

Market snapshot



Equities - India	Close	Chg .%	YTD.%
Sensex	29,048	0.7	9.1
Nifty-50	8,963	0.7	9.5
Nifty-M 100	16,465	0.6	14.7
Equities-Global	Close	Chg .%	YTD.%
S&P 500	2,375	-0.3	6.1
Nasdaq	9,683	0.4	4.6
FTSE 100	7,350	-0.3	2.9
DAX	11,958	-0.6	4.2
Hang Seng	10,171	0.3	8.3
Nikkei 225	19,379	-0.5	1.4
Commodities	Close	Chg .%	YTD.%
Brent (US\$/Bbl)	55	0.3	-0.5
Gold (\$/OZ)	1,225	-0.8	6.3
Cu (US\$/MT)	5,844	-1.0	5.8
Almn (US\$/MT)	1,866	-1.0	9.5
Currency	Close	Chg .%	YTD.%
USD/INR	66.7	-0.1	-1.8
USD/EUR	1.1	-0.4	0.6
USD/JPY	114.0	0.0	-2.5
YIELD (%)	Close	1MChg	YTDchg
10 Yrs G-Sec	6.9	0.1	0.4
10 Yrs AAA Corp	8.0	0.1	0.4
Flows (USD b)	6-Mar	MTD	YTD
FII's	0.1	0.3	1.8
DII's	-0.1	-0.2	0.6
Volumes (INRb)	6-Mar	MTD*	YTD*
Cash	221	255	254
F&O	2,896	4,100	4,385

Note: YTD is calendar year, *Avg

Quote of the day

What's worth doing is worth doing for money



Today's top research ideas

Bharat Financial Inclusion: Collections still away from normalcy
Cut estimates by 9% for FY18; Upside limited

- ❖ Collection efficiency has been improving with a time lag, but remains significantly below pre-demonetization levels. Management has alluded to recovery over 3-4 months.
- ❖ Considering a) INR3b+ overdue in 60dpd+ b) higher share of managed portfolio (collection efficiency at ~88%) in Maharashtra and c) securitized portfolio collection efficiency at 94%, we sharply increase credit cost estimates to factor in higher write-offs. We now factor in provision charge of INR2.6b over 4QFY17-FY18 v/s INR1.2b earlier.
- ❖ We continue liking the long-term prospects of BHAFIN, but cut FY18 EPS estimates by 9% to factor in higher credit costs and interest reversals. However the recent run-up in the stock price, offers limited upside. Downgrade to Neutral.



Research covered

Cos/Sector	Key Highlights
Bharat Financials	Collections still away from normalcy; Cut estimates by 9% for FY18
Aurobindo Pharma	Multiple growth drivers ahead; downside risk limited
Larsen & Toubro	Base orders to drive order inflow in 4QFY17
Media	Indian Pay-TV ecosystem set for an overhaul
Metals Weekly	NMDC increases iron ore prices by INR100/t



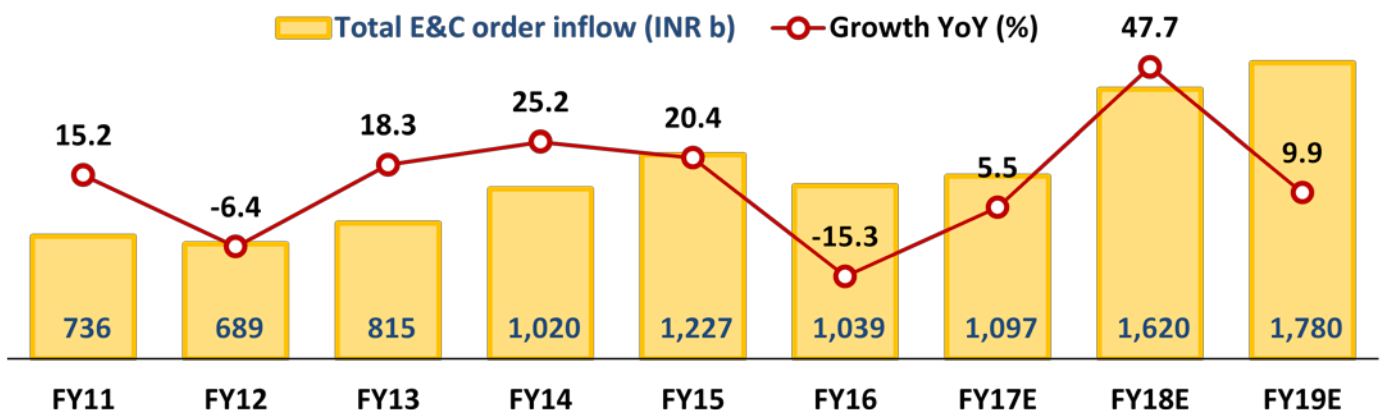
Piping hot news

Bharat Financial Incl. says 4.5% of loan portfolio at risk of turning bad in Q4

- ❖ Bharat Financial Inclusion Ltd on Monday informed the investor community that 4.5% of its gross loan portfolio is under risk of slipping into bad loan in the fourth quarter.



Chart of the Day: L&T order inflow



Source: Bloomberg

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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 numbers for the detailed news link

1

PNB Looks to Sell 7% Stake in PNB Housing Finance

State-run Punjab National Bank is looking to sell an around 7% stake in mortgage lender PNB Housing Finance, two officials aware of the deliberations told ET. The New Delhi-based bank has already received interest from some players, including private equity investors, they said...

2

Tech Mahindra to buy US health care service provider for Rs 732 cr

Information technology services entity Tech Mahindra will acquire CJS Solutions Group, a US-based health care provider, for Rs 732 crore (\$110 million). The Florida-based company, which does business as HCI Group, provides electronic health and medical record services, and allied software training and support. Tech Mahindra will make an upfront payment of \$89.5 million to take an 84.7 per cent stake in the company, which reported annual revenue of \$114 million as on end-September 2016. The remaining stake will be acquired over three years...

3

Note ban might affect some sectors in Q4: RBI

The impact of demonetisation might be seen on some sectors of the economy in the fourth quarter (January to March, Q4) of the current financial year (2016-17, FY17), said Reserve Bank of India Deputy Governor Viral V Acharya on Monday. He added the remonetisation exercise should be completed in two to three months...

4

Govt okays Rs 4,500 cr project to revive 50 airports, airstrips

The Cabinet on Monday approved a proposal to revive 50 unserved and under-served airports as well as airstrips at an estimated cost of Rs 4,500 crore. With the plan, the government is looking to enhance air connectivity to small cities and towns while the revival of such airports and airstrips would be "demand driven"...

5

IEA warns of oil 'supply crunch' by 2020 with no capex

Global oil supply may struggle to match demand after 2020, when the pinch of a two-year decline in investment in new production could leave spare capacity at a 14-year low and send prices sharply higher, the International Energy Agency (IEA) said on Monday. Investors generally are not betting on a sharp rise in the price of crude oil any time soon, but the contraction in global spending in 2015 and 2016 and growing global demand means the world could well face a "supply crunch" if new projects are not soon given the go-ahead, the IEA said in its five-year "Oil 2017" market analysis and forecast report.

6

Multi-brand retail: Minister hopeful of early decision on FDI in non-food items

Giving a voice to investor concerns, the Food Processing Ministry is pitching for foreign direct investment (FDI) in non-food items, along with food products, under the multi-brand retail policy...

7

Standard Life to buy Aberdeen in \$4.7-bn stock deal

Standard Life is to buy Aberdeen Asset Management in an 11 billion pound (\$13.5 billion) all-share deal that should save 200 million pounds a year in costs, pushing rivals to follow suit as fund managers' margins sag. The merger, creating Britain's biggest money manager with 660 billion pounds in assets...



Bharat Financial Inclusion

BSE SENSEX 29,048 S&P CNX 8,963

CMP: INR802 TP: INR848(+6%) Downgrade to Neutral



Stock Info

Bloomberg	BHAFIN IN
Equity Shares (m)	137.1
52-Week Range (INR)	939 / 465
1, 6, 12 Rel. Per (%)	-7/-3/33
M.Cap. (INR b)	109.9
M.Cap. (USD b)	1.65
Avg. Val, INR m	1889
Free float (%)	98.3

Financials Snapshot (INR b)

Y/E March	2017E	2018E	2019E
NII	8,151	9,985	13,931
PPP	6,003	7,214	10,402
PAT	6,116	5,413	7,053
EPS (INR)	44.6	39.5	51.5
BV/Share (INR)	200.3	239.8	291.2
RoA on AUM, %	7.0	4.2	3.9
RoE (%)	29.6	18.0	19.4

Valuations

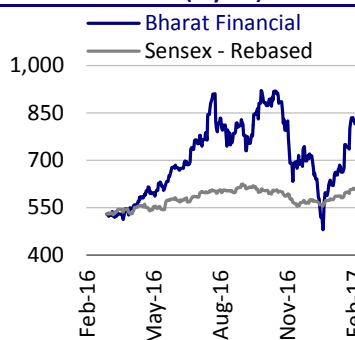
P/E (x)	18.0	20.3	15.6
P/BV (X)	4.0	3.3	2.8

Shareholding pattern (%)

As On	Dec-16	Sep-16	Dec-15
Promoter	1.7	1.8	2.7
DII	14.4	13.3	17.1
FII	66.1	70.3	59.5
Others	17.9	14.7	20.7

FII Includes depository receipts

Stock Performance (1-year)



Collections still away from normalcy

Cut estimates by 9% for FY18; Upside limited

- Collection efficiency has been improving with a time lag, but remains significantly below pre-demonetization levels. Management has alluded to recovery over 3-4 months.
- We factor in higher credit costs for FY17/18 on the back of an increase in NPLs to INR3b+ as well as lower collection efficiency in off-BS portfolios.
- While we continue liking the long-term prospects of the company, we believe the EPS cut, coupled with the recent run-up in the stock price, offers limited upside. Downgrade to Neutral.

Collection efficiency improving, but still not there yet

The company has been able to collect monthly dues with a lag. However, the rate of collection of overdues declines after one month. While collection efficiency of November (2016) dues was 91% in November, it increased by 580bp to 96.8% in December and further by only 110bp and 30bp in January and February, respectively. Collection rate (defined as collections in period/dues for that period) has improved over past four months, but still stood at only 95.5% in February. This means that 4.5% of dues are still not being paid on time, despite the currency circulation having improved a lot.

Credit cost spike likely

Management commented that recoveries will take another 3-4 months to normalize. Considering a) INR3b+ overdue in 60dpd+ b) higher share of managed portfolio (collection efficiency at ~88%) in Maharashtra and c) securitized portfolio collection efficiency at 94%, we sharply increase credit cost estimates to factor in higher write-offs. We now factor in provision charge of INR2.6b over 4QFY17-FY18 v/s INR1.2b earlier. Our back of the envelope calculation suggests on-time collection efficiency of ~84%.

Demand still intact; AUM guidance marginally increased

On account of pent-up demand, growth picked up impressively in January and February. Disbursements in February (INR13.6b) have exceeded those in October (INR11.9b). Management has increased FY17 AUM guidance from INR85b earlier to INR90b now, and reiterated 50% AUM growth for FY18. We have increased AUM assumption by 4% for FY17.

The worst is behind, but upside limited – Downgrade to Neutral

We continue liking the long-term prospects of BHAFIN, but cut FY18 EPS estimates by 9% to factor in higher credit costs and interest reversals. The recent run-up and cut in estimates present limited upside from current levels. Downgrade to **Neutral** with TP of INR848 (3x FY19 BVPS).

