

Market snapshot



Equities - India	Close	Chg. %	YTD. %
Sensex	29,974	0.2	12.6
Nifty-50	9,265	0.3	13.2
Nifty-M 100	17,467	0.8	21.7
Equities-Global	Close	Chg. %	YTD. %
S&P 500	2,353	-0.3	5.1
Nasdaq	5,864	-0.6	8.9
FTSE 100	7,332	0.1	2.6
DAX	12,218	-0.5	6.4
Hang Seng	10,365	0.5	10.3
Nikkei 225	18,861	0.3	-1.3
Commodities	Close	Chg. %	YTD. %
Brent (US\$/Bbl)	53	-0.5	-4.1
Gold (\$/OZ)	1,256	0.0	9.0
Cu (US\$/MT)	5,865	2.0	6.2
Almn (US\$/MT)	1,948	1.2	14.3
Currency	Close	Chg. %	YTD. %
USD/INR	64.9	-0.2	-4.5
USD/EUR	1.1	-0.1	1.4
USD/JPY	110.7	0.0	-5.4
YIELD (%)	Close	1MChg	YTDchg
10 Yrs G-Sec	6.7	0.0	0.1
10 Yrs AAA Corp	7.8	0.0	0.2
Flows (USD b)	5-Apr	MTD	YTD
FII	0.1	0.1	6.8
DII	0.0	0.0	0.2
Volumes (INRb)	5-Apr	MTD*	YTD*
Cash	347	303	277
F&O	3,567	3,059	4,412

Note: YTD is calendar year, \*Avg

Quote of the day

All money is a matter of belief.



Today's top research theme

Titan Company: Significant recovery in demand in 4QFY17

Good sales across divisions

- ✓ The company has mentioned that FY17 was an exceptional year, though it was struggling for growth in 1HFY17 due to low consumer demand and impact of industry strike related to imposition of excise. 2HFY17 was much better than the company had expected despite demonetization, as consumer demand recovered significantly and sales were healthy across divisions.
- ✓ Jewelry division had a very good quarter, led by studded jewelry activation and favorable base. Tanishq saw retail growth that was 40% higher than company's expectation at the beginning of 4QFY17.
- ✓ Watches and eyewear business too saw good sales growth this quarter.
- ✓ Company expects good sales as well as margin performance (led by gross margin expansion and cost control) in 4QFY17.
- ✓ TTAN is targeting high-teens revenue growth for FY18.



Research covered

Cos/Sector	Key Highlights
Dewan Housing Finance	Fuelled with capital
Utilities	Silver lining for over-supplied power market
Financials	Loan waivers spell bad economics for banking
Media	RJIO's digital cable/IPTV launch 12-18 months away
Titan Company	Significant recovery in demand in 4QFY17
JSW Energy	CERC approves capital cost of Karcham Wangtoo



Piping hot news

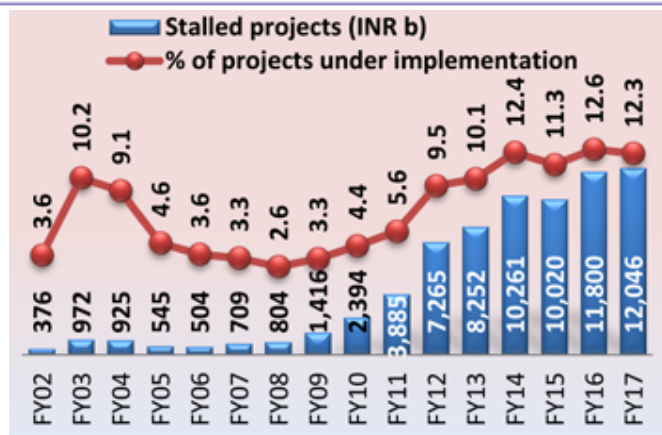
Nitin Gadkari eyes 41 km a day in FY18

- ✓ The Nitin Gadkari-led ministry of road transport and highways' (MoRTH) steps to boost highway construction have yielded results, with the pace of highway construction reaching an all-time high of 23 km a day in 2016-17, up from 16.61 km a day in 2015-16.



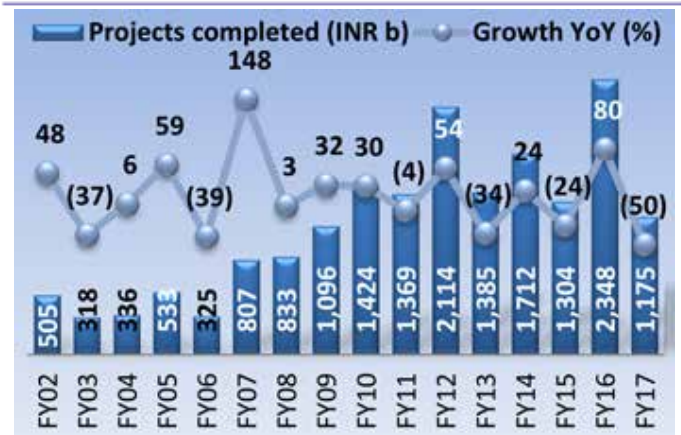
Chart of the Day: Capex activity weakness prevails, private capex still muted

Stalled project levels at multi-year high



Source: MOSL, Company

Project completion declines 50% YoY



Source: MOSL, Company

Research Team (Gautam.Duggad@MotilalOswal.com)

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 numbers for the detailed news link

1

**RBI may not tinker with policy rate**

The Reserve Bank of India is likely to maintain status quo on policy rates in its first bi-monthly monetary policy review of FY18, due to be announced Thursday afternoon. The review comes in the backdrop of the likelihood of 'El Nino' disrupting monsoon rainfall and exerting ...

2

**Essar plans Rs 10,000 crore port in Gujarat**

Essar Ports Ltd, a leading port operator in the country with a current capacity of 140 million tonnes per annum (mtpa), is planning to build a Rs 10,000 crore greenfield commercial port in Gujarat's Dwarka, a senior company official said. Besides, with its modernisation project at its Vishakhapatnam port likely to be completed by September, the company also expects 50 per cent growth in cargo from the port. Rajiv Agarwal, CEO and managing director of Essar Ports Ltd confirmed that the company has signed a memorandum of understanding (MoU) with Gujarat Maritime Board (GMB) which administers and regulates the 41 state-owned ...

3

**M&As in road sector pick up over easier exit norms: Icra**

The country relaxed the exit policy for road projects under public-private partnership (PPP) model in May 2015. The move is showing results, with a higher amount of deals seen in the road sector in the last two years, according to rating agency ICRA Ltd ...

4

**IndusInd Bank to raise Rs 1,000 crore via Basel III bonds**

IndusInd Bank plans to raise Rs 1,000 crore by issuing Basel III compliant bonds. The bank proposes to raise funds by issue and allotment of rated, listed, non-convertible, perpetual, subordinated and unsecured Basel III compliant bonds in nature of debentures towards non-equity regulatory additional tier I capital, it said in a regulatory filing...

5

**Tata Motors mulls over capacity expansion for Tiago**

Tata Motors is contemplating further boosting production capacity of Tiago, following a strong demand for the hatchback. The company has doubled Tiago's production capacity at its Sanand plant in Gujarat since its launch. "When Tiago was launched a year ago, we produced 3,000 units a month; we have now doubled output and are work on improving it," Mayank Pareek, President, Passenger Vehicles Business Unit, Tata Motors ...

6

**Uday Kotak reiterates interest in acquiring SUUTI's stake in Axis Bank: report**

The buzz about Kotak Mahindra Bank looking to buy Axis Bank refuses to die down. On Wednesday, Kotak's managing director Uday Kotak reiterated his interest in looking at a possible acquisition of the Specified Undertaking of Unit Trust of India's (SUUTI) 12% stake in Axis if he is approached....

7

**Lenders sold Rs 35,000 cr NPAs to asset reconstruction companies in FY17**

Lenders managed to sell ` 35,000 crore of non-performing assets (NPAs) to asset reconstruction companies (ARCs) in FY17, sources said, adding that banks had put on sale close to ` 70,000-crore debt. "On an average, assets were sold at a 50% discount, and therefore, the aggregate selling price of those assets was....



# Dewan Housing Finance

BSE SENSEX 29,910 S&P CNX 9,238

CMP: INR374 TP: INR500 (+34%)

Buy



### Stock Info

Bloomberg	DEWH IN
Equity Shares (m)	299.8
52-Week Range (INR)	372/183
1, 6, 12 Rel. Per (%)	7/73/70
M.Cap. (INR b)	117.0
M.Cap. (USD b)	1.8
12M Avg Val (INR M)	649
Free float (%)	60.7

### Financials Snapshot (INR b)

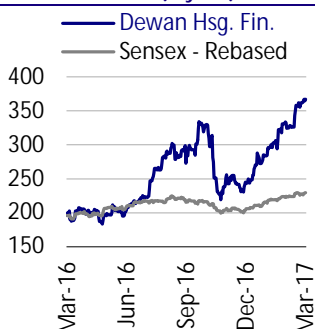
Y/E Mar	2017E	2018E	2019E
NII	17.8	22.0	26.3
PPP	15.8	19.8	23.7
Adj. PAT	9.2	11.5	13.4
EPS (INR)	29.4	36.7	42.7
EPS Gr. %	17.7	24.8	16.4
BV (INR)	251	278	311
RoAA (%)	1.3	1.4	1.3
RoE (%)	14.3	13.9	14.5
Payout (%)	23.2	23.2	23.2
<b>Valuations</b>			
P/E (x)	12.7	10.2	8.7
P/BV (x)	1.5	1.3	1.2
P/ABV (x)	1.5	1.3	1.2
Div. Yld %	1.6	2.0	2.3

### Shareholding pattern (%)

As On	Dec-16	Sep-16	Dec-15
Promoter	39.3	39.3	34.9
DII	6.0	3.9	2.0
FII	26.4	29.5	35.5
Others	28.4	27.3	27.6

FII Includes depository receipts

### Stock Performance (1-year)



## Fuelled with capital

### Upgrading estimates and target price

- DEWH has received all approvals for the sale of stake in its insurance JV to a wholly-owned subsidiary. The final valuation for the 50% stake has been set at INR20b (upper end of the range provided earlier).
- We upgrade our estimates as well as target price, given significant accretion to net worth without any shareholding dilution. Given the sufficient capital in place, we upgrade our AUM CAGR estimate to ~20% over FY17-19 from 18% earlier. Accretion of ~25% to net worth would drive up NIM for FY18/19 by ~10bp.
- We increase our FY18/19 PAT estimates by ~5% and BV estimates by ~25% to factor in the stake sale (higher growth and margin).

### All milestones crossed – net worth accretion of ~25%

DEWH received final shareholder approval for stake sale in its life insurance JV to a wholly-owned subsidiary. Valuation for the 50% stake has been finalized at INR20b (upper end of the range provided earlier). DEWH would infuse equity capital of INR1b in its subsidiary, DIL. The subsidiary would in turn issue CCPS worth INR19b to Wadhawan Global Capital (promoter of DEWH) to help fund its purchase of the insurance stake. With the conclusion of the deal, DEWH's net worth has increased by ~25% (we have factored in gains as a part of net worth directly).

### Upgrading FY18/19 estimates to factor in high growth and better NIMs

The current book value of DEWH's investments in the insurance JV is a mere INR310m. As a result, virtually the entire proceeds from the stake sale would be capital gains, exempt from tax (although MAT is expected) due to the sale structure. We revise our FY18/19 EPS estimates by ~5% and BV estimates by ~25%, driven by profit on sale of investment as well as improved growth/margin outlook for FY18/19. We revise AUM growth estimates to ~20% vs ~18% earlier and increase NIMs estimates by 10bp.

### Significant improvement in capital adequacy without equity dilution

We believe this transaction would shore up tier-I ratio by ~350bp, taking it to more than 15%, the highest in five years. More importantly, this would be achieved without any equity dilution (our calculations suggest that if DEWH were to achieve 15% tier-I ratio by raising equity capital, the dilution would be ~18%). Strong capitalization and opportunities in the space would help sustain strong AUM CAGR of 20%+ for the next three years.

