2	67.5	78.1
EBITDA	11.4	12.4	14.9
NP	8.1	9.0	10.9
EPS (INR)	6.3	6.9	8.4
EPS Gr. (%)	12.1	10.5	21.1
BV/Sh. (INR)	18.0	21.1	23.0
RoE (%)	36.7	35.5	38.1
RoCE (%)	31.5	30.3	32.7
P/E (x)	51.9	46.9	38.8
EV/EBITDA (x)	36.6	33.1	27.6

- Domestic volumes decline 9%; Performance affected by pipeline issues**
- Marico posted 4% YoY decline in consol. net sales (est. flat sales) to INR16.8b. Domestic volume decline was 9% YoY (est. of -3%), while revenues fell 4%. International revenue grew 6% YoY CC, with 1% overall sales decline. Rural sales declined 11%, while urban sales were flat ahead of GST roll-out. Modern trade (10% of India turnover) grew 11% YoY. Management attributed sales and volume decline to pipeline issues. CSD (7% of domestic sales) declined 15% YoY in 1QFY18. The company increased market share in all categories.
 - Consol. gross margin shrunk 430bp YoY** (est. of -400bp) to 47.8%. Copra costs rose 69% YoY and 7% QoQ. Rice bran oil price was down 5% YoY, while liquid paraffin (LLP) price was up 21% YoY. HDPE (a key ingredient in packaging material) price was down 4% YoY. Gross margin contraction can be ascribed to delay in price increases because of GST implementation.
 - Consol. A&P expenses declined 230bp YoY and 22.9% on absolute basis YoY. There was a decrease in other expenditure by 40bp YoY, while staff costs increased 50bp YoY. EBITDA margin contracted 210bp YoY (lower than est. of -300bp) to 19.3%, and thus, EBITDA fell 13.3% YoY (est. of -14.2%) to INR3.24b. Adj. PAT declined 11.9% YoY (est. of -13.4%) to INR2.36b, 1.7% ahead of our estimate.
 - Segmental growth:** Parachute sales grew 3% YoY, with 9% volume decline (est. of mid-single-digit volume decline); Saffola sales declined 8%, with volume decline of 8% (est. of mid-single-digit volume decline); and Value Added Hair Oils (VAHO) sales declined 8%, with 9% volume decline (est. of mid-single-digit volume decline). The Youth brands portfolio declined 23% in value terms.
 - We currently have a **Neutral** rating on the stock.

Quarterly Performance

Y/E March	FY17				FY18				FY17	FY18E	FY18	Var. (%)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
Domestic volume growth (%)	8.0	3.4	-4.0	10.0	-9.0	14.0	16.0	8.0	3.6	9.0	-3.0	
Net Sales	17,523	14,390	14,140	13,152	16,815	17,412	17,392	15,901	59,180	67,520	17,499	-3.9%
YoY Change (%)	0.2	-0.9	-7.5	2.2	-4.0	21.0	23.0	20.9	-3.3	14.1	0.0	
COGS	8,400	6,847	6,859	6,365	8,782	8,285	8,349	7,497	28,491	32,914	9,119	
Gross Profit	9,123	7,543	7,281	6,787	8,033	9,127	9,043	8,404	30,690	34,607	8,379	-4.1%
Gross margin (%)	52.1	52.4	51.5	51.6	47.8	52.4	52.0	52.9	51.9	51.3	47.9	
Other Expenditure	5,384	5,050	4,585	4,262	4,790	6,198	5,726	5,458	19,276	22,172	5,209	
% to Sales	30.7	35.1	32.4	32.4	28.5	35.6	32.9	34.3	32.6	32.8	29.8	
EBITDA	3,740	2,493	2,697	2,525	3,243	2,929	3,317	2,946	11,414	12,435	3,170	2.3%
Margins (%)	21.3	17.3	19.1	19.2	19.3	16.8	19.1	18.5	19.3	18.4	18.1	
YoY Change (%)	18.2	9.8	-6.4	20.1	-13.3	17.5	23.0	16.7	8.1	8.9	-14.2	
Depreciation	208	209	213	273	211	262	266	385	903	1,124	260	
Interest	54	21	44	47	35	27	58	101	166	220	70	
Other Income	275	285	260	293	229	342	312	490	1,152	1,373	383	
PBT	3,753	2,548	2,700	2,497	3,226	2,982	3,305	2,950	11,497	12,464	3,224	0.0%
Tax	1,072	740	781	784	866	835	925	863	3,377	3,490	903	
Rate (%)	28.6	29.1	28.9	31.4	26.8	28.0	28.0	29.3	29.4	28.0	28.0	
Minority Interest	2	2	2	4	1	2	2	6	10	10	2	
Adjusted PAT	2,679	1,806	1,916	1,709	2,359	2,146	2,378	2,081	8,110	8,964	2,319	1.7%
YoY Change (%)	17.2	18.1	-6.8	25.5	-11.9	18.8	24.1	21.8	14.4	10.5	-13.4	

E: MOSL Estimates



Bharat Electronics

BSE SENSEX	S&P CNX
32,575	10,115
Bloomberg	BHE IN
Equity Shares (m)	2,234
M.Cap.(INRb)/(USD\$b)	397.6/6.2
52-Week Range (INR)	187 / 119
1, 6, 12 Rel. Per (%)	7/0/30
Avg Val, INRm	664
Free float (%)	31.8

Financials & Valuations (INR b)

Y/E Mar	2017	2018E	2019E
Net Sales	86.1	110.1	122.8
EBITDA	17.6	19.9	21.4
NP	15.5	16.6	18.5
EPS (INR)	6.9	7.4	8.3
EPS Gr. (%)	27.2	7.3	11.2
BV/Sh (INR)	33.6	43.6	48.8
RoE (%)	20.6	17.0	16.9
RoCE (%)	18.9	19.3	17.9
P/E (x)	23.1	22.2	21.5
P/BV (x)	4.8	3.8	3.6

Estimate change

TP change

Rating change

CMP: INR179

TP: INR210 (+16%)

Buy

Robust execution leads to better than expected performance

- 1QFY18 operational results ahead of estimates:** BHE reported revenue of INR17.2b (+98% YoY; our estimate: INR12b) and operating profit of INR1.6b (v/s loss of INR0.5b in 1QFY17; our estimate: loss of INR0.2b). Net profit rose 247% YoY to INR1.3b. Exports were USD4.4m (INR286m).
- Key projects executed during 1QFY18 include integrated air command and control systems, advance composite communication system, integrated communication system, weapon locating radar, Akash weapon system (Indian Army), ship-borne EW system, and L70 gun upgrade.
- EBITDA margin at 9.5%; improvement driven by better operating leverage:** Operating profit for the quarter was INR1.6b as against a loss of INR0.5b in 1QFY17. EBITDA margin was 9.5% in 1QFY18 as against -5.4% in 1QFY17. Margin expansion was driven by better operating leverage. Net profit was INR1.3b v/s INR0.4b in 1QFY17. Other income declined 48% to INR0.7b from INR1.4b in 1QFY17, as the company utilized its cash reserves for share buyback.
- Robust order backlog provides strong revenue visibility:** Order backlog of INR411b as at the end of 1QFY18 provides strong revenue visibility of 4.3x its TTM revenue. Order inflow grew 142% YoY to INR24b. For FY18, the management has guided sales of INR100b (+15% YoY), +/-100bp YoY change in EBITDA margin, and orders of INR130b-140b.
- Maintain Buy; TP: INR210:** We raise our estimates by 3% for FY18 and by 2% for FY19 to factor in improvement in execution. We retain our **Buy** rating and marginally raise our target price to INR210 (25x FY19E EPS, which is its peak historical valuation multiple) to factor in improved pace of decision making in the defense sector, and better order visibility and execution.

Quarterly Performance

Y/E March	FY17				FY18				FY17	FY18	(INR Million)	
	1QE	2Q	3QE	4QE	1QE	2QE	3QE	4QE			MOSL 3QE	Var
Sales	8714	17033	20867	39877	17248	20921	24775	47166	86119	110110	11715	47.2
Change (%)	-20.8	15.9	37.2	23.7	97.9	22.8	18.7	18.3	17.5	27.9	34.4	
EBITDA	-467	3349	4828	9796	1633	2932	3823	11534	17617	19922	-195	-935.8
Change (%)	-699	85	74	8	-450	-12	-21	18	28	13	-58	
As of % Sales	-5.4	19.7	23.1	24.6	9.5	14.0	15.4	24.5	20.5	18.1	-1.7	
Depreciation	435	455	455	571	561	550	520	550	1915	2180	460	
Interest	0	3	106	9	3	0	0	47	118	50	0	
Other Income	1387	1714	776	909	723	850	1200	1227	4710	4000	1150	
Exceptional items (reported)	0	0	0	0	0	0	0	0	0	0	0	
PBT	486	4606	5043	10125	1793	3232	4503	12164	20294	21692	495	262.5
Tax	125	1178	1307	2208	540	711	991	2844	4818	5085	109	
Effective Tax Rate (%)	25.7	25.6	25.9	21.8	30.1	22.0	22.0	23.4	23.7	23.4	22.0	
Reported PAT	361	3427	3735	7917	1253	2521	3513	9321	15476	16607	386	224.9
Change (%)	-52.9	66.5	33.3	6.3	247.2	-26.5	-6.0	17.7	18.4	7.3	6.9	
Adj PAT	361	3427	3735	7917	1253	2521	3513	9321	15476	16607	386	224.9
Change (%)	-52.9	66.5	33.3	6.3	247.2	-26.5	-6.0	17.7	18.4	7.3	6.9	

E: MOSL Estimates



Container Corporation

BSE SENSEX	S&P CNX
32,575	10,115
Bloomberg	CCRI IN
Equity Shares (m)	195
M.Cap.(INRb)/(USDb)	258.6 / 3.9
52-Week Range (INR)	1250 / 844
1, 6, 12 Rel. Per (%)	-3/7/-19
Avg Val, INRm	370
Free float (%)	45.2

Financials & Valuations (INR b)

Y/E Mar	2017	2018E	2019E
Net Sales	56.1	62.8	70.9
EBITDA	12.5	12.8	14.5
PAT	8.6	10.3	11.9
EPS (INR)	38.0	42.1	48.6
Gr. (%)	-2.6	10.9	15.4
BV/Sh (INR)	363.0	380.8	401.3
RoE (%)	10.8	11.3	12.4
RoCE (%)	10.5	11.1	12.2
P/E (x)	31.0	27.9	24.2
P/BV (x)	3.2	3.1	2.9

Estimate change	↔
TP change	↔
Rating change	↔

CMP: INR1,176 TP: INR1,214(+3%) Neutral

Beat led by volume growth and margin expansion

- Revenue increased 9% YoY (-6% QoQ) to INR14.5b in 1QFY18, ahead of our estimate of INR13.8b, led by strong volume growth. EBITDA of INR3.3b (+25% YoY, -34% QoQ) too exceeded our est. of INR2.6b, boosted by (i) strong volume growth (market share gains), (ii) Margin expansion (higher double-stacking and lower empty running charges). EBITDA margin stood at 22.4% v/s 19.6% in 1QFY17, led by expansion of 0.9pp YoY in EXIM margin. Reported PAT of INR2.4b (est. of INR1.7b; +36% YoY, -42% QoQ) was further boosted by higher other income of INR936m (+35% YoY).
- Overall volumes grew 15% YoY to 843k teu (est. of 782k teu), led by pick-up in trade, and market share gains of ~400bp. EXIM volumes grew 13% YoY to 712k teu (est. of 663k teu). Domestic volumes grew 26% YoY to 129k teu (est. of 118k teu), driven by destocking of inventory ahead of GST roll-out.
- Overall realization was at INR17,287/teu (est. of INR17,637 teu; -5% YoY), with EXIM/domestic realization at INR15,875/INR25,033.
- Overall segmental EBIT stood at INR2,959/teu (est. of INR2,373 teu; -3% YoY), led by EXIM EBIT of 3,112/teu (-3% YoY) and domestic EBIT of INR2,121/teu (+457% YoY). Improvement in EXIM margin was led by higher double-stacking and in domestic margin by lower empty running charges.
- Valuation view:** While ramp-up of double-stacking volumes is helping save costs, the scope for further cost improvement from present levels is limited. Expected completion of the dedicated freight corridor in FY20 will be a significant efficiency/profitability driver for CONCOR. However, sustained capex into long-gestation MMLP projects should restrict any rise in return ratios. On DFC-based valuation (WACC: 12.3%, TGR: 4.5%), we arrive at a fair value of INR1,214. The stock trades at 24x FY19E EPS of INR48.6. Given concerns about subdued return ratios, rich valuations and limited upside to our fair value, we maintain **Neutral**.

Container Corporation

Y/E March	FY17				FY18E				FY17	FY18E	FY18 Variance	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE			1QE	vs Est
Net Sales	13,392	13,786	13,304	15,579	14,568	14,940	15,042	18,249	56,061	62,798	13,795	5.6%
YoY Change (%)	-5.7	-8.2	-5.3	-2.3	8.8	8.4	13.1	17.1	-5.3	12.0	3.0	
EBITDA	2,619	2,288	2,612	4,950	3,267	2,993	2,973	3,530	12,469	12,763	2,550	28.1%
Margins (%)	19.6	16.6	19.6	31.8	22.4	20.0	19.8	19.3	22.2	20.3	18.5	
YoY Change (%)	-9.0	-27.6	-6.7	6.2	24.8	30.8	13.8	-28.7	-6.8	2.4	-2.6	
Depreciation	841	873	927	877	953	940	940	921	3,518	3,754	880	8.3%
Interest	0	3	1	32	0	9	9	19	37	37	9	
Other Income	692	763	845	593	936	1,250	1,250	1,576	2,892	5,012	600	56.1%
PBT before EO expense	2,470	2,175	2,529	4,634	3,251	3,294	3,274	4,165	11,806	13,984	2,261	43.8%
Extra-Ord expense	0	0	0	865	0	0	0	0	0	0	0	
PBT	2,470	2,175	2,529	3,768	3,251	3,294	3,274	4,165	11,806	13,984	2,261	43.8%
Tax	685	596	669	411	817	889	884	1,125	2,361	3,715	565	44.5%
Rate (%)	27.7	27.4	26.4	10.9	25.1	27.0	27.0	27.0	20.0	26.6	25.0	
Adj PAT	1,785	1,578	1,860	4,223	2,434	2,405	2,390	3,041	9,446	10,269	1,696	43.5%
YoY Change (%)	-13.7	-32.4	-9.7	37.9	36.4	52.3	28.5	-28.0	-0.7	8.7	-5.0	
Margins (%)	13.3	11.4	14.0	27.1	16.7	16.1	15.9	16.7	16.8	16.4	12.3	

E: MOSL Estimates

Shriram City Union Finance

BSE SENSEX	S&P CNX
29,895	9,312
Bloomberg	SCUF IN
Equity Shares (m)	65.9
M.Cap.(INR b)/(USD b)	141.0/2.1
52-Week Range (INR)	2650 / 1507
1, 6, 12 Rel. Per (%)	-8/-23/11
Avg Val, (INR m)	124
Free float (%)	66.2

CMP: INR2,344

Sluggish quarter

- n Shriram City Union Finance's (SCUF) 1QFY18 PAT increased 7% YoY to INR1.9b. Operating profit was up 20% YoY (in line with our est.), driven by strong loan growth and controlled opex. However, sharp increase in provisions (higher write-offs) drove moderate profit growth.
- n After a strong performance in 1QFY17, disbursement growth in 1QFY18 moderated to 7% YoY. Disbursements were driven by gold loans only. Non-gold loan disbursements were flat YoY.
- n 2W disbursement growth of 2.2% YoY was below our expectations. Even considering the impact of pre-buying in 4Q, disbursements for 6MCY17 were down 2% YoY. SCUF being the largest 2W lender by volumes is already impacted by a high base, making it difficult to grow faster than the industry.
- n AUM rose 18% YoY (+4% QoQ) to INR241b, driven by 17% YoY growth in MSME loans. Growth in the 2W and gold loan segments was 12% YoY.
- n Asset quality remained stable, with GNPL ratio increasing only 3bp sequentially to 6.76% (v/s 5.11% in 1QFY17 at 150dpd). PCR of 74% was a key positive in the quarter. Write-offs of INR1.4b were in line with that in 4QFY17, but much higher than the quarterly average of INR0.75b in FY16 and INR1.1b in FY17.
- n Total operating expenses increased 17%/14% YoY/QoQ to INR3.2b, driven by a 14% QoQ increase in employee costs.
- n Spreads were largely stable at 11.3% as the pressure on yields was more than offset by falling cost of funds.
- n Shriram Housing Finance had a subdued quarter with 58% YoY decline in disbursements due to a difficult environment.
- n **Valuation and view:** SCUF is a niche play in the retail NBFC space with a focus on MSME lending. Its business model offers high growth potential with strong profitability. While we expect GNPL % to rise due to NPA migration by FY18, we believe loan loss provisioning will decline as SCUF has strong PCR of 73%. However, there are still lingering effects of demonetization. Plus, the impact of GST on both, growth and asset quality, is uncertain. We look to revise our estimates and TP post the concall on 2 August 2017.