Exhibit 1: Trend in disbursements and collections

INR Mn	Nov	Dec	Jan	Feb
Disbursements (A)	5,460	8,980	9,050	13,580
Disbursement as a %age of Collection (B)	68	71	72	122
Collection (C=A/B %)	8,029	12,648	12,569	11,131
Cumulative Collection efficiency % (D)	91.0	92.5	94.2	95.5
Total Dues (E = D/C%)	8,824	13,673	13,343	11,656
Shortfall (F=E-D)	794	1,026	774	525
Nov cumulative collection Efficiency (%) (G)	91.0	96.8	97.9	98.2
Nov Cumulative collection (H=D1*G)	8,029	8,541	8,638	8,665
Nov Cumulative shortfall (I=D1-H)	794	282	185	159
Nov Due Recovery		512	97	26
Dec cumulative collection Efficiency (%) (J)		88.8	93.5	94.9
Dec Cumulative collection (K=D2*J)		12,142	12,785	12,976
Dec Cumulative shortfall (L=D2-K)		1,531	889	697
Dec Due Recovery			643	191
Jan cumulative collection Efficiency (%) (M)			88.5	92.4
Jan Cumulative collection (N=D3*M)			11,809	12,329
Jan Cumulative shortfall (O=D3-N)			1,534	1,014
Jan Due Recovery				520

Source: MOSL., Company

Exhibit 2: Portfolio ageing analysis

Date	On balance sheet portfolio ageing					Total overdue portfolio (B+C+D)
	Total Portfolio (A+B+C+D)	Current (A)	> 0 to 4 weeks (B)	> 4 to 8 weeks (C)	> 8 weeks (D)	
31-Dec-16	6,891	5,822	716	341	13	1,069
31-Jan-17	6,352	5,434	397	266	255	918
28-Feb-17 (E)	6,879	6,075	258	163	383	804
Portfolio of customers who repaid atleast once in last two weeks (F)	-	6,075	241	119	76	-
Net (E-F)	-	-	17	44	306	367
Net % of Feb'17 Portfolio (Rs. 9,879 Crs)	-	-	0.2%	0.6%	4.5%	5.3%

Source: MOSL., Company

Exhibit 3: We cut FY17/18 EPS estimates by 1%/9% to factor in higher credit costs

INR B	Old Est		Revised Est		% Change	
	FY17	FY18	FY17	FY18	FY17	FY18
NII	8.0	9.6	8.2	10.0	1	4
Other Income	3.4	4.3	3.4	4.3		
Net Income	11.4	13.9	11.5	14.3	1	3
Operating Expenses	5.5	7.1	5.5	7.1	-	-
Operating Profits	5.9	6.8	6.0	7.2	2	6
Provisions	0.6	0.9	0.9	1.8		
PBT	5.2	5.9	5.1	5.4	(2)	(9)
Tax	-1.0	0.0	-1.0	0.0		
PAT	6.2	5.9	6.1	5.4	(1)	(9)
Loans	70	108	73	109	4	1
Borrowings	63	108	66	109	4	1
Spreads (%)	11.4	9.5	11.3	9.7		
RoAA (%)	7.2	4.7	7.0	4.2		
RoAE (%)	30.0	19.4	29.6	18.0		

Source: MOSL., Company

Valuation matrix

Financials: Valuation metrics

	Rating	CMP	Mcap	EPS (INR)		P/E (x)		BV (INR)		P/BV (x)		RoA (%)		RoE (%)	
		(INR)	(USD\$b)	FY17E	FY18E	FY17E	FY18E	FY17E	FY18E	FY17E	FY18E	FY17E	FY18E	FY17E	FY18E
ICICIBC*	Buy	277	24.0	17.2	17.9	12.0	10.8	145.2	157.9	1.42	1.22	1.32	1.22	10.4	9.9
HDFCB	Buy	1,380	52.7	56.9	68.3	24.3	20.2	328	380	4.21	3.63	1.88	1.88	18.6	19.3
AXSB	Neutral	518	18.3	14.1	25.0	36.9	20.8	231	251	2.25	2.06	0.60	0.93	6.3	10.3
KMB*	Buy	817	22.2	26.3	32.3	31.1	25.3	207	238	3.95	3.43	1.65	1.78	13.5	14.5
YES	Buy	1,460	9.1	79.3	97.0	18.4	15.1	391	468	3.74	3.12	1.83	1.85	22.1	22.6
IIB	Buy	1,326	11.6	48.4	58.7	27.4	22.6	333	383	3.99	3.46	1.85	1.85	15.5	16.4
IDFC Bk	Neutral	61	3.1	3.1	3.9	19.9	15.4	43	46	1.43	1.34	1.11	1.06	7.4	8.9
FB	Buy	86	2.2	4.6	5.5	18.6	15.6	51	55	1.69	1.56	0.78	0.76	9.4	10.4
DCBB	Neutral	155	0.7	7.1	8.6	21.8	18.0	69	77	2.26	2.00	0.94	0.92	10.9	11.8
JKBK	Neutral	71	0.5	-25.2	13.0	-2.8	5.5	107	117	0.66	0.60	-1.47	0.69	-21.1	11.6
SIB	Neutral	20	0.4	2.8	3.1	7.3	6.6	30	32	0.69	0.63	0.55	0.54	9.7	10.0
Equitas	Buy	173	0.9	6.1	6.9	28.5	24.8	67	74	2.57	2.33	2.59	2.04	11.3	9.9
RBL	Buy	472	2.5	12.4	17.5	37.9	26.9	114	129	4.12	3.67	1.05	1.20	12.6	14.4
Private Aggregate															
SBIN (cons)*	Buy	270	30.9	8.6	21.6	27.9	11.0	229	247	1.05	0.96	0.21	0.46	3.9	9.2
PNB	Buy	142	4.5	6.7	12.7	21.1	11.1	182	193	0.78	0.73	0.21	0.36	3.9	6.8
BOI	Neutral	128	2.0	-5.6	17.1	-23.0	7.5	238	251	0.54	0.51	-0.09	0.27	-2.4	7.0
BOB	Buy	161	5.5	7.5	18.3	21.4	8.8	152	166	1.06	0.97	0.25	0.57	5.0	11.5
CBK	Neutral	291	2.3	23.9	36.7	12.2	7.9	496	524	0.59	0.56	0.23	0.31	4.9	7.2
UNBK	Neutral	147	1.5	8.5	30.5	17.4	4.8	301	328	0.49	0.45	0.14	0.45	2.8	9.7
OBC	Neutral	125	0.6	6.6	19.6	19.0	6.4	402	417	0.31	0.30	0.09	0.26	1.7	4.8
INBK	Buy	286	2.0	30.4	32.2	9.4	8.9	304	329	0.94	0.87	0.70	0.69	10.4	10.2
Public Aggregate															
Banks Aggregate															
HDFC*	Buy	1,365	32.4	36.1	38.4	23.6	20.0	200	225	4.27	3.40	2.40	2.35	19.6	19.6
LICHF	Buy	566	4.2	37.6	44.7	15.1	12.7	211	247	2.68	2.29	1.47	1.52	19.1	19.5
IHFL	Buy	854	5.3	69.5	86.2	12.3	9.9	281	316	3.04	2.70	3.41	3.22	26.0	28.9
GRHF	Neutral	369	2.0	7.9	9.8	47.0	37.6	28	34	13.34	10.99	2.29	2.41	31.0	32.1
REPCO	Buy	647	0.6	25.7	37.7	25.2	17.2	175	209	3.69	3.10	1.85	2.19	15.7	19.6
DEWH	Buy	327	1.4	30.7	35.6	10.7	9.2	202	228	1.62	1.43	1.24	1.21	16.6	16.6
Housing Finance															
RECL	Neutral	158	4.6	29.4	35.3	5.4	4.5	168	195	0.94	0.81	2.63	2.68	18.8	19.5
POWF	Neutral	138	5.3	24.0	25.5	5.8	5.4	149	167	0.93	0.83	2.37	2.12	16.8	16.2
Infra Finance															
SHTF	Buy	933	3.1	58.1	77.9	16.1	12.0	495	557	1.88	1.68	2.15	2.66	12.3	14.7
MMFS	Buy	289	2.4	8.4	11.1	34.3	26.1	112	117	2.59	2.46	1.18	1.35	7.7	9.7
BAF	Buy	1,036	8.4	34.1	44.6	30.4	23.2	166	204	6.24	5.08	3.44	3.41	22.5	24.1
SCUF	Buy	1,854	1.9	91.2	130.5	20.3	14.2	757	866	2.45	2.14	2.96	3.63	12.7	16.1
MUTH	Buy	349	2.1	29.7	34.7	11.7	10.0	160	182	2.18	1.92	4.08	4.13	19.8	20.3
SKSM	Buy	802	1.7	45.2	43.2	17.7	18.6	201	244	3.99	3.29	7.25	4.69	30.0	19.4
Asset Finance															
NBFC Aggregate															
Financials															

*Multiples adj. for value of key ventures/Investments; For ICICI Bank and HDFC Ltd BV is adjusted for investments in subsidiaries



Aurobindo Pharma

BSE SENSEX 29,048 S&P CNX 8,963

CMP: INR668 TP: INR915(+37%) Buy



Stock Info

Bloomberg	ARBP IN
Equity Shares (m)	585
52-Week Range (INR)	895 / 622
1, 6, 12 Rel. Per (%)	-5/-14/-22
M.Cap. (INR b)	390.8
M.Cap. (USD b)	5.9
Avg Val, INRm	1663
Free float (%)	48.1

Financials Snapshot (INR b)

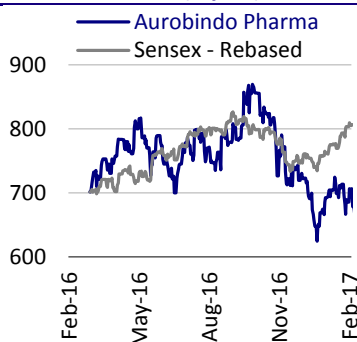
Y/E Mar	2017E	2018E	2019E
Net Sales	152.9	181.0	205.6
EBITDA	36.4	43.1	49.3
PAT	23.7	27.5	32.0
EPS (INR)	40.5	47.0	54.6
Gr. (%)	19.7	15.9	16.3
BV/Sh (INR)	158.6	203.1	255.2
RoE (%)	29.0	26.0	23.8
RoCE (%)	19.9	19.9	19.5
P/E (x)	16.5	14.2	12.2
P/BV (x)	4.2	3.3	2.6

Shareholding pattern (%)

As On	Dec-16	Sep-16	Dec-15
Promoter	51.9	53.8	53.9
DII	11.0	7.7	6.5
FII	24.1	26.7	28.8
Others	13.0	11.8	10.9

FII Includes depository receipts

Stock Performance (1-year)



Multiple growth drivers ahead; downside risk limited

- Product concentration risk lowest amongst peers:** Aurobindo Pharma (ARBP) recorded ~7% QoQ decline (down ~13% YoY) in the US base business for 3Q, leading to concerns about the US business growth outlook. We believe this a one-off event as the company faces least product concentration risk among peers. No single product for ARBP contributes more than 3% of sales (unlike SUNP, LPC and DRRD where the top three products account for >20-25% of sales). Also, no single ANDA has any meaningful disproportionate contribution to margins as ARBP has a matured product basket, with all of its ~190 launched ANDAs facing competition from multiple players (typically 4-5 or more).
- Commissioning of key plants to drive volume growth in FY18/19E:** Over next 6-9 months, three key formulation plants are getting commissioned, including Vizag (dedicated supply to EU), Unit XVI (antibiotic injectable plant to supply products in the US) and Naidupet (oral solids plant to supply to the US). Supplies from the Vizag plant to Europe will start from Mar-17. This will have a two-pronged impact: 1) capacity at Unit VII and Unit III will get released (which are primarily used for supply to the US and are running at capacity utilization of ~80%) and 2) European business margins should expand (to ~7-8% in FY18E from ~5% currently) as the company plans to manufacture 50% of its products sold in EU at this plant. Naidupet plant will get commissioned by mid-FY18 and will be one of the largest formulation plants for ARBP (capacity of 7-8b tablets).
- Strong launch pipeline coupled with volume push to drive growth:** ARBP received 49 and 47 ANDA approvals in FY16 and 9MFY17, respectively (highest in the industry). We expect this strong approval and launch momentum to continue on the back of ~159 pending ANDAs. We expect ARBP to deliver mid-teens growth in the US, led by its strong launch pipeline in injectables (~40 pending ANDAs), steady mid-teens growth in Natrol and huge capacity expansion in orals and injectables (which will lead to volume push in existing and new products). We expect US sales to pick up over the coming quarters, led by key launches like Epzicom, Meropenem. Tenofovir, Toprol XL and Fortamet Solu-Medrol. Apart from this, ARBP has an approved pipeline of ~50 products (~13 OTCs, 5-6 OTCs, 6 injectables, rest orals including Vancomycin) which will be launched by 2QFY18.
- EU and ARV business can surprise positively in FY18/19:** The manufacturing of ~60 products has been shifted to India (to Unit VII & III). Given that supply from Vizag to EU markets will start from Mar-17, the company plans to shift manufacturing of ~114 products from Vizag (sales value of >USD200m) over next 12-18 months. This will lead to significant cost savings. We expect EBITDA margin of this business to expand from ~5% to ~7-8% in FY18E and low-double-digits in FY19E. ARV business growth in FY19 will be driven by the pick-up of DTG triple combination approval (USD500m market).