Refer our latest report on DEWH dated 14 February 2017



**Valuation and view**

DEWH continues to capitalize on its mortgage lending expertise in an underpenetrated market. Its focus on being a core mortgage finance player is demonstrated by the fact that it is divesting non-core assets such as the life insurance business. Moreover, the management’s continued commitment towards lowering operating cost should improve return ratios as well as investor sentiment. While the stock has re-rated since the announcement of this transaction in February, we believe the gradual transformation of DEWH to a core mortgage player with strong growth and healthy return ratios would result in further re-rating. We use the RI model with Rf of 7%, CoE of 13.8% and terminal growth rate of 5% to value the stock. We revise our target price to INR500 (1.6x FY19E BV) from INR405 earlier. **Buy.**

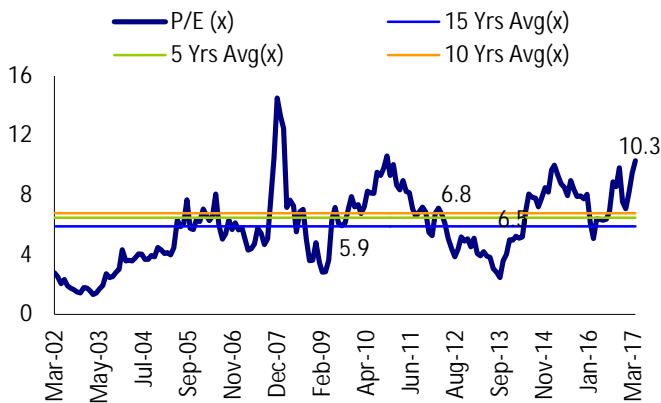
**Exhibit 1. Upgrade estimates to factor in higher growth and better NIMs**

INR b	Old Est.			New Est.			% Chg		
	FY17	FY18	FY19	FY17	FY18	FY19	FY17	FY18	FY19
NII	17.8	21.2	25.2	17.8	22.0	26.3	0.2	4.1	4.5
Other Income	3.8	4.3	5.0	3.8	4.4	5.1	0.0	1.1	1.6
<b>Total Income</b>	<b>21.6</b>	<b>25.5</b>	<b>30.2</b>	<b>21.6</b>	<b>26.4</b>	<b>31.4</b>	<b>0.2</b>	<b>3.6</b>	<b>4.0</b>
Operating Expenses	5.8	6.5	7.4	5.8	6.6	7.6	0.5	2.0	3.5
<b>Operating Profits</b>	<b>15.8</b>	<b>19.0</b>	<b>22.8</b>	<b>15.8</b>	<b>19.8</b>	<b>23.7</b>	<b>0.1</b>	<b>4.1</b>	<b>4.2</b>
Provisions	1.9	2.5	3.5	1.9	2.4	3.5	-2.6	-3.8	-0.4
<b>PBT</b>	<b>13.9</b>	<b>16.5</b>	<b>19.3</b>	<b>13.9</b>	<b>17.4</b>	<b>20.2</b>	<b>0.4</b>	<b>5.4</b>	<b>5.0</b>
Tax	4.7	5.6	6.6	4.7	5.9	6.9	0.1	5.0	4.7
<b>PAT</b>	<b>9.2</b>	<b>10.9</b>	<b>12.7</b>	<b>9.2</b>	<b>11.5</b>	<b>13.4</b>	<b>0.6</b>	<b>5.5</b>	<b>5.2</b>
RoA	1.2	1.2	1.3	1.3	1.4	1.3			
RoE	16.6	16.9	17.3	14.3	13.9	14.5			
EPS	29.2	34.8	40.6	29.4	36.7	42.7	0.6	5.5	5.2
<b>BV</b>	<b>197.0</b>	<b>222.8</b>	<b>254.2</b>	<b>250.6</b>	<b>277.9</b>	<b>311.0</b>	<b>27.2</b>	<b>24.7</b>	<b>22.3</b>
AUM	813	959	1,133	828	994	1,201	1.8	3.7	6.0

Source: MOSL, Company

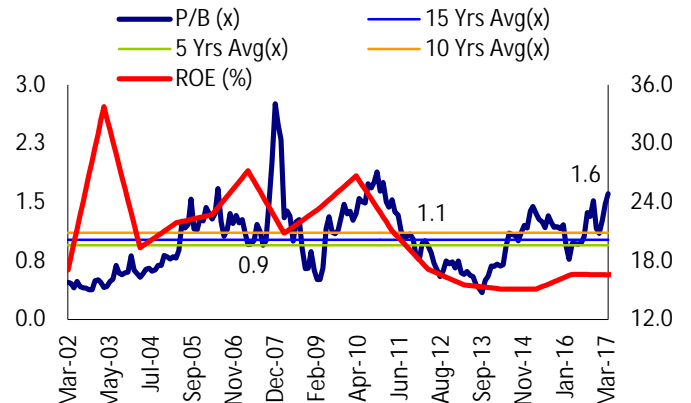
\*\* We have taken stake sale gain as part of net worth directly rather than routing it through P&L. We have assumed 12.5% tax on the gain.

**Exhibit 2. P/E chart (1 year forward)**



Source: MOSL, Company

**Exhibit 3. P/B chart (1 year forward)**



Source: MOSL, Company



## Silver lining for over-supplied power market

### CEA identifies 72GW thermal capacity that could be phased out

- n CEA has preliminarily identified 72GW of thermal generation capacity that cannot meet the revised SOx norms and would therefore be closed. Some refinements in this list of plants are likely, as errors are removed and developers find innovative ways to meet the revised norms (partial/joint FGDs).
- n Of the capacity identified, ~33GW are units over 25 years old. Excluding ~13GW of NTPC plants that are likely to get replaced, the remaining ~20GW plants could be permanently weeded out of the system.
- n Environment norms are likely to provide a stronger basis for the Ministry of Power's plans to close older units (to improve system efficiency). Retiring older non-compliant plants could bring forth the balancing of India's electricity market by FY20-21, earlier than our current estimate of FY22-23.
- n We like companies with healthy balance sheet and open capacities like CESC and JSW Energy. NTPC could benefit from higher specific capex on new plants. Realignment of supply centers would boost investment in transmission. We like Power Grid.

### CEA has identified 72GW thermal capacity that could be phased out

The Central Electricity Authority (CEA) has collated a list of thermal plants with a cumulative capacity of 72GW that do not have space to install flue-gas desulfurization units (FGDs). FGDs are required to reduce sulfur oxide emissions (SOx) to the revised norms set by the Ministry of Environment and Forest (MoEF). According to CEA's communication, the revised norms would be effective from December 2017 (likely to be postponed). Plants that cannot meet the revised norms would be closed down. The Ministry of Power (MoP) and MoEF have directed CEA to chalk out a phase-out plan of capacities that would not be able to comply. POSOCO, the agency that manages India's transmission network, is also involved to consider an extreme case scenario in respect of FY19 if 72GW is phased out by December 2017.

### Phase-out of environmentally non-compliant plants a distinct possibility

Reducing carbon emissions officially became a policy objective, with India signing the Paris Agreement on Climate Change in October 2016. Based on our interactions with industry experts, we understand that India's commitment to the Paris Agreement is part of the current government's objective to achieve economic growth in a clean and green manner. Certain actions that indicate the seriousness of the government include (a) an aggressive renewable energy target of ~175GW for a country with a peak load of ~200GW, and (b) pulling ahead the BS-VI norms for auto fuel by four years to implement them by FY21.

We understand that the government is also working actively in the background to gauge the impact of closing down non-complaint plants. It has organized meetings in each region to firm-up a phase-out plan in discussion with generators and load dispatch centers. Load dispatch agencies would be carrying out studies on the impact. The State Pollution Control Boards have been equipped (by installing emission meters at all plants). While asking generators to phase out, CEA has guided that commercial implications would be handled by the regulator commission (probably indicating that the government would provide the regulators with necessary guidance). CEA has also prepared a schedule for plants that have FGD space and these plants would be required to install them before 2022.

The supply side of India's current electricity market is also supportive. Given the significant excess capacities, closing some of the non-compliant capacities would not hurt much.

### **Closing 72GW could cause grid disturbance; refinements likely...**

72GW represents 25-30% of India's installed conventional generation capacity. If the 72GW is phased out by FY20, the conventional-capacity-to-peak-demand ratio for India (a metric to understand system balance) would fall to 1.2x, the lowest ever. Moreover, ~36GW of the 72GW capacity is less than 20 years old and these plants have not recovered their regulated capital cost. Closing such capacities could have direct commercial implications on the DISCOMs. Some plants in the list have been commissioned in the last one-three years – NTPC's Rihand, Balco, Rajasthan's Chhabra. The 72GW list, as we understand, is also preliminary. For instance, NTPC's Simhadri plant included in the list has communicated that it has space to install FGD (Western Region Power Committee meeting minutes) and would be removed from the non-compliant list. After the communication to close the plants, developers have started evaluating innovative methods like partial FGDs/joint FGDs. We believe the final list of non-compliant plants would be refined in due course.

### **...but significant portion could be permanently weeded out of the system**

Of the 72GW, ~29GW are units that are more than 25 years old. This would increase to ~33GW by FY20. The Ministry of Power has been vocal about retiring old capacities. However, it lacked a strong basis. Non-compliance with emission norms forms a strong basis to retire such capacities. Of the over 25 year-old plants by FY20, ~13GW are NTPC plants, which are likely to be replaced (subject to securing PPAs, in our view). The remaining ~20GW – primarily state-owned plants or very old private sector plants (like CESC's Titagarh and Southern, Tata Power's Jojobera, Torrent Power's Sabarmati) – might be permanently out of the system.

State GENCOs are generally in poor financial health and might find it difficult to raise finance to replace the retired capacities. Moreover, state-owned plants have poor operating norms and run at low PLFs. Argument for replacing such capacities is not strong enough. In addition, with the expansion of the transmission grid, the logistical disadvantage of state GENCOs like Rajasthan (~4GW), Uttar Pradesh (~3GW) and Punjab (~1.5GW) has become evident. GENCOs that do not have the logistical advantage have no case to be in coal-based power generation, in our view.

### **What about commercial implications on DISCOMs?**

While it could be argued that the cost of such a move would put additional burden on the DISCOMs, we believe the government is probably looking at it differently. DISCOM losses and economics can be improved by reducing AT&C losses, improving operational efficiency and taking regular and reasonable tariff hikes. Steps like direct benefit transfer of electricity subsidy and partial privatization of DISCOMs are also being undertaken. They are part of the UDAY mandate and would be enforced (the BJP-led government presides over most of the states in India and would want to display its execution skills). The cost of a low carbon economy is probably seen as a necessary cost that the system has to absorb.

Over the last few years, the government has increased the cess on coal from INR50/ton to INR400/ton, an impact of INR0.3/kWh on generation cost. This is significantly more than the cost of installing FGDs (estimated at less than INR0.1/kWh) and probably the direct/indirect cost of closing a portion of the non-compliant power plants.

### **Silver lining for over-supplied power market**

Based on our current estimates (~7% growth in demand and under-construction capacities), the over-supply in the electricity market is expected to balance by FY22-23. Assuming closure of over 25 year-old plants (excluding the NTPC plants), the market balancing could happen by FY20-21, two years earlier. Merchant power prices would benefit, and as the electricity demand growth sustains, it could lead to demand for long-term PPAs.

We believe the decision to close non-complaint power plants would be based on how the policy makers view the DISCOMs' turnaround. With an over-supplied market and growing renewables production, the supply side of the equation is unlikely to be an issue. The decision would also have to consider how some of the interested parties like state GENCO employee unions react.

### **We continue to like companies with healthy balance sheet: CESC and JSW Energy**

Both CESC and JSW Energy have a portion of their generation capacity untied (CESC: ~15% and JSW: ~33%). We believe the initial risk-reward is favorable for companies with healthier balance sheet and untied capacities, as the plan to close non-compliant plants is still in the initial stages. Phasing-out of non-complaint units could be gradual and stressed balance sheets might find it difficult to tide over the interim phase. Moreover, developers would have to spend on upgrading their power plants to meet the revised norms.

### **NTPC could benefit from higher specific capex on replacement units**

Of the 72GW identified, ~26GW are NTPC plants. The list of non-compliant plants would get refined, as some plants that are erroneously included (like Simhadri and some units of Vindhyanchal) are removed. NTPC has stated that the closure of old units would be matched by new units such that RoE is not impacted. The specific capex on new plants would be higher, driving regulated equity growth. The CEA would consider retirement of power plants based on grid security and stability rather than commercial considerations of developers. NTPC has planned phasing out of some of its units at Ramagundam over FY19-22; there is no capex plan currently underway to replace these units. NTPC has also proposed to convert some of its units to flexible operating plants, which would aid in integrating renewable energy.

The earnings model on these flexible units is uncertain. Whether the regulator would allow regulated return or it would be market-dependent is unknown.

**Investments in transmission would get a boost**

Transmission networks are planned connecting the demand and supply centers. Closing of some existing plants would lead to realigning/drawing lines connecting the new supply centers, driving investment. We continue to like Power Grid.