QUARTERLY PERFORMANCE

Y/E MARCH	FY17				FY18				FY17	INR m
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY18E	
Interest Income	10,535	11,153	11,557	11,071	12,175	12,723	13,359	12,383	43,796	50,640
Interest expenses	3,672	3,802	3,933	3,937	4,019	4,099	4,201	4,528	15,344	16,847
Net Interest Income	6,863	7,351	7,624	7,134	8,156	8,624	9,158	7,855	28,452	33,793
Y-o-Y Growth (%)	19.7	22.1	17.7	14.6	18.9	17.3	20.1	10.1	19.1	18.8
Fees and Other Income	15	3	6	5	17	17	17	199	76	250
Net Operating Income	6,878	7,354	7,630	7,139	8,174	8,641	9,175	8,054	28,528	34,043
Y-o-Y Growth (%)	19.2	22.1	17.8	11.8	18.8	17.5	20.2	12.8	18.2	19.3
Operating Expenses	2,739	2,829	2,977	2,815	3,197	3,310	3,444	2,811	11,359	12,761
Operating Profit	4,139	4,525	4,653	4,324	4,976	5,331	5,731	5,244	17,168	21,282
Y-o-Y Growth (%)	21.3	29.3	19.5	26.2	20.2	17.8	23.2	21.3	25.8	24.0
Provisions	1,356	1,390	2,242	4,118	1,998	2,038	2,079	1,730	8,632	7,845
Profit before Tax	2,784	3,135	2,412	206	2,978	3,293	3,652	3,514	8,536	13,437
Tax Provisions	966	1,090	835	86	1,040	1,153	1,278	1,214	2,976	4,684
Net Profit	1,818	2,045	1,577	120	1,939	2,141	2,374	2,300	5,561	8,753
Y-o-Y Growth (%)	23.1	34.3	-9.5	-78.4	6.6	4.7	50.5	1,815.0	5.0	57.4
Int Exp/ Int Earned (%)	34.9	34.1	34.0	35.6	33.0	32.2	31.5	36.6	35.0	33.3
Cost to Income Ratio (%)	39.8	38.5	39.0	39.4	39.1	38.3	37.5	34.9	39.8	37.5
Tax Rate (%)	34.7	34.8	34.6	41.6	34.9	35.0	35.0	34.5	34.9	34.9

E: MOSL Estimates; * Quarterly nos and full year nos will not tally due to different way of reporting financial nos



Music Broadcast

BSE SENSEX	S&P CNX
32,575	10,115
Bloomberg	RADIOCIT IN
Equity Shares (m)	57.1
M.Cap.(INRb)/(USD\$b)	20.5/0.3
52-Week Range (INR)	420 / 333
1, 6, 12 Rel. Per (%)	-3 /- /-
Avg Val, INRm	162
Free float (%)	28.6

Financials & Valuations (INR m)			
Y/E Mar	2017	2018E	2019E
Net Sales	2,714	3,172	3,611
EBITDA	913	1037	1296
Adj PAT	367	532	798
Adj EPS (INR)	6.4	9.3	14.0
Gr. (%)	0.3	45.0	50.1
BV/Sh (INR)	96.1	105.4	119.4
RoE (%)	11.2	9.3	12.4
RoCE (%)	8.8	9.4	12.3
P/E (x)	56.2	38.7	25.8
P/BV (x)	3.8	3.4	3.0
EV/EBITDA (x)	21.3	17.7	13.4

Estimate change	
TP change	
Rating change	

CMP: INR360 TP: INR469 (+30%) Buy

Healthy growth trajectory in sight

- Well-carved revenues:** RADIOCIT reported a spectacular set of numbers, with revenues growing 12% YoY (+6% QoQ) to INR703m (12% beat). Like-to-like growth for the 28 legacy stations stood at 6% with revenue of INR666m; the balance INR40m was contributed by the new stations. Growth in the legacy stations was driven by price rise at the top 12 stations and higher utilization levels at the remaining 16 stations (capacity utilization of 70-80% at the 28 legacy stations v/s 25-35% at the new stations).
- EBITDA margin to endure:** Driven by operating leverage, EBITDA surged 16% YoY (+34% QoQ) to INR222m (13% beat), with the margin expanding 100bp YoY (+660bp QoQ) to 31.5% (in-line). Fall in finance cost by 6% YoY (-35% QoQ) to INR39m, coupled with higher margin, provided impetus to PAT (INR108m; +42% YoY, +140% QoQ). The 28 legacy stations recorded EBITDA of INR233m and margin of 35% (450bp improvement), while the new 11 stations reported EBITDA loss of INR10-15m.
- Asset monetization phase to drive growth:** Fresh inventory at the new stations, improving utilization at the legacy stations and pricing improvement at the top 12 stations are likely to lead to revenue CAGR of 15% over FY17-20. Further, RADIOCIT's high listenership base in top cities should steadily drive revenue market share improvement (~14% at present). Subsequently, margin improvement at the legacy stations and faster breakeven at the new stations should drive 20% EBITDA CAGR over the next three years, also backed by higher utilization and inherent fixed cost operating leverage.
- Maintain Buy with TP of INR469:** RADIOCIT is valued at 13x EV/EBITDA on FY19E, at a 30-35% discount to ENIL, despite its improved market share and profitability. Improving earnings and RoIC from 13% currently to 26% in FY20 should reduce valuation discount to ENIL. We maintain **Buy**, assigning 18x EV/EBITDA on FY19E, arriving at a target price of INR469.

Quarterly Performance (INR m)

Y/E March	FY17				FY18				FY17	FY18E	1QFY18E	Variance (%)
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE				
Net Sales	628	810	728	666	703	903	817	749	2,714	3,172	626	12.2
YoY Change (%)	38.0	45.9	12.3	12.7	11.9	11.5	12.2	12.6	20.7	16.9	-0.3	
Total Expenditure	437	531	462	500	481	594	522	537	1,802	2,135	429	12.1
EBITDA	192	279	266	166	222	309	295	212	913	1,037	197	12.5
Margins (%)	30.5	34.4	36.6	24.9	31.5	34.2	36.1	28.3	33.6	32.7	31.5	8 bps
Depreciation	45	49	50	56	64	64	64	64	197	257	50	27.7
Interest	41	81	50	59	39	39	39	42	190	157	36	6.2
Other Income	11	13	9	17	47	48	48	48	44	191	56	-16.1
PBT before / after EO expense	116	162	175	68	166	254	240	154	570	813	166	-0.2
Tax	40	0	54	23	57	88	83	53	203	281	58	-0.2
Rate (%)	34.5	0.0	30.9	33.3	34.6	34.6	34.6	34.6	35.7	34.6	34.6	0.1
Reported PAT	76	162	121	45	108	166	157	101	367	532	109	-0.3
YoY Change (%)	-27.5	50.1	-43.9	-75.7	42.3	2.4	29.9	123.5	32.7	45.0	42.6	
Margins (%)	12.1	20.0	16.6	6.8	15.4	18.4	19.2	13.4	13.5	16.8	17.4	-193 bps

Source: MOSL, Company



Automobiles

Maruti Suzuki



CMP: INR7,859

TP: INR8,863 (+13%)

Buy

Stock Info

Bloomberg	MSIL IN
Equity Shares (m)	302
M.Cap. (INR b)/(USD b)	2,025/31.6
52-Week Range (INR)	7920 / 4770
1, 6, 12 Rel. Per (%)	4/12/45

Financials Snapshot (INR b)

Y/E MARCH	2017	2018E	2019E
Sales	805.5	952.6	1,099.8
EBITDA	119.0	153.7	177.7
Adj. PAT	83.2	111.5	128.5
Adj. EPS(INR)*	281.0	375.3	432.0
EPS Gr. (%)	13.0	33.5	15.1
BV/Sh. (INR)	1,370	1,619	1,913
RoE (%)	20.1	22.8	22.2
RoCE (%)	27.9	30.9	30.2
Payout (%)	37.1	32.6	31.1

Valuations

P/E (x)	28.0	20.9	18.2
P/CE (x)	20.9	16.3	14.3
EV/EBITDA (x)	17.2	12.8	10.6
Div. Yield (%)	1.1	1.3	1.4

*Cons.

Volumes of 165k units (+21% YoY) above est. of 150k

Domestic vols up by strong ~22% YoY, driven by UV and mini segments; exports remain flat

- n MSIL's Jul-17 wholesales surprised positively, reaching the highest-ever level of 165,346 units (v/s est. of 150,140 units; +20.6% YoY, +55.4% MoM). YTD growth was 15%, with residual monthly run-rate at 152.7k units.
- n Domestic volumes grew ~22% YoY (+65% MoM) to 154k (v/s est. 140k), led by growth in the UV and mini segments.
- n Mini segment reported healthy volumes (~21% growth), led by expectation of normal monsoon.
- n The compact segment grew 18% YoY, led by Baleno and New Dzire sales.
- n Mid-size segment led by Ciaz increased ~24% YoY, despite an increase in prices due to higher taxes on hybrid cars post GST. Ciaz clocked sales of 6,377 units.
- n UVs continued their momentum, with ~48% YoY growth, primarily aided by incremental volumes of Vitara Brezza, which continues to enjoy a waiting period of 20 weeks.
- n Export volumes remained flat at 11,345 units (v/s est. 10,000 units).
- n The stock trades at 28x/20.9x FY18E/19E consolidated EPS of ~INR281/375. Maintain Buy.

Snapshot of volumes for Jul-17

Company Sales	YoY			MoM		FY18YTD	FY17YTD	(% chg)	FY18 estimate	Gr. (%)	Residual Growth (%)	Residual Monthly Run rate
	Jul-17	Jul-16	YoY (%) chg	Jun-17	MoM (%) chg							
Maruti Suzuki	165,346	137,116	20.6	106,394	55.4	559,917	485,559	15.3	1,781,258	13.6	12.8	152,668
LCVs	703	14		206	241.3	1,748	14		1,500		-116.7	-31
Vans	15,714	14,748	6.6	9,208	70.7	51,453	51,306	0.3	164,170	8.0	11.9	14,090
Mini Segment	42,310	35,051	20.7	25,524	65.8	145,820	127,774	14.1	448,294	8.3	5.7	37,809
Compact (incl Dzire Tour)	63,116	53,421	18.1	40,496	55.9	218,430	193,442	12.9	757,308	29.5	37.7	67,360
Mid Size - CIAZ	6,377	5,162	23.5	3,950	61.4	22,075	18,852	17.1	54,781	-15.0	-28.3	4,088
UVs	25,781	17,382	48.3	13,879	85.8	82,906	56,730	46.1	230,748	17.9	6.4	18,480
Total Domestic	154,001	125,778	22.4	93,263	65.1	522,432	448,118	16.6	1,656,801	14.7	13.8	141,796
Export	11,345	11,338	0.1	13,131	-13.6	37,485	37,441	0.1	124,457	0.3	0.4	10,871



Mahindra & Mahindra

CMP: INR1,427

TP: INR1,619 (+13%)

Buy

Stock Info

Bloomberg	MM IN
Equity Shares (m)	592.6
M.Cap.(INR b)/(USD b)	794.7/12.4
52-Week Range (INR)	1509 / 1142
1, 6, 12 Rel. Per (%)	1/-6/-19

Financials Snapshot (INR b)

Y/E MARCH	2018E	2019E	2020E
Sales	490.5	561.0	631.4
EBITDA	55.0	64.1	73.3
NP(incl.MV/ML)	40.4	47.2	53.0
Adj. EPS (INR)*	67.4	78.9	88.6
EPS Gr. (%)	7.8	17.0	12.3
Cons. EPS (INR)	66.7	79.9	87.3
BV/Sh. (INR)	476	529	592
RoE (%)	14.1	14.6	14.8
RoCE (%)	13.1	13.6	13.9
Payout (%)	36.4	31.8	28.1

Valuations

P/E (x)	21.2	18.1	16.1
Cons. P/E (x)	21.4	17.9	16.4
P/BV (x)	3.0	2.7	2.4

Vols up 6% YoY to 60,579 units (in line v/s est. of 61,200)

Tractor growth at 7% YoY, while UV growth at ~9%

- n Jul-17 volumes increased 6% YoY to 60,579 units (v/s est. 61,200 units), supported by ~9% YoY growth in UVs and just 7% growth in tractor segment.
- n Tractor sales were 18,832 units (below est. of 22,000 units), registering ~7% YoY growth (-43% MoM), helped by domestic tractor sales growth of 7% YoY to 16,452 units, while exports at 1,101 units grew by only 4% YoY.
- n UV (incl. pick-ups) sales increased ~9% YoY to 36,708 units (v/s est. of 34,500 units).
- n The momentum in pick-ups continued with 13% YoY growth, while passenger utility vehicles also recovered with strong growth of 21% YoY.
- n LCV (>3.5t) and M&HCV sales increased by 9% and 72% YoY, respectively. MHCV sales continue to remain robust for MM.
- n 3W volumes are recovering gradually, with growth of ~48% MoM to 3,777 units (v/s est. 3,500 units).
- n Speaking on the monthly performance, Rajan Wadhera, Automotive Division, M&M. said, "We are happy with our overall performance in July 2017. We have registered growth of 21% in the PV segment and growth of 13% in overall domestic sales. The benefit of good monsoon, the successful rollout of GST and a good run up to the festive season, starting from August, give us confidence of continuing robust growth in Q2".
- n Rajesh Jejurikar, President - Farm Equipment Sector, Mahindra & Mahindra Ltd. said, "We have sold 17,682 tractors in the domestic market during July 2017, growth of 7% over last year. With a good spread of the monsoon followed by Kharif sowing, which has been greater than the previous year, we expect positive sentiment to continue during this season and boost tractor demand. In the exports market, we sold 1,150 tractors."
- n The stock trades at 21.2x/18.1x FY18E/19E consolidated EPS of ~INR67/80. Maintain Buy.