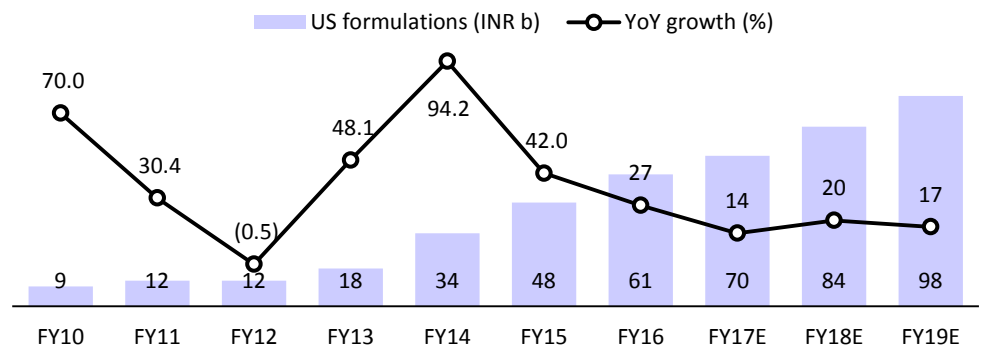
■ **Strong earnings growth trajectory, improving cash flow to drive valuations:** At its CMP, ARBP trades at 14x FY18E, at >20% discount to its peers. The valuation gap is expected to narrow down on account of the company’s increasing profitability, strong earnings growth trajectory (17% CAGR till FY19E) and improving free cash flow. ARBP remains one of our top picks in the sector with a target price of INR915 @ 18x 1HFY19E PER (v/s INR1050 @ 20x 1HFY19E earlier). We cut EPS by 2-3% and target multiple by 10% as we build in the impact of regulatory uncertainty in the US.

US business – strong growth to sustain

US business to record mid-teens CAGR

Over FY11-16, ARBP delivered robust >50% CAGR, driven by niche oral launches (including Cymbalta) and entry into injectables, controlled substances and government tender business. Despite strong growth over the last five years, we believe ARBP is well poised to outpace peers in the coming years. We expect ARBP to deliver mid-teens growth in the US on the back of a strong launch pipeline in injectables (~40 pending ANDAs), steady mid-teens growth in Natrol and huge capacity expansion in orals and injectables (which will lead to volume push in existing and new products). We expect a pick-up in US sales over the coming quarters led by key launches, including Epzicom, Meropenem, Tenofovir, Toprol XL and Fortamet, Solu-Medrol. Apart from this, ARBP has an approved pipeline of ~50 products (~13 OTCs, 5-6 OTCs, 6 injectables, rest orals including Vancomycin), which are expected to be launched in 2QFY18.

Exhibit 4: US business to grow at ~14%YoY



Source: Company, MOSL

Burst of approvals provides strong visibility of future growth

ARBP received 49 and 47 ANDA approvals in FY16 and 9MFY17, respectively (highest in the industry). The approvals are a mix of plain vanilla generics, limited competition injectables and complex oral generics. Out of the pending injectables portfolio of ~40 ANDAs, most were filed 12-24 months back. We thus expect multiple injectables approvals to come through over the next two years.



Larsen & Toubro

BSE SENSEX 29,048 S&P CNX 8,864

CMP: INR1,482 TP: INR1,660(+12%)

Buy



Stock Info

Bloomberg	LT IN
Equity Shares (m)	935.5
52-Week Range (INR)	1,615/1,135
1, 6, 12 Rel. Per (%)	-3/-3/5
M.Cap. (INR b)	1,383.6
M.Cap. (USD b)	20.3
Avg Val, INRm	2,725.1
Free float (%)	100.0

Financials Snapshot (INR b)

Y/E Mar	2017E	2018E	2019E
Sales	1,097	1,272	1,415
EBITDA	111.4	145.7	164.6
Adj PAT *	50.1	60.8	74.6
EPS (INR)*	53.6	65.0	79.7
EPS Gr. (%)	19.8	21.3	22.7
BV/Sh (INR)	510.1	557.1	616.2
RoE (%)	10.9	12.2	13.6
RoCE (%)	7.1	9.5	10.3
Payout (%)	22.1	24.2	22.7

Valuations

P/E (x)*	27.6	22.8	18.6
P/BV (x)	3.1	2.9	2.7
EV/EBITDA,x	20.8	15.8	13.8
Div Yield (%)	0.8	1.1	1.2

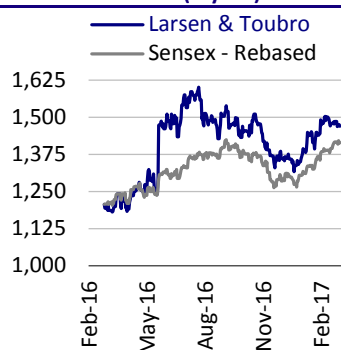
***Consolidated**

Shareholding pattern (%)

As On	Dec-16	Sep-16	Dec-15
Promoter	0.0	0.0	0.0
DII	39.3	38.6	38.4
FII	18.4	19.3	18.6
Others	42.4	42.2	43.0

FII Includes depository receipts

Stock Performance (1-year)



Base orders to drive order inflow in 4QFY17

Domestic execution pick-up likely in FY18

We recently met Larsen and Toubro's (LT) management. Key takeaways: Base orders to drive order inflow in 4QFY17, large orders pick up in FY18

- Large orders in Defense (ex 'Vajra' artillery guns: INR45b), Infrastructure (Trans-harbor link, Coastal road, Shivaji statue, Mumbai metro), Hydrocarbons (BS VI upgrades, Refinery expansions) are likely to slip to FY18. This, however, was factored in order inflow growth guidance cut (to +10% for FY17 v/s +15% earlier) in 3QFY17.
- The company is on track to its meet order inflow growth guidance of 10% to INR1.5t for FY17 (this implies 25% YoY growth to INR544b in 4QFY17). LT was L1 in INR300b of orders as of January 2017.
- Order growth in 4QFY17 would be largely driven by base orders in Infrastructure, which includes Water, T&D and Transport Infrastructure.
- **Power:** It booked order for NLC Ghatampur (INR20b, 1,980MW) in 2QFY17, and sees a robust pipeline of ~8GW in FY18. However, after being strong in FY15 (INR150b), power inflows stood at ~INR30-40b in FY16/FY17. This would impact revenues in FY18-19 unless inflows pick up meaningfully.
- **Hydrocarbon:** Overseas orders were on track, while domestic ordering is likely to pick up from FY18, driven by a) BS VI upgrades and b) brownfield/greenfield capacity expansion by refineries. It won INR67b Saudi Aramco orders in 2QFY17; another large USD1b refinery order for Saudi Aramco was lost to Technicas.
- **Infrastructure:** Order growth of 25% in 4QFY17 would be driven by base orders in Infrastructure, primarily from the Water, T&D and Transport Infrastructure segments. Building & Factories (average ordering ~INR200b annually) has seen some slowdown in ordering post demonetization.

Domestic execution pick-up likely in FY18; overseas on track

- Domestic E&C execution was weak in 3QFY17 (+1% YoY, +5% YTD in 9MFY17), impacted by a) demonetization (30% of workforce left for native towns/villages), b) delays in getting clearances and c) payment delays by customers. However, the impact of demonetization has subsided, and 4QFY17 is back to normal. Domestic execution is expected to pick up from FY18.
- Overseas execution is on track (+16% YoY in 9MFY17) for large metros (Doha, Qatar) and road projects. Payments are also coming on time.

Non-core assets sale on track

- **Kattupalli port:** It is being sold to Adani Ports on a debt-free basis, with a consideration of INR14.3b already received in 3QFY17. The deal is likely to conclude in 4QFY17/1QFY18 after TIDCO approval and SEZ clearances are received. It had invested INR40b in the yard-cum-port, of which INR18b were for the port. The proceeds from the sale will be used to pay off debt associated with the port. The port had incurred losses of INR2b in FY16, which, however, has come down in FY17 after Adani took over the O&M.
- **Road assets:** LT is incurring ~INR6b of losses in this. It thus aims to divest the assets and is in talks with potential buyers, including CPP.
- **LT Valves:** The company has called an EGM to approve the demerger of this unit. It is also looking to sell other non-core businesses.
- **Nabha Power:** The sale of this unit is likely to happen in FY18 after the decision on the appeal in the SC (APTEL ruling against L&T) is made; booked INR1b of provision on receivables in 3QFY17.
- **Seawoods Mall:** Since sale proceeds are lower than the investment, it booked INR2.7b provision in 3QFY17. The actual sale is yet to be booked and cash still to be received.

Manufacturing Assets

- **Nuclear forgings shop:** INR2.5b losses to continue in near future. It was expecting an order to be placed by NPCIL, but given the issues with Westinghouse, orders are unlikely to be placed anytime soon.
- **Kattupalli yard:** INR4b losses annually; will improve with defense orders coming through from FY18.
- **BTG JV with MHI:** After being strong in FY15 (INR150b), power inflows dropped to ~INR30-40b. This would impact revenues in FY18-19 unless inflows pick up meaningfully. It will continue to be profitable at PAT level.
- **Hazira yard** is gradually being tapered down, with orders shifting to the Katupalli yard; has order for 30 interceptor boats to be completed.

Valuation and view

LT is exposed to several levers across its business/geographical segments. It has emerged as the E&C partner of choice in India, which provides it with a robust platform to capitalize on the next leg of investment cycle. We maintain **Buy** with an SOTP-based price target price of INR1,660 (E&C business at 18x FY19E). We assign 18x multiple to the standalone business.



Indian Pay-TV ecosystem set for an overhaul

Big broadcasters well-endowed to protect revenue turf; distribution platforms' reliance on pay channel subscription to reduce

Our view – winners and losers

- We maintain estimates across our media coverage universe, given the uncertainty around the tariff order implementation. We believe major broadcasters like Zee and Star are relatively insulated from the reach-subscription equation, given their strong distribution across India. Assured monthly rental will hold both DTH players and MSOs in good stead, as it will reduce their dependence on subscription income. However, the fate of MSOs could hinge on the MSO-LCO revenue share squabble in the new regime. Even if an average Indian household (staple content consumption spanning GECs, movies, regional, sports, news and English genres) subscribes to around 15 driver channels on an a la carte price, the network capacity fee + pay channel price for the 15 channels would drive the consumer bill to INR250+. Value-seekers/low-end subscribers would end up paying more/same for less. However, premium subscribers could gravitate toward higher packs. We expect both stakeholders – broadcasters and distributors – to package channels in a way that the subscription pool is protected.

15% discount cap on bouquet pricing retained; genre-wise price caps abolished

- The TRAI, in its final tariff order on content pricing, has retained the 15% discount cap on bouquet pricing v/s 80-90% bouquet discounts prevailing today. Historically, given their larger reliance on ad revenues, broadcasters were incentivized to bundle their flanking channels with their anchor channel and offer an over-subsidized bouquet of channels. Piggybacking on the anchor channel's reach ensured increased ad monetization for the flanking channels too.
- The abolishment of genre-wise price caps is expected to give some flexibility to broadcasters in channel pricing (only restriction: channels forming part of a bouquet cannot have an a la carte MRP >INR19/sub/month) and insulate subscription revenue (~one-third of broadcasters' revenue). Advertisement revenues from flanking/niche channels could be impacted negatively as their reach takes a beating post the implementation of the 15% discount cap on bouquets. Bouquet discount + distribution fee (20% of MRP) cannot exceed 35% of the maximum retail price (MRP) of channels.