**Exhibit 4. 72GW plants with no space to install FGDs by ownership and age**

Age	Central	Private	State	Grand Total
0		710		710
1		1,200	910	2,110
2		300	1,160	1,460
3	500	900	500	1,900
4	500	450	500	1,450
5	2,820	679	1,500	4,999
6	500		1,000	1,500
7	500	300	1,000	1,800
8	250	300	905	1,455
9	750		2,320	3,070
10	1,000		1,760	2,760
11	500	120	210	830
12	1,500		250	1,750
13	500		460	960
14	210		655	865
15	1,210	120	250	1,580
16		120	880	1,000
17	500		670	1,170
18	920		840	1,760
19	610	68	1,340	2,018
20			1,035	1,035
21	710		630	1,340
22	710		420	1,130
23	920		1,260	2,180
24	840		960	1,800
25	1,340		920	2,260
26	630	68	1,410	2,108
27	530	68	1,120	1,718
28	2,740		1,160	3,900
29	2,240	121	1,050	3,411
30	1,820		420	2,240
31	520		1,470	1,990
32	310	181	1,585	2,076
33	1,000	60	320	1,380
34	910	120	1,055	2,085
35	520		1,250	1,770
36			740	740
37			620	620
38		120	1,540	1,660
39	210		415	625
41			120	120
42			94	94
48	60			60
49	180			180
51			120	120
52			120	120
54		30		30
55		30		30
<b>Total</b>	<b>28,960</b>	<b>6,065</b>	<b>36,944</b>	<b>71,969</b>

Source: RPCs



# Financials

## Loan waivers spell bad economics for banking

### Possible deterioration in credit discipline of small borrowers beyond UP

- n The Uttar Pradesh (UP) government, led by the newly elected Chief Minister Yogi Adityanath, announced ~INR364b farm loan waiver on 4 April 2017.
- n Of the waiver amount, INR307b will be used to repay existing loans (~37% of total agricultural loans in UP) of 21 million farmers. The balance INR56b will be used to write-off loans that are already NPAs.
- n The announcement provides much-needed relief to struggling farmers in UP. However, we believe the possible negatives may far outweigh the positives. We are concerned about a) the ripple effect on UP's other agri loan borrowers (~40% of outstanding agri loans waived off), b) credit deterioration in other states, particularly those hit by drought (TN, KTK, MH), c) slowdown in agri credit and d) possibility of increasing defaults in the MFI segment.

### Not an isolated outcome – ripple effect across geographies

Total agri loan portfolio in UP stood at ~INR82b as of September 2016 (~9.3% of the system agri loan book and ~1.1% of total banking system loans) spread across ~61 million accounts. We believe that UP loan waiver could lead to demand for more such moves, and thus, defaults in other stressed states such as Maharashtra, Tamil Nadu and Karnataka. Moreover, this could heighten collection issues in segments like microfinance, which are already hit by liquidity crunch post demonetization. Our channel check reveals that some districts in UP and Maharashtra are witnessing at PAR collection efficiencies at sub-70% levels.

### The Mass-Bunk hypothesis

Credit discipline among borrowers could be significantly disturbed, with possibility of even good credit worthy borrowers now defaulting on their obligations, especially in large states like Uttar Pradesh and Tamil Nadu. Agri credit vulnerability has increased, with loan waiver promises featuring regularly in election manifestos. It would be interesting to see if this move by the UP government leads to risk aversion by formal banking channels.

### Negligible impact on private banks; PSBs to bear the brunt

Private banks are not very active in the agri segment in UP. PSBs having significant presence in the state are Allahabad Bank, BoB, OBC, Union Bank, PNB and SBIN. We believe the move can also adversely impact collections of NBFCs, especially micro finance institutions.

**Exhibit 5. Top 10 banks with maximum agricultural loan exposure in U.P. – FY15**

Banks	Number of branches	Branch share (%)	Agriculture loans (INRb)	Agri loan ms (%)	of which Crop loans (INRb)	% of agri loans
SBIN and associates	2,211	13	111	15	77	70
PNB	1,233	7	86	12	60	70
ALBK	937	5	51	7	29	57
BOB	1,114	7	43	6	25	58
Canara	521	3	36	5	22	61
UNBK	913	5	27	4	17	61
CBOI	603	4	27	4	19	70
BOI	487	3	21	3	9	46
SYND	506	3	19	3	14	72
OBC	386	2	15	2	12	78
Total private banks	936	5	24	3	10	43
<b>GRAND TOTAL</b>	<b>17,110</b>	<b>100</b>	<b>744</b>	<b>100</b>	<b>556</b>	<b>75</b>

Source: SLBC, MOSL, Company

**Exhibit 6. Top 5 States - account for ~50% of the country's agri loan portfolio – Sept 16**

State	No of Accounts	As a % of total	Amount Outstanding	as a % of total
Tamil Nadu	12,179,185	19	1,123,154	13
Maharashtra	5,210,489	8	889,432	10
Uttar Pradesh	5,916,042	9	801,989	9
Andhra Pradesh	6,421,427	10	722,889	8
Karnataka	4,155,012	7	721,627	8
Punjab	1,392,698	2	571,336	7
Rajasthan	2,773,172	4	550,151	6
Kerala	3,690,829	6	427,615	5
Madhya Pradesh	2,454,853	4	425,622	5
Gujarat	1,968,766	3	420,794	5
<b>ALL INDIA</b>	<b>63,142,151</b>	<b>100</b>	<b>8,558,204</b>	<b>100</b>

Source: RBI, MOSL, Company

## RJIO's digital cable/IPTV launch 12-18 months away

### Dish TV relatively insulated

**RJIO's pay TV distribution entry likely to be through digital cable and not DTH:** Contrary to speculations in media articles, RJIO's entry into pay TV distribution is likely to be through digital cable/IPTV and not DTH, as it holds a provisional MSO (cable) license. Also, unlike DTH, one can provide broadband services via the same co-axial optic fiber network along with pay TV services. We understand that RJIO is currently evaluating all three technologies – GPON, DOCSIS and FTTH (fiber to the home). Given that FTTH is a relatively expensive proposition, RJIO's entry is likely to be through GPON or DOCSIS. This fits perfectly with RJIO's triple play strategy of (1) wireless telephony and broadband, (2) wired-line broadband, and (3) pay TV services. RJIO is estimated to have laid down ~250,000Rkm optic fiber cable.

**Launch 12-18 months away; content deals with major broadcasters, LCO sign-ups yet to be inked:** We understand that RJIO's cable/IPTV service remains in testing phase in Jamnagar and **commercial launch is 12-18 months away**. Content deals with major broadcasters (Zee, Star, Sony, Viacom 18) and last-mile tie-ups with local cable operators are yet to be inked.

**Rollout to be restricted to metros and semi-urban areas; Dish TV relatively insulated:** We expect RJIO's rollout to be restricted to urban and semi-urban areas (phase-I/II and select phase-III areas), which relatively insulates the rural-centric Dish TV. ~65% of Dish TV's subscribers reside in cities/towns beyond the top-40 cities/towns; Tata Sky and Airtel are more urban brands. MSOs with higher phase-I/II presence within the top-3 national MSOs (Hathway: ~6.6m digital subscribers; DEN: ~5m digital subscribers; SITINET ~3.6m) could get impacted.

**Significant heavy-lifting yet to be done in terms of cable and broadband capex:** RJIO's intention to enter the cable + broadband market is to supplement its wireless offerings with pay TV services and broadband and provide them as a bundle. This triple play is largely expected to be restricted to phase-I/II and select phase-III markets where there is an appetite for the bundle. **A back-of-the-envelope working suggests RJIO would have to invest INR140b-150b towards cable and broadband infrastructure (assuming 15m cable and broadband subscriber base and a capital outlay of ~INR8,000/broadband subscriber and ~INR1,500/subscriber for cable).**

**We reiterate our Buy recommendation for Dish TV:** We continue to prefer Dish TV, given the ~INR7b+ merger synergies likely in FY19/FY20. We maintain our DCF-based target price of INR115, considering the pending approvals (implying an EV of 8.3x FY19E EBITDA). We reiterate **Buy**.



# Titan Company

BSE SENSEX  
29,910

S&P CNX  
9,238

CMP: INR460 TP: INR485(5%)

Neutral



### Stock Info

	TTAN IN
Bloomberg	TTAN IN
Equity Shares (m)	888
52-Week Range (INR)	471/296
1, 6, 12 Rel. Per (%)	1/8/17
M.Cap. (INR b)	408.7
M.Cap. (USD b)	6.1
Avg Val, INRm	597.9
Free float (%)	47.0

### Financials Snapshot (INR b)

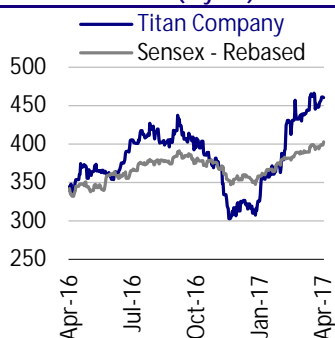
Y/E Mar	2017E	2018E	2019E
Net Sales	122.9	142.6	164.0
EBITDA	11.6	13.0	14.9
PAT	8.4	9.3	10.5
EPS (INR)	9.4	10.4	11.8
Gr. (%)	17.1	10.8	13.5
BV/Sh (INR)	47.0	54.1	62.2
RoE (%)	21.5	20.6	20.3
RoCE (%)	21.6	20.5	20.2
P/E (x)	48.9	44.2	38.9
P/BV (x)	9.8	8.5	7.4

### Shareholding pattern (%)

As On	Dec-16	Sep-16	Dec-15
Promoter	25.3	25.4	25.5
DII	19.1	17.8	18.8
FII	41.0	42.1	42.9
Others	14.6	14.7	12.9

FII Includes depository receipts

### Stock Performance (1-year)



## Significant recovery in demand in 4QFY17

### Good sales across divisions

TTAN has released its pre-quarterly update for 4QFY17. Highlights:

#### Demand environment

- n The company has mentioned that FY17 was an exceptional year, though it was struggling for growth in 1HFY17 due to low consumer demand and impact of industry strike related to imposition of excise. 2HFY17 was much better than the company had expected despite demonetization, as consumer demand recovered significantly and sales were healthy across divisions.
- n It expects good sales as well as margin performance (led by gross margin expansion and cost control) in 4QFY17.
- n TTAN is targeting high-teens revenue growth for FY18.

#### Jewelry

- n The division had a very good quarter, led by studded jewelry activation and favorable base (studded jewelry activation had started in December 2015 last financial year, imposition of PAN requirement for transactions above INR200k, and industry strike).
- n *Tanishq* saw retail growth that was 40% higher than the company had expected at the beginning of 4QFY17.
- n Successful studded jewelry activation would lead to better gross margin.
- n TTAN announced the merger of *Gold Plus* into *Tanishq* by the end of FY18, post which *Gold Plus* would cease to exist. It currently has 29 *Gold Plus* stores, which would be re-launched as *Tanishq* stores.
- n The company added 16 *Tanishq* stores (60,000sf of retail space) in FY17.
- n It launched, *RIVAASH*, a sub-brand for wedding jewelry, during the quarter.

#### Watches

- n This business too had a good quarter, led by growth in the domestic market and spares sales.
- n The trade channel (50% of sales), which was expected to recover in 2-3 months (mentioned in 3QFY17), has recovered from the demonetization impact.
- n The retail channel saw high single-digit growth in 4QFY17.
- n Headwinds in the exports and OEM business hurt overall growth for the quarter.
- n The company added 24 *World of Titan Stores* and 8 *Helios* stores in FY17.

### Eyewear

- n After a subdued 3QFY17, the eyewear division did well, led by revival in sales of the sunglasses business.
- n Prescription eyewear saw retail growth in excess of 10%.
- n TTAN closed 12 *Spexx* format stores in FY17.
- n It added 59 *Titan Eye Plus* stores (35,000sf of retail space) in FY17.

### Valuation and view

- n We currently have a **Neutral** rating on the stock. Our target price is revised to INR485 (41x FY19E EPS; three-year average multiple), as we roll forward to FY19 estimates.



# JSW Energy

BSE SENSEX 29,910 S&P CNX 9,238

**CMP: INR64 TP: INR73 (+14%) Buy**



**Stock Info**

Bloomberg	JSW IN
Equity Shares (m)	1,640
52-Week Range (INR)	86/54
1, 6, 12 Rel. Per (%)	-1/-20/-24
M.Cap. (INR b)	109.9
M.Cap. (USD b)	1.6
Avg Val, INRm	243.0
Free float (%)	25.0

**Financials Snapshot (INR b)**

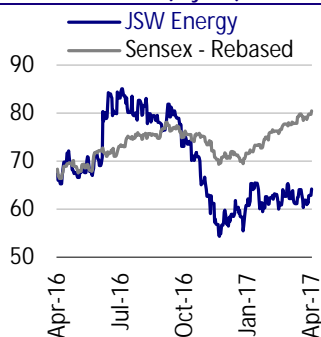
Y/E Mar	2016	2017E	2018E
Net Sales	99.7	86.2	91.5
EBITDA	41.4	34.3	34.5
PAT	14.0	6.7	5.3
EPS (INR)	7.6	4.1	3.3
Gr. (%)	-10.0	-46.0	-20.5
BV/Sh (INR)	52.0	53.9	54.8
RoE (%)	15.5	7.7	6.0
RoCE (%)	12.5	9.4	9.0
P/E (x)	9.2	14.5	18.2
P/BV (x)	1.3	1.1	1.1

**Shareholding pattern (%)**

As On	Dec-16	Sep-16	Dec-15
Promoter	75.0	75.0	75.0
DII	11.7	11.2	12.0
FII	8.3	9.4	8.9
Others	5.0	4.5	4.1

FII Includes depository receipts

**Stock Performance (1-year)**



## CERC approves capital cost of Karcham Wangtoo

At ~INR65b, capital cost is lower than our estimate of ~INR70b

### CERC approves Karcham Wangtoo project cost at ~INR65b

In its order dated March 30, 2017, CERC has approved JSW Energy's Karcham Wangtoo hydropower plant's project cost at ~INR65b for FY17. The plant's capacity was maintained at 1,000MW, with 10% overload against the company's claim of 1,091MW capacity and 10% overload (1,200MW). The CERC has disallowed the capex pertaining to the capacity that was disallowed (91MW). Resultantly, the approved capital cost is lower than our estimate of ~INR70b.