Snapshot of volumes for Jul-17

Company Sales	YoY			MoM					FY18 estimate		Residual Growth (%)	Residual Monthly Run rate
	Jul-17	Jul-16	YoY (%) chg	Jun-17	MoM (%) chg	FY18YTD	FY17YTD	(%) chg	Gr. (%)			
Mahindra & Mahindra	60,579	57,011	6.3	68,649	-11.8	262,080	253,136	3.5	851,128	20.3	29.6	73,631
UV (incl. pick-ups)	36,708	33,739	8.8	31,563	16.3	140,178	139,309	0.6	477,857	9.3	13.3	42,210
LCV	1,262	938	34.5	1,593	-20.8	4,705	4,893	-3.8	15,909	10.9	18.6	1,401
Three-Wheelers	3,777	4,781	-21.0	2,560	47.5	13,832	16,786	-17.6	54,921	5.0	15.7	5,136
Tractors	18,832	17,553	7.3	32,933	-42.8	103,365	92,148	12.2	302,441	15.0	16.5	24,884



Tata Motors

CMP: INR447

TP: INR666 (+49%)

Buy

Stock Info

Bloomberg	TTMT IN
Equity Shares (m)	3395.9
M.Cap. (INR b)/ (USDb)	1525/22.8
52-Week Range (INR)	599 / 417
1, 6, 12 Rel. Per (%)	-2/-33/-28

Financials Snapshot (INR b)

Y/E MARCH	2017E	2018E	2019E
Net Sales	2,995	3,703	4,350
EBITDA	409.6	587.2	643.7
NP	105.1	218.5	229.9
Adj. EPS (INR)	30.9	64.3	67.7
EPS Gr. (%)	56.2	107.9	5.2
BV/Sh. (INR)	203.2	268.8	337.7
RoE (%)	16.5	27.3	22.3
RoCE (%)	10.5	17.0	15.7
Payout (%)	1.1	0.5	0.5

Valuations

P/E (x)	14.4	6.9	6.6
P/BV (x)	2.2	1.7	1.3
EV/EBITDA (x)	4.2	2.7	2.1
Div. Yield (%)	0.1	0.1	0.1

Vols at 46.2k units (+7% YoY), above est. of 41.4k

PVs grew 9% YoY led by new launches; CVs increase by 6% YoY

- n Tata Motors' Jul-17 sales volumes increased 7% YoY (+15% MoM) to 46,216 units (v/s est. of 41,423 units), led by recovery in CVs and continued strong demand of its new PV launches.
- n PV segment grew 9% YoY, led by UV volume growth of 92% YoY, due to strong demand for Tata Hexa. Cars volumes de-grew by 1% YoY.
- n As per management, the M&HCV segment saw a rebound in July 2017 and witnessed pick-up in demand and availability because of continued production ramp-up. New models launched in the fastest-growing segments of 49 ton and 37 ton have also gained strong traction. The I&LCV truck segment also grew 28% YoY to 3,354 units on the back of good response to the new Ultra range and the new BS4 range in other products. The SCV cargo and pickup segment continued the growth momentum due to good response to the Ace XL, Mega XL, Zip XL, and the Tata Yodha.
- n Total domestic CV volumes increased ~15% YoY due to ramp-up of BS4 production across segments. Overall M&HCV sales (incl. exports) increased ~2% YoY to 12,705 units (v/s est. 11,000 units).
- n LCV sales (incl. exports) increased by 9% YoY to 18,428 units (est. 19,998 units).
- n The stock trades at 14.4x/6.9x FY18E/19E consol. EPS. Maintain Buy.

Snapshot of volumes for Jul-17

Company Sales	YoY			MoM		FY18YTD	FY17YTD	FY17YTD (%) chg	FY18 estimate	Gr. (%)	Residual Growth (%)	Residual Monthly Run rate
	Jul-17	Jul-16	YoY (%) chg	Jun-17	MoM (%) chg							
Tata Motors	46,216	43,160	7.1	40,358	14.5	155,908	166,889	-6.6	608,265	12.2	20.5	56,545
HCV's	12,705	12,457	2.0	10,948	16.0	40,170	53,245	-24.6	184,978	5.2	18.1	18,101
LCV's	18,428	16,839	9.4	18,107	1.8	64,634	67,495	-4.2	224,614	7.5	13.1	19,998
CV's	31,133	29,296	6.3	29,055	7.2	104,804	120,740	-13.2	409,592	6.4	15.4	38,099
Cars	12,273	12,399	-1.0	10,110	21.4	44,271	41,406	6.9	165,812	21.0	27.1	15,193
UV's	2,810	1,465	91.8	1,193	135.5	6,833	4,743	44.1	32,861	60.7	65.8	3,254



Eicher Motors

CMP: INR31,437

TP: INR31,326 (-0.3%)

Buy

Stock Info

Bloomberg	EIM IN
Equity Shares (m)	27.2
M.Cap.(INR b)/(USD b)	644.0/9.6
52-Week Range (INR)	31532/19571
1, 6, 12 Rel. Per (%)	11/15/25

Financials Snapshot (INR b)

Y/E MARCH	2018E	2019E	2020E
Net Income	90.8	109.6	130.5
EBITDA	29.5	35.9	43.5
Net Profit	23.4	30.0	37.7
Adj. EPS (INR)	861.2	1,102.9	1,389.4
EPS Gr. (%)	40.3	28.1	26.0
BV/Sh. (INR)	2,454	3,353	4,512
RoE (%)	40.8	38.0	35.3
RoCE (%)	30.2	30.1	29.6
Payout (%)	0.5	0.6	0.6

Valuations

P/E (x)	36.5	28.5	22.6
P/BV (x)	12.8	9.4	7.0
Div. Yield (%)	23.4	18.6	14.8

Both RE (+21% YoY) and VECV (flat YoY) vols in line

Record RE dispatches at 64.45k units (est. 64k units)

- n RE volumes increased 21% YoY to 64,459 units (in line with est. of 64,000 units).
- n VECV's overall volumes remained flat at 4,316 units (v/s est. of 4,200 units). Domestic LMD and HD segment grew 6.8% YoY and 3.9% YoY, respectively. However, buses volumes declined 11% YoY.
- n VECV exports declined 7.5% to 602 units (in line with est. of 600 units).
- n The stock trades at 36.5x/28.5x FY18E/FY19E EPS. Maintain Buy.

Snapshot of volumes for July-17

Company Sales	YoY			MoM		FY18YTD	FY17YTD	FY17YTD (%) chg	FY18 estimate	Gr. (%)	Residual Growth (%)	Residual Monthly Run rate
	Jul-17	Jul-16	YoY (%) chg	Jun-17	MoM (%) chg							
Eicher Motors												
Royal Enfield	64,459	53,378	20.8	63,160	2.1	248,457	200,861	23.7	828,730	24.3	24.6	72,534
VECV	4,316	4,315	0.0	3,885	11.1	15,817	20,229	-21.8	62,341	6.7	21.9	5,816
Domestic LMD	2,000	1,872	6.8	1,887	6.0	7,068	8,050	-12.2	28,508	10.0	20.0	2,680
Domestic HD	847	815	3.9	552	53.4	2,254	4,020	-43.9	11,109	0.0	24.9	1,107
Domestic Buses	867	977	-11.3	943	-8.1	4,305	5,196	-17.1	12,884	5.0	21.3	1,072
Total Domestic	3,714	3,664	1.4	3,382	9.8	13,627	17,266	-21.1	52,500	4.0	17.1	4,859
Exports	602	651	-7.5	503	19.7	2,190	2,963	-26.1	8,562	6.6	25.6	796

Ashok Leyland



CMP: INR111

TP: INR118 (+7%)

Buy

Stock Info

Bloomberg	AL IN
Equity Shares (m)	2,845.9
M.Cap.(INR b)/ (USD b)	254.0/3.8
52-Week Range (INR)	112 / 74
1, 6, 12 Rel. Per (%)	13/5/5

Financials Snapshot (INR b)

Y/E MARCH	2018E	2019E	2020E
Sales	252.4	292.2	341.2
EBITDA	25.8	31.8	39.0
NP	15.1	20.4	26.5
Adj. EPS (INR)	5.2	7.0	9.0
EPS Gr. (%)	13.6	34.7	29.7
BV/Sh. (INR)	23.7	27.9	34.0
RoE (%)	23.2	27.0	29.2
RoCE (%)	20.5	24.7	27.1
Payout (%)	38.7	32.3	27.7

Valuations

P/E (x)	21.5	15.9	12.3
P/BV (x)	4.7	4.0	3.3
EV/EBITDA (x)	11.7	9.0	6.7
Div. Yield (%)	1.8	2.0	2.3

Volumes at 11.98k (+14.2% YoY; in line v/s est. of 12k)

MHCVs grew 10.3%, while LCVs up 27.9% YoY

- n AL's July-17 wholesale dispatches were in line at 11,981 units (+14.2% YoY).
- n M&HCV volumes, which account for ~75% of total volumes, increased 10.3% YoY (-1.9% MoM) to 9,026 units (v/s est. 9,000 units).
- n LCVs (Dost & Stile) at 2,955 units (v/s est. 3,000 units) grew 27.9% YoY as volumes have been recovering post demonetization.
- n The stock trades at 21.5x/15.9x FY18E/FY19E EPS and at 11.7/9.0x EV/EBITDA. Maintain Buy.

Snapshot of volumes for July-17

Company Sales	YoY			MoM			FY18YTD	FY17YTD	FY18 estimate	Gr. (%)	Residual Growth (%)	Residual Monthly Run rate
	Jul-17	Jul-16	YoY (%) chg	Jun-17	MoM (%) chg	(%) chg						
Ashok Leyland	11,981	10,492	14.2	12,330	-2.8	-2.9	40,465	41,657	166,553	14.8	21.9	15,761
CV (ex LCV)	9,026	8,182	10.3	9,202	-1.9	-10.3	28,892	32,209	122,466	8.1	15.4	11,697
LCV (Nissan JV)	2,955	2,310	27.9	3,128	-5.5	22	11,573	9,448	44,087	38.8	45.6	4,064



Hero MotoCorp

CMP: INR3,722

TP: INR3,818 (+3%)

Neutral

Stock Info

Bloomberg	HMCL IN
Equity Shares (m)	199.7
M.Cap.(INR b)/ (USD b)	635/9.5
52-Week Range (INR)	3880 / 2844
1, 6, 12 Rel. Per (%)	-5/-2/-1

Financials Snapshot (INR b)

Y/E MARCH	2018E	2019E	2020E
Sales	321.9	346.6	379.9
EBITDA	52.5	54.0	59.0
NP	37.8	39.8	43.6
Adj. EPS (INR)	189.3	199.1	217.9
EPS Gr. (%)	12.0	5.1	9.5
BV/Sh. (INR)	587.2	677.8	785.6
RoE (%)	34.6	31.5	29.8
RoCE (%)	33.4	30.5	29.0
Payout (%)	54.7	52.0	47.5

Valuations

P/E (x)	19.7	18.7	17.1
P/BV (x)	6.3	5.5	4.7
EV/EBITDA (x)	12.6	12.1	10.9
Div. Yield (%)	2.4	2.4	2.4

Vols at 623k (+17% YoY) v/s est. of 640k

- n HMCL's July-17 volumes grew to 623,269 units (+17% YoY; in line v/s est. of 640,000 units).
- n This was due to strong retail off-take in key traditional markets and inventory build-up to meet festive demand.
- n Going forward, in August-17, the company has indicated sustained strong retail momentum as demand will continue remaining strong on the back of retail sales-led by festive demand.
- n HMCL trades at 19.7/18.7x FY18E/19E EPS. Maintain Neutral.

Snapshot of volumes for July-17

Company Sales	YoY			MoM		FY18YTD			FY18 estimate	Gr. (%)	Residual Growth (%)	Residual Monthly Run rate
	Jul-17	Jul-16	YoY (%) chg	Jun-17	MoM (%) chg	FY18YTD	FY17YTD	(%) chg				
Hero MotoCorp	623,269	532,113	17.1	624,185	-0.1	2,472,644	2,277,502	8.6	7,435,906	11.6	13.1	620,408

TVS Motor



CMP: INR 597

TP: INR606 (+2%)

Buy

Stock Info

Bloomberg	TVSL IN
Equity Shares (m)	475.1
M.Cap.(INR b)/ (USD b)	235.5/3.7
52-Week Range (INR)	599 / 293
1, 6, 12 Rel. Per (%)	3/36/86

Financials Snapshot (INR b)

Y/E MARCH	2018E	2019E	2020E
Sales	149.7	183.3	216.7
EBITDA	12.2	18.3	23.6
Adj. PAT	7.7	12.3	16.3
EPS (INR)	16.3	25.9	34.4
EPS Gr. (%)	38.6	59.0	32.9
BV/Sh (INR)	63.4	83.8	112.2
RoE (%)	28.6	35.2	35.1
RoCE (%)	28.1	37.6	41.0
Payout (%)	22.1	20.9	17.5

Valuations

P/E (x)	36.6	23.0	17.3
P/BV (x)	9.4	7.1	5.3
EV/EBITDA (x)	24.1	15.8	11.9
Div. Yield (%)	0.5	0.8	0.8

Vols up 9.3% YoY to 271k, below est. of 285k

Growth in Motorcycle and Scooters offsets fall in Mopeds

- n TVS Motor's July-17 sales were below estimate at 271,171 units (v/s est. 285k units), growth of 9.3% YoY (-1% MoM).
- n Domestic volumes increased 6% YoY, while exports (19% of volumes) grew 26.8% YoY.
- n Scooter volumes increased 35.8% YoY (+2.1% MoM) to 92,378 units (v/s est. 90,000 units).
- n Motorcycle volumes grew sharply by 15.1% YoY (-2.4% MoM) to 109,427 units (est. of 116,000 units).
- n Mopeds dispatches declined (-20% to 61,531 units v/s est. 72,500) for the fourth consecutive month.
- n 3Ws volume declined 1.6% YoY, led by continues decline in domestic market.
- n Total exports grew 26.8% YoY, led by increase in 2W and 3W exports.
- n The stock trades at 36.6x/23x FY18E/FY19E EPS. Maintain Buy.

Snapshot of volumes for July-17

Company Sales	YoY			MoM					FY18 estimate	Gr. (%)	Residual Growth (%)	Residual Monthly Run rate
	Jul-17	Jul-16	YoY (%) chg	Jun-17	MoM (%) chg	FY18YTD	FY17YTD	(%) chg				
TVS Motor	271,171	248,002	9.3	273,791	-1.0	1,073,279	962,966	11.5	3,396,202	16.2	18.5	290,365
Motorcycles	109,427	95,062	15.1	112,146	-2.4	439,477	377,503	16.4	1,291,606	20.4	22.6	106,516
Scooters	92,378	68,033	35.8	90,448	2.1	349,950	264,347	32.4	1,065,027	22.3	17.9	89,385
Mopeds	61,531	76,947	-20.0	66,044	-6.8	258,980	295,819	-12.5	958,060	5.2	13.7	87,385
Three-Wheelers	7,835	7,960	-1.6	5,153	52.0	24,872	25,297	-1.7	81,509	17.7	28.8	7,080
Total Domestic	220,214	207,810	6.0	229,402	-4.0	897,095	819,712	9.4	2,871,872	14.9	17.6	246,847
Total Exports	50,957	40,192	26.8	44,389	14.8	176,184	143,254	23.0	524,330	23.1	23.2	43,518



Bata India

Bloomberg	BATA IN
Equity Shares (m)	128.5
M. Cap. (INR b)/(USD b)	74 / 1
52-Week Range (INR)	614 / 400
1,6,12 Rel Perf. (%)	5 / 7 / -12

CMP: INR576

Under Review

- n We expect revenue to grow 8% YoY to INR7.2b in 1QFY18 on account of launch of new designs and focus on ladies/kids footwear.
- n EBITDA is likely to grow 13% YoY to INR925m, with the margin expanding 50bp to 12.7%.
- n Adjusted PAT is expected to grow 14.5% YoY to INR577m.