Impact of higher retail price-led reduced reach on advertisement revenue overplayed

- Our interactions with media agencies indicate that an estimated ~2,000 GRPs/week is typically budgeted for the Hindi GEC category (33% viewership share across categories). Even if higher retail prices for driver pay channels lead to a reduction in reach, GECs will continue to be the preferred vehicle to get the maximum and cheapest reach for advertisers. Hence, TV ad budgets are unlikely to move dramatically, implying that cost per reach could go up for the driver channels.

Carriage and placement regulated; latter's significance expected to decline as bouquet size reduces

- While the draft order proposed to regulate carriage fees charged by distribution platforms to broadcasters for carrying their channels, the final order also regulates placement and marketing fees. The carriage fee has been capped to 20 paise per channel per set-top box (for HD channels, the cap is 40 paise per channel per HD set-top box).
- Carriage fee slabs per channel per subscriber for channels with subscription:
 - 1) <5% of the active subscriber base = INR0.2/sub/channel/month,
 - 2) 5%-9% of active subscriber base = INR0.15/sub/channel/month,
 - 3) 10%-14% of active subscriber base = INR0.1/sub/channel/month,
 - 4) 15-20% of active subscriber base = INR0.5/sub/channel/month.
- Channels with viewership of >20% of the active sub base of a distribution platform are exempted from paying any carriage fee. Discounts on carriage fees by DPOs have been capped at 35% of the carriage rate.
- Placement and marketing discount too has been capped to 15% of allocation toward placement.

Network-related rental income and subscription income decoupled

■ TRAI retains the clause of de-coupling of network-related rental and subscription income

Consumers will have to pay: (i) network capacity fee for subscribing to the distribution platform's network capacity and (ii) subscription fee toward the channels/bouquet they purchase. The consumer would pay maximum network capacity fee of INR130/month (ex-taxes) for the first 100 SD channels subscribed (1 HD channel = 2 SD channels), and for every additional slab of 25 SD channels, consumers would have to fork out INR20/month. Subscribers shall be free to choose pay channels, FTA channels or bouquet of channels within the capacity slabs, other than the mandatory DD channels.

■ Placement and marketing fee discount capped at 15%

Broadcasters can pay placement fee to distributors for securing a preferable position for its channel within applicable genre and can also carry out marketing of its channels. However, both these dealings have to be transparent, reported in interconnection agreements and permitted within the limit of 15% discount cap (max. permissible limit). This could perhaps be used as a back-door push for inclusion of channels in the first batch of 100 SD channel bouquet for broadcasters, and could also aid distribution platforms in tapping scale-led benefits. Dish TV Videocon could be a reckoner.

Large broadcasters well-endowed to manage reach-subscription equation; DTH could gain marginally; could go either way for the MSOs:

- **Zee Entertainment:** Zee has ~35 channels in its bouquet and a strong presence across genres of relevance (Hindi GEC, movies, regional portfolio). Assuming average consumer-level ARPU of ~INR250/sub/month remains unaltered, Zee stands to gain more subscription with the implementation of the regulation (assuming Zee enjoys ~18-20% of the broadcasters' subscription ARPU in the new regime). Any impact on ad monetization from flanking channels is expected to be well managed by increasing driver channel pricing and reducing non-driver channel pricing.

DTH's carriage could see a leg-up; profitability-wise, neutral-to-marginally positive for distribution platforms

- **Dish TV:** Dish TV's average net ARPU is ~INR160. Even if Dish TV chooses to charge INR100 (<max cap of INR130/sub/month) as network capacity fee, it would still manage to increase its EBITDA/subscriber/month from INR59/sub/month to INR65/sub/month. Dish TV's carriage revenue of ~INR1b has significant scope for an increment, especially after the Dish TV-Videocon merger, which is expected to close by end-FY19. The same applies for MSOs.
- **MSOs:** MSOs' fate to some extent also hinges on the MSO-LCO share. If LCOs insist on retaining 55% share instead of the Standard Interconnection Agreement (SIA)-stipulated 45%, improvement in MSOs' profitability could be lower than potential.

Exhibit 5: Hathway's profitability – Current regime v/s New regime

Hathway (INR/sub/month)	Current regime		New regime (SIA)		New regime (MIA)	
	Phase I	Phase II	Phase I	Phase II	Phase I	Phase II
Gross ARPU (ex-taxes)	240	210	240	210	240	210
Network Capacity Fee			100	100	100	100
Subscription ARPU			140	110	140	110
MSO share (%)	45%	43%	55%	53%	45%	45%
Net ARPU (ex-taxes & LCO share)	108	90	132	111	108	95
Carriage revenue per sub/month	40	40	75	75	75	75
Other operating revenue	3	3	3	3	3	3
Total revenue	151	133	210	189	186	173
Content Cost	72	63	112	88	112	88
Per subscriber other opex	50	50	50	50	50	50
EBITDA/sub/month	29	20	48	51	24	35

*Carriage computation: Assuming ~300 channels pay INR0.2/sub/channel/month for 3m subscribers

Source: Company, MOSL

**Content cost: 30% of Gross ARPU in current regime and 80% of subscription ARPU in new regime

#Gross ARPU FY17E estimate

Exhibit 6: Dish TV's profitability – New regime v/s Old regime

	Old regime	New regime
Net ARPU (ex-ent., service tax and commission)	160	160
Network Capacity Fee	0	100
Subscription ARPU	160	60
Carriage + Other ARPU	12	15
Total ARPU	172	75
Content cost	51	48
License fee	12	12
Per subscriber other opex/fix cost	49	49
EBITDA/subscriber (INR/month)	59	65

*Active sub base assumed to be 75% of net sub base

Source: Company, MOSL

**Carriage assumed at 20 paise for 40 channels for active sub base

#Assumed network capacity fee @ INR100/sub/month

##FY17E figures

Exhibit 7: Snapshot of key provisions of TRAI’s new interconnection framework:

Distributors (MSOs/DTH/IPTV/HITS)	Interconnection	RIO	Carriage Fees
Distributor to act as collection agent and related fees restricted to 20%.	No broadcaster/distributor can engage in exclusive contracts	Every broadcaster shall offer all television channel(s) on a-la-carte basis to distributor of television channels. Broadcasters can offer its pay channels in form of bouquet(s) as well.	The rate of carriage fee per standard definition channel per subscriber per month declared by the distributor shall not exceed twenty paisa and for high definition channel per subscriber per month shall not exceed forty paisa
Can charge a maximum of INR130 (ex-taxes) per sub per month as network capacity fee for a capacity of 100 SD channels (One HD channel = 2 SD channel for computation)	No service provider shall propose for payment of a minimum guarantee amount by other service provider for providing signals of television channels or access to the network	Distribution fee from broadcaster to distributor capped at 20%	Once the penetration of a channel in its relevant market reaches between 5-10%, carriage fee has to be reduced by 25% from the initial amount; for 10-15% it has be reduced by 50% and for 15-20% it has to be reduced by 75%. Broadcasters do not have to pay any carriage fee for those channels whose penetration is more than 20% in their relevant market.
Each additional 25 channel slab can be purchased at INR20/sub/month	MSOs and LCOs shall enter into a model interconnection agreement by mutually agreeing on deliverables	Broadcaster cannot offer more than 15% discount on its bouquet pricing viz-a-viz a la carte pricing	
Distribution platforms can form bouquets provided bouquet price > or = sum of individual channels of that bouquet	In the event of failure in arriving at an MIA, MSOs and LCOs shall settle disputes/charges under SIA wherein the MSO:LCO share of the network capacity fee + distribution fee shall be split in the ratio of 55:45		
All broadcasters' bouquet need to be offered by distributors			
No additional charge apart from network capacity fee can be charged for FTA channel subscription			

Source: Company, MOSL



Metals Weekly

NMDC increases iron ore prices by INR100/t

- **Indian steel:** Long product (TMT Mumbai) prices were marginally higher WoW. Sponge iron prices were down ~2% WoW after more than 10% increase in the last two weeks. Domestic scrap prices were down ~3% WoW. Imported scrap prices were up ~1% WoW. NMDC raised iron ore prices by INR100/t. Pellet prices were up by INR100/t. HRC prices were down ~1% WoW on weak demand. Import offers were up ~2% WoW.
- **Raw Materials:** Iron ore prices (China cfr) were up 1% WoW. Port inventories in China increased WoW. Thermal coal prices were unchanged. Coking coal prices were up 2% WoW. China pellet import prices were down ~2% WoW.
- **Europe:** HRC prices were unchanged. Rotterdam scrap prices were also unchanged. CIS export HRC prices were up ~2% WoW.
- **China:** local HRC steel prices were down ~1% WoW unchanged, while rebar prices rose ~5% WoW. Steel HRC export prices were down ~1% WoW while rebar was up ~5% WoW.
- **Base metals:** Aluminum (cash LME) was up 2% WoW. Spot premiums in Japan rose further this week. Alumina prices were unchanged. Zinc (cash LME) was down 1% WoW while lead was up 1% WoW. Copper was unchanged WoW. Crude oil (Brent) prices were unchanged.

Metal Prices

	CMP	change since							
		3-Mar	%	24-Feb	%	1-Jan	%	1-Apr	
STEEL									
TMT- Mumbai (INR/ton)	31,000	0		30,900	1		30,600	12	27,600
HRC- Mumbai (INR/ton)	36,889	-1		37,333	-3		38,222	20	30,667
HRC (USD/ton) fob CIS	485	2		478	-2		495	32	368
METALLICS									
Sponge iron - Raipur (INR/ton)	17,200	-2		17,500	8		15,950	29	13,300
Pig iron - Raipur (INR/ton)	23,200	1		23,067	3		22,550	20	19,300
Iron ore spot (USD/ton) cfr China	91	1		91	16		79	66	55
Coking coal (USD/ton) fob Aus.	162	2		159	-32		240	98	82
Shred. scrap (USD/ton) Rotterdam	267	0		266	-4		278	14	235
ALUM.									
LME Spot (USD/ton)	1,909	2		1,877	11		1,714	25	1,524
Indian prices (INR '000/ton)	128	2		125	10		116	26	101
LME inventories ('000 ton)	2,161	-2		2,210	-2		2,202	-22	2,783
ZINC									
LME Spot (USD/ton)	2,796	-1		2,822	9		2,563	52	1,842
Indian prices (INR '000/ton)	187	-1		189	7		174	-85	1,222
LME inventories ('000 ton)	383	-1		386	-11		428	-12	435
COPPER									
LME Spot (USD/ton)	5,910	0		5,881	7		5,501	21	4,880
Indian prices (INR '000/ton)	396	2		390	6		374	24	319
LME inventories ('000 ton)	196	-5		207	-37		312	37	143
OTHERS									
Gold (INR/10gms)	29,126	-2		29,661	5		27,812	0	29,080
Sliver (INR/1kg)	42,169	-3		43,327	8		38,921	15	36,651
Lead Spot LME (USD/ton)	2,248	1		2,231	13		1,985	31	1,720
Brent crude (USD/bbl)	55.9	0		56.0	-2		56.8	44	38.7
MISC.									
INR/USD	66.7	0		66.7	-2		68.0	1	66.2
BDI	939	7		878	-2		961	109	450

Valuations: Indian companies

Company	Price (INR)	EV/EBITDA (x) FY17E	P/B (x) FY18E	P/B (x) FY17E
Steel				
Tata Steel	495	9.3	7.8	4.0
JSW Steel	184	8.1	6.4	2.1
JSPL	126	13.3	9.8	0.3
SAIL	62	nm	nm	0.7
Non-Ferrous				
Hindalco	199	7.1	6.3	1.8
Nalco	78	10.2	6.9	1.5
Vedanta	268	7.3	5.4	1.4
Mining				
Coal India	322	9.9	7.2	6.6
HZL	312	10.6	6.7	3.1
NMDC	146	9.5	8.8	2.0

Note: Detailed table on pg 25 Source: MOSL

Valuations: Global companies

	Price	EV/EBITDA (x) CY16	P/B (x) CY17	P/B (x) CY17
Mining				
BHP	AUD 25.34	5.8	6.4	1.7
FMG	AUD 6.28	3.8	5.2	nm
Rio Tinto	AUD 60.92	5.4	6.4	2.0
Vale	USD 30.33	5.7	6.6	1.2
Teck Res.	USD 20.39	3.9	5.1	0.9
Steel				
A. Mittal	EUR 8.409	5.4	5.3	nm
Posco	KRW 287.5	6.2	6.0	0.6
US Steel	USD 37.74	6.5	6.0	2.8
Nucor	USD 62.64	8.3	7.6	2.5
JFE	JPY 2159.5	10.1	7.4	nm
Gerdau	BRL 13.35	7.1	5.8	1.1
Angang	CNY 5.93	9.4	8.3	0.8
Non Ferrous				
Alcoa	USD 36.38	4.9	4.9	0.7
Hydro	NOK 48.73	7.0	6.8	1.2
Rusal	HKD 4.03	11.0	9.8	nm

Note: Detailed on pg 25 Source: Bloomberg



1. Bosch: Reaching Rs 800-Cr annual capex for india for next few years; Soumitra Bhattacharya, MD

- Looking to invest Rs 800 crore annually over the next few years in a bid to develop the Bengaluru facility into a modern technology park and to move out the manufacturing operation to a new location.
- Have been investing between Rs 650 crore to Rs 900 crore annually over the past 5 years; this investment pattern is likely to continue subject to business conditions.
- With the first phase already complete, looking at 2019 to complete the second phase as well.
- On the cusp of growth; expecting it to be a steady growth, and not spectacular. Want to maintain our growth and improve on it; expecting double digit growth rate going forward.