### Likelihood of 200MW Punjab PPA improves

Karcham Wangtoo has PPAs for 704MW with Haryana (200MW), UP (200MW), Punjab (200MW) and Rajasthan (104MW). However, only 504MW are effective (under provisional tariff), as Punjab has not been sourcing power, pending the approval of capital cost (according to the management). The likelihood of the 200MW Punjab PPA has, therefore, improved. Punjab was a party to the tariff hearing of Karcham Wangtoo, which indicates its interest. In any case, where Punjab does not honor the PPA, we believe at an approved tariff of less than ~INR3.5/kWh, the project is attractive for other DISCOMs (Unlike coal-based projects that are exposed to coal price increase, hydro projects have a declining tariff structure. Hydropower also aids in RE integration). We were already building increase in Karcham Wangtoo's PPA capacity from 504MW to 704MW from FY18.

### Cutting estimates on lower capital cost; maintain Buy

We have cut our PAT estimates by INR1.1b/0.7b to INR3.7/1.2b for FY18/19 on the lower than estimated capital cost at Karcham Wangtoo. The lower capital cost does not only impact the regulated equity (and thus RoE), but also the proportionate recovery of depreciation, interest cost and O&M (which is set at 2% of capital cost). Our SOTP-based target price is cut to INR73. At the current stock price, the market is valuing JSW's generation portfolio at FY20E EV of INR290b (including Bina's 500MW and Jindal Power's 1,000MW). The NPV of the capacity under PPAs as at the end of FY20 is INR163b. The implied value of the remaining capacity of 2.6GW that is exposed to the merchant market is INR105b or INR40m/MW (Exhibit 1). We expect oversupply to get corrected by FY20, because the capacity addition has already declined sharply, while retiring of inefficient capacities would expedite the schedule. Once the market balances, efficient merchant capacities would become valuable. Therefore, we believe it is fair to assume a valuation of INR60m/MW (equal to replacement cost) in FY20E. **Maintain Buy.**

Exhibit 7. EV of merchant assets

	INR b	Capacity MW	INR m/MW
Market capitalization	103		
Net debt FY20	187		
Enterprise value	290		
Less:			
Power trading	1		
Jaigarh Transco	6		
Barmer Mining	0		
JSW Steel	15		
Implied EV of generation assets	268	5,940	45
Less: NPV of long-term PPAs	163	3,327	49
<b>Implied EV of merchant assets</b>	<b>105</b>	<b>2,613</b>	<b>40</b>

Source: MOSL, Company

Exhibit 8. Target price derivation – INR m

	MW	FY17E	FY18E	FY19E	FY20E	Remarks
NPV of PPAs	3,327				163,335	· DCF, 12% CoE, debt:equity 75:25
Merchant capacity	2,613				156,780	· @ INR60m/MW FY20E
JSW Power Trading		700	721	743	765	· 1x invested equity
Jaigarh Power Transco		5,919	5,919	5,919	5,919	· 6x FY15 EV/EBITDA
Barmer Mining		94	94	94	94	· 1x FY15 networth
JSW Steel		11,556	12,712	13,983	15,381	· Current market price
<b>Total value</b>					<b>342,274</b>	
Less: Net Debt					186,962	
<b>Equity value (FY20E discounted @ 14%)</b>			<b>119,508</b>	<b>136,239</b>	<b>155,312</b>	
No. of shares (mn)			1,640	1,640	1,640	
<b>Value per share (INR/sh)</b>			<b>73</b>	<b>83</b>	<b>95</b>	

Source: MOSL, Company



### 1. M&M: Want m&m vehicles to become objects of desire; Rajan Wadhera, President

- n Need to carefully choose what segments we will play in the future. Product portfolio planning is going to get significant attention and capability building.
- n Got to get our product launches right. Need to get the 3 'Ps' right -product, price and positioning, right.
- n Will work towards more stronger collaboration from each of the R&D centres, domestic as well as global, to get the best out for our prospective buyers.
- n People looking for tough and rugged characteristics will continue to buy due to our lineage but I want to morph that and evolve our vehicles into an objects of desire in terms of exterior styling.
- n Aspire to reach the 35-40% market share once again in the UV segment over a period of 5 years.

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### 2. Escorts: See double-digit growth in tractor industry in fy18; uptick in market share; Bharat Madan, CFO

- n Have sold a total of 62-63k tractors in FY17, which translates to more than 5k vehicles a month. Expecting a better growth rate next year.
- n Demand has been returning back in the last few months. Have seen strength coming from states like UP, MP, Rajasthan and Punjab which was not growing for the last three years.
- n A strong market coupled with good rabi crop expected, is all set to propel the growth even further.
- n There some temporary blip like GST implementation, but overall the trend looks well and if the monsoon also happens to be good then we can have a peak year next year.

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### 3. ITC Hotels: If sc ban doesn't get resolved, the sector will see greater declining trend; Deepak Haksar, CEO

- n There are ways and means to deal with the situation and until now we have got government support and we believe that we should be able to find the solution to resolve this problem at the earliest.
- n There has been a steady decline in the business because ban did not only impacted just the person who comes to us to visit our bar or restaurant etc. It has also impacted all our segments.
- n The decision to ban liquor would have serious repercussions on the tourism industry.
- n Seeing some cancellations in some of our hotels, but if this does not get resolved soon, we will see greater declining trend emerging.

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### 1. A new paradigm. by SL Rao

n India is not the same after 1991. It has changed in its demographics, female participation, politics, literacy, technology development and its standing in the world. It is a fast growing economy resting on services and industry, not agriculture. But it has not changed in its economic ideology and policies, high levels of poor jobs and of joblessness. Progress has been uneven, uncoordinated and enmeshed in time consuming administrative rules and procedures. It must change more. Jawaharlal Nehru led the initiation of policies for a newly independent India.

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### 2. SBI, A synonym for resurgent India. by S Adikesavan

n Effective last weekend, State Bank of India, the country's banking icon, has begun a new journey after merging five of its associate banks and the Bharatiya Mahila Bank with itself, reiterating its position in our banking landscape as numero uno with a solid 23 per cent market share, both in deposits and advances. While its entry into the world's top 50 banks is already known, what is equally noteworthy is that now SBI becomes arguably the bank with the highest market share in any major economy. This makes SBI matchless within even this top-50 club.

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### 3. Liquor ban: here's how states let their creative juices flow to subvert ban. The Financial Express

n Trust adversity—in keeping with the old adage—to inspire Indian innovation. With the Supreme Court-ordered ban on sale of liquor within 500 metres of state and national highways effective from April 1, Indian ingenuity is on display. Faced with significant excise duty losses from closure of liquor-selling establishments, including bars, states have resorted to the most creative solutions. While a West Bengal had pre-emptively denotified stretches of two state highways—meaning the roads are now, at least on paper, maintained by the respective municipal authorities—Uttar Pradesh has gone ahead and declared portions of state highways inside cities as “additional district roads” while bypasses have been rechristened as state highways.

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### 4. The decline of rural earnings inequality. by Shantanu Khanna, Deepti Goel & René Morissette

n Ashok Kotwal, Bharat Ramaswami and Wilima Wadhwa, in their paper Economic Liberalization And Indian Economic Growth: What's The Evidence?, point to the existence of two Indias: “One of educated managers and engineers who have been able to take advantage of the opportunities made available through globalization and the other—a huge mass of undereducated people who are making a living in low-productivity jobs in the informal sector—the largest of which is still agriculture.” This column is about the second India that resides mainly in its rural parts where agriculture is still the mainstay.

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### 5. Indian rupee's exuberance needs tempering. by Ajit Ranade

In the last three months, the Indian rupee appreciated by 4.5% versus the US dollar. This quarterly rise is its best showing against the greenback in the past 42 years. It's no coincidence that dollar inflows during March hit a 15-year record of nearly \$8.9 billion. These inflows were both into debt and equity, and surely put upward pressure on the rupee. The capital inflows have been strongly positive for the past couple of months, after significant outflows in the previous five months, which had included the dreaded demonetisation period.

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### 6. Scorched by a data drought. by Abhijit V Banerjee, Pranab Bardhan, Rohini Somanathan & Tn Srinivasan

In December 1956, Zhou En Lai, the Chinese premier and, after Mao, the second most powerful man in China, created much consternation by refusing to leave his meeting at the National Sample Survey Organisation (NSSO) office at the Indian Statistical Institute (ISI) in Kolkata. He was talking to Prasanta Chandra Mahalanobis, the founder of the institute, and one of the pioneers in the field of survey methods. Zhou was frustrated by his country's inability to produce useable data on time. China at the time collected data in every single economic unit, which generated more data than they could process.

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## International

### 7. How the music industry came back to life. by John Gapper

When *More Life*, the album by the Canadian rapper Drake, was released last month, it was streamed 385m times in its first week in the US. The number was extraordinary, but the medium was not: audio streaming has taken over from sales of CDs and downloads, and even piracy. US streaming revenues rose to \$3.9bn last year — 51 per cent of a total of \$7.7bn. The latter is only half the industry's sales in 1999, before the outbreak of digital piracy, but growth has returned. Universal Music, the biggest music label, struck a new licensing deal this week with Spotify, the streaming service, easing the way for Spotify's initial public offering.