Financial Snapshot (INR Billion)

Y/E March	2017	2018E	2019E	2020E
Sales	24.7	27.6	31.3	35.7
EBITDA	2.8	3.2	3.9	4.8
NP	1.7	2.0	2.5	3.1
EPS (INR)	13.5	15.7	19.4	24.3
EPS Gr. (%)	21.7	16.2	23.8	24.8
BV/Sh.(INR)	103.0	115.1	130.3	149.8
RoE (%)	13.9	14.4	15.8	17.3
RoCE (%)	14.1	14.5	16.0	17.3
Payout (%)	19.5	23.1	21.7	19.9

Valuations

P/E (x)	42.6	36.6	29.6	23.7
P/BV (x)	5.6	5.0	4.4	3.8
EV/EBITDA (x)	24.7	21.0	16.6	13.0
Dividend yield	0.3	0.5	0.6	0.7

Key things to watch for

- Ø SSS growth during the quarter.
- Ø Share of accessories in total revenue.
- Ø Impact on margins due to promotional campaigns.
- Ø New store additions.

Quarterly Performance

(INR Million)

Y/E March	FY17				FY18				FY17	FY18E
Consolidated	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Net Sales	6,746	5,837	6,408	5,980	7,285	6,421	7,369	6,578	24,743	27,604
YoY Change (%)	-1.5	1.6	2.5	6.1	8.0	10.0	15.0	10.0	1.0	11.6
Total Expenditure	5,926	5,302	5,651	5,413	6,360	5,792	6,397	5,881	21,957	24,429
EBITDA	820	535	757	567	925	629	973	697	2,786	3,174
Margins (%)	12.2	9.2	11.8	9.5	12.7	9.8	13.2	10.6	11.3	11.5
Depreciation	162	160	162	166	192	188	168	169	650	717
Interest	7	13	5	16	8	5	4	5	40	22
Other Income	110	141	190	122	168	159	144	151	460	622
PBT before EO expense	761	504	780	507	893	595	945	674	2,555	3,058
Extra-Ord expense	0	0	217	0	0	0	0	0	217	0
PBT	761	504	563	507	893	595	945	674	2,339	3,058
Tax	257	158	186	147	316	192	316	216	749	1,040
Rate (%)	33.8	31.3	23.8	29.1	35.4	32.2	33.4	32.1	32.0	34.0
Reported PAT	504	346	377	359	577	404	629	458	1,590	2,018
Adj PAT	504	346	594	359	577	404	629	458	1,737	2,018
YoY Change (%)	6.6	53.2	32.5	27.3	14.5	16.7	5.9	27.4	22	16
Margins (%)	7.5	5.9	9.3	6.0	7.9	6.3	8.5	7.0	7.0	7.3

E: MOSL Estimates



Emami

Bloomberg	HMN IN
Equity Shares (m)	227.0
M. Cap. (INR b)/(USD b)	243 / 4
52-Week Range (INR)	1261 / 937
1,6,12 Rel Perf. (%)	-6 / -13 / -20

Financial Snapshot (INR b)

Y/E March	2017	2018E	2019E	2020E
Sales	25.3	28.5	32.8	37.7
EBITDA	7.6	8.4	9.8	11.3
NP	6.0	6.5	7.7	8.9
EPS (INR)	26.5	28.5	33.9	39.0
EPS Gr. (%)	4.5	7.6	18.8	15.0
BV/Sh. (INR)	77.3	95.2	117.9	145.6
RoE (%)	35.8	33.1	31.8	29.6
RoCE (%)	33.5	37.9	38.1	35.8
Payout (%)	26.4	28.0	26.5	23.1

Valuations

P/E (x)	40.3	37.5	31.5	27.4
P/BV (x)	13.8	11.2	9.1	7.3
EV/EBITDA (x)	32.0	28.7	24.1	20.3
Div. Yld (%)	0.7	0.7	0.8	0.8

CMP: INR1,069 TP: INR1,265 (+18%) Buy

- n We project Emami's (HMN) sales to decline 5% YoY to INR6.1b, with ~5% domestic volume decline.
- n We expect gross margin to contract 200bp to 62.5% and EBITDA margin to shrink 300bp to 19.9%. Thus, EBITDA is likely to decline 17.5% YoY to INR1.2b.
- n PAT before amortization is expected to decline 23.1% YoY to INR904m due to a high tax rate of 20% (full year tax rate taken at MAT) compared to 9.1% in base quarter 1QFY17.
- n The stock trades at 31.5x FY19E EPS of INR33.9; maintain Buy.

Key issues to watch for:

- Ø Volume growth and broad consumer demand across categories.
- Ø Recovery in wholesale channel.
- Ø Outlook for mentha oil prices.
- Ø Competitive intensity, especially from Patanjali.

Quarterly Performance

(INR Million)

Y/E March	FY17				FY18				FY17	FY18E
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Domestic volume Growth (%)	18.0	11.0	0.2	-1.5	-5.0	8.0	14.0	18.0	6.9	9.0
Net Sales	6,444	5,846	7,260	5,777	6,122	6,547	8,639	7,149	25,326	28,457
YoY Change (%)	19.9	10.2	0.2	-4.4	-5.0	12.0	19.0	23.7	5.7	12.4
COGS	2,287	1,929	2,331	2,184	2,295	2,095	2,774	2,556	8,731	9,721
Gross Profit	4,157	3,916	4,928	3,594	3,827	4,452	5,864	4,593	16,595	18,736
Gross margin (%)	64.5	67.0	67.9	62.2	62.5	68.0	67.9	64.2	65.5	65.8
Other Expenditure	2,684	2,164	2,343	1,812	2,611	2,522	2,874	2,365	9,004	10,373
% to sales	41.7	37.0	32.3	31.4	42.7	38.5	33.3	33.1	35.6	36.5
EBITDA	1,473	1,752	2,585	1,781	1,215	1,930	2,990	2,228	7,591	8,363
Margins (%)	22.9	30.0	35.6	30.8	19.9	29.5	34.6	31.2	30.0	29.4
YoY Change	49.2	15.1	3.7	-4.7	-17.5	10.1	15.7	25.1	10.5	10.2
Depreciation	106	111	112	140	117	122	123	159	469	520
Interest	125	160	127	168	25	25	25	29	580	104
Other Income	51	87	82	92	56	95	90	101	311	341
PBT	1,292	1,568	2,428	1,565	1,130	1,878	2,932	2,141	6,853	8,080
Tax	117	230	381	108	226	376	586	417	836	1,605
Rate (%)	9.1	14.7	15.7	6.9	20.0	20.0	20.0	19.5	12.2	19.9
PAT before Amortization	1,175	1,336	2,046	1,456	904	1,502	2,346	1,724	6,013	6,476
YoY Change (%)	18.0	9.6	4.8	-6.6	-23.1	12.5	14.6	18.4	5.0	7.7
Amortization	609	680	705	623	579	646	670	506	2,617	2,400
Reported PAT	567	661	1,343	833	325	857	1,676	1,218	3,404	4,076

E: MOSL Estimates



Bloomberg	LPC IN
Equity Shares (m)	447.5
M. Cap. (INR b)/(USD b)	467 / 7
52-Week Range (INR)	1750 / 1040
1,6,12 Rel Perf. (%)	-10 / -47 / -48

CMP: INR1,044 TP:INR1,475 (+41%) Buy

Financial Snapshot (INR Billion)

Y/E MARCH	2017	2018E	2019E	2020E
Sales	174.9	183.9	210.9	235.0
EBITDA	46.5	45.6	54.4	60.6
NP	26.7	26.1	32.4	36.6
EPS (INR)	59.2	57.9	72.0	81.1
EPS Gro. (%)	17.5	-2.3	24.4	12.7
BV/Sh. (INR)	293.5	340.8	402.2	472.8
RoE (%)	22.0	18.2	19.4	18.5
RoCE (%)	14.7	12.6	14.0	13.9
Valuations				
P/E (x)	17.6	18.0	14.5	12.9
P/BV (x)	3.6	3.1	2.6	2.2
EV/EBITDA (x)	10.8	10.7	8.6	7.3
D. Yield (%)	0.9	0.9	0.9	0.9

- n We expect Lupin's (LPC) 1QFY18 revenue to decline 1.4% YoY to IN44b, mainly due to a decline in the US business by ~18%YoY as the company may face competition for Glumetza/ Fortamet sales.
- n India business is expected to exhibit 15% YoY growth to INR10.9b. Japan sales are expected to improve 18.3% YoY to INR5b in 1QFY18, aided by currency tailwinds.
- n EBITDA is estimated to decline 18% YoY to INR10.7b, with EBITDA margin at 24.3%.
- n Reported PAT is likely to decline 32% YoY to IN5.9b, as the tax rate is expected to increase to 26.5% from 23.7% in 1QFY17, along with decrease in EBITDA margin.
- n Competition in Glumetza and Fortamet is expected to lead to a decline in US sales in FY18. Due to this, we expect EBITDA margin to contract in FY18. We believe recent stock price decline already factors in this impact. Maintain Buy with TP of INR1,475 @ 20x FY19E PER.

Key issues to watch out

- Ø Gavis sales ramp-up.
- Ø Outlook on future ANDA launches and Gavis integration.
- Ø Impact of new competition in Glumetza and Fortamet.
- Ø Outlook on inorganic growth initiatives.

Quarterly Performance

(INR Million)

Y/E March	FY17				FY18E				FY17	FY18E
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Net Sales	44,677	42,905	44,828	42,533	44,036	44,691	46,883	48,290	174,943	183,900
YoY Change (%)	41.6	28.9	26.1	2.0	-1.4	4.2	4.6	13.5	23.1	5.1
Total Expenditure	31,596	32,624	32,670	31,481	33,335	33,965	34,928	36,064	128,453	138,293
EBITDA	13,080	10,281	12,158	11,052	10,701	10,726	11,955	12,225	46,490	45,607
Margins (%)	29.3	24.0	27.1	26.0	24.3	24.0	25.5	25.3	26.6	24.8
Depreciation	2,027	2,112	2,309	2,674	2,600	2,600	2,600	2,536	9,122	10,336
Interest	320	263	459	406	350	300	300	232	1,525	1,182
Other Income	826	271	1,036	453	400	400	350	350	1,065	1,500
PBT	11,560	8,177	10,426	8,425	8,151	8,226	9,405	9,808	36,908	35,590
Tax	2,734	1,589	4,095	1,367	2,160	2,180	2,492	2,599	9,785	9,431
Rate (%)	23.7	19.4	39.3	16.2	26.5	26.5	26.5	26.5	26.5	26.5
Minority Interest	6	8	24	-16	20	20	20	25	72	85
Recurring PAT	8,820	6,622	6,331	6,069	5,971	6,026	6,893	7,184	27,051	26,073
YoY Change (%)	55.1	58.0	19.5	-18.9	-32.3	-8.4	8.9	18.4	19.1	-3.6
Margins (%)	19.7	15.4	14.1	14.3	13.6	13.5	14.7	14.9	15.5	14.2



Punjab National Bank

Bloomberg	PNB IN
Equity Shares (m)	2128.0
M. Cap. (INR b)/(USD b)	291 / 4
52-Week Range (INR)	186 / 105
1,6,12 Rel Perf. (%)	-10 / 1 / 7

CMP: INR137 TP: INR184 (+35%) Buy

- n We expect loan growth to pick up gradually (+10.3% YoY/+3% QoQ). Deposits should grow 14.5%+ YoY, reflecting some stickiness in CASA post inflows in 3Q after demonetization.
- n NII is likely to grow 6.8% QoQ owing to ~11bp QoQ improvement in NIMs.
- n Fee income growth is likely to be 11%/19% QoQ/YoY; overall non-interest income is expected to grow 4.8% YoY.
- n Stress addition is likely to be elevated, but recoveries could surprise positively with intense efforts. We expect credit cost to moderate to ~200bp.
- n Resolutions in key accounts remain a key trigger. The stock trades at 0.7x FY19E BV and 9.4x FY19E EPS. Maintain Buy.

Financial Snapshot (INR b)

Y/E March	2017	2018E	2019E	2020E
NII	149.9	171.4	188.9	214.9
OP	145.7	134.0	144.9	163.3
NP	13.2	21.8	30.8	34.4
NIM (%)	2.3	2.5	2.5	2.4
EPS (INR)	6.2	10.3	14.5	16.2
EPS Gr. (%)	NM	64.7	41.3	11.7
BV/Sh. (INR)	178	187	199	213
ABV/Sh. (INR)	71	90	122	150
RoE (%)	3.6	5.6	7.5	7.8
RoA (%)	0.2	0.3	0.4	0.4
Payout (%)	0.0	17.4	17.4	17.4

Valuations

P/E(X)	21.9	13.3	9.4	8.4
P/BV (X)	0.8	0.7	0.7	0.6
P/ABV (X)	1.93	1.52	1.12	0.91
Div. Yield (%)	0.0	1.1	1.6	1.8

Key issues to watch for

- ⊗ Outlook on asset quality, as net stressed loans remain one of the highest in the industry.
- ⊗ Capital raising plans via fresh issue and sale of non-core assets.
- ⊗ Trend in loan growth and fee income.
- ⊗ NIMs and CASA performance.

Quarterly Performance

(INR million)

Y/E March	FY17				FY18E				FY17	FY18E
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Net Interest Income	36,990	38,799	37,308	36,835	39,335	41,806	44,401	45,845	149,932	171,388
% Change (YoY)	-9.8	-10.2	-9.4	33.1	6.3	7.8	19.0	24.5	-2.1	14.3
Other Income	23,551	23,879	25,135	31,028	24,683	24,272	23,861	24,203	89,514	97,018
Net Income	60,541	62,678	62,443	67,863	64,018	66,078	68,262	70,048	239,445	268,406
Operating Expenses	27,794	29,557	30,897	5,545	32,254	34,055	33,154	34,928	93,794	134,391
Operating Profit	32,746	33,120	31,546	62,318	31,764	32,023	35,108	35,121	145,652	134,015
% Change (YoY)	4.6	12.7	8.1	93.1	-3.0	-3.3	11.3	-43.6	19.2	-8.0
Other Provisions	27,384	25,338	29,359	57,535	25,000	25,000	26,000	24,946	125,536	100,946
Profit before Tax	5,362	7,783	2,187	4,783	6,764	7,023	9,108	10,175	20,115	33,069
Tax Provisions	2,299	2,289	116	2,164	2,300	2,388	3,097	3,459	6,867	11,244
Net Profit	3,064	5,494	2,072	2,619	4,464	4,635	6,011	6,715	13,248	21,826
% Change (YoY)	-57.5	-11.5	306.2	NM	45.7	-15.6	190.1	156.4	NM	NM
Operating Parameters										
NIM (Cal, %)	2.4	2.6	2.3	2.2	2.3	2.4	2.5	2.6	2.4	2.5
Deposit Growth (%)	7.0	6.5	11.6	12.4	14.5	12.5	7.8	10.0	12.4	10.0
Loan Growth (%)	2.8	3.4	-1.8	1.7	10.3	13.0	18.8	12.0	1.7	12.0
Tax Rate (%)	42.9	29.4	5.3	45.2	34.0	34.0	34.0	34.0	34.1	34.0
Asset Quality										
Gross NPA (INR B)	567	565	556	554	534	515	495	486	554	486
Gross NPA (%)	13.8	13.6	13.7	12.5	12.4	11.6	10.8	10.3	12.5	10.3

E: MOSL Estimates



Voltas

Bloomberg	VOLT IN
Equity Shares (m)	330.8
M. Cap. (INR b)/(USD b)	153 / 2
52-Week Range (INR)	515 / 287
1,6,12 Rel Perf. (%)	-7 / 21 / 30

Financial Snapshot (INR b)

Y/E March	2017	2018E	2019E	2020E
Net Sales	60.3	66.2	74.1	85.1
EBITDA	5.8	5.7	6.4	7.4
Adj. PAT	5.1	5.2	5.8	6.7
EPS(INR)	15.5	15.6	17.6	20.2
EPS Gr. (%)	30.1	0.7	13.1	14.7
BV/Sh. (INR)	100.0	111.5	124.5	139.4
RoE (%)	18.0	14.7	14.9	15.3
RoCE (%)	16.5	14.6	14.8	15.1
Payout (%)	26.2	26.2	26.2	26.2

Valuations

P/E (x)	30.1	29.8	26.3	23.0
P/BV (x)	4.6	4.2	3.7	3.3
EV/EBITDA (x)	26.2	25.8	22.5	19.1
Div Yield (%)	0.7	0.8	0.9	1.0

*Consolidated

CMP: INR462 TP: INR400 (-13%) Sell

- Unitary cooling division (UCP) is likely to report muted revenue growth of 5% YoY, impacted by destocking by the dealers given input credit issue faced by them due to implementation of GST.
- We expect revenue growth of 9% YoY in the MEP segment. Of the international order book of INR18b, 50% of the orders are from Qatar, where execution might get impacted given recent issues faced by Qatar. Key monitorable would be sustainability of margins in the segment. VOLT had booked EBIT margin of 5.7% in 4QFY17 on positive closure of certain old projects, provision reversal, and higher-margin new projects getting executed.
- Prevailing weak crude prices have raised apprehensions over the pace of order awards and also execution in the Middle East. Even in the domestic market, new project awards remain constrained. Maintain **Neutral**.