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2. Honeywell india: Looking to tap mid-market segment; Vikas Chadha, President

- Looking to create more products for the urban and mid-market segment as we expand our customer base in the country.
- The company plans products that would primarily be de-frilled and scaled down versions of the existing portfolio.
- Have participated in a few smart city initiatives which would continue to play out over the next few years.
- India is among the faster growing markets for the company globally, and at scale, as a result it is getting the due attention and investments from the parent company.

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1. Parachuting into trouble. by Mythili Bhusnurmath

- GDP numbers released by the Central Statistical Organisation in end-February have reignited the debate over whether the economy has got over the demonetisation shock. But one thing is quite clear: the economy is growing well below potential. So what can we do to ensure the economy realises its potential? The Economic Survey's suggestion is simple. Get non-performing assets (NPAs) off bank balance-sheets and, hey, presto, both bank and corporate balance sheets will look 'fair and lovely'. The trend of low and falling private corporate investment, the biggest stumbling block to growth revival, will be reversed.

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2. Managing commodity and currency risk. by Ashima Goyal

- As oil prices rise towards \$60, how many oil-importing firms are hedged, and have locked in imports at a lower price, thus laying off commodity and currency risk? In the US, for example, South West Airlines outperformed during oil price shocks because of such a hedging strategy. Hedging is often left incomplete, however, for a number of reasons. First, psychological factors undermine rational hedging. People prefer a sure gain, but they also prefer an uncertain outcome with a small probability of gain to a sure loss. In other words, hedging involves a small sure cost, and without it there is a small probability of a large gain.

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3. Where hawks rule. by R Balachandran

- Many of us would recall from our childhood stories about the legendary King Vikramaditya. He was gifted a fabulous throne by Indra himself. The throne had magical properties that bequeathed great wisdom to those in its vicinity. The throne at the Reserve Bank of India is probably comparable to that of King Vikramaditya's. Whoever sits on it as governor, be he a 'dove' or an 'owl', turns into a hawk instantly so far as fighting inflation goes. Consider the circumstances in which D Subbarao was appointed RBI governor in September 2008. He was nominated by the UPA government when P Chidambaram was finance minister.

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4. Budget 2017 confers unfettered powers on taxman at the cost of taxpayers; here's how. by Mukesh Butani

- The people of India have decisively voted for a change", was FM Jaitley's opening statement in his maiden Budget speech, in 2014. The 'change' is indeed echoed by his government transforming the economic and tax policies, with the reforms boosting the confidence of domestic and international investors. The government with a massive mandate has had an uphill task to manage expectation of investors and business community and deliver on its promise of providing a non-adversarial tax regime, simplification of tax rules, tax reforms, corruption free economy, improve India's ranking on ease of doing business and the list goes on.

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5. Why india must resist binding negotiations with developed nations. by Pralok Gupta

- Electronic commerce (e-commerce) is the latest buzz in many international institutions and intergovernmental organisations. Be it at the WTO, G20 or UNCTAD, many countries appear enthusiastic about the need to negotiate multilateral rules to govern international trade through e-commerce. Their enthusiasm appears misplaced. Further, WTO rules on e-commerce may actually hurt the interests of most developing countries. At the WTO, countries have been discussing different facets of e-commerce.

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6. Business leaders must learn to listen. by Arun Maira

- When Jimmy Carter was president of the US, the shadow of recession was looming on the economy. The president's advisers feared that even the use of the word "recession" while explaining the state of the economy would alarm the bulls, bring out the bears, and deepen recessionary conditions. So, at a press conference the secretary of commerce said that since he could not use "the 'R' word", he would refer to what was happening as "the 'banana' thing". Globalization is going through a "banana" moment. Cheerleaders of globalization have been reluctant to admit that globalization, in the form they celebrated it, is in deep recession already.

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International

7. The isolation of angela merkel's germany. by Gideon Rachman

- Angela Merkel has described the idea that she is now the de facto leader of the western world as "grotesque" and "absurd". The German chancellor's angst is understandable. Modern Germany has no desire to lead the west and is not powerful enough to bear that burden. But unrealistic expectations are not the only reason for German anxiety. If Ms Merkel looks out from the glass box of the chancellor's office in Berlin there is trouble on every horizon. To the east are the ever more authoritarian and Germanophobic governments of Poland and Hungary.

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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
Automobiles														
Amara Raja	Buy	849	1,087	28	29.2	37.7	45.4	29.1	22.5	5.8	4.7	21.6	23.1	22.9
Ashok Ley.	Buy	91	114	26	4.8	6.4	8.2	18.8	14.1	4.0	3.4	23.1	26.3	28.2
Bajaj Auto	Buy	2,879	3,432	19	136.2	160.6	182.3	21.1	17.9	6.0	5.2	30.0	31.0	30.9
Bharat Forge	Buy	1,072	1,110	4	25.7	37.5	46.7	41.7	28.6	6.3	5.5	15.9	20.6	22.0
Bosch	Neutral	21,372	22,049	3	489.0	639.6	735.0	43.7	33.4	8.6	7.2	18.8	23.4	22.6
CEAT	Buy	1,165	1,406	21	89.9	107.6	140.6	13.0	10.8	2.0	1.7	16.4	16.9	18.9
Eicher Mot.	Buy	23,076	27,458	19	623.7	868.2	1,072.1	37.0	26.6	13.1	9.4	41.1	41.2	37.1
Endurance Tech.	Buy	692	732	6	24.2	30.2	36.6	28.6	22.9	5.5	4.6	21.2	21.8	22.1
Escorts	Buy	485	469	-3	21.8	32.8	42.7	22.3	14.8	2.5	2.2	11.4	15.6	17.7
Exide Ind	Buy	213	233	10	8.2	9.7	11.8	25.8	22.0	3.7	3.3	14.2	14.9	15.9
Hero Moto	Neutral	3,321	3,190	-4	175.2	190.7	199.4	19.0	17.4	7.0	5.9	40.1	36.8	33.0
M&M	Buy	1,326	1,486	12	60.7	75.0	89.4	21.9	17.7	3.3	3.0	14.3	13.6	14.5
Mahindra CIE	Not Rated	201	-		6.2	9.7	11.9	32.5	20.7	2.3	2.0	7.7	10.3	11.3
Maruti Suzuki	Buy	5,937	6,808	15	252.7	313.1	379.5	23.5	19.0	5.5	4.5	22.8	23.2	23.2
Tata Motors	Buy	471	653	39	12.8	35.5	70.1	36.9	13.3	1.9	1.7	5.2	13.3	22.2
TVS Motor	Buy	427	462	8	11.9	15.4	21.9	35.9	27.7	8.6	7.0	26.4	27.9	31.4
Aggregate								26.5	18.2	4.0	3.4	15.0	18.9	22.0
Banks														
Private														
Axis Bank	Neutral	518	535	3	14.1	25.0	46.8	36.9	20.8	2.2	2.1	6.3	10.3	17.3
DCB Bank	Neutral	155	134	-14	7.1	8.6	10.9	21.8	18.0	2.3	2.0	10.9	11.8	13.1
Equitas Hold.	Buy	173	240	39	6.1	6.9	8.7	28.5	24.8	2.6	2.3	11.3	9.9	11.1
Federal Bank	Buy	86	105	23	4.6	5.5	6.9	18.6	15.6	1.7	1.6	9.4	10.4	12.1
HDFC Bank	Buy	1,380	1,510	9	56.9	68.3	81.5	24.3	20.2	4.2	3.6	18.6	19.3	19.8
ICICI Bank	Buy	277	345	25	17.2	17.9	21.8	16.1	15.5	1.9	1.8	10.4	9.9	11.3
IDFC Bank	Neutral	61	68	12	3.1	3.9	4.9	19.9	15.4	1.4	1.3	7.4	8.9	10.2
IndusInd	Buy	1,326	1,535	16	48.4	58.7	71.2	27.4	22.6	4.0	3.5	15.5	16.4	17.2
J&K Bank	Neutral	71	75	6	-25.2	13.0	15.4	NM	5.5	0.7	0.6	-21.1	11.6	12.5
Kotak Mah. Bk	Buy	817	940	15	26.3	32.3	41.3	31.1	25.3	3.9	3.4	13.5	14.5	16.0
RBL Bank	Buy	472	450	-5	12.4	17.5	24.6	37.9	26.9	4.1	3.7	12.6	14.4	17.7
South Indian	Neutral	20	21	3	2.8	3.1	3.8	7.3	6.6	0.7	0.6	9.7	10.0	11.3
Yes Bank	Buy	1,460	1,575	8	79.3	97.0	118.4	18.4	15.1	3.7	3.1	22.1	22.6	23.0
Aggregate								24.3	19.1	2.9	2.6	12.0	13.6	15.5
Banks - PSU														
BOB	Buy	161	221	37	7.5	18.3	25.3	21.4	8.8	1.1	1.0	5.0	11.5	14.4
BOI	Neutral	128	123	-4	-5.6	17.1	23.2	NM	7.5	0.5	0.5	-2.4	7.0	8.9
Canara	Neutral	291	300	3	23.9	36.7	56.0	12.2	7.9	0.6	0.6	4.9	7.2	10.3
IDBI Bk	Neutral	78	49	-36	1.5	6.4	8.6	50.6	12.0	0.7	0.7	1.4	5.8	7.3
Indian Bk	Buy	286	330	15	30.4	32.2	38.1	9.4	8.9	0.9	0.9	10.4	10.2	11.1
OBC	Neutral	125	114	-9	6.6	19.6	24.1	19.0	6.4	0.3	0.3	1.7	4.8	5.6
PNB	Buy	142	185	31	6.7	12.7	17.2	21.1	11.1	0.8	0.7	3.9	6.8	8.6
SBI	Buy	270	350	30	8.6	21.6	29.5	31.3	12.5	1.2	1.1	3.9	9.2	11.5
Union Bk	Neutral	147	172	17	8.5	30.5	45.3	17.4	4.8	0.5	0.4	2.8	9.7	13.0
Aggregate								26.0	10.3	0.9	0.8	3.3	7.9	10.1
NBFCs														
Bajaj Fin.	Buy	1,036	1,276	23	34.1	44.6	59.3	30.4	23.2	6.2	5.1	22.5	24.1	25.9
Bharat Fin.	Buy	802	883	10	45.2	43.2	48.9	17.7	18.6	4.0	3.3	30.0	19.4	18.2
Dewan Hsg.	Buy	327	405	24	30.7	35.6	42.0	10.7	9.2	1.6	1.4	16.6	16.6	17.2
GRUH Fin.	Neutral	369	348	-6	7.9	9.8	11.7	47.0	37.6	13.3	11.0	31.0	32.1	31.6
HDFC	Buy	1,365	1,580	16	46.8	51.7	57.3	29.2	26.4	5.4	4.9	19.6	19.6	19.0
Indiabulls Hsg	Buy	854	1,015	19	69.5	86.2	109.6	12.3	9.9	3.0	2.7	26.0	28.9	32.3
LIC Hsg Fin	Buy	566	693	22	37.6	44.7	52.6	15.1	12.7	2.7	2.3	19.1	19.5	19.6
Manappuram	Not Rated	100	-		3.8	4.3	5.2	26.0	23.2	2.9	2.8	11.4	12.2	14.0