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Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17E	FY18E	FY19E	FY17E	FY18E	FY17E	FY18E	FY17E	FY18E	FY19E
<b>Automobiles</b>														
Amara Raja	Buy	896	1,084	21	29.3	37.3	43.4	30.6	24.0	6.1	5.0	21.7	22.9	22.0
Ashok Ley.	Buy	85	94	11	4.2	5.2	6.6	20.1	16.4	3.9	3.5	20.6	22.3	24.9
Bajaj Auto	Buy	2,761	3,282	19	133.7	154.8	174.0	20.7	17.8	5.7	5.1	29.5	30.2	30.0
Bharat Forge	Buy	1,074	1,182	10	25.3	37.2	50.6	42.5	28.9	6.3	5.5	15.7	20.5	23.7
Bosch	Neutral	22,905	22,924	0	472.3	667.8	764.1	48.5	34.3	9.2	7.7	18.2	24.5	23.4
CEAT	Buy	1,337	1,406	5	89.9	107.6	140.6	14.9	12.4	2.3	2.0	16.4	16.9	18.9
Eicher Mot.	Buy	25,677	28,811	12	615.4	854.5	1,047.6	41.7	30.0	14.7	10.6	40.7	40.9	36.7
Endurance Tech.	Buy	778	841	8	22.3	29.4	37.4	34.9	26.4	6.3	5.2	19.6	21.6	22.9
Escorts	Buy	538	598	11	21.9	33.0	42.7	24.5	16.3	2.7	2.4	11.5	15.5	17.4
Exide Ind	Buy	228	270	18	8.4	9.8	11.9	27.2	23.3	3.9	3.5	14.5	15.0	16.0
Hero Moto	Neutral	3,196	3,390	6	172.2	185.1	188.3	18.6	17.3	6.7	5.8	39.5	36.2	31.9
M&M	Buy	1,290	1,573	22	61.7	75.4	89.5	20.9	17.1	3.2	2.9	14.5	13.9	14.7
Mahindra CIE	Not Rated	221	-		5.4	9.9	11.8	41.3	22.4	2.6	2.3	6.4	10.8	11.5
Maruti Suzuki	Buy	6,339	7,299	15	253.2	307.6	374.1	25.0	20.6	5.9	4.8	22.4	23.0	23.1
Tata Motors	Buy	474	660	39	11.5	35.4	69.9	41.1	13.4	1.9	1.7	4.7	13.4	22.3
TVS Motor	Buy	450	500	11	11.2	15.2	21.6	40.1	29.7	9.3	7.5	25.1	27.8	31.4
<b>Aggregate</b>								<b>27.9</b>	<b>19.0</b>	<b>4.1</b>	<b>3.6</b>	<b>14.7</b>	<b>18.7</b>	<b>21.8</b>
<b>Banks - Private</b>														
Axis Bank	Neutral	507	535	6	13.8	25.5	46.6	36.7	19.9	2.2	2.0	6.2	10.6	17.2
DCB Bank	Neutral	171	134	-22	7.1	8.6	10.9	24.2	19.9	2.5	2.2	10.9	11.8	13.1
Equitas Hold.	Buy	170	240	41	5.7	6.2	7.4	29.9	27.5	2.6	2.3	10.7	8.9	9.6
Federal Bank	Buy	91	105	15	4.4	5.2	6.7	20.7	17.3	1.8	1.7	9.0	10.0	11.7
HDFC Bank	Buy	1,433	1,510	5	56.6	68.3	81.5	25.3	21.0	4.3	3.7	18.5	19.3	19.8
ICICI Bank	Buy	285	345	21	17.3	17.8	21.6	16.5	16.0	2.0	1.8	10.5	9.8	11.2
IDFC Bank	Neutral	61	68	12	3.0	3.8	4.8	20.5	15.8	1.4	1.3	7.1	8.7	10.1
IndusInd	Buy	1,400	1,535	10	48.4	58.7	71.2	28.9	23.9	4.2	3.7	15.5	16.4	17.2
J&K Bank	Neutral	78	75	-4	-25.2	13.0	15.4	NM	6.0	0.7	0.7	-21.1	11.6	12.5
Kotak Mah. Bk	Buy	888	1,015	14	26.3	32.3	41.3	33.8	27.5	4.3	3.7	13.5	14.5	16.0
RBL Bank	Buy	535	450	-16	12.7	17.8	24.9	42.0	30.0	4.7	4.1	12.9	14.6	17.9
South Indian	Neutral	22	21	-3	2.8	3.1	3.8	7.8	7.0	0.7	0.7	9.7	10.0	11.3
<b>Aggregate</b>								<b>25.4</b>	<b>19.9</b>	<b>3.0</b>	<b>2.7</b>	<b>11.9</b>	<b>13.6</b>	<b>15.5</b>
<b>Banks - PSU</b>														
BOB	Buy	174	221	27	7.5	19.0	26.1	23.2	9.2	1.1	1.0	5.0	11.9	14.8
BOI	Neutral	143	123	-14	-5.7	14.5	23.7	NM	9.9	0.6	0.6	-2.5	6.0	9.2
Canara	Neutral	311	300	-3	25.2	35.9	57.6	12.3	8.7	0.6	0.6	5.2	7.0	10.5
IDBI Bk	Neutral	77	49	-36	1.5	6.4	8.6	50.4	12.0	0.7	0.7	1.4	5.8	7.3
Indian Bk	Buy	283	330	17	27.1	30.1	35.9	10.5	9.4	0.9	0.9	9.3	9.6	10.6
OBC	Neutral	145	114	-22	0.3	21.0	26.0	579.2	6.9	0.4	0.4	0.1	5.2	6.1
PNB	Buy	151	185	22	5.3	12.4	16.6	28.6	12.1	0.8	0.8	3.0	6.7	8.3
SBI	Buy	297	350	18	8.7	21.1	29.6	34.2	14.1	1.3	1.2	3.9	9.0	11.6
Union Bk	Neutral	158	172	9	8.5	30.5	45.3	18.7	5.2	0.5	0.5	2.8	9.7	13.0
<b>Aggregate</b>								<b>29.6</b>	<b>11.4</b>	<b>0.9</b>	<b>0.9</b>	<b>3.2</b>	<b>7.8</b>	<b>10.2</b>
<b>NBFCs</b>														
Bajaj Fin.	Buy	1,173	1,276	9	34.4	47.5	64.0	34.1	24.7	7.1	5.7	22.7	25.5	27.3
Bharat Fin.	Neutral	797	848	6	44.6	42.8	55.1	17.9	18.6	4.0	3.3	29.6	19.3	20.4
Dewan Hsg.	Buy	385	405	5	30.5	36.3	42.4	12.6	10.6	1.9	1.7	16.6	16.9	17.3
GRUH Fin.	Neutral	394	348	-12	7.9	10.0	11.8	49.6	39.5	14.2	11.7	31.3	32.4	31.7
HDFC	Buy	1,490	1,580	6	46.7	51.7	57.3	31.9	28.8	5.9	5.4	19.1	18.1	17.1
Indiabulls Hsg	Buy	986	1,015	3	69.3	84.4	102.7	14.2	11.7	3.5	3.1	25.9	28.3	30.5
LIC Hsg Fin	Buy	624	693	11	38.3	46.9	55.3	16.3	13.3	2.9	2.5	19.5	20.3	20.3
Manappuram	Not Rated	98	-		8.2	11.1	14.0	12.0	8.8	2.7	2.4	23.9	29.0	32.2
M&M Fin.	Buy	321	323	1	7.9	10.9	14.1	40.7	29.3	2.9	2.7	7.2	9.6	11.6
Muthoot Fin	Buy	396	409	3	29.7	34.5	40.0	13.4	11.5	2.5	2.2	19.7	20.2	20.6
PFC	Neutral	154	117	-24	25.7	27.2	30.2	6.0	5.7	1.0	0.9	17.9	17.0	16.8



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17E	FY18E	FY19E	FY17E	FY18E	FY17E	FY18E	FY17E	FY18E	FY19E
Repco Home	Buy	718	752	5	28.6	34.0	40.2	25.1	21.1	4.0	3.4	17.3	17.5	17.6
REC	Neutral	184	134	-27	31.4	35.0	40.4	5.9	5.3	1.1	0.9	19.9	19.1	19.1
Shriram City Union	Buy	2,285	2,500	9	91.8	134.5	164.6	24.9	17.0	3.0	2.6	12.7	16.5	17.5
STF	Buy	1,108	1,225	11	55.3	81.9	100.5	20.0	13.5	2.2	2.0	11.7	15.5	16.7
<b>Aggregate</b>								<b>17.4</b>	<b>14.9</b>	<b>3.1</b>	<b>2.7</b>	<b>17.8</b>	<b>18.2</b>	<b>18.3</b>
<b>Capital Goods</b>														
ABB	Neutral	1,323	1,190	-10	18.4	26.1	32.6	71.8	50.7	8.5	7.3	11.9	14.4	15.9
Bharat Elec.	Buy	161	180	12	6.5	7.3	8.5	25.0	22.1	4.7	4.2	20.4	18.8	19.1
BHEL	Sell	171	115	-33	5.5	5.7	5.8	30.9	29.9	1.2	1.2	4.0	4.0	4.0
CG Cons. Elec.	Buy	220	205	-7	4.6	5.5	6.7	48.3	40.3	36.5	24.8	94.3	73.3	66.1
CG Power & Indu.	Sell	80	45	-44	3.6	3.9	4.5	22.0	20.6	1.2	1.1	5.4	5.5	6.0
Cummins	Neutral	968	990	2	26.6	30.5	36.5	36.3	31.8	7.7	7.1	22.6	23.2	25.3
GE T&D	Neutral	335	340	2	6.0	11.0	11.4	55.7	30.3	6.6	6.0	11.7	20.7	19.2
Havells	Neutral	469	425	-9	8.9	12.1	14.1	52.5	38.9	10.6	9.6	20.3	24.6	25.1
Inox Wind	Neutral	183	175	-4	18.0	16.6	17.7	10.2	11.0	1.9	1.6	19.7	15.6	14.6
K E C Intl	Buy	219	175	-20	10.5	12.3	13.5	20.9	17.9	3.2	2.8	16.6	16.8	16.2
L&T	Buy	1,697	1,660	-2	53.6	64.6	79.3	31.7	26.3	3.3	3.0	10.9	12.1	13.5
Pennar Eng.	Not Rated	138	-		5.8	7.5	10.0	23.7	18.4	2.0	1.8	8.6	10.0	11.8
Siemens	Neutral	1,308	1,340	2	17.0	25.7	33.5	76.9	50.9	7.1	6.1	9.2	11.9	14.2
Solar Ind	Neutral	814	800	-2	19.0	22.3	26.5	42.8	36.5	7.3	6.3	18.4	18.6	19.0
Suzlon Energy	Not Rated	19	-		0.6	0.9	1.0	30.4	21.9	-1.8	-1.9	NM	-8.8	-11.0
Thermax	Sell	987	781	-21	23.5	28.4	31.5	41.9	34.8	4.7	4.3	11.6	12.9	13.2
Va Tech Wab.	Buy	695	760	9	26.5	34.5	40.3	26.3	20.1	3.6	3.2	8.9	16.7	17.3
Voltas	Neutral	415	365	-12	13.6	15.1	17.5	30.6	27.5	5.1	4.5	17.6	17.2	17.7
<b>Aggregate</b>								<b>34.3</b>	<b>28.8</b>	<b>3.8</b>	<b>3.5</b>	<b>11.2</b>	<b>12.1</b>	<b>13.0</b>
<b>Cement</b>														
Ambuja Cem.	Buy	239	277	16	4.9	7.3	7.9	48.8	32.5	2.5	2.4	5.0	7.4	7.7
ACC	Neutral	1,467	1,339	-9	33.7	46.7	58.6	43.5	31.4	3.3	3.3	7.5	10.4	13.2
Birla Corp.	Buy	748	869	16	21.5	41.2	54.4	34.7	18.1	2.1	1.9	6.0	10.9	13.2
Dalmia Bharat	Buy	2,062	2,246	9	30.7	47.5	70.1	67.3	43.4	4.5	4.1	6.8	9.8	12.9
Grasim Inds.	Neutral	1,067	1,067	0	68.7	86.6	111.1	15.5	12.3	1.7	1.5	11.7	13.2	14.8
India Cem	Neutral	163	138	-15	5.1	8.7	11.9	31.9	18.7	1.3	1.3	4.0	6.2	7.7
J K Cements	Buy	935	1,024	10	32.6	37.2	49.3	28.7	25.1	3.6	3.2	13.3	13.6	16.0
JK Lakshmi Ce	Buy	458	455	-1	5.9	12.2	17.8	77.3	37.4	4.0	3.9	5.2	10.5	14.7
Ramco Cem	Buy	671	815	22	27.8	30.1	36.2	24.1	22.3	4.3	3.7	19.6	18.0	18.5
Orient Cem	Buy	145	167	15	-1.8	3.2	5.8	NM	45.8	3.1	2.9	-3.7	6.6	11.3
Prism Cem	Buy	103	112	8	-0.6	2.6	4.8	NM	39.3	5.4	4.9	-3.1	13.1	20.8
Shree Cem	Buy	17,332	19,006	10	374.6	581.4	737.1	46.3	29.8	8.6	6.8	19.8	25.5	25.5
Ultratech	Buy	4,071	4,058	0	92.9	131.9	163.7	43.8	30.9	4.9	4.3	11.7	14.7	16.0
<b>Aggregate</b>								<b>35.3</b>	<b>25.0</b>	<b>3.4</b>	<b>3.1</b>	<b>9.7</b>	<b>12.5</b>	<b>14.1</b>
<b>Consumer</b>														
Asian Paints	Neutral	1,080	1,145	6	20.5	22.6	26.7	52.7	47.8	16.2	14.3	32.8	31.8	32.4
Britannia	Buy	3,372	4,065	21	72.2	83.3	101.7	46.7	40.5	17.9	14.2	43.1	39.2	38.0
Colgate	Buy	1,001	1,200	20	21.7	25.8	31.6	46.2	38.8	24.1	22.6	54.9	60.1	68.5
Dabur	Neutral	284	370	30	7.3	8.3	9.7	38.9	34.3	10.1	8.6	28.3	27.2	27.1
Emami	Buy	1,038	1,295	25	24.5	29.8	36.0	42.4	34.8	12.5	10.6	33.8	33.0	33.2
Godrej Cons.	Neutral	1,701	1,740	2	37.1	42.9	49.8	45.8	39.6	9.6	8.2	22.5	22.2	21.9
GSK Cons.	Neutral	5,181	5,410	4	153.9	173.1	190.8	33.7	29.9	7.7	6.7	24.6	24.0	23.1
HUL	Neutral	935	945	1	19.3	21.5	24.8	48.6	43.5	33.4	34.8	67.6	78.4	92.5
ITC	Buy	279	330	18	8.4	9.8	11.4	33.3	28.5	8.8	7.7	28.4	28.9	29.6
Jyothy Lab	Neutral	342	380	11	8.0	9.0	10.5	42.8	38.0	6.8	6.2	16.4	17.1	18.1
Marico	Buy	298	340	14	6.1	7.0	8.4	49.0	42.5	14.7	12.7	33.3	32.1	34.6
Nestle	Neutral	6,622	7,010	6	118.7	144.0	171.0	55.8	46.0	21.0	18.1	38.8	42.3	42.3
Page Inds	Buy	14,596	17,480	20	235.6	305.1	388.4	62.0	47.8	25.6	20.2	41.3	42.2	43.2