Key issues to watch

- Impact of LG vacating the fixed-speed AC segment on VOLT's market share and sales.
- Impact of GST on 1QFY18 room AC segment sales.
- Sustainability of profitability in MEP segment and also execution of international orders (50% of orders are from Qatar).

Quarterly Performance (Consolidated)

(INR Million)

Y/E March	FY17				FY18				FY17	FY18
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Sales	18,500	9,672	11,805	20,351	19,568	11,248	13,548	21,844	60,328	66,208
Change (%)	18.7	-7.0	-6.7	9.7	5.8	16.3	14.8	7.3	5.5	9.7
EBITDA	1,995	687	890	2,219	2,053	734	875	2,059	5,791	5,721
Change (%)	52.0	6.4	58.0	22.7	2.9	6.9	-1.6	-7.2	33.8	-1.2
As of % Sales	10.8	7.1	7.5	10.9	10.5	6.5	6.5	9.4	9.6	8.6
Depreciation	66	63	60	56	70	65	65	52	245	252
Interest	48	33	22	58	40	35	20	15	160	110
Other Income	357	658	597	386	450	600	550	466	1,998	2,066
Extra-ordinary Items	-9	0	0	-2	0	0	0	0	11	0
PBT	2,248	1,249	1,405	2,493	2,393	1,234	1,340	2,458	7,395	7,424
Tax	651	505	437	496	694	432	402	625	2,089	2,153
Effective Tax Rate (%)	28.9	40.4	31.1	19.9	29.0	35.0	30.0	25.4	28.2	29.0
Reported PAT	1,576	697	815	2,005	1,679	762	898	1,813	5,114	5,151
Change (%)	53.7	7.8	42.2	22.1	6.5	9.3	10.1	-9.6	38.8	0.7
Adj. PAT	1,567	697	815	2,003	1,679	762	898	1,813	5,103	5,151
Change (%)	52.8	7.8	47.9	45.7	7.1	9.3	10.1	-9.5	42.6	0.9

**1. Targeting revenue of Rs 10,000cr in FY18: BEL; MV Gowtama, CMD**

- n There were no one-offs this quarter. Does not think revenue booking will be slower in Q2 and Q3.
- n Set a target to cross Rs 10,000 crore mark in revenues
- n Expects FY18 margins to be in the range of 14-15 percent.
- n Hopes to double the revenue over next three years.
- n On order front, expects Akash order to be finalized by December. Expect order inflow worth Rs 13,000-15,000 crore in FY18

[→ Read More](#)**2. Expect sales momentum to continue in festive season ahead: PC Jeweller; Sanjeev Bhatia, CFO**

- n Q1 margin has declined due to a discount element. Have a steady margin for the diamond segment at 30 percent. Contribution of diamonds business to revenue is at 33 percent
- n Saw a major rush due to GST in the last 10 days of June and haven't seen much of a difference in sales due to GST
- n Confident to maintain this momentum in the coming festive season as well, he further mentioned.
- n Opened four new stores in current year, which totals its store numbers to 79. Hopeful of pushing this number by another at least 15 stores in the remaining months.

[→ Read More](#)**3. Expect 12% growth; maintain domestic market share: Concor; V Kalyana Rama, CMD**

- n Export-import is around 10 percent growth and on domestic side it's around 24-25 percent growth
- n Expecting around 12 percent growth on enterprise side, in volumes as well as topline
- n Lot of containerised cargo is available in India in the domestic sector. Seeing certain trend where more people are opting for containers and that is pushing domestic volumes
- n CONCOR maintains its domestic market share. GST transition has been very smooth. Things are under control as far as taxation and business is concerned

[→ Read More](#)**4. Expect more than 20% revenue growth in FY18: Century Plyboards; Keshav Bhajanka, ED**

- n Margins are likely to be higher but not substantially higher.
- n Looking at a substantial volume growth for current financial year and higher volume growth in Q2 but Q3 and Q4 should see a substantial rise in volume
- n Overall for FY18, company's revenue growth should be in excess of 20 percent

[→ Read More](#)



1. Are banks ready for basel soup? greatest challenge is to extend deadline of basel III

- n Reserve Bank of India (RBI) on March 2014 extended the deadline for compliance of capital requirements under Basel III norms to March 2019. At that time the banking industry believed that it had got some reprieve given the time accorded in the face of slower economic growth. Extending more time under Basel III means lower capital burden on the banks in terms of provisioning requirements, including the NPAs. As per Basel III norms, most of the regulatory adjustments are made from common equity capital, like deduction from common equity component of Tier-1 capital in respect of shortfall in provisions to the expected losses for credit risk. The banking industry's bad loan teething troubles have been compounded many folds. The non-food credits of the banks have decreased by 37% from Rs 7,754 billion in 2015-16 to Rs 4,818 billion in 2016-17.

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2. The tyranny of energy uncertainty

- n Two states, pioneers in renewable energy, Tamil Nadu and Rajasthan, were in the news recently for contrasting reasons, and neither was about tariffs. One set a new national record for renewable energy capacity dispatched, and the other reported that the industry was in distress due to widespread back-down wherein discoms have been unplugging from the grid, delaying payments and shying away from power purchase agreements. The nature of the headlines inspired by renewable energy is changing. Its rapid growth disrupted power markets elsewhere, in terms of higher costs (Germany), low returns (Texas) and load-shedding (South Australia). There are clear signs now that we must reset policy from encouraging investments to introducing serious reforms necessary to sustain growth.

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3. Big data shows big promise in medicine

- n In handling some life-or-death medical judgements, computers have already surpassed the abilities of doctors. We're looking at the promise of self-driving cars, according to Zak Kohane, a doctor and researcher at Harvard Medical School. On the roads, replacing drivers with computers could save lives that would otherwise be lost to human error. In medicine, replacing intuition with machine intelligence might save patients from drug side effects or otherwise incurable cancers. Consider precision medicine, which involves tailoring drugs to individual patients. And to understand its promise, look to Shirley Pepke, a physicist who migrated into computational biology. When she developed a deadly cancer, she responded like a scientist and fought it using Big Data. And she is winning. She shared her story at a recent conference organized by Kohane.

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4. What is the impact of floods on India's GDP?

- n From Assam in the north-east to Rajasthan and Gujarat in the west, floods are taking a heavy toll on lives and property this year. As per latest reports, 82 and over 100 flood-related deaths have been recorded in the states of Assam and Gujarat, respectively. Has flood-related damage increased in India over time? Flood-related loss of both human and cattle lives and economic damages have come down over time. However, there has been a significant change in the nature of flood-related losses in India.

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International

5. The terrifying perils of over-reach in the middle east

- n The Middle East is now arguably more unstable than it has been at any time over the past century. A great deal of what has brought the region down in this 21st century is ascribable to two pulverising events: the US-led invasion of Iraq in 2003 and the turmoil unleashed by the chain of Arab uprisings from 2011. These earthquakes smashed Iraq and Syria into pieces, and uncorked the evil genie of the age-old Sunni-Shia schism within Islam, with the modern champion of each sect, Saudi Arabia and Iran respectively, facing each other in proxy wars across the region.

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Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17	FY18E	FY19E	FY17	FY18E	FY17	FY18E	FY17	FY18E	FY19E
Automobiles														
Amara Raja	Buy	849	1,095	29	28.0	35.3	42.1	30.3	24.0	5.6	4.7	20.3	21.2	21.3
Ashok Ley.	Buy	111	118	6	4.6	5.2	7.0	24.4	21.5	5.3	4.7	23.1	23.2	27.0
Bajaj Auto	Buy	2,823	3,281	16	132.3	137.2	163.6	21.3	20.6	4.8	4.4	25.3	22.2	24.0
Bharat Forge	Buy	1,150	1,330	16	26.2	37.7	49.7	44.0	30.5	6.5	5.6	16.2	19.8	22.3
Bosch	Neutral	24,605	23,738	-4	473.1	649.9	766.2	52.0	37.9	8.5	7.5	15.8	21.1	21.9
CEAT	Buy	1,875	2,100	12	93.3	96.2	131.3	20.1	19.5	3.1	2.8	16.9	15.1	17.8
Eicher Mot.	Buy	31,437	31,326	0	613.8	861.2	1,102.9	51.2	36.5	17.8	12.8	40.3	40.8	38.0
Endurance Tech.	Buy	919	1,025	11	23.5	30.5	38.8	39.1	30.1	7.5	6.2	20.8	22.4	23.6
Escorts	Neutral	702	732	4	20.0	37.1	45.8	35.1	18.9	3.6	3.0	10.6	17.3	18.3
Exide Ind	Buy	223	269	21	8.1	9.2	11.0	27.5	24.3	3.8	3.4	13.9	14.1	15.0
Hero Moto	Neutral	3,722	3,818	3	169.1	189.3	199.1	22.0	19.7	7.4	6.3	35.7	34.6	31.5
M&M	Buy	1,427	1,625	14	54.3	66.7	79.9	26.3	21.4	3.3	3.0	14.2	14.1	14.6
Mahindra CIE	Not Rated	249	-		5.4	9.9	11.8	46.4	25.2	2.9	2.6	6.4	10.8	11.5
Maruti Suzuki	Buy	7,859	8,863	13	248.6	281.0	375.3	31.6	28.0	6.6	5.7	20.3	20.1	22.8
Tata Motors	Buy	447	666	49	19.8	30.9	64.3	22.6	14.4	2.6	2.2	9.8	16.5	27.3
TVS Motor	Buy	597	606	2	11.7	16.3	25.9	50.8	36.6	11.8	9.4	25.6	28.6	35.2
Aggregate								28.9	22.9	4.9	4.3	17.1	18.7	22.6
Banks - Private														
Axis Bank	Neutral	516	545	6	15.4	21.8	38.1	33.6	23.6	2.3	2.1	6.9	9.3	14.7
DCB Bank	Neutral	200	192	-4	7.0	8.4	10.4	28.5	23.9	2.9	2.4	10.8	11.4	11.8
Equitas Hold.	Buy	163	201	23	5.0	1.7	6.1	32.3	94.1	2.5	2.4	9.5	2.6	8.7
Federal Bank	Buy	115	139	21	4.8	5.4	6.8	23.9	21.4	2.3	1.9	9.9	10.0	10.5
HDFC Bank	Buy	1,795	2,000	11	56.8	68.2	82.1	31.6	26.3	5.3	4.6	18.3	18.8	19.6
ICICI Bank	Buy	302	366	21	15.3	14.9	17.0	19.8	20.3	2.2	2.1	10.2	8.9	9.5
IDFC Bank	Neutral	59	62	5	2.3	2.8	3.2	25.4	21.3	1.4	1.3	5.6	6.3	6.9
IndusInd	Buy	1,665	1,800	8	47.9	61.9	76.8	34.7	26.9	5.0	4.3	15.4	17.3	18.5
J&K Bank	Neutral	83	91	9	-31.3	3.8	8.2	NM	21.8	0.8	0.7	-27.0	3.5	7.2
Kotak Mah. Bk	Buy	1,016	1,153	14	26.8	32.4	41.0	37.8	31.3	4.9	4.4	13.8	15.0	16.3
RBL Bank	Under Review	530	-		11.9	18.0	23.7	44.6	29.4	4.7	3.3	12.3	13.6	13.9
South Indian	Buy	30	34	14	2.2	2.9	3.7	13.7	10.5	1.2	1.1	9.5	10.8	12.7
Yes Bank	Buy	1,826	2,133	17	73.0	92.3	114.5	25.0	19.8	3.9	3.4	18.9	18.3	19.5
Aggregate								30.3	24.4	3.5	3.1	11.5	12.5	14.2
Banks - PSU														
BOB	Buy	163	212	30	6.0	18.4	22.5	27.3	8.9	1.1	1.0	4.1	11.9	13.2
BOI	Neutral	162	147	-9	-14.8	13.7	22.0	NM	11.8	0.7	0.7	-6.7	6.1	9.0
Canara	Neutral	363	360	-1	18.8	30.1	47.0	19.3	12.1	0.8	0.7	4.2	6.2	9.1
IDBI Bk	Neutral	60	49	-17	1.5	6.4	8.6	38.9	9.3	0.5	0.5	1.4	5.8	7.3
Indian Bk	Buy	307	382	25	29.3	34.4	38.3	10.5	8.9	1.0	0.9	10.1	10.9	11.2
OBC	Neutral	146	150	3	-31.6	17.1	21.4	NM	8.5	0.4	0.4	-8.4	4.6	5.4
PNB	Buy	158	184	17	6.2	10.3	14.5	25.3	15.4	0.9	0.8	3.6	5.6	7.5
SBI	Buy	309	362	17	0.3	17.9	23.3	1,038.1	17.2	1.5	1.3	-0.2	8.7	10.0
Union Bk	Neutral	154	162	5	7.6	24.6	34.5	20.2	6.3	0.5	0.5	2.7	8.1	10.5
Aggregate								113.8	13.8	1.0	0.9	0.9	6.7	8.3
NBFCs														
Bajaj Fin.	Buy	1,714	1,800	5	33.6	47.6	62.9	51.0	36.0	9.8	7.9	21.7	24.3	25.9
Bharat Fin.	Neutral	852	820	-4	21.0	31.8	68.7	40.6	26.8	4.8	3.9	15.1	16.1	28.0
Capital First	Buy	775	925	19	24.6	33.0	43.3	31.5	23.5	3.3	2.9	12.0	13.2	15.3
Cholaman. Inv. & F n	Buy	1,179	1,400	19	46.0	56.0	67.3	25.6	21.1	4.3	3.6	18.0	18.6	19.0
Dewan Hsg.	Buy	466	630	35	29.6	37.7	47.1	15.7	12.3	1.9	1.7	14.4	14.1	15.6
GRUH Fin.	Neutral	503	450	-11	8.1	9.9	12.1	61.8	50.6	18.5	15.2	32.5	33.0	32.8
HDFC	Buy	1,774	1,900	7	46.8	52.9	59.0	37.9	33.5	7.0	6.3	18.9	19.3	18.4
Indiabulls Hsg	Buy	1,224	1,350	10	69.0	86.3	108.4	17.7	14.2	4.3	3.8	25.5	28.2	31.3

Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17	FY18E	FY19E	FY17	FY18E	FY17	FY18E	FY17	FY18E	FY19E
L&T Fin Holdings	Buy	173	200	15	5.2	7.3	10.6	33.1	23.7	3.9	3.4	12.4	15.6	19.1
LIC Hsg Fin	Neutral	691	708	2	38.2	41.6	48.9	18.1	16.6	3.3	2.8	19.4	18.2	18.5
Manappuram	Not Rated	106	-		8.6	10.8	12.5	12.3	9.8	2.7	2.4	24.0	25.9	26.9
M&M Fin.	Buy	401	459	14	7.1	13.9	17.8	56.6	28.9	3.6	3.3	6.5	12.0	14.2
Muthoot Fin	Buy	470	550	17	29.5	41.0	43.3	15.9	11.5	2.9	2.5	19.4	23.2	21.4
PFC	Neutral	122	117	-4	25.7	27.2	30.2	4.8	4.5	0.8	0.7	17.9	17.0	16.8
Repco Home	Buy	759	936	23	29.1	35.8	42.5	26.1	21.2	4.2	3.5	17.4	18.1	18.2
REC	Neutral	175	134	-23	31.4	35.0	40.4	5.6	5.0	1.0	0.9	19.9	19.1	19.1
Shriram City Union	Buy	2,344	2,900	24	84.3	132.8	171.2	27.8	17.7	3.1	2.7	11.7	16.2	18.1
STF	Buy	1,034	1,330	29	55.6	80.0	102.4	18.6	12.9	2.1	1.8	11.7	15.0	16.9
Aggregate								20.8	17.4	3.5	3.1	16.8	17.7	18.1
Capital Goods														
ABB	Sell	1,427	1,200	-16	19.7	22.4	31.6	72.4	63.7	9.2	8.0	12.7	12.6	15.8
Bharat Elec.	Buy	181	200	11	6.9	7.4	8.3	26.1	24.3	5.4	4.1	20.6	17.0	16.9
BHEL	Sell	145	100	-31	2.1	3.6	4.7	67.3	40.6	1.1	1.1	1.6	2.7	3.4
Blue Star	Neutral	685	610	-11	12.9	17.8	26.6	53.2	38.5	8.6	8.1	18.0	21.7	30.1
CG Cons. Elec.	Buy	215	240	12	4.7	5.0	6.4	46.0	42.8	25.0	18.5	76.4	49.7	49.7
CG Power & Indu.	Sell	84	65	-23	4.1	2.3	4.5	20.5	36.8	1.3	1.2	6.2	3.4	4.2
Cummins	Buy	970	1,200	24	26.5	29.2	36.0	36.6	33.3	7.2	6.6	21.2	20.7	23.5
GE T&D	Neutral	380	395	4	5.7	9.3	11.3	66.2	40.9	9.4	8.2	12.4	21.5	22.7
Havells	Neutral	467	455	-3	9.6	10.9	13.8	48.9	42.7	8.9	8.0	18.2	18.6	20.7
K E C Intl	Neutral	307	250	-18	11.9	12.8	16.4	25.9	23.9	5.0	4.3	21.2	19.2	20.9
L&T	Buy	1,189	1,345	13	42.3	44.8	51.7	28.1	26.5	3.3	3.1	12.2	12.1	12.9
Pennar Eng.	Not Rated	118	-		7.1	9.1	11.2	16.8	13.1	1.7	1.5	10.2	11.6	12.6
Siemens	Neutral	1,398	1,355	-3	17.8	22.7	33.0	78.4	61.6	7.3	6.3	9.3	10.3	13.7
Solar Ind	Neutral	893	825	-8	20.6	22.6	28.2	43.3	39.4	7.9	6.8	19.8	18.6	19.9
Suzlon Energy	Not Rated	19	-		0.6	0.9	1.0	29.8	21.4	-1.7	-1.9	NM	-8.8	-11.0
Thermax	Sell	876	850	-3	30.8	32.7	34.0	28.4	26.8	3.9	3.5	14.3	13.7	12.9
Va Tech Wab.	Buy	609	800	31	28.9	34.9	39.8	21.0	17.4	3.3	2.9	16.3	17.7	17.5
Voltas	Sell	533	400	-25	15.5	15.6	17.6	34.5	34.2	5.3	4.8	18.0	14.7	14.9
Aggregate								36.1	32.4	4.0	3.7	11.2	11.4	12.6
Cement														
Ambuja Cem.	Buy	261	308	18	4.9	7.0	8.2	53.4	37.6	2.7	2.6	5.1	7.0	7.9
ACC	Neutral	1,735	1,622	-7	36.1	49.8	65.0	48.1	34.9	3.8	3.6	7.9	10.6	13.1
Birla Corp.	Buy	948	1,205	27	29.4	40.9	58.9	32.3	23.1	2.2	2.1	7.5	9.2	12.2
Dalmia Bharat	Buy	2,597	3,162	22	38.8	66.7	87.1	67.0	38.9	4.7	4.2	7.2	11.3	13.1
Grasim Inds.	Neutral	1,099	1,384	26	67.9	71.2	102.6	16.2	15.4	1.8	1.6	11.5	10.9	13.9
India Cem	Neutral	203	201	-1	5.6	8.0	11.8	36.2	25.4	1.2	1.2	3.4	4.7	6.6
J K Cements	Buy	1,015	1,287	27	33.7	40.4	53.5	30.1	25.1	4.0	3.5	14.4	15.0	17.2
JK Lakshmi Ce	Buy	455	553	22	7.0	11.4	19.2	65.4	39.9	3.8	3.5	6.0	9.2	13.8
Ramco Cem	Buy	687	823	20	27.3	31.1	37.5	25.2	22.1	4.5	3.8	19.2	18.6	19.1
Orient Cem	Buy	153	185	21	-1.6	4.4	7.1	NM	34.7	3.2	2.9	-3.2	8.8	12.8
Prism Cem	Buy	121	145	19	0.3	3.7	5.6	349.0	32.7	6.1	5.3	1.8	17.2	22.0
Shree Cem	Buy	18,575	22,360	20	384.4	460.4	547.8	48.3	40.3	8.4	7.1	18.4	19.1	19.1
Ultratech	Buy	4,061	4,936	22	96.1	91.5	138.8	42.3	44.4	4.7	4.3	11.6	10.1	14.0
Aggregate								36.8	31.3	3.5	3.2	9.6	10.4	12.8
Consumer														
Asian Paints	Neutral	1,148	1,200	5	21.0	22.2	26.5	54.6	51.7	14.5	13.2	28.5	26.7	28.1
Britannia	Buy	3,898	4,450	14	73.7	85.4	105.5	52.9	45.6	17.3	14.3	36.9	34.4	34.7
Colgate	Buy	1,069	1,335	25	21.2	25.7	31.1	50.4	41.7	22.8	21.6	50.4	53.2	60.3
Dabur	Neutral	302	315	4	7.2	7.7	9.1	41.6	39.0	11.0	9.4	28.4	26.0	26.3
Emami	Buy	1,074	1,265	18	26.5	28.3	33.9	40.5	38.0	13.9	11.7	35.8	33.4	34.1
Godrej Cons.	Neutral	964	995	3	18.9	21.5	24.7	51.0	44.8	12.4	9.6	24.6	24.2	22.8
GSK Cons.	Sell	5,454	4,500	-17	156.1	166.3	181.9	34.9	32.8	7.3	7.2	22.2	22.1	22.4

Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17	FY18E	FY19E	FY17	FY18E	FY17	FY18E	FY17	FY18E	FY19E
HUL	Buy	1,173	1,285	10	19.6	22.9	27.3	59.7	51.1	38.1	36.7	65.6	73.1	82.8
ITC	Neutral	288	280	-3	8.4	9.3	10.3	34.3	31.0	7.7	7.7	23.5	24.8	26.3
Jyothy Lab	Neutral	373	405	9	11.2	8.9	11.0	33.2	41.6	6.2	6.4	21.1	15.1	18.4
Marico	Neutral	326	360	10	6.3	6.9	8.4	51.9	47.0	18.1	15.4	36.7	35.5	38.1
Nestle	Sell	6,697	5,740	-14	118.0	115.1	133.6	56.8	58.2	21.4	19.9	39.0	35.5	38.1
Page Inds	Buy	17,106	20,195	18	238.7	317.0	400.0	71.7	54.0	28.7	22.6	40.0	42.0	42.8
Parag Milk	Neutral	249	240	-4	3.6	7.4	12.3	69.1	33.5	3.2	2.9	5.9	9.1	13.4
Pidilite Ind.	Neutral	796	810	2	16.7	18.1	20.6	47.6	44.1	12.3	10.1	28.2	25.2	23.5
P&G Hygiene	Buy	8,061	9,082	13	144.9	155.8	181.6	55.6	51.7	46.0	36.7	45.3	78.9	74.0
Prabhat Dairy	Not Rated	136	-		3.5	3.5	6.4	38.6	39.2	1.9	1.9	5.2	4.9	8.5
United Brew	Neutral	815	850	4	8.7	9.7	14.7	93.8	84.0	9.4	8.6	10.4	10.7	14.6
United Spirits	Neutral	2,647	2,525	-5	26.7	34.5	51.5	99.0	76.7	19.8	13.8	21.3	18.0	20.3
Aggregate								46.5	41.9	12.8	11.9	27.6	28.3	29.3
Healthcare														
Alembic Phar	Neutral	525	510	-3	21.6	20.5	25.5	24.3	25.6	5.2	4.5	23.0	19.0	20.4
Alkem Lab	Neutral	1,792	1,900	6	75.7	79.7	95.0	23.7	22.5	5.1	4.3	23.4	20.7	21.0
Ajanta Pharma	Buy	1,387	2,028	46	58.4	66.1	79.6	23.7	21.0	7.8	6.0	37.7	32.2	29.9
Aurobindo	Buy	735	850	16	39.3	45.7	50.0	18.7	16.1	4.7	3.7	28.3	25.5	22.3
Biocon	Sell	377	330	-12	10.2	9.7	14.2	36.9	38.8	4.7	4.3	12.3	11.1	14.5
Cadila	Buy	542	510	-6	14.2	17.8	23.2	38.1	30.5	8.7	7.1	24.8	25.7	27.2
Cipla	Neutral	562	500	-11	15.9	20.0	25.0	35.3	28.2	3.6	3.2	10.2	11.5	12.8
Divis Lab	Neutral	668	680	2	39.7	33.6	40.0	16.8	19.9	3.8	3.4	23.5	18.1	19.4
Dr Reddy's	Neutral	2,427	2,500	3	72.6	85.1	125.2	33.4	28.5	3.3	3.1	9.6	11.3	14.8
Fortis Health	Buy	155	240	55	10.3	2.1	6.1	15.0	73.4	1.6	1.4	11.3	2.0	5.3
Glenmark	Neutral	701	775	11	39.3	42.9	51.7	17.8	16.3	4.4	3.5	24.7	21.6	20.9
Granules	Buy	138	200	45	7.2	8.2	11.5	19.1	16.8	3.5	2.4	21.1	17.7	18.8
GSK Pharma	Neutral	2,377	2,500	5	34.4	46.8	54.9	69.2	50.8	10.0	11.7	14.5	23.0	30.9
IPCA Labs	Neutral	483	480	-1	16.1	21.3	28.5	30.0	22.6	2.5	2.3	8.6	10.5	12.7
Jubilant Life	Buy	715	905	27	37.0	47.1	56.7	19.3	15.2	3.2	2.7	18.1	19.5	19.6
Lupin	Buy	1,018	1,475	45	59.2	57.9	72.0	17.2	17.6	3.5	3.0	22.0	18.2	19.4
Sanofi India	Buy	4,286	4,820	12	129.1	133.6	160.6	33.2	32.1	5.7	5.3	17.1	16.6	18.1
Shilpa Medicare	Buy	662	805	22	14.0	21.1	30.4	47.3	31.4	5.8	4.9	14.4	17.0	20.4
Sun Pharma	Buy	535	650	22	26.1	25.2	30.8	20.5	21.2	3.5	3.3	18.5	16.1	17.9
Syngene Intl	Not Rated	465	-		13.0	16.1	18.0	35.8	28.8	7.2	5.9	22.2	22.5	20.7
Torrent Pharma	Neutral	1,291	1,350	5	55.2	53.4	67.3	23.4	24.2	5.0	4.4	23.8	19.5	21.5
Aggregate								24.1	23.0	4.2	3.7	17.3	16.1	17.3
Logistics														
Allcargo Logistics	Buy	171	228	33	9.8	12.2	14.3	17.4	14.1	2.6	2.3	12.6	17.2	17.8
Blue Dart	Not Rated	4,245	-		102.5	129.9	163.2	41.4	32.7	18.4	14.0	50.5	48.6	46.8
Concor	Neutral	1,176	1,180	0	38.0	39.2	45.8	31.0	30.0	3.2	3.1	10.8	10.6	11.8
Gateway Distriparks	Buy	272	313	15	6.8	10.7	13.6	39.9	25.3	2.4	2.3	5.9	9.1	11.1
Gati	Not Rated	119	-		8.4	15.9	23.9	14.3	7.5	2.0	1.7	12.4	19.4	25.4
Transport Corp.	Not Rated	304	-		16.9	21.0	25.9	17.9	14.4	2.8	2.4	16.7	17.8	18.6
Aggregate								28.8	24.5	3.5	3.3	12.2	13.4	15.0
Media														
Dish TV	Buy	81	105	30	1.0	1.4	4.0	81.9	56.9	17.6	13.4	24.1	26.8	327.5
D B Corp	Buy	380	450	18	20.4	23.7	27.6	18.6	16.0	4.4	3.9	25.5	25.8	26.6
Den Net.	Neutral	84	90	7	-8.6	-2.7	0.3	NM	NM	1.6	1.7	-12.0	-5.3	0.7
Ent.Network	Neutral	902	928	3	11.4	13.8	21.2	78.9	65.4	5.0	4.7	6.7	7.4	10.5
Hind. Media	Buy	276	350	27	25.9	28.3	33.6	10.6	9.7	1.8	1.6	19.0	17.3	17.3
HT Media	Neutral	91	90	-1	7.4	7.9	8.1	12.2	11.4	0.8	0.8	7.1	6.9	6.4
Jagran Prak.	Buy	181	225	25	10.8	12.3	14.0	16.8	14.7	2.5	2.4	17.6	16.4	17.2
Music Broadcast	Buy	360	469	30	6.4	9.3	13.9	56.0	38.6	3.7	3.4	11.2	9.3	12.4
PVR	Buy	1,374	1,628	19	20.5	30.9	46.9	66.9	44.5	6.7	5.8	10.4	14.0	18.2

Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17	FY18E	FY19E	FY17	FY18E	FY17	FY18E	FY17	FY18E	FY19E
Siti Net.	Neutral	26	32	25	-1.8	-0.1	0.5	NM	NM	3.6	3.6	-23.5	-2.0	6.9
Sun TV	Neutral	782	860	10	24.9	28.5	35.9	31.5	27.4	7.9	7.2	25.0	26.3	30.2
Zee Ent.	Buy	544	630	16	23.1	14.7	18.9	23.5	36.9	9.0	7.7	24.7	22.6	24.5
Aggregate								40.6	30.9	5.8	5.2	14.2	17.0	22.1
Metals														
Hindalco	Buy	226	308	36	16.2	21.8	26.1	14.0	10.3	1.7	1.4	14.0	15.2	15.4
Hind. Zinc	Sell	282	246	-13	19.7	22.6	26.9	14.3	12.5	3.9	4.2	24.4	32.0	35.1
JSPL	Buy	155	190	23	-20.9	-17.2	2.4	NM	NM	0.5	0.5	-7.9	-5.4	0.8
JSW Steel	Buy	223	281	26	14.8	19.0	22.6	15.1	11.8	2.4	2.0	17.3	18.7	19.0
Nalco	Neutral	70	70	0	3.7	3.8	4.2	19.0	18.6	1.3	1.3	7.2	7.0	7.5
NMDC	Buy	126	180	43	10.0	12.1	12.2	12.6	10.4	1.8	1.7	12.4	15.0	15.5
SAIL	Sell	63	37	-41	-6.2	-10.6	-4.2	NM	NM	0.7	0.8	-6.7	-12.6	-5.5
Vedanta	Buy	282	316	12	15.1	24.8	33.1	18.6	11.4	1.7	1.6	9.7	14.8	18.4
Tata Steel	Neutral	572	583	2	37.9	49.6	65.6	15.1	11.5	1.7	1.6	15.7	14.3	16.8
Aggregate								19.6	15.0	1.6	1.6	8.2	10.4	13.3
Oil & Gas														
BPCL	Neutral	484	511	6	48.3	36.7	43.5	10.0	13.2	3.1	2.7	32.4	21.7	22.3
GAIL	Sell	373	340	-9	22.6	26.3	29.8	16.5	14.2	1.7	1.5	9.6	11.3	11.8
Gujarat Gas	Sell	755	697	-8	20.4	33.7	46.5	37.0	22.4	6.3	5.1	17.8	25.3	28.0
Gujarat St. Pet.	Neutral	190	168	-12	8.8	11.0	13.1	21.6	17.2	2.4	2.2	11.6	13.1	14.0
HPCL	Buy	387	427	10	40.7	29.5	32.6	9.5	13.1	2.9	2.5	32.4	20.6	20.0
IOC	Neutral	370	459	24	43.0	36.0	40.0	8.6	10.3	1.7	1.5	21.2	15.8	15.8
IGL	Neutral	1,190	1,070	-10	42.5	46.8	51.9	28.0	25.4	5.7	4.9	21.0	20.6	19.6
MRPL	Sell	129	113	-12	14.8	9.4	11.7	8.7	13.7	2.2	2.0	31.4	15.5	17.0
Oil India	Buy	287	305	6	19.3	27.9	30.1	14.8	10.3	0.8	0.8	5.7	7.5	7.8
ONGC	Buy	167	195	17	16.4	16.5	19.7	10.2	10.2	1.0	0.9	10.1	9.4	10.9
PLNG	Buy	212	259	22	11.4	8.6	17.6	18.6	24.6	3.9	3.5	23.2	15.1	26.4
Reliance Ind.	Neutral	1,604	1,499	-7	96.7	115.5	128.1	16.6	13.9	1.6	1.5	11.6	12.3	12.3
Aggregate								12.4	12.6	1.6	1.5	13.3	12.0	12.7
Retail														
Jubilant Food	Sell	1,294	850	-34	10.0	14.8	20.7	129.3	87.4	10.6	9.7	8.2	11.1	14.0
Titan Co.	Neutral	539	545	1	9.0	10.3	12.1	59.7	52.5	11.3	10.4	20.6	20.6	21.6
Aggregate								65.6	56.3	11.3	10.4	17.2	18.4	19.2
Technology														
Cyient	Buy	525	600	14	30.6	35.4	41.9	17.1	14.8	2.8	2.5	16.2	16.6	17.3
HCL Tech.	Neutral	884	950	7	59.8	61.8	65.9	14.8	14.3	3.7	3.3	27.5	24.9	23.8
Hexaware	Neutral	256	250	-2	13.7	15.7	16.5	18.7	16.3	4.5	3.9	26.5	25.7	23.1
Infosys	Buy	1,005	1,200	19	62.9	63.7	69.5	16.0	15.8	3.3	3.0	22.0	20.0	19.8
KPIT Tech	Neutral	129	140	8	11.9	10.6	13.1	10.8	12.2	1.6	1.5	14.3	13.0	14.2
L&T Infotech	Buy	774	880	14	55.5	60.2	68.0	13.9	12.9	4.9	3.8	40.4	33.0	29.4
Mindtree	Sell	473	450	-5	24.9	28.7	32.9	19.0	16.5	3.1	3.0	16.8	17.3	20.1
Mphasis	Neutral	593	610	3	38.9	40.3	43.0	15.2	14.7	2.0	2.2	13.2	14.5	16.2
NIIT Tech	Neutral	506	540	7	38.0	42.3	48.7	13.3	12.0	1.8	1.7	13.7	14.4	15.4
Persistent Sys	Buy	642	750	17	37.7	43.3	52.0	17.0	14.8	2.6	2.5	17.0	17.9	20.7
Tata Elxsi	Buy	1,737	1,848	6	56.3	68.0	80.4	30.9	25.6	9.7	7.8	37.1	33.7	32.3
TCS	Neutral	2,500	2,350	-6	133.4	133.6	147.7	18.7	18.7	5.6	6.0	32.6	31.1	33.5
Tech Mah	Buy	403	490	22	30.9	34.0	36.8	13.0	11.9	2.1	1.9	18.4	17.4	16.9
Wipro	Neutral	294	270	-8	16.9	18.1	19.1	17.4	16.2	2.8	2.7	16.9	16.1	16.1
Zensar Tech	Buy	791	950	20	52.1	51.9	70.0	15.2	15.2	2.4	2.2	17.2	15.0	17.9
Aggregate								17.0	16.8	3.9	3.8	22.9	22.8	22.1
Telecom														
Bharti Airtel	Buy	416	490	18	11.1	4.3	6.6	37.5	96.0	2.5	2.4	6.7	2.5	3.8
Bharti Infratel	Buy	403	480	19	14.9	17.9	20.4	27.1	22.5	4.8	4.2	16.2	19.8	19.4
Idea Cellular	Buy	93	110	19	-1.1	-10.9	-11.3	NM	NM	1.3	1.6	-1.6	-17.3	-21.7
Tata Comm	Buy	658	775	18	27.2	8.7	26.1	24.1	75.5	11.8	10.2	132.2	14.5	33.6

Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17	FY18E	FY19E	FY17	FY18E	FY17	FY18E	FY17	FY18E	FY19E
Aggregate								39.1	216.5	2.7	2.7	6.9	1.2	2.8
Utilities														
Coal India	Buy	252	315	25	14.9	17.6	18.6	16.9	14.3	6.4	6.4	37.8	44.5	47.0
CESC	Buy	947	1,360	44	51.9	88.9	99.3	18.3	10.6	1.2	1.1	6.5	10.6	10.8
JSW Energy	Buy	70	85	22	3.9	3.2	3.1	18.1	22.2	1.1	1.1	6.3	4.9	4.8
NTPC	Buy	165	198	20	13.0	13.4	16.2	12.7	12.3	1.4	1.3	11.5	10.9	12.3
Power Grid	Buy	224	242	8	14.2	17.6	20.6	15.7	12.7	2.4	2.1	16.2	17.5	17.8
Tata Power	Sell	83	68	-18	5.2	6.4	6.7	16.0	13.0	1.9	1.7	11.2	13.9	12.1
Aggregate								15.0	13.1	2.2	2.1	14.9	15.9	16.6
Others														
Arvind	Neutral	366	359	-2	12.4	12.5	18.1	29.5	29.2	2.6	2.5	10.3	8.8	11.8
Avenue Supermarts	Neutral	915	882	-4	7.7	12.7	17.6	119.2	71.9	14.9	13.0	17.9	19.3	23.0
Bata India	Under Review	586	-		13.5	15.7	19.4	43.3	37.3	5.7	5.1	13.9	14.4	15.8
Castrol India	Buy	400	527	32	13.6	14.4	15.0	29.3	27.7	33.2	29.7	115.2	113.3	106.1
Century Ply.	Neutral	280	323	15	8.7	9.8	12.9	32.3	28.5	8.7	7.2	31.1	27.7	29.6
Coromandel Intl	Buy	446	523	17	16.6	24.1	29.0	26.9	18.5	4.5	3.9	17.5	22.5	23.4
Delta Corp	Buy	169	237	41	3.1	5.8	7.9	55.2	29.2	4.2	2.8	8.1	12.3	12.6
Dynamic Tech	Buy	2,403	3,334	39	67.6	112.9	166.7	35.5	21.3	4.9	4.0	15.1	20.7	24.3
Eveready Inds.	Buy	303	368	21	12.9	14.4	17.5	23.6	21.0	7.6	6.1	37.7	32.3	31.6
Interglobe	Neutral	1,289	1,312	2	46.0	63.9	93.7	28.0	20.2	23.0	20.5	86.2	107.5	137.7
Indo Count	Buy	143	200	39	13.0	13.2	15.4	11.0	10.9	3.3	2.5	34.8	26.4	23.5
Info Edge	Buy	988	1,130	14	15.7	21.8	24.7	63.0	45.4	6.1	5.5	10.2	12.7	13.1
Inox Leisure	Sell	256	240	-6	3.3	8.0	12.0	76.9	31.9	4.5	3.9	5.9	12.5	16.2
Jain Irrigation	Under Review	105	-		5.5	7.6	10.0	19.0	13.8	1.6	1.6	8.6	11.7	14.8
Just Dial	Neutral	371	465	25	17.5	18.5	21.1	21.2	20.1	2.8	2.5	14.8	13.4	13.7
Kaveri Seed	Buy	682	755	11	19.1	31.3	37.7	35.8	21.8	4.6	5.0	13.6	21.6	26.0
Kitex Garm.	Buy	267	394	48	18.6	22.1	26.2	14.4	12.1	3.9	3.1	29.8	28.6	27.6
Manpasand	Buy	804	927	15	12.7	20.3	30.9	63.3	39.7	4.0	3.7	7.3	8.5	13.5
MCX	Buy	1,113	1,300	17	24.8	28.0	42.2	44.8	39.7	4.2	4.0	10.2	10.2	14.5
Monsanto	Buy	2,717	3,295	21	86.2	105.1	126.7	31.5	25.9	8.9	8.0	31.6	32.5	34.5
Navneet Education	Buy	166	226	36	7.8	9.4	11.3	21.5	17.6	5.4	4.5	26.8	27.8	28.2
PI Inds.	Buy	762	952	25	33.4	33.4	38.1	22.8	22.8	6.4	5.3	32.8	25.4	23.8
Piramal Enterp.	Buy	2,959	3,044	3	72.6	104.1	144.6	40.8	28.4	3.9	3.5	9.8	13.0	16.4
SRF	Buy	1,517	1,816	20	85.9	86.3	109.2	17.7	17.6	2.8	2.5	16.6	14.7	16.7
S H Kelkar	Buy	269	287	7	7.2	8.6	10.3	37.1	31.3	4.8	4.3	13.7	14.5	15.6
Symphony	Sell	1,391	1,288	-7	23.7	35.1	42.9	58.8	39.6	21.8	19.2	43.3	51.6	54.5
TTK Prestige	Neutral	6,357	5,281	-17	132.1	137.8	176.1	48.1	46.1	8.7	7.9	19.5	18.0	20.7
V-Guard	Neutral	181	167	-8	3.6	4.5	6.0	50.6	40.4	12.1	9.9	27.4	26.9	28.8
Wonderla	Buy	353	393	11	7.0	11.9	16.0	50.5	29.5	4.6	4.1	9.5	14.8	17.5



Company	1 Day (%)	1M (%)	12M (%)
Automobiles			
Amara Raja	1.7	1.3	-8.1
Ashok Ley.	1.2	18.3	21.2
Bajaj Auto	0.5	1.2	3.2
Bharat Forge	0.3	5.4	53.4
Bosch	2.4	5.6	0.1
CEAT	0.0	4.6	117.3
Eicher Mot.	4.6	16.4	41.0
Endurance Tech.	1.8	4.8	
Escorts	4.9	8.8	171.5
Exide Ind	2.8	1.5	25.9
Hero Moto	1.8	0.7	15.6
M&M	1.8	5.9	-2.9
Mahindra CIE	-1.0	1.9	36.2
Maruti Suzuki	2.0	8.9	61.4
Tata Motors	0.5	3.3	-12.0
TVS Motor	2.5	8.6	102.2
Banks - Private			
Axis Bank	-0.5	0.0	-6.2
DCB Bank	2.4	0.6	87.2
Equitas Hold.	-2.5	8.8	-16.5
Federal Bank	0.0	2.1	77.4
HDFC Bank	0.7	8.7	44.6
ICICI Bank	0.1	4.2	33.4
IDFC Bank	-0.6	8.2	16.9
IndusInd	1.4	12.5	38.8
J&K Bank	-0.3	-2.8	26.8
Kotak Mah. Bk	-0.4	6.3	34.7
RBL Bank	-0.8	5.0	
South Indian	-1.0	7.6	54.7
Yes Bank	0.9	24.9	49.5
Banks - PSU			
BOB	-1.5	1.3	10.6
BOI	-2.3	16.5	48.1
Canara	-1.4	10.3	53.0
IDBI Bk	0.5	11.7	-12.7
Indian Bk	-2.0	9.0	97.5
OBC	-1.8	2.9	27.1
PNB	-2.9	14.8	28.8
SBI	-1.2	12.9	35.8
Union Bk	-2.3	4.7	23.4
NBFCs			
Bajaj Fin.	0.7	24.8	52.7
Bharat Fin.	0.7	18.2	-6.5
Capital First	-0.1	16.1	3.3
Cholaman.Inv.&Fn	-1.6	5.3	2.1
Dewan Hsg.	2.0	6.3	109.2
GRUH Fin.	2.8	13.6	76.5
HDFC	-0.7	9.8	29.1
Indiabulls Hsg	4.2	13.7	60.8
L&T Fin.Holdings	-0.9	20.2	96.5
LIC Hsg Fin	-0.1	-7.1	32.4
Manappuram	-0.7	8.2	23.1
M&M Fin.	0.0	16.2	17.8
Muthoot Fin	-0.7	3.4	31.9
PFC	-1.6	-0.1	9.7
Repco Home	2.3	-7.9	-10.2
REC	-0.1	2.0	58.8
STF	1.5	3.4	-20.4
Shriram City Union	2.3	-1.4	20.4