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
M&M Fin.	Buy	289	323	12	8.4	11.1	13.9	34.3	26.1	2.6	2.5	7.7	9.7	11.4
Muthoot Fin	Buy	349	409	17	29.7	34.7	40.5	11.7	10.0	2.2	1.9	19.8	20.3	20.8
PFC	Neutral	138	117	-15	24.0	25.5	40.5	5.8	5.4	0.9	0.8	16.8	16.2	22.3
Repco Home	Buy	647	752	16	25.7	37.7	40.5	25.2	17.2	3.7	3.1	15.7	19.6	17.7
REC	Neutral	158	134	-15	29.4	35.3	39.9	5.4	4.5	0.9	0.8	18.8	19.5	18.9
Shriram City Union	Buy	1,854	2,500	35	91.2	130.5	164.2	20.3	14.2	2.5	2.1	12.7	16.1	17.6
STF	Buy	933	1,225	31	58.1	77.9	96.7	16.1	12.0	1.9	1.7	12.3	14.7	16.1
Aggregate								16.0	13.7	2.8	2.4	17.2	17.7	18.9
Capital Goods														
ABB	Neutral	1,202	1,190	-1	18.4	26.1	32.6	65.2	46.1	7.8	6.6	11.9	14.4	15.9
Bharat Elec.	Buy	1,530	1,800	18	61.9	73.3	85.5	24.7	20.9	4.5	4.0	19.7	19.0	19.3
BHEL	Sell	161	115	-29	5.5	5.7	5.8	29.1	28.1	1.2	1.1	4.0	4.0	4.0
CG Cons. Elec.	Buy	186	205	10	4.6	5.5	6.7	40.9	34.2	30.9	21.0	94.3	73.3	66.1
Crompton Grv.	Sell	69	45	-35	3.6	3.9	4.5	18.9	17.7	1.0	1.0	5.4	5.5	6.0
Cummins	Neutral	873	990	13	26.6	30.5	36.5	32.8	28.7	7.0	6.4	22.6	23.2	25.3
GE T&D	Neutral	286	340	19	6.0	11.0	11.4	47.5	25.9	5.7	5.1	11.7	20.7	19.2
Havells	Neutral	423	425	1	8.9	12.1	14.1	47.3	35.1	9.6	8.6	20.3	24.6	25.1
Inox Wind	Neutral	169	175	3	19.4	16.5	17.6	8.7	10.3	1.7	1.5	21.2	15.3	14.3
K E C Intl	Buy	168	175	4	10.5	12.3	13.5	16.0	13.7	2.5	2.2	16.6	16.8	16.2
L&T	Buy	1,482	1,620	9	53.1	63.7	77.8	27.9	23.3	2.9	2.7	10.8	12.0	13.3
Pennar Eng.	Not Rated	115	-		10.5	12.4	16.8	11.0	9.3	1.6	1.4	14.5	14.6	16.6
Siemens	Neutral	1,194	1,340	12	17.0	25.7	33.5	70.2	46.4	6.5	5.5	9.2	11.9	14.2
Solar Ind	Neutral	725	800	10	19.0	22.3	26.5	38.1	32.5	6.5	5.6	18.4	18.6	19.0
Suzlon Energy	Not Rated	18	-		0.2	0.6	0.7	80.7	31.3	-2.0	-2.1	NM	-6.7	-8.4
Thermax	Sell	866	781	-10	24.4	27.9	31.3	35.4	31.1	4.1	3.8	12.1	12.6	13.1
Va Tech Wab.	Buy	581	654	12	26.5	34.5	40.3	22.0	16.8	3.0	2.7	8.9	16.7	17.3
Voltas	Neutral	384	365	-5	13.1	15.9	18.8	29.2	24.1	4.7	4.1	17.1	18.2	18.8
Aggregate								31.9	26.5	3.4	3.1	10.8	11.8	12.8
Cement														
Ambuja Cem.	Buy	225	277	23	4.9	7.3	7.9	46.1	30.7	2.3	2.2	5.0	7.4	7.7
ACC	Neutral	1,392	1,339	-4	33.7	46.7	58.6	41.2	29.8	3.1	3.1	7.5	10.4	13.2
Birla Corp.	Buy	690	869	26	21.5	41.2	54.1	32.0	16.7	1.9	1.8	6.0	10.9	13.3
Dalmia Bharat	Buy	1,886	2,246	19	32.3	50.7	73.8	58.4	37.2	4.1	3.7	7.2	10.4	13.4
Grasim Inds.	Neutral	1,004	1,067	6	70.2	86.5	110.7	14.3	11.6	1.6	1.4	12.0	13.1	14.7
India Cem	Neutral	166	138	-17	7.3	10.7	12.4	22.6	15.6	1.3	1.2	5.8	7.6	7.8
J K Cements	Buy	875	938	7	32.6	37.2	49.3	26.8	23.5	3.4	3.0	13.3	13.6	16.0
JK Lakshmi Ce	Buy	412	455	10	5.9	12.2	17.8	69.6	33.7	3.6	3.5	5.2	10.5	14.7
Ramco Cem	Buy	653	815	25	29.0	31.9	40.1	22.5	20.5	4.2	3.6	20.3	18.9	20.0
Orient Cem	Buy	139	167	20	-1.8	3.2	5.8	NM	44.0	3.0	2.8	-3.7	6.6	11.3
Prism Cem	Buy	95	112	18	-0.6	2.6	4.8	NM	36.1	5.0	4.5	-3.1	13.1	20.8
Shree Cem	Buy	16,099	19,006	18	387.1	582.8	729.9	41.6	27.6	7.6	6.1	19.9	24.4	24.3
Ultratech	Buy	3,820	4,058	6	93.5	129.6	161.2	40.9	29.5	4.6	4.0	11.7	14.5	15.8
Aggregate								32.7	23.6	3.2	2.9	9.9	12.5	14.0
Consumer														
Asian Paints	Neutral	1,027	1,035	1	20.2	22.9	26.8	50.7	44.8	15.5	13.6	32.5	32.3	32.5
Britannia	Buy	3,091	3,775	22	71.9	83.0	101.3	43.0	37.2	16.5	13.0	42.9	39.1	37.9
Colgate	Buy	910	1,115	23	21.7	25.8	31.6	42.0	35.3	21.9	20.5	54.9	60.1	68.5
Dabur	Neutral	277	300	8	7.3	8.3	9.7	37.9	33.3	9.9	8.4	28.3	27.3	27.2
Emami	Buy	1,053	1,260	20	24.5	29.8	36.0	43.0	35.3	12.7	10.8	33.8	33.0	33.2
Godrej Cons.	Neutral	1,615	1,655	2	36.8	42.8	49.6	43.9	37.7	9.1	7.8	22.4	22.2	21.9
GSK Cons.	Neutral	5,175	5,300	2	157.7	178.8	190.8	32.8	28.9	7.7	6.7	25.1	24.7	23.1
HUL	Neutral	871	865	-1	19.3	21.5	24.8	45.2	40.5	31.1	32.4	67.6	78.4	92.5
ITC	Buy	264	295	12	8.4	9.5	10.8	31.5	27.7	8.3	7.3	28.4	28.1	28.2
Jyothy Lab	Neutral	368	365	-1	7.6	9.0	10.5	48.6	41.0	7.4	6.8	15.7	17.2	18.3



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
Marico	Buy	278	300	8	6.1	7.1	8.4	45.8	39.3	13.7	11.8	33.3	32.4	34.5
Nestle	Neutral	6,272	6,840	9	118.7	144.0	171.0	52.8	43.6	19.9	17.2	35.9	39.2	42.3
Page Inds	Buy	14,235	16,910	19	235.6	305.1	388.4	60.4	46.7	24.9	19.7	41.3	42.2	43.2
Parag Milk	Neutral	224	215	-4	7.0	9.7	12.1	31.9	23.2	2.6	2.3	10.8	10.5	12.9
Pidilite Ind.	Neutral	679	720	6	16.6	18.3	20.5	40.9	37.2	10.5	8.6	28.0	25.4	23.4
P&G Hygiene	Buy	6,956	8,250	19	145.7	167.7	198.8	47.7	41.5	12.9	11.1	29.0	28.8	29.5
United Brew	Buy	779	1,044	34	10.7	15.4	19.8	73.0	50.7	8.7	7.6	12.6	16.0	17.8
United Spirits	Buy	2,310	2,885	25	28.6	47.0	64.0	80.7	49.2	15.2	11.8	20.8	24.0	24.9
Aggregate								40.5	35.1	12.0	10.5	29.5	29.8	30.3
Healthcare														
Alembic Phar	Neutral	590	630	7	23.2	27.9	35.1	25.4	21.1	5.8	4.8	24.8	24.7	25.3
Alkem Lab	Neutral	2,105	1,850	-12	79.3	85.7	100.0	26.5	24.5	5.9	5.0	24.4	22.0	21.7
Aurobindo	Buy	669	1,050	57	40.5	48.1	57.2	16.5	13.9	4.2	3.3	29.0	26.5	24.7
Biocon	Sell	1,069	750	-30	33.2	35.6	44.5	32.2	30.1	4.7	4.3	14.7	14.1	15.7
Cadila	Buy	439	510	16	12.0	17.7	23.0	36.6	24.8	7.3	6.0	21.4	26.5	27.9
Cipla	Neutral	589	550	-7	18.1	24.1	31.1	32.5	24.5	3.6	3.2	11.2	13.2	14.7
Divis Lab	Neutral	757	815	8	45.4	51.0	57.0	16.7	14.9	4.2	3.7	26.7	26.5	25.7
Dr Reddy's	Neutral	2,858	3,050	7	77.7	129.4	160.2	36.8	22.1	3.5	3.1	10.0	14.9	16.1
Fortis Health	Buy	182	240	32	3.0	3.2	6.5	61.6	57.1	2.0	1.7	3.4	3.3	6.0
Glenmark	Neutral	909	990	9	41.6	49.2	60.5	21.8	18.5	4.5	3.5	20.5	18.9	19.1
Granules	Buy	131	160	22	7.0	8.0	11.7	18.7	16.3	3.2	2.2	19.9	16.6	18.4
GSK Pharma	Neutral	2,691	2,700	0	34.5	55.5	64.4	78.0	48.5	17.4	20.8	22.4	43.0	56.9
IPCA Labs	Neutral	553	540	-2	15.8	27.9	37.3	35.0	19.8	2.8	2.5	8.4	13.5	15.9
Lupin	Buy	1,476	1,850	25	61.8	79.0	89.3	23.9	18.7	5.0	4.0	22.9	23.9	22.1
Sanofi India	Buy	4,316	5,000	16	129.0	161.6	193.8	33.5	26.7	5.5	5.0	16.4	18.7	19.8
Sun Pharma	Buy	684	850	24	27.4	35.1	42.2	25.0	19.5	4.8	4.0	20.0	22.3	22.4
Syngene Intl	Not Rated	488	-		13.0	16.1	18.0	37.5	30.2	7.6	6.2	22.2	22.5	20.7
Torrent Pharma	Buy	1,373	1,700	24	56.8	76.3	93.4	24.2	18.0	5.8	4.8	26.0	29.2	29.6
Aggregate								26.6	20.7	4.7	3.9	17.7	19.1	19.5
Logistics														
Allcargo Logistics	Buy	169	191	13	9.5	11.1	12.5	17.8	15.2	2.4	2.1	12.0	14.9	15.0
Blue Dart	Not Rated	4,276	-		102.5	129.9	163.2	41.7	32.9	18.5	14.1	50.5	48.6	46.8
Concor	Neutral	1,240	1,309	6	36.0	45.8	50.0	34.4	27.1	2.9	2.7	8.6	10.3	10.6
Gateway Distriparks	Buy	252	314	25	8.8	15.7	20.1	28.8	16.1	2.1	2.0	7.6	12.9	15.3
Gati	Not Rated	130	-		8.4	15.9	23.9	15.6	8.2	2.1	1.9	12.4	19.4	25.4
Transport Corp.	Not Rated	206	-		16.9	21.0	25.9	12.1	9.8	1.9	1.6	16.7	17.8	18.6
Aggregate								29.4	22.3	3.2	3.0	11.0	13.3	14.3
Media														
Dish TV	Buy	97	115	19	1.7	3.2	4.8	57.5	30.8	18.4	11.5	38.2	46.1	44.7
D B Corp	Buy	380	450	19	21.1	23.9	27.4	18.0	15.9	4.6	4.1	27.0	27.1	27.5
Den Net.	Neutral	81	75	-7	-3.6	1.9	7.7	NM	43.7	0.9	0.9	-4.1	2.1	8.1
Hathway Cab.	Buy	36	47	32	-2.4	-0.8	0.4	NM	NM	2.7	2.9	-16.6	-6.1	3.3
Hind. Media	Buy	270	355	32	26.5	29.4	33.2	10.2	9.2	1.8	1.5	19.3	17.8	16.9
HT Media	Neutral	85	85	0	8.0	8.2	8.7	10.5	10.4	0.8	0.7	7.7	7.1	7.0
Jagran Prak.	Buy	189	215	14	10.8	12.2	13.9	17.5	15.4	3.4	3.0	20.7	20.6	20.4
PVR	Buy	1,330	1,533	15	20.8	35.7	56.8	64.1	37.3	6.5	5.7	10.6	16.3	22.0
Siti Net.	Neutral	38	40	5	-0.9	2.7	1.2	NM	14.1	4.0	2.7	-10.2	23.5	11.2
Sun TV	Neutral	734	735	0	25.1	29.7	34.5	29.2	24.7	7.3	6.7	25.1	27.3	29.0
Zee Ent.	Buy	507	600	18	12.2	17.6	20.9	41.5	28.8	9.8	7.9	31.3	30.3	29.3
Aggregate								34.0	24.5	5.9	5.1	17.3	20.6	21.7
Metals														
Hindalco	Buy	199	240	20	17.2	22.9	25.6	11.6	8.7	1.8	1.5	16.1	18.8	17.7