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17E	FY18E	FY19E	FY17E	FY18E	FY17E	FY18E	FY17E	FY18E	FY19E
Parag Milk	Neutral	242	245	1	0.7	6.8	12.3	330.4	35.6	3.0	2.8	1.2	8.0	13.0
Pidilite Ind.	Neutral	714	740	4	16.6	18.3	20.5	43.0	39.1	11.1	9.0	27.9	25.4	23.4
P&G Hygiene	Buy	7,388	8,790	19	145.7	167.7	198.8	50.7	44.1	13.7	11.8	29.0	28.8	29.5
United Brew	Buy	762	1,030	35	10.7	14.3	18.4	71.4	53.2	8.5	7.5	12.6	15.0	16.8
United Spirits	Buy	2,028	2,520	24	28.6	42.2	58.7	70.8	48.1	13.4	10.6	20.8	22.1	23.8
<b>Aggregate</b>								<b>42.6</b>	<b>36.7</b>	<b>12.6</b>	<b>11.0</b>	<b>29.6</b>	<b>30.1</b>	<b>30.7</b>
<b>Healthcare</b>														
Alembic Phar	Neutral	625	630	1	21.6	28.5	35.8	28.9	22.0	6.2	5.1	23.3	25.5	26.0
Alkem Lab	Neutral	2,207	1,850	-16	79.3	85.7	100.0	27.8	25.7	6.2	5.2	24.4	22.0	21.7
Ajanta Pharma	Buy	1,723	2,028	18	56.0	63.8	79.6	30.7	27.0	9.6	7.4	35.9	30.9	29.9
Aurobindo	Buy	678	915	35	40.5	47.0	54.6	16.7	14.4	4.3	3.3	29.0	26.0	23.8
Biocon	Sell	1,122	800	-29	33.5	35.6	44.5	33.5	31.6	5.0	4.5	14.8	14.1	15.7
Cadila	Buy	449	510	14	12.0	17.7	23.0	37.4	25.4	7.5	6.1	21.4	26.5	27.9
Cipla	Neutral	593	550	-7	17.9	23.7	30.7	33.2	25.0	3.7	3.3	11.0	13.0	14.6
Divis Lab	Neutral	632	600	-5	43.0	32.9	38.6	14.7	19.2	3.6	3.2	25.4	17.7	18.8
Dr Reddy's	Neutral	2,736	3,050	11	76.1	120.6	150.1	35.9	22.7	3.4	3.0	9.8	14.0	15.3
Fortis Health	Buy	190	240	26	2.6	3.2	6.5	73.0	59.7	2.1	1.8	3.0	3.3	6.1
Glenmark	Neutral	877	990	13	40.6	49.2	60.5	21.6	17.8	4.3	3.4	20.1	19.0	19.1
Granules	Buy	142	160	13	6.8	7.7	11.3	20.8	18.4	3.3	2.5	18.8	15.8	18.3
GSK Pharma	Neutral	2,738	2,700	-1	34.5	55.5	64.4	79.3	49.3	17.8	21.2	22.4	43.0	56.9
IPCA Labs	Neutral	647	540	-17	15.8	27.9	37.3	40.9	23.2	3.3	3.0	8.4	13.5	15.9
Lupin	Buy	1,453	1,850	27	61.4	78.6	88.8	23.6	18.5	4.9	4.0	22.8	23.8	22.1
Sanofi India	Buy	4,755	5,000	5	129.0	157.8	189.9	36.9	30.1	6.0	5.4	16.2	18.1	19.4
Sun Pharma	Buy	691	850	23	27.1	35.1	42.2	25.5	19.7	4.8	4.0	19.8	22.4	22.4
Syngene Intl	Not Rated	550	-		13.0	16.1	18.0	42.3	34.1	8.5	7.0	22.2	22.5	20.7
Torrent Pharma	Buy	1,477	1,700	15	56.6	76.3	93.4	26.1	19.4	6.2	5.2	25.9	29.3	29.6
<b>Aggregate</b>								<b>27.1</b>	<b>21.4</b>	<b>4.8</b>	<b>4.0</b>	<b>17.7</b>	<b>18.8</b>	<b>19.3</b>
<b>Logistics</b>														
Allcargo Logistics	Buy	179	191	7	9.5	11.1	12.5	18.9	16.1	2.5	2.3	12.0	14.9	15.0
Blue Dart	Not Rated	5,225	-		102.5	129.9	163.2	51.0	40.2	22.6	17.2	50.5	48.6	46.8
Concor	Neutral	1,012	1,309	29	29.4	40.4	45.2	34.4	25.1	2.9	2.7	8.8	11.3	11.8
Gateway Distriparks	Buy	255	314	23	8.3	15.7	20.1	30.7	16.3	2.2	2.0	7.2	12.9	15.3
Gati	Not Rated	143	-		8.4	15.9	23.9	17.1	9.0	2.3	2.1	12.4	19.4	25.4
Transport Corp.	Not Rated	239	-		16.9	21.0	25.9	14.1	11.4	2.2	1.9	16.7	17.8	18.6
<b>Aggregate</b>								<b>35.6</b>	<b>26.0</b>	<b>3.9</b>	<b>3.6</b>	<b>11.1</b>	<b>13.8</b>	<b>14.9</b>
<b>Media</b>														
Dish TV	Buy	103	115	12	1.4	2.7	4.3	71.6	38.8	20.6	13.5	33.6	42.0	43.9
D B Corp	Buy	391	450	15	20.7	23.5	27.0	18.9	16.7	4.7	4.2	26.6	26.7	27.2
Den Net.	Neutral	92	75	-18	-3.6	1.9	7.7	NM	49.4	1.0	1.0	-4.1	2.1	8.1
Hind. Media	Buy	287	355	24	25.8	28.6	32.4	11.1	10.0	1.9	1.6	18.9	17.5	16.7
HT Media	Neutral	85	85	0	8.0	8.2	8.7	10.6	10.5	0.8	0.7	7.7	7.1	7.0
Jagran Prak.	Buy	185	215	16	10.8	12.2	13.9	17.2	15.1	3.3	2.9	20.7	20.6	20.4
PVR	Buy	1,520	1,533	1	20.8	35.7	56.8	73.2	42.6	7.4	6.5	10.6	16.3	22.0
Siti Net.	Neutral	38	40	6	-1.8	0.0	1.2	NM	NM	4.4	3.8	-21.7	0.0	11.1
Sun TV	Neutral	796	735	-8	25.1	29.7	34.5	31.7	26.8	8.0	7.3	25.1	27.3	29.0
Zee Ent.	Buy	543	600	10	10.8	17.4	20.8	50.2	31.2	10.7	8.7	29.7	30.8	29.7
<b>Aggregate</b>								<b>38.3</b>	<b>27.8</b>	<b>6.3</b>	<b>5.5</b>	<b>16.4</b>	<b>19.7</b>	<b>21.7</b>
<b>Metals</b>														
Hindalco	Buy	198	235	19	16.9	22.6	25.4	11.7	8.8	1.7	1.4	15.4	17.5	16.8
Hind. Zinc	Neutral	291	268	-8	19.3	25.7	28.0	15.1	11.3	4.0	3.3	24.0	31.8	28.2
JSPL	Buy	124	180	45	-23.9	-17.5	-2.2	NM	NM	0.3	0.3	-8.0	-4.5	-0.6
JSW Steel	Buy	195	222	14	13.6	18.3	20.5	14.4	10.7	2.2	1.9	16.2	18.7	17.9
Nalco	Buy	76	83	9	3.9	5.3	5.8	19.5	14.2	1.4	1.3	7.5	9.6	9.9
NMDC	Buy	136	178	31	12.1	12.3	13.0	11.3	11.1	1.8	1.7	13.4	15.5	15.1



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17E	FY18E	FY19E	FY17E	FY18E	FY17E	FY18E	FY17E	FY18E	FY19E
SAIL	Sell	65	30	-54	-7.4	-12.6	0.4	NM	NM	0.7	0.9	-8.1	-15.4	0.5
Vedanta	Neutral	273	279	2	17.9	28.3	31.4	15.2	9.6	1.7	1.6	11.5	17.0	17.2
Tata Steel	Sell	493	440	-11	18.9	48.6	55.1	26.2	10.1	4.0	3.0	13.6	33.7	29.5
<b>Aggregate</b>								<b>19.6</b>	<b>13.4</b>	<b>1.5</b>	<b>1.4</b>	<b>7.8</b>	<b>10.7</b>	<b>12.9</b>
<b>Oil &amp; Gas</b>														
BPCL	Buy	638	778	22	55.9	53.7	58.4	11.4	11.9	2.9	2.5	27.1	22.7	21.4
GAIL	Neutral	383	335	-13	21.7	28.9	32.5	17.6	13.2	1.9	1.8	13.0	14.0	14.4
Gujarat St. Pet.	Neutral	161	163	2	8.9	11.0	13.2	18.1	14.6	2.1	1.9	12.0	13.5	14.5
HPCL	Buy	523	620	19	53.2	44.9	45.8	9.8	11.6	2.6	2.3	27.7	20.7	18.6
IOC	Buy	381	458	20	43.7	39.4	41.0	8.7	9.7	2.1	1.9	26.0	20.4	18.8
IGL	Neutral	1,014	1,032	2	43.3	43.8	49.4	23.4	23.1	4.9	4.2	22.3	19.7	19.2
MRPL	Neutral	110	114	4	12.2	11.4	12.8	9.0	9.6	2.4	2.0	29.6	22.7	21.4
Oil India	Buy	332	382	15	28.6	33.1	37.8	11.6	10.0	1.1	1.1	9.8	10.8	11.6
ONGC	Neutral	186	204	10	12.2	17.0	17.6	15.3	11.0	1.3	1.3	8.4	11.6	11.9
PLNG	Buy	408	460	13	22.2	26.5	36.2	18.4	15.4	4.0	3.4	23.9	24.0	27.2
Reliance Ind.	Neutral	1,415	1,240	-12	99.6	113.9	123.2	14.2	12.4	1.6	1.4	11.6	12.0	11.7
<b>Aggregate</b>								<b>13.0</b>	<b>11.8</b>	<b>1.8</b>	<b>1.6</b>	<b>13.5</b>	<b>13.6</b>	<b>13.5</b>
<b>Retail</b>														
Jubilant Food	Neutral	1,094	1,110	1	12.3	21.7	29.1	88.8	50.3	8.9	9.8	10.1	19.5	24.9
Titan Co.	Neutral	491	485	-1	9.4	10.4	11.8	52.2	47.1	10.5	9.1	21.5	20.6	20.3
<b>Aggregate</b>								<b>52.5</b>	<b>45.0</b>	<b>9.7</b>	<b>8.7</b>	<b>18.4</b>	<b>19.3</b>	<b>19.7</b>
<b>Technology</b>														
Cyient	Buy	488	600	23	30.9	37.6	43.1	15.8	13.0	2.3	2.1	14.8	16.0	16.3
HCL Tech.	Buy	853	1,000	17	57.2	64.3	70.3	14.9	13.3	3.7	3.7	27.0	27.8	28.1
Hexaware	Neutral	215	220	2	13.7	14.9	16.3	15.7	14.4	3.8	3.2	26.5	24.4	22.7
Infosys	Buy	995	1,250	26	62.0	66.6	73.3	16.0	14.9	3.3	3.0	23.0	22.1	22.1
KPIT Tech	Neutral	131	150	15	11.5	13.8	15.0	11.4	9.5	1.6	1.4	13.7	15.9	14.9
L&T Infotech	Buy	716	800	12	53.6	58.0	60.8	13.4	12.3	5.0	4.1	41.4	36.6	32.1
Mindtree	Neutral	455	530	16	24.9	34.6	39.4	18.3	13.2	3.0	2.7	17.0	21.5	21.7
Mphasis	Neutral	569	550	-3	42.7	43.0	44.9	13.3	13.2	2.0	1.9	14.1	14.9	14.7
NIIT Tech	Neutral	432	470	9	36.2	46.8	52.9	11.9	9.2	1.6	1.4	13.5	15.9	16.0
Persistent Sys	Neutral	581	730	26	37.4	43.4	50.5	15.5	13.4	2.4	2.3	16.9	17.9	20.1
Tata Elxsi	Buy	1,507	1,780	18	59.3	72.1	89.0	25.4	20.9	9.7	7.7	42.5	41.3	40.8
TCS	Neutral	2,403	2,550	6	131.3	144.7	154.7	18.3	16.6	5.7	5.8	33.0	33.4	33.0
Tech Mah	Buy	447	550	23	32.5	35.7	40.2	13.7	12.5	2.6	2.3	20.1	19.5	19.2
Wipro	Neutral	511	540	6	33.0	37.5	42.9	15.5	13.6	2.5	2.2	16.8	17.2	17.8
Zensar Tech	Buy	926	1,200	30	65.3	81.4	92.0	14.2	11.4	2.5	2.1	19.1	20.4	19.7
<b>Aggregate</b>								<b>16.7</b>	<b>15.4</b>	<b>3.9</b>	<b>3.7</b>	<b>23.4</b>	<b>24.0</b>	<b>23.1</b>
<b>Telecom</b>														
Bharti Airtel	Buy	345	410	19	11.0	5.1	9.4	31.2	67.6	2.0	2.0	6.5	2.9	5.2
Bharti Infratel	Buy	338	435	29	15.5	16.7	19.9	21.8	20.2	3.5	3.1	15.7	15.9	16.7
Idea Cellular	Buy	88	120	37	-3.0	-15.6	-17.0	NM	NM	1.3	1.7	-4.2	-25.6	-37.6
Tata Comm	Buy	727	811	12	6.2	25.6	44.1	117.3	28.4	-72.5	46.7	-50.2	924.0	117.3
<b>Aggregate</b>								<b>39.2</b>	<b>981.4</b>	<b>2.2</b>	<b>2.3</b>	<b>5.7</b>	<b>0.2</b>	<b>2.3</b>
<b>Utilites</b>														
Coal India	Neutral	290	307	6	17.0	19.6	22.1	17.1	14.8	7.0	7.0	41.1	47.4	53.2
CESC	Buy	848	970	14	50.4	74.7	82.2	16.8	11.4	1.9	1.7	11.1	15.8	15.2
JSW Energy	Buy	67	73	9	3.9	2.3	0.8	17.2	29.1	1.2	1.2	7.3	4.3	1.4
NTPC	Buy	166	199	20	11.9	14.3	17.3	14.0	11.6	1.4	1.3	10.6	11.9	13.3
Power Grid	Buy	195	243	25	15.3	17.7	20.7	12.8	11.0	2.1	1.8	17.3	17.5	17.7
<b>Aggregate</b>								<b>15.0</b>	<b>12.8</b>	<b>2.4</b>	<b>2.2</b>	<b>16.0</b>	<b>17.3</b>	<b>18.3</b>
<b>Others</b>														
Arvind	Buy	407	430	6	13.5	21.8	28.6	30.1	18.7	2.8	2.5	10.4	14.0	16.3
Bata India	Buy	565	495	-12	10.9	14.2	17.7	52.0	39.8	5.6	5.1	11.3	13.4	15.0
Castrol India	Buy	428	510	19	13.6	14.9	15.2	31.4	28.8	33.0	29.7	110.9	108.6	100.4