Company	1 Day (%)	1M (%)	12M (%)
Capital Goods			
ABB	0.0	-1.7	14.1
Bharat Elec.	1.1	12.1	46.0
BHEL	-0.2	6.8	1.9
Blue Star	-1.8	14.0	41.0
CG Cons. Elec.	-1.7	-4.6	30.0
CG Power & Inds Sol.	-0.8	2.9	7.5
Cummins	-1.7	6.2	15.2
GE T&D	-3.8	10.8	8.5
Havells	-1.1	1.6	16.0
K E C Intl	0.8	19.3	109.9
L&T	-0.3	5.7	19.4
Pennar Eng.	-1.2	-9.0	-36.0
Siemens	-3.7	4.8	6.9
Solar Ind	-0.2	8.8	36.2
Suzlon Energy	-0.3	0.8	9.9
Thermax	0.4	-6.8	0.5
Va Tech Wab.	-0.3	-11.4	6.3
Voltas	5.7	16.3	43.7
Cement			
Ambuja Cem.	-0.8	6.2	-3.7
ACC	0.1	10.7	2.6
Birla Corp.	0.2	9.2	68.4
Dalmia Bharat	-2.4	5.3	79.6
Grasim Inds.	2.8	6.1	32.2
India Cem	0.0	3.1	67.6
J K Cements	-0.4	8.0	42.8
JK Lakshmi Ce	-0.8	-6.0	6.6
Ramco Cem	1.0	-0.9	22.7
Orient Cem	-1.6	8.2	-8.3
Prism Cem	1.4	0.2	15.2
Shree Cem	-0.3	9.6	14.7
Ultratech	0.0	2.5	8.1
Consumer			
Asian Paints	-1.0	4.0	2.7
Britannia	-0.6	5.5	35.1
Colgate	-0.9	-3.8	12.4
Dabur	-2.6	3.3	0.1
Emami	-2.9	0.1	-6.6
Godrej Cons.	-6.8	-0.1	21.3
GSK Cons.	0.0	1.9	-14.9
HUL	1.7	8.5	27.0
ITC	0.9	-11.1	14.7
Jyothy Lab	0.3	4.7	30.1
Marico	-2.2	3.9	13.9
Nestle	-0.8	-0.4	-3.6
Page Inds	4.4	2.6	14.5
Parag Milk	0.7	15.4	-19.3
Pidilite Ind.	0.2	-0.9	8.5
P&G Hygiene	-0.1	0.2	29.9
Prabhat Dairy	1.8	4.8	47.2
United Brew	-0.5	4.5	2.2
United Spirits	4.2	10.4	11.0
Healthcare			
Alembic Phar	-0.9	4.3	-15.8
Alkem Lab	-1.7	-3.0	15.6
Ajanta Pharma	-0.6	-10.2	-22.1
Aurobindo	2.1	7.5	-6.8
Biocon	-2.0	13.6	36.8
Cadila	-0.2	3.0	53.7



Company	1 Day (%)	1M (%)	12M (%)
Cipla	0.6	1.4	7.0
Divis Lab	-0.5	3.3	-43.2
Dr Reddy's	1.7	-9.5	-18.7
Fortis Health	-0.4	-4.3	-10.6
Glenmark	0.6	11.0	-18.1
Granules	1.2	3.3	-2.3
GSK Pharma	-0.8	-4.9	-26.5
IPCA Labs	0.7	-1.8	-5.3
Jubilant Life	0.2	4.7	118.9
Lupin	-1.4	-4.0	-40.9
Sanofi India	-0.1	3.0	-6.4
Shilpa Medicare	0.3	1.7	15.9
Sun Pharma	0.6	-3.6	-36.0
Syngene Intl	-2.2	-1.1	11.7
Torrent Pharma	-1.9	6.5	-11.3
Logistics			
Allcargo Logistics	-0.6	-0.1	-19.6
Blue Dart	-0.8	-9.9	-26.2
Concor	2.5	2.7	-2.5
Gateway Distriparks	-0.7	4.9	2.3
Gati	-1.2	-11.0	-34.2
Transport Corp.	-3.1	-7.9	34.6
Media			
Dish TV	-2.5	1.3	-22.7
D B Corp	1.7	-0.1	-6.7
Den Net.	-0.7	7.3	-3.1
Ent.Network	-1.0	0.5	23.9
Hind. Media	-0.3	2.0	0.1
HT Media	-1.7	12.1	8.0
Jagran Prak.	2.4	-1.0	0.1
Music Broadcast	0.3	2.5	
PVR	2.3	-2.4	22.3
Siti Net.	-0.8	-7.2	-33.9
Sun TV	-0.2	-3.9	65.3
Zee Ent.	0.4	10.6	8.1
Metals			
Hindalco	2.9	18.5	65.3
Hind. Zinc	0.1	7.4	46.0
JSPL	0.8	25.7	73.4
JSW Steel	0.7	9.7	32.1
Nalco	-0.2	7.6	42.9
NMDC	-0.8	16.1	22.9
SAIL	-0.3	8.1	33.2
Vedanta	0.8	13.2	69.9
Tata Steel	0.8	5.1	57.0
Oil & Gas			
BPCL	2.9	13.7	25.1
GAIL	-0.9	3.4	30.9
Gujarat Gas	-0.5	1.8	29.1
Gujarat St. Pet.	-1.8	7.8	46.2
HPCL	0.9	13.9	37.5
IOC	0.7	-3.9	36.5
IGL	0.8	12.2	83.8
MRPL	3.7	9.2	59.4
Oil India	-0.9	9.9	3.6
ONGC	-1.2	6.4	14.7
PLNG	3.7	-1.9	35.8
Reliance Ind.	-0.6	16.2	58.9
Retail			
Jubilant Food	-1.8	36.9	2.5
Titan Co.	-0.7	3.0	28.1

Company	1 Day (%)	1M (%)	12M (%)
Technology			
Cyient	0.0	3.4	5.2
HCL Tech.	-0.5	3.9	13.2
Hexaware	-2.4	5.5	13.8
Infosys	-0.6	7.4	-7.4
KPIT Tech	1.1	5.3	-2.6
L&T Infotech	1.3	-2.1	12.9
Mindtree	-0.8	-10.5	-21.0
Mphasis	-2.0	-1.0	8.8
NIIT Tech	-1.6	-12.4	13.3
Persistent Sys	-0.4	-5.4	-5.1
Tata Elxsi	-0.7	9.6	5.6
TCS	0.2	5.7	-7.3
Tech Mah	4.6	5.6	-17.7
Wipro	1.8	13.7	5.3
Zensar Tech	-1.6	-3.1	-27.5
Telecom			
Bharti Airtel	-0.3	9.8	14.5
Bharti Infratel	0.3	7.6	1.7
Idea Cellular	0.1	8.8	-11.2
Tata Comm	-1.8	-8.9	52.1
Utilities			
Coal India	1.2	3.3	-22.7
CESC	0.4	8.7	54.1
JSW Energy	-0.9	9.1	-15.2
NTPC	0.5	4.1	3.5
Power Grid	0.5	6.5	26.5
Tata Power	1.1	2.7	14.9
Others			
Arvind	0.0	1.5	19.5
Avenue Super.	-0.3	12.3	
Bata India	-0.3	9.2	-2.0
Castrol India	-0.1	-0.9	-8.7
Century Ply.	-5.0	-4.7	22.2
Coromandel Intl	-0.5	6.8	72.2
Delta Corp	-1.1	8.9	72.5
Dynamatic Tech	0.1	-5.3	-9.1
Eveready Inds.	-0.7	-11.1	21.6
Interglobe	-0.1	10.6	32.3
Indo Count	-3.5	-13.8	-18.1
Info Edge	-0.4	-3.9	22.2
Inox Leisure	0.8	-6.2	4.3
Jain Irrigation	-0.8	2.4	50.0
Just Dial	-2.1	-0.2	-30.2
Kaveri Seed	-1.4	4.3	78.9
Kitex Garm.	3.1	-3.1	-24.4
Manpasand	0.8	1.9	14.3
MCX	-1.1	2.4	6.5
Monsanto	-0.9	-0.8	15.3
Navneet Educat.	1.2	-6.8	70.8
PI Inds.	-0.4	-8.7	-2.7
Piramal Enterp.	0.3	5.7	82.4
SRF	-0.4	-1.4	0.2
S H Kelkar	1.3	1.9	4.5
Symphony	-4.1	2.5	18.2
TTK Prestige	-0.6	-3.9	19.6
V-Guard	2.0	5.0	53.5
Wonderla	0.3	-0.1	-13.9

THEMATIC/STRATEGY RESEARCH GALLERY

MOTILAL OSWAL Thematic | July 2017
The Big Leap to a formal economy
 Volume 2.2

Volume 1 Ground Reality
Jewelry

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MOTILAL OSWAL Thematic | April 2017
The Big Leap to a formal economy
 Volume 2.1

Volume 1 Ground Reality
Tiles

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MOTILAL OSWAL February 2017
 Thematic
The Big Leap to a formal economy

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MOTILAL OSWAL Thematic | June 2017
Sustainability
 NEW MANTRA OF INTEGRATED INVESTING

Expanding horizons

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MOTILAL OSWAL July 2017
India Strategy

Still in the works

Research Team: Sandeep Gupta@MotilalOswal.com

MOTILAL OSWAL Thematic | June 2017
Contrarian Investing

It pays to be different

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MOTILAL OSWAL 31 May 2017
India Strategy

Taking stock of MODified regime

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MOTILAL OSWAL Thematic | January 2017
Value Migration

Picking winners in disruptive times

Research Team: Gaurav Duggal@MotilalOswal.com

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MOTILAL OSWAL December 2016
India Strategy

Decoding earnings impact

Research Team: Sandeep Gupta@MotilalOswal.com

REPORT GALLERY

RECENT INITIATING COVERAGE REPORTS

MOTILAL OSWAL Initiating Coverage | 23 June 2017
Sector: Financials

Cholamandam Finance



Prepared, Equipped and Armed

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MOTILAL OSWAL Initiating Coverage | 20 April 2017
Sector: Utilities

Tata Power

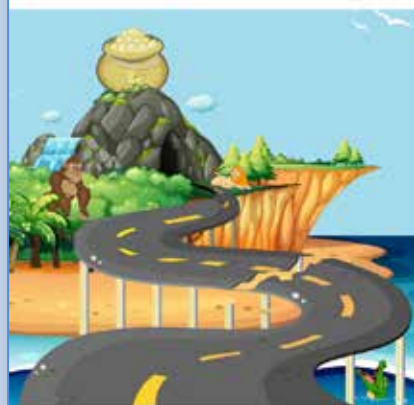


Struggling for RoE

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MOTILAL OSWAL Initiating Coverage | 20 April 2017
Sector: Oil and Gas

Gujarat Gas




Long road ahead

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MOTILAL OSWAL Initiating Coverage | 28 March 2017
Sector: Education

Navneet Education



Steadfast; growth gaining momentum

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MOTILAL OSWAL Initiating Coverage | 23 March 2017
Sector: Information

Delta Corp




Favorable odds

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MOTILAL OSWAL Initiating Coverage | 27 March 2017
Sector: Healthcare

Ajanta Pharma



Promising growth trajectory

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MOTILAL OSWAL Initiating Coverage | 14 February 2017
Sector: Automobiles

Piramal Enterprises



Winner's Edge

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MOTILAL OSWAL Initiating Coverage | 25 February 2017
Sector: Automobiles

CEAT




Well balanced

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MOTILAL OSWAL Initiating Coverage | 23 December 2016
Sector: Consumer Product

SH Kelkar



Adding flavor to fragrance

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DIFFERENTIATED PRODUCT GALLERY

MOTILAL OSWAL 27 March 2017

Annual Report 2016-17

JC LAKSHMI CEMENT

Strong performance in FY17
 JCL's annual report highlights a steady operating performance, with revenue doubling to INR 1,87,975 crore (vs INR 93,454 crore in FY16) and net profit growing 23% to INR 2,082 crore. Strong financial and operational performance of the group along with a consistent flow of orders in FY17, has led to a 50% increase in the company's order book. The company reported 40% growth in its installed capacity to meet the demand for its products in FY17. The company's expansion plan is to increase its capacity to 1.5 million tonnes per annum by FY20. The company's expansion plan is to increase its capacity to 1.5 million tonnes per annum by FY20. The company's expansion plan is to increase its capacity to 1.5 million tonnes per annum by FY20.

The ABC of annual report analysis
 ABC stands for Assets, Balance Sheet, and Cash Flow. It is a tool used to analyze the financial health of a company. The ABC of annual report analysis is a tool used to analyze the financial health of a company. The ABC of annual report analysis is a tool used to analyze the financial health of a company.

Key Highlights:

- Operating performance remains steady (FY17: INR 1,87,975 Cr vs FY16: INR 93,454 Cr), as healthy 23% revenue growth (FY17: INR 1,87,975 Cr vs FY16: INR 93,454 Cr) is supported by a strong flow of orders (FY17: INR 1,87,975 Cr vs FY16: INR 93,454 Cr).
- High financial and operational performance, with steady profitability (FY17: INR 2,082 Cr vs FY16: INR 1,700 Cr) and a strong order book (FY17: INR 1,87,975 Cr vs FY16: INR 93,454 Cr).
- Expansion plan to increase capacity to 1.5 million tonnes per annum by FY20.

Key Metrics:

Revenue	INR 1,87,975	INR 93,454
Net Profit	INR 2,082	INR 1,700
Operating Profit	INR 1,87,975	INR 93,454
EPS	INR 1,87,975	INR 93,454

MOTILAL OSWAL 28 June 2017

CornerOffice

Interaction with the CEO

Profession built on rolling

As a professional, you have to be able to roll with the punches. It's not just about your job, it's about your career. You have to be able to roll with the punches. It's not just about your job, it's about your career. You have to be able to roll with the punches. It's not just about your job, it's about your career.

Key Highlights:

- As a professional, you have to be able to roll with the punches. It's not just about your job, it's about your career. You have to be able to roll with the punches. It's not just about your job, it's about your career.
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Market opening up to new possibilities

The market is opening up to new possibilities. There are many opportunities out there. You just need to know where to look. The market is opening up to new possibilities. There are many opportunities out there. You just need to know where to look.

MOTILAL OSWAL 14 April 2017

VOICES

India Inc on Call

India Inc is on call. The government is listening to the voices of the people. The government is listening to the voices of the people. The government is listening to the voices of the people.

Key Highlights:

- India Inc is on call. The government is listening to the voices of the people. The government is listening to the voices of the people. The government is listening to the voices of the people.
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MOTILAL OSWAL 17 March 2017

EcoKnowledge

Diving into Economic Headlines

Only two states implement 17th Pay Commission in FY18

The 17th Pay Commission is being implemented in only two states in FY18. The 17th Pay Commission is being implemented in only two states in FY18. The 17th Pay Commission is being implemented in only two states in FY18.

Key Highlights:

- Only two states (Kerala and Punjab) have implemented the 17th Pay Commission in FY18.
- The 17th Pay Commission is being implemented in only two states in FY18.

Market opening up to new possibilities

The market is opening up to new possibilities. There are many opportunities out there. You just need to know where to look. The market is opening up to new possibilities. There are many opportunities out there. You just need to know where to look.

MOTILAL OSWAL

BULLS & BEARS

INDIA VALUATIONS HANDBOOK

Highlights of May edition

- Another positive month for Bulls - up 3.4% in May
- Private Banks, Consumer, Technology and Auto top performers for May
- Eight sectors achieved negative returns in May
- Midcaps outperformed large caps for the first time in last five months

Best Performing Sectors (%)

IT	12.5
Private Banks	10.5
Consumer	8.5
Technology	7.5
Auto	6.5
Healthcare	5.5
Real Estate	4.5
Metals	3.5

Worst Performing Sectors (%)

Metals	-1.5
Healthcare	-2.5
Real Estate	-3.5
Auto	-4.5
Consumer	-5.5
Technology	-6.5
Private Banks	-7.5
IT	-8.5

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MOTILAL OSWAL

FUND FOLIO

Indian Mutual Fund Tracker

Equity AUM of NB Index of new highs, up 40% in 12 months

Key Highlights:

- Equity AUM of NB Index of new highs, up 40% in 12 months
- Private Banks, Consumer, Technology and Auto top performers for May

Best Performing Sectors (%)

IT	12.5
Private Banks	10.5
Consumer	8.5
Technology	7.5
Auto	6.5
Healthcare	5.5
Real Estate	4.5
Metals	3.5

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- Analyst ownership of the stock

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