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
Hind. Zinc	Neutral	309	307	0	19.8	28.2	29.5	15.6	10.9	3.0	2.5	20.9	25.2	22.0
JSPL	Buy	126	180	43	-23.9	-17.5	-2.2	NM	NM	0.3	0.3	-8.0	-4.5	-0.6
JSW Steel	Buy	185	226	22	13.6	19.0	19.4	13.6	9.7	2.1	1.8	16.4	19.6	17.1
Nalco	Buy	79	83	5	3.6	5.3	5.5	22.1	14.8	1.5	1.4	6.9	9.7	9.3
NMDC	Buy	146	179	22	12.2	12.3	12.9	12.0	11.9	1.9	1.8	13.5	15.6	15.0
SAIL	Sell	62	28	-55	-8.7	-14.2	-1.3	NM	NM	0.7	0.9	-9.6	-17.9	-1.8
Vedanta	Neutral	266	279	5	18.9	31.1	33.1	14.1	8.6	1.5	1.4	11.7	17.1	16.4
Tata Steel	Sell	493	401	-19	17.4	43.8	51.4	28.4	11.3	4.0	3.1	12.6	31.3	28.9
Aggregate								20.4	13.4	1.5	1.4	7.4	10.5	12.2
Oil & Gas														
BPCL	Buy	638	778	22	56.6	55.5	60.0	11.3	11.5	2.9	2.5	27.5	23.4	21.8
Cairn India	Neutral	293	-		14.0	12.5	12.8	21.0	23.5	1.1	1.1	5.3	4.6	4.6
GAIL	Neutral	522	446	-15	31.8	38.1	41.3	16.4	13.7	2.0	1.8	14.1	13.7	13.7
Gujarat Pet.	St. Neutral	164	163	0	8.8	11.0	13.2	18.5	14.8	2.1	1.9	12.0	13.5	14.5
HPCL	Buy	520	620	19	53.8	45.0	46.2	9.7	11.6	2.6	2.2	27.9	20.7	18.7
IOC	Buy	380	458	21	43.5	39.9	41.7	8.7	9.5	2.1	1.9	25.9	20.7	19.1
IGL	Neutral	1,047	1,032	-1	43.0	42.6	49.9	24.4	24.6	5.1	4.4	22.1	19.3	19.4
MRPL	Neutral	105	114	9	12.9	12.7	13.9	8.1	8.3	2.3	1.9	31.0	24.7	22.5
Oil India	Buy	338	382	13	27.5	39.0	39.8	12.3	8.7	1.1	1.1	9.5	12.7	12.1
ONGC	Neutral	194	204	5	12.6	21.1	21.0	15.4	9.2	1.3	1.3	8.7	14.4	14.2
PLNG	Buy	397	460	16	22.8	26.9	36.6	17.4	14.8	3.9	3.3	24.4	24.2	27.4
Reliance Ind.	Neutral	1,305	1,057	-19	99.2	107.9	113.1	13.2	12.1	1.5	1.3	11.6	11.4	10.9
Aggregate								12.8	11.3	1.7	1.5	13.0	13.6	13.2
Retail														
Jubilant Food	Neutral	1,062	1,008	-5	12.8	22.4	29.9	82.8	47.4	8.6	9.4	10.4	19.9	25.1
Shopper's Stop	Neutral	325	300	-8	4.1	8.0	12.6	79.4	40.5	3.2	2.9	4.2	7.7	11.0
Titan Co.	Neutral	438	420	-4	9.2	9.7	11.2	47.4	45.3	9.4	8.2	21.2	19.3	19.7
Aggregate								51.7	45.3	8.4	7.6	16.2	16.8	18.1
Technology														
Cyient	Buy	468	600	28	32.8	39.1	43.3	14.2	12.0	2.2	2.0	15.7	16.5	16.2
HCL Tech.	Buy	856	980	14	58.1	64.7	70.2	14.7	13.2	3.7	3.3	27.3	26.7	25.7
Hexaware	Neutral	219	220	1	13.7	15.3	15.9	16.0	14.3	3.9	3.3	26.5	25.0	22.2
Infosys	Buy	1,034	1,250	21	62.8	67.8	74.4	16.5	15.3	3.4	3.1	23.2	22.5	22.3
KPIT Tech	Neutral	134	150	12	11.7	13.8	15.3	11.5	9.7	1.7	1.4	14.0	15.9	15.1
L&T Infotech	Buy	698	800	15	54.2	57.5	62.3	12.9	12.1	4.9	4.0	41.8	36.2	32.8
Mindtree	Neutral	461	530	15	25.1	33.7	38.1	18.3	13.6	3.0	2.7	17.1	21.0	21.1
Mphasis	Neutral	592	550	-7	42.6	41.4	45.0	13.9	14.3	2.1	2.0	14.1	14.4	14.8
NIIT Tech	Neutral	411	470	14	38.2	49.3	51.9	10.7	8.3	1.5	1.3	14.2	16.5	15.5
Persistent Sys	Neutral	626	730	17	38.9	46.2	52.6	16.1	13.6	2.5	2.4	17.5	18.9	20.6
Tata Elxsi	Buy	1,470	1,780	21	59.3	72.1	89.0	24.8	20.4	9.5	7.6	42.5	41.3	40.8
TCS	Neutral	2,471	2,550	3	135.6	146.5	159.2	18.2	16.9	5.8	5.8	33.9	33.4	33.3
Tech Mah	Buy	499	550	10	32.5	36.6	41.2	15.4	13.6	2.9	2.5	20.1	20.0	19.6
Wipro	Neutral	492	540	10	33.4	37.2	41.7	14.7	13.2	2.4	2.1	17.0	17.0	17.3
Zensar Tech	Buy	922	1,250	36	68.6	85.0	93.3	13.4	10.8	2.5	2.1	20.0	21.1	19.8
Aggregate								16.7	15.5	4.0	3.7	23.7	23.8	22.9
Telecom														
Bharti Airtel	Buy	362	410	13	11.3	7.7	11.8	32.0	47.3	2.1	2.0	6.7	4.3	6.4
Bharti Infratel	Buy	310	435	40	15.6	16.7	19.9	19.9	18.6	3.2	2.9	15.7	15.9	16.7
Idea Cellular	Under Review	110	-		-3.1	-12.5	-12.0	NM	NM	1.6	2.0	-4.4	-20.0	-23.7
Tata Comm	Buy	758	811	7	8.5	31.4	44.8	89.2	24.1	-96.0	32.3	-75.4	402.2	97.6
Aggregate								40.1	102.2	2.3	2.3	5.8	2.3	4.5
Utilites														
Coal India	Neutral	324	315	-3	17.2	20.0	22.5	18.9	16.2	6.6	6.6	35.2	41.0	46.0



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
CESC	Buy	826	970	17	50.2	74.5	82.1	16.5	11.1	1.9	1.6	11.0	15.8	15.2
JSW Energy	Buy	64	83	30	4.1	3.3	1.5	15.5	19.5	1.2	1.2	7.7	6.0	2.7
NTPC	Buy	159	199	26	12.0	14.3	17.3	13.2	11.1	1.4	1.3	10.8	11.9	13.3
Power Grid	Buy	194	238	23	14.3	17.1	20.0	13.6	11.4	2.0	1.8	16.0	16.8	17.2
Aggregate								15.3	12.9	2.4	2.2	15.5	16.9	17.9
Others														
Arvind	Buy	397	430	8	13.5	21.8	28.6	29.3	18.2	2.7	2.4	10.4	14.0	16.3
Bata India	Buy	498	483	-3	10.9	14.2	17.7	45.7	35.0	5.0	4.5	11.3	13.4	15.0
Castrol India	Buy	413	510	24	13.6	13.8	14.6	30.2	29.8	31.8	28.8	110.9	101.4	97.0
Century Ply.	Buy	243	211	-13	4.6	8.8	11.3	53.2	27.7	9.2	7.5	18.2	29.8	30.7
Coromandel Intl	Under Review	316	-		16.3	20.0	25.5	19.4	15.8	3.4	3.0	18.5	20.4	22.8
Dynatomic Tech	Buy	2,890	3,388	17	67.6	112.9	166.7	42.7	25.6	5.9	4.8	15.1	20.7	24.3
Eveready Inds.	Buy	239	287	20	12.4	13.9	16.9	19.3	17.2	6.4	5.1	37.8	33.1	32.5
Interglobe	Neutral	857	1,010	18	39.3	54.1	72.2	21.8	15.9	15.0	13.1	72.8	88.1	101.2
Indo Count	Buy	170	205	21	13.7	17.1	20.6	12.4	9.9	3.6	2.6	33.8	30.2	26.8
Info Edge	Buy	827	1,075	30	16.9	19.0	21.9	48.8	43.5	5.2	4.8	11.1	11.5	12.3
Inox Leisure	Sell	236	207	-12	2.5	8.2	11.5	94.5	29.0	3.7	3.3	3.8	11.5	14.3
Jain Irrigation	Under Review	91	-		5.5	7.6	10.0	16.4	12.0	1.4	1.4	8.6	11.7	14.8
Just Dial	Buy	548	443	-19	17.2	18.5	22.1	31.9	29.7	4.9	4.3	16.5	15.5	16.2
Kaveri Seed	Neutral	500	577	16	23.4	28.6	36.1	21.3	17.5	3.6	3.3	17.3	19.8	22.9
Kitex Garm.	Buy	419	551	32	26.0	31.0	36.7	16.1	13.5	4.4	3.5	29.9	28.7	27.7
Manpasand	Buy	743	843	13	14.9	23.1	38.3	49.8	32.1	3.6	3.3	8.6	9.6	16.3
MCX	Buy	1,106	1,400	27	28.3	40.8	54.3	39.1	27.1	4.3	4.0	11.4	15.2	18.5
Monsanto	Under Review	2,475	-		68.4	87.2	106.6	36.2	28.4	10.5	9.9	28.8	35.9	39.8
PI Inds.	Buy	829	1,046	26	30.4	34.8	43.6	27.3	23.8	7.5	6.0	30.9	27.9	27.8
Piramal Enterp.	Buy	1,871	2,200	18	74.5	127.1	164.7	25.1	14.7	2.4	2.2	10.0	15.7	18.2
SRF	Buy	1,579	1,825	16	82.4	99.9	125.1	19.2	15.8	3.0	2.6	16.5	17.4	19.1
S H Kelkar	Buy	289	371	28	7.5	10.1	13.3	38.7	28.5	5.0	4.5	13.5	16.6	19.1
Symphony	Sell	1,331	1,053	-21	27.0	35.1	42.9	49.3	37.9	26.8	22.8	56.8	65.0	66.3
TTK Prestige	Neutral	5,755	5,326	-7	107.8	139.9	178.6	53.4	41.1	8.5	7.7	16.6	19.7	22.4
V-Guard	Neutral	246	179	-27	4.5	5.8	7.0	54.5	42.7	13.0	10.6	26.1	27.4	27.3
Wonderla	Buy	379	393	4	7.0	11.9	16.0	54.2	31.7	5.0	4.4	9.5	14.8	17.5