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17E	FY18E	FY19E	FY17E	FY18E	FY17E	FY18E	FY17E	FY18E	FY19E
Century Ply.	Buy	259	274	6	7.7	8.6	11.4	33.5	30.0	8.8	7.2	28.9	26.5	28.6
Coromandel Intl	Under Review	315	-		15.9	19.6	25.1	19.7	16.0	3.4	3.0	18.2	20.1	22.7
Delta Corp	Buy	203	229	13	3.3	6.9	7.6	62.2	29.6	5.4	4.1	9.0	15.7	17.0
Dynomatic Tech	Buy	2,844	3,334	17	67.6	112.9	166.7	42.1	25.2	5.8	4.7	15.1	20.7	24.3
Eveready Inds.	Buy	277	287	4	11.4	13.9	16.9	24.3	20.0	7.4	5.9	34.7	33.0	32.4
Interglobe	Neutral	1,044	1,010	-3	39.0	63.2	78.1	26.8	16.5	18.3	15.6	72.2	102.0	106.8
Indo Count	Buy	199	211	6	13.7	17.5	21.1	14.6	11.4	4.2	3.0	33.8	30.8	27.3
Info Edge	Buy	837	1,075	28	17.5	21.3	24.7	47.8	39.2	5.2	4.8	11.5	12.8	13.6
Inox Leisure	Sell	294	230	-22	2.5	8.2	11.5	117.6	36.0	4.6	4.1	3.8	11.5	14.3
Jain Irrigation	Under Review	102	-		5.5	7.6	10.0	18.5	13.5	1.6	1.5	8.6	11.7	14.8
Just Dial	Buy	555	443	-20	17.2	18.5	22.1	32.3	30.1	5.0	4.4	16.5	15.5	16.2
Kaveri Seed	Buy	555	577	4	23.4	28.6	36.1	23.7	19.4	4.0	3.7	17.3	19.8	22.9
Kitex Garm.	Buy	438	551	26	26.0	31.0	36.7	16.8	14.1	4.5	3.7	29.9	28.7	27.7
Manpasand	Buy	717	843	18	14.9	23.1	38.3	48.0	31.0	3.5	3.2	8.6	9.6	16.3
MCX	Buy	1,186	1,400	18	26.6	40.3	53.8	44.6	29.4	4.6	4.3	10.7	15.0	18.4
Monsanto	Buy	2,508	2,841	13	72.9	89.3	109.3	34.4	28.1	10.4	9.7	30.4	35.9	39.6
Navneet Education	Buy	168	210	25	6.6	8.6	10.5	25.2	19.5	6.4	5.4	26.0	30.0	30.9
PI Inds.	Buy	833	1,046	26	30.4	34.8	43.6	27.4	23.9	7.5	6.0	30.9	27.9	27.8
Piramal Enterp.	Buy	1,960	2,200	12	74.5	127.1	164.7	26.3	15.4	2.6	2.3	10.0	15.7	18.2
SRF	Buy	1,655	1,825	10	82.4	99.9	125.1	20.1	16.6	3.2	2.7	16.5	17.4	19.1
S H Kelkar	Buy	298	371	25	7.7	10.3	13.3	38.7	28.9	5.1	4.6	13.9	16.8	19.1
Symphony	Sell	1,521	1,288	-15	27.0	35.1	42.9	56.3	43.3	30.6	26.1	56.8	65.0	66.3
TTK Prestige	Neutral	6,066	5,359	-12	107.8	139.9	178.6	56.3	43.4	9.0	8.1	16.6	19.7	22.4
V-Guard	Neutral	177	140	-21	3.7	4.6	5.4	47.8	38.6	12.6	10.1	29.4	29.1	27.6
Wonderla	Buy	393	393	0	7.0	11.9	16.0	56.2	32.9	5.1	4.6	9.5	14.8	17.5



Company	1 Day (%)	1M (%)	12M (%)
<b>Automobiles</b>			
Amara Raja	-1.4	5.7	1.0
Ashok Ley.	1.0	-2.7	-21.9
Bajaj Auto	-0.8	-2.5	15.2
Bharat Forge	-0.2	2.8	29.4
Bosch	1.3	8.0	15.7
CEAT	0.1	14.5	27.7
Eicher Mot.	0.7	11.2	37.0
Endurance Tech.	0.5	13.3	
Escorts	0.1	10.4	278.0
Exide Ind	-0.6	8.3	69.2
Hero Moto	-0.3	-2.3	8.1
M&M	0.4	-2.2	6.1
Mahindra CIE	-2.5	9.9	14.1
Maruti Suzuki	4.4	7.6	78.8
Tata Motors	0.7	2.9	27.8
TVS Motor	3.5	4.9	43.2
<b>Banks - Private</b>			
Axis Bank	1.5	-1.2	17.2
DCB Bank	0.6	10.4	110.8
Equitas Hold.	-0.7	-2.1	
Federal Bank	0.6	6.6	107.9
HDFC Bank	0.0	4.1	35.4
ICICI Bank	-0.7	3.3	26.3
IDFC Bank	1.3	0.2	20.5
IndusInd	-0.2	7.6	47.3
J&K Bank	3.9	9.9	28.3
Kotak Mah. Bk	1.5	9.7	32.6
RBL Bank	5.2	17.3	
South Indian	-0.2	5.9	36.0
<b>Banks - PSU</b>			
BOB	1.1	9.0	20.8
BOI	2.5	13.5	51.8
Canara	2.2	7.6	71.2
IDBI Bk	1.6	-0.1	13.3
Indian Bk	0.9	-0.6	176.9
OBC	2.0	18.2	62.4
PNB	0.8	8.2	82.4
SBI	1.2	11.9	60.8
Union Bk	1.6	9.3	22.0
<b>NBFCs</b>			
Bajaj Fin.	-0.8	12.4	71.7
Bharat Fin.	-2.6	-1.4	51.4
Dewan Hsg.	3.1	18.7	102.6
GRUH Fin.	-1.1	5.0	57.0
HDFC	-2.8	8.7	35.0
Indiabulls Hsg	-1.1	17.2	60.8
LIC Hsg Fin	-0.1	12.4	33.5
Manappuram	-0.4	-1.9	178.9
M&M Fin.	0.5	11.0	35.0
Muthoot Fin	4.1	14.1	122.5
PFC	4.3	14.1	86.2
Repco Home	-0.4	11.5	14.6
REC	2.3	19.4	130.2
STF	0.6	20.5	19.9
Shriram City Union	-2.0	19.9	53.8

Company	1 Day (%)	1M (%)	12M (%)
<b>Capital Goods</b>			
ABB	0.2	7.9	3.2
Bharat Elec.	1.0	7.9	36.7
BHEL	2.5	8.3	51.8
CG Cons. Elec.	-2.1	17.2	
CG Power & Inds Sol.	0.7	18.7	63.4
Cummins	0.6	10.2	15.4
GE T&D	-1.5	14.2	-20.9
Havells	0.0	11.3	48.6
Inox Wind	4.9	9.2	-25.6
K E C Intl	3.7	31.3	77.4
L&T	2.2	15.5	42.0
Pennar Eng.	8.4	19.7	-9.4
Siemens	0.5	9.8	20.9
Solar Ind	5.2	12.3	17.4
Suzlon Energy	0.8	8.1	40.1
Thermax	1.2	12.8	31.4
Va Tech Wab.	1.1	19.6	33.7
Voltas	0.3	11.7	51.8
<b>Cement</b>			
Ambuja Cem.	1.1	5.8	5.5
ACC	0.4	5.1	5.5
Birla Corp.	0.0	7.5	101.0
Dalmia Bharat	4.7	10.3	158.1
Grasim Inds.	1.3	4.5	39.0
India Cem	-0.7	-1.6	93.7
J K Cements	-0.8	8.0	44.3
JK Lakshmi Ce	-1.6	13.2	39.7
Ramco Cem	-1.0	2.4	64.6
Orient Cem	3.7	1.3	-1.9
Prism Cem	1.6	6.4	28.3
Shree Cem	1.2	8.7	44.4
Ultratech	1.1	7.1	31.3
<b>Consumer</b>			
Asian Paints	-1.0	6.5	24.3
Britannia	-0.7	8.9	27.9
Colgate	-0.5	10.2	20.2
Dabur	1.4	2.4	15.5
Emami	-1.3	0.1	11.1
Godrej Cons.	0.4	6.1	25.7
GSK Cons.	-0.3	-0.3	-14.1
HUL	1.8	6.6	7.7
ITC	-1.0	6.5	28.9
Jyothy Lab	-0.4	-5.8	14.7
Marico	0.7	6.8	21.8
Nestle	0.7	7.2	15.7
Page Inds	0.1	2.5	20.7
Parag Milk	3.4	7.6	
Pidilite Ind.	1.7	5.6	21.0
P&G Hygiene	-0.6	5.4	17.7
United Brew	-0.2	-2.1	-7.7
United Spirits	-1.0	-11.3	-17.3
<b>Healthcare</b>			
Alembic Phar	0.9	3.8	6.2
Alkem Lab	2.4	3.3	65.1
Ajanta Pharma	-1.4	-0.1	21.9
Aurobindo	-0.5	0.5	-9.7



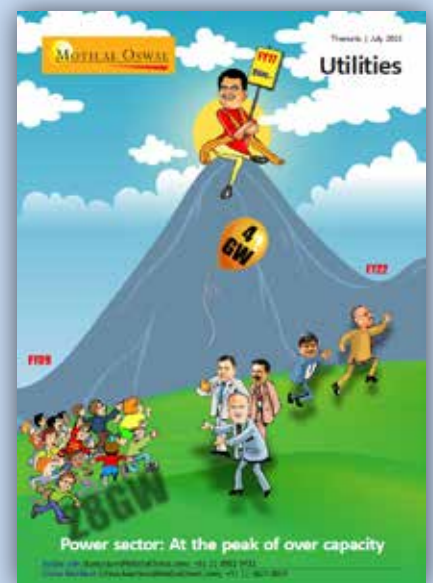
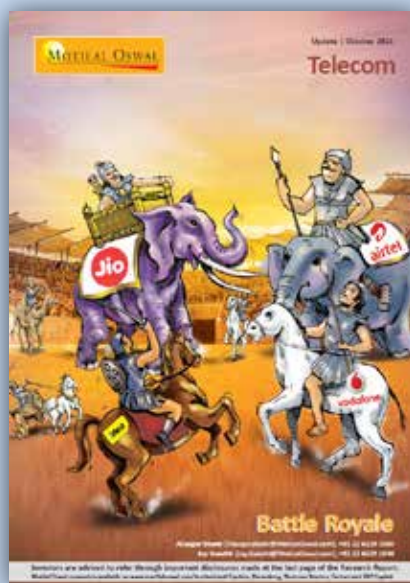
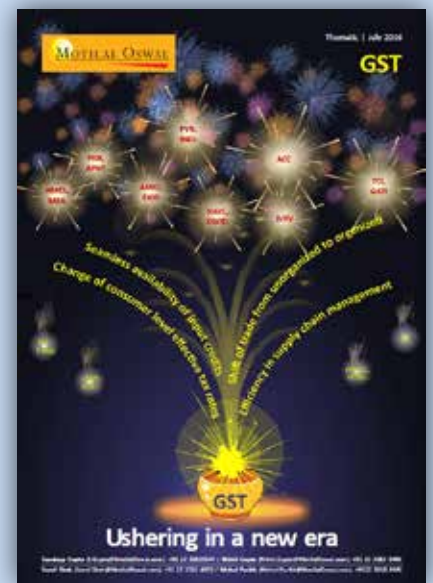


Company	1 Day (%)	1M (%)	12M (%)
Biocon	-0.6	4.6	112.8
Cadila	1.1	4.1	41.0
Cipla	0.2	0.9	17.6
Divis Lab	0.5	-16.5	-37.4
Dr Reddy's	-0.4	-4.7	-8.7
Fortis Health	0.6	1.9	6.9
Glenmark	2.4	-3.5	11.4
Granules	-0.5	9.9	20.1
GSK Pharma	0.5	1.2	-26.0
IPCA Labs	2.5	17.7	16.2
Lupin	1.3	-1.2	-0.7
Sanofi India	0.1	10.6	13.8
Sun Pharma	-0.3	0.7	-13.7
Syngene Intl	6.0	11.0	56.9
Torrent Pharma	-2.0	10.0	5.9
<b>Logistics</b>			
Allcargo Logistics	4.7	7.4	15.6
Blue Dart	-0.4	21.9	-15.2
Concor	0.1	2.4	1.0
Gateway Distriparks	0.9	1.6	-7.3
Gati	1.2	11.6	30.7
Transport Corp.	1.0	19.5	43.7
<b>Media</b>			
Dish TV	0.6	8.8	22.7
D B Corp	2.6	2.8	28.1
Den Net.	8.2	13.4	1.4
Hind. Media	1.3	6.4	16.5
HT Media	1.7	2.8	11.6
Jagran Prak.	-1.0	-3.0	16.5
PVR	5.6	16.0	105.4
Siti Net.	-1.1	0.0	7.4
Sun TV	0.1	9.6	121.5
Zee Ent.	2.5	7.8	41.3
<b>Metals</b>			
Hindalco	2.4	-0.2	133.5
Hind. Zinc	-0.2	1.9	95.2
JSPL	0.9	-1.5	106.8
JSW Steel	3.2	6.3	55.5
Nalco	1.2	-2.8	98.8
NMDC	1.8	-6.9	39.2
SAIL	3.8	5.2	54.2
Vedanta	0.0	2.0	217.8
Tata Steel	1.6	-0.3	58.1
<b>Oil &amp; Gas</b>			
BPCL	-0.1	2.6	46.7
GAIL	-0.7	-2.0	49.9
Gujarat St. Pet.	-2.7	-1.2	17.8
HPCL	0.8	0.2	96.5
IOC	0.0	1.7	90.0
IGL	0.1	-2.7	80.9
MRPL	1.7	3.5	65.3
Oil India	0.3	-0.4	40.4
ONGC	0.3	-3.5	35.9
PLNG	-1.3	3.7	67.1
Reliance Ind.	3.2	12.4	37.6
<b>Retail</b>			
Jubilant Food	-0.8	3.8	-10.6
Titan Co.	6.7	11.9	42.1

Company	1 Day (%)	1M (%)	12M (%)
<b>Technology</b>			
Cyient	4.6	3.9	7.5
HCL Tech.	-1.4	0.0	1.1
Hexaware	0.0	-3.3	-14.7
Infosys	-1.4	-3.5	-18.3
KPIT Tech	0.5	-3.1	-12.4
L&T Infotech	-0.6	2.4	
Mindtree	-0.4	-2.1	-30.9
Mphasis	-0.8	-4.1	24.8
NIIT Tech	-0.6	3.7	-12.6
Persistent Sys	-1.2	-9.2	-21.9
Tata Elxsi	1.4	1.8	-20.2
TCS	-0.4	-3.6	-2.4
Tech Mah	-1.4	-11.4	-2.3
Wipro	0.7	3.7	-8.8
Zensar Tech	0.7	1.2	-3.3
<b>Telecom</b>			
Bharti Airtel	0.9	-3.1	4.3
Bharti Infratel	3.1	9.7	-9.7
Idea Cellular	3.2	-20.8	-19.8
Tata Comm	-0.7	-2.4	88.5
<b>Utilites</b>			
Coal India	-1.7	-9.8	5.0
CESC	-1.1	3.1	79.8
JSW Energy	3.9	7.2	1.1
NTPC	1.0	6.8	31.0
Power Grid	-0.8	2.0	40.1
<b>Others</b>			
Arvind	0.0	5.1	56.3
Bata India	0.6	13.5	10.5
Castrol India	-1.1	5.7	14.7
Century Ply.	-0.1	7.9	53.2
Coromandel Intl	1.5	-2.9	64.3
Delta Corp	-5.2	32.2	190.7
Dynamatic Tech	2.8	-2.5	66.2
Eveready Inds.	2.3	14.0	23.9
Interglobe	0.0	21.9	7.4
Indo Count	-0.1	22.1	0.9
Info Edge	2.0	-0.3	8.7
Inox Leisure	2.8	24.9	49.5
Jain Irrigation	3.2	14.2	76.1
Just Dial	1.9	2.0	-24.5
Kaveri Seed	-0.5	12.6	47.4
Kitex Garm.	0.6	4.4	-2.5
Manpasand	0.7	-2.6	57.8
MCX	-0.9	6.2	43.9
Monsanto	-0.6	0.6	55.0
Navneet Educat.	0.5	16.3	103.1
PI Inds.	0.3	1.6	48.5
Piramal Enterp.	1.2	7.8	78.8
SRF	-0.3	5.0	34.4
S H Kelkar	-0.6	2.7	30.7
Symphony	-0.5	17.4	25.0
TTK Prestige	3.2	9.5	40.4
V-Guard	1.1	5.4	176.4
Wonderla	2.0	4.2	3.4

## NOTES

# THEMATIC/STRATEGY RESEARCH GALLERY



# REPORT GALLERY

## RECENT INITIATING COVERAGE REPORTS

MOTILAL OSWAL

Initiating Coverage | 23 March 2017  
Sector: Entertainment  
**Delta Corp**

**Favorable odds**

Chetan Modi (chetan.modi@motilaloswal.com) +91 22 3982 5422  
Nikhil Shah (nikhil.shah@motilaloswal.com) +91 22 3982 5424

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/InstitutionalEquities](http://www.motilaloswal.com/InstitutionalEquities), Bloomberg, Thomson Reuters, Factset and I&P Capital.

MOTILAL OSWAL

Initiating Coverage | 17 March 2017  
Sector: Healthcare  
**Ajanta Pharma**

**Promising growth trajectory**

Domestic: Aggressive launches, improving MR productivity  
USA: Healthy pipeline, manufacturing capacity, front end

Tushar Manuohare (tushar.manuohare@motilaloswal.com) +91 22 3982 2498  
Sonal Bhutra (sonal.bhutra@motilaloswal.com) +91 22 3982 5558

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MOTILAL OSWAL

Initiating Coverage | 17 February 2017  
Sector: Pharmaceuticals  
**Piramal Enterprises**

**Winner's Edge**

Shash Mittal (shash.mittal@motilaloswal.com) +91 22 3982 5412 / Anurag Sankhyan (anurag.sankhyan@motilaloswal.com) +91 22 3982 5554  
Anshu Chopra (anshu.chopra@motilaloswal.com) +91 22 3982 5424 / Pooja Engineer (pooja.engineer@motilaloswal.com) +91 22 3982 5424

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MOTILAL OSWAL

Initiating Coverage | 16 February 2017  
Sector: Automobiles  
**CEAT**

**Well balanced**

Nikhil Shah (nikhil.shah@motilaloswal.com) +91 22 3982 5426  
Chetan Modi (chetan.modi@motilaloswal.com) +91 22 3982 5422

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MOTILAL OSWAL

Initiating Coverage | 30 December 2016  
Sector: Consumer Product  
**SH Kelkar**

**Adding flavor to fragrance**

Chetan Modi (chetan.modi@motilaloswal.com) +91 22 3982 5422  
Nikhil Shah (nikhil.shah@motilaloswal.com) +91 22 3982 5426, Chirvan Dasa (chirvan.dasa@motilaloswal.com) +91 22 3982 2425

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MOTILAL OSWAL

Initiating Coverage | 16 December 2016  
Sector: Automobile  
**Endurance Technologies**

**Gaining ground**

Venil Shah (venil.shah@motilaloswal.com) +91 22 6129 1534  
Bhaskar Ganesh (bhaskar.ganesh@motilaloswal.com) +91 22 6129 1534 / Aditya Vora (aditya.vora@motilaloswal.com)

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MOTILAL OSWAL

Initiating Coverage | 14 December 2016  
Sector: Technology  
**L&T Infotech**

**Proficient miner**

Sagar Lata (sagar.lata@motilaloswal.com) +91 22 3982 5585  
Anshu Chopra (anshu.chopra@motilaloswal.com) +91 22 3982 5424

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MOTILAL OSWAL

Initiating Coverage | 10 November 2016  
Sector: Financials  
**RBL Bank**

**A unique model - on a fast lane**

Strong growth  
Improving return profile  
Investment phase

Sankul Mahal (sankul.mahal@motilaloswal.com) +91 22 3982 5505  
Ajaykumar Mishra (ajaykumar.mishra@motilaloswal.com) +91 22 3982 5424

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MOTILAL OSWAL

Initiating Coverage | 10 November 2016  
Sector: Utilities  
**CESC**

**Best fully integrated power DISCOM**

Steady growth high RoE  
Robust utility business  
Do-Integrate balance sheet  
Distribution privatization  
Growth at Fibrebase  
Dividend PFR  
Sponsor involvement

Divya Muthal (divya.muthal@motilaloswal.com) +91 22 6129 1549  
Srinjay Jain (srinjay.jain@motilaloswal.com) +91 22 6129 1523

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# DIFFERENTIATED PRODUCT GALLERY

## MOTILAL OSWAL

### SUN PHARMACEUTICAL

Our research team into annual report season highlights several performance highlights from Sun Pharma's 2016-17 annual report. Revenue grew by 23% to INR 2,450 crore, with gross margin expansion. Key highlights include:

- Operating cash flow and net income increased by 40% and 35% respectively, primarily due to improved working capital management.
- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.
- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.

### ANNUAL REPORT TREADBARE

The ART of Treadbare is an initiative to help investors understand the company's performance through a series of metrics and ratios.

Metric	2016-17	2015-16
Revenue (INR Cr)	2,450	1,980
Operating Profit (INR Cr)	450	350
Net Income (INR Cr)	350	250
Operating Cash Flow (INR Cr)	400	280

## MOTILAL OSWAL

### CornerOffice

#### Democratization & monetization: Look for India's largest bank

As the world's largest bank, HDFC Bank has a long history of innovation and growth. Our research team highlights several key trends in the bank's performance:

- Democratization:** The bank's focus on providing financial services to the underserved population is a key driver of its growth.
- Monetization:** The bank's focus on monetizing its customer base through various financial products is another key driver of its growth.

**Key highlights:**

- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.
- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.

## MOTILAL OSWAL

### VOICES

#### India Inc on Call

Our research team highlights several key trends in the performance of Indian companies:

- Operating leverage:** Improved from 1.1x to 1.2x, indicating better cost control.
- Operating leverage:** Improved from 1.1x to 1.2x, indicating better cost control.

**Key highlights:**

- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.
- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.

## MOTILAL OSWAL

### EcoKnowledge

#### Identify data confirms 6.5% growth is for real in India

Our research team highlights several key trends in the performance of Indian companies:

- Operating leverage:** Improved from 1.1x to 1.2x, indicating better cost control.
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**Key highlights:**

- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.
- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.

## MOTILAL OSWAL

### BULLS & BEARS

#### INDIA VALUATION HANDBOOK

Our research team highlights several key trends in the performance of Indian companies:

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- Operating leverage:** Improved from 1.1x to 1.2x, indicating better cost control.

**Key highlights:**

- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.
- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.

## MOTILAL OSWAL

### FUND FOLIO

#### Indian Mutual Fund Tracker

Our research team highlights several key trends in the performance of Indian companies:

- Operating leverage:** Improved from 1.1x to 1.2x, indicating better cost control.
- Operating leverage:** Improved from 1.1x to 1.2x, indicating better cost control.

**Key highlights:**

- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.
- Operating leverage improved from 1.1x to 1.2x, indicating better cost control.

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In respect of any matter arising from or in connection with the research you could contact the following representatives of Motilal Oswal Capital Markets Singapore Pte Limited:

Varun Kumar

[Varun.kumar@motilaloswal.com](mailto:Varun.kumar@motilaloswal.com)

Contact : (+65) 68189232

Office Address: 21 (Suite 31), 16 Collyer Quay, Singapore 04931



## Motilal Oswal Securities Ltd

Motilal Oswal Tower, Level 9, Sayani Road, Prabhadevi, Mumbai 400 025

Phone: +91 22 3982 5500 E-mail: [reports@motilaloswal.com](mailto:reports@motilaloswal.com)