Company	1 Day (%)	1M (%)	12M (%)
Automobiles			
Amara Raja	0.1	-5.2	-1.9
Ashok Ley.	3.7	-4.9	-3.1
Bajaj Auto	1.7	2.9	24.9
Bharat Forge	2.7	8.4	31.2
Bosch	0.8	-5.1	24.0
CEAT	-0.3	-1.0	6.0
Eicher Mot.	0.0	-2.8	19.9
Endurance Tech.	0.9	8.5	
Escorts	-0.5	26.7	251.6
Exide Ind	0.9	2.1	61.1
Hero Moto	1.5	1.8	17.1
M&M	0.5	4.7	9.1
Mahindra CIE	0.0	3.3	10.5
Maruti Suzuki	0.8	-3.5	66.5
Tata Motors	2.3	-10.4	37.0
TVS Motor	-0.6	7.8	48.1
Banks - Private			
Axis Bank	1.1	4.3	24.7
DCB Bank	-0.1	16.8	99.0
Equitas Hold.	-0.7	-4.7	
Federal Bank	0.3	1.9	71.4
HDFC Bank	0.3	5.1	35.2
ICICI Bank	0.3	-4.7	25.5
IDFC Bank	0.7	-2.2	22.3
IndusInd	1.4	0.4	44.3
J&K Bank	0.1	1.7	9.3
Kotak Mah. Bk	1.2	6.6	22.6
RBL Bank	3.5	20.2	
South Indian	-0.2	0.3	25.6
Yes Bank	1.7	4.4	92.2
Banks - PSU			
BOB	0.5	-12.8	8.1
BOI	1.8	-3.2	35.9
Canara	0.8	-3.8	62.5
IDBI Bk	0.4	-7.2	13.7
Indian Bk	0.5	-1.7	187.3
OBC	1.7	-0.2	38.0
PNB	1.3	-5.4	70.5
SBI	1.8	-2.6	43.3
Union Bk	2.0	-12.2	17.0
NBFCs			
Bajaj Fin.	-0.8	-3.4	63.9
Bharat Fin.	-0.8	-2.8	51.2
Dewan Hsg.	0.8	9.0	88.1
GRUH Fin.	-1.4	4.1	56.4
HDFC	-0.4	-2.5	21.0
Indiabulls Hsg	1.4	7.0	27.5
LIC Hsg Fin	2.0	1.0	26.4
Manappuram	-0.1	8.7	211.3
M&M Fin.	0.1	-3.8	20.0
Muthoot Fin	0.6	-1.0	97.8
PFC	2.0	1.3	63.8
Repco Home	0.6	-14.9	10.1
REC	2.4	8.1	83.7
STF	1.4	-3.4	2.4
Shriram City Union	-2.0	-4.7	24.6

Company	1 Day (%)	1M (%)	12M (%)
Capital Goods			
ABB	-2.0	6.1	5.5
Bharat Elec.	2.3	-0.4	39.0
BHEL	1.8	11.8	50.1
CG Cons. Elec.	-0.8	-0.8	
Crompton Grv.	1.8	-1.2	41.0
Cummins	-0.5	-4.2	-0.4
GE T&D	-2.5	-7.7	-28.4
Havells	0.4	-2.7	50.6
Inox Wind	0.8	-9.1	-42.7
K E C Intl	0.7	9.3	46.4
L&T	0.9	-0.2	24.2
Pennar Eng.	0.4	-13.9	-24.0
Siemens	0.2	-2.4	14.3
Solar Ind	0.0	0.0	15.0
Suzlon Energy	-1.4	10.0	17.3
Thermax	-1.0	1.8	14.3
Va Tech Wab.	0.1	17.8	32.0
Voltas	3.1	14.1	56.1
Cement			
Ambuja Cem.	-0.1	-6.1	11.6
ACC	-0.2	-6.0	12.3
Birla Corp.	-0.9	-8.4	99.6
Dalmia Bharat	0.9	-3.4	158.7
Grasim Inds.	-1.7	6.0	42.8
India Cem	0.2	1.1	119.8
J K Cements	-0.2	8.3	58.0
JK Lakshmi Ce	1.9	3.1	43.6
Ramco Cem	-0.2	-8.6	78.8
Orient Cem	-2.7	-0.2	1.5
Prism Cem	-1.9	-14.2	41.5
Shree Cem	1.0	0.8	45.6
Ultratech	0.5	1.9	31.5
Consumer			
Asian Paints	1.2	3.5	18.4
Britannia	-0.1	-6.0	8.3
Colgate	0.2	2.0	7.4
Dabur	0.2	2.9	11.6
Emami	1.5	-8.5	5.2
Godrej Cons.	0.8	1.7	29.3
GSK Cons.	-0.4	0.9	-8.0
HUL	-0.5	1.4	2.8
ITC	0.7	-4.6	25.2
Jyothy Lab	1.6	6.0	33.4
Marico	-0.4	8.5	17.1
Nestle	1.6	-0.2	18.7
Page Inds	0.3	-1.1	37.3
Parag Milk	-0.1	-19.3	
Pidilite Ind.	0.4	0.8	13.8
P&G Hygiene	-0.7	-0.6	16.0
United Brew	0.1	-7.1	-3.3
United Spirits	0.8	1.9	-5.3
Healthcare			
Alembic Phar	-2.4	6.0	-7.9
Alkem Lab	-1.5	16.0	60.3
Aurobindo	-0.8	-5.3	-4.6
Biocon	-0.3	-2.6	119.7

Company	1 Day (%)	1M (%)	12M (%)
Cadila	1.8	19.3	29.7
Cipla	0.3	-2.0	9.3
Divis Lab	0.1	0.4	-25.0
Dr Reddy's	-0.5	-7.6	-11.9
Fortis Health	-2.5	-2.1	6.3
Glenmark	0.0	-5.3	12.5
Granules	1.7	2.2	10.3
GSK Pharma	-0.5	-1.6	-17.0
IPCA Labs	0.6	5.1	-3.9
Lupin	0.3	-1.3	-17.1
Sanofi India	0.1	5.5	-2.2
Sun Pharma	-0.4	1.3	-20.3
Syngene Intl	-1.5	-8.5	26.2
Torrent Pharma	2.2	7.0	3.5
Logistics			
Allcargo Logistics	2.1	-4.7	7.2
Blue Dart	-0.3	-1.2	-23.5
Concor	0.3	-2.8	0.5
Gateway Distriparks	0.2	-3.4	-4.7
Gati	1.5	1.8	15.9
Transport Corp.	2.7	5.7	23.8
Media			
Dish TV	2.1	10.4	29.0
D B Corp	0.1	1.2	19.6
Den Net.	0.7	-6.4	3.6
Hathway Cab.	-4.9	-1.2	-1.7
Hind. Media	-0.2	-3.0	0.6
HT Media	1.9	1.9	6.5
Jagran Prak.	-0.8	1.0	20.3
PVR	1.6	5.6	88.2
Siti Net.	1.6	-2.8	8.2
Sun TV	1.2	6.6	111.6
Zee Ent.	0.6	0.5	27.9
Metals			
Hindalco	0.4	4.9	151.3
Hind. Zinc	-1.0	-2.2	78.5
JSPL	-0.2	38.9	99.5
JSW Steel	0.5	-3.6	55.5
Nalco	1.5	11.1	111.5
NMDC	0.2	-0.4	64.5
SAIL	0.0	-5.3	55.3
Vedanta	-0.4	6.3	205.4
Tata Steel	-0.4	4.3	71.0
Oil & Gas			
BPCL	0.7	-9.3	56.2
Cairn India	-0.1	6.7	128.9
GAIL	0.3	8.0	53.5
Gujarat St. Pet.	0.7	4.7	24.4
HPCL	-0.2	-5.4	108.5
IOC	1.3	-4.2	94.8
IGL	0.6	4.8	96.3
MRPL	-0.8	-2.0	73.4
Oil India	1.7	-2.7	46.0
ONGC	0.4	-2.6	44.6
PLNG	0.8	2.4	62.6
Reliance Ind.	3.7	25.5	29.6
Retail			

Company	1 Day (%)	1M (%)	12M (%)
Jubilant Food	0.7	5.5	-6.5
Shopper's Stop	1.9	10.9	-3.4
Titan Co.	-0.3	11.9	29.4
Technology			
Cyient	-0.4	0.1	12.7
HCL Tech.	0.4	4.2	2.4
Hexaware	-1.4	11.3	-15.5
Infosys	0.3	10.6	-11.7
KPIT Tech	-0.3	1.7	-6.9
L&T Infotech	-0.1	1.8	
Mindtree	-0.9	-0.7	-42.1
Mphasis	-0.2	4.7	37.5
NIIT Tech	-1.3	-2.7	-14.5
Persistent Sys	-2.2	4.4	3.2
Tata Elxsi	-0.7	0.2	-21.5
TCS	-0.9	10.3	4.7
Tech Mah	-0.9	4.7	10.6
Wipro	-0.1	6.7	-8.4
Zensar Tech	0.8	3.4	6.7
Telecom			
Bharti Airtel	1.8	2.1	9.7
Bharti Infratel	0.5	1.8	-16.5
Idea Cellular	-0.7	1.4	3.9
Tata Comm	1.9	0.4	114.3
Utilities			
Coal India	0.6	-0.4	-0.5
CESC	0.4	6.9	80.2
JSW Energy	2.3	1.3	-8.3
NTPC	1.7	-8.5	25.9
Power Grid	1.6	-3.7	39.9
Others			
Arvind	2.4	4.9	48.1
Bata India	-0.1	-2.0	1.4
Castrol India	1.4	-2.2	12.9
Century Ply.	0.8	10.9	43.5
Coromandel Intl	-1.9	-5.0	82.5
Dynamatic Tech	-1.0	-7.5	76.1
Eveready Inds.	-0.8	-3.2	4.1
Interglobe	0.0	-0.2	-1.7
Indo Count	3.9	-9.0	-9.4
Info Edge	-1.5	-0.5	7.4
Inox Leisure	0.3	4.6	12.4
Jain Irrigation	1.5	-5.9	61.9
Just Dial	0.7	36.7	-27.9
Kaveri Seed	1.4	5.3	28.0
Kitex Garm.	0.1	-3.6	1.6
Manpasand	0.6	8.7	68.5
MCX	-0.9	-6.0	31.7
Monsanto	-0.1	7.8	56.1
PI Inds.	1.1	-10.7	40.8
Piramal Enterp.	2.9	6.1	107.9
SRF	0.2	-8.7	30.8
S H Kelkar	0.0	-6.4	24.0
Symphony	2.8	2.1	10.0
TTK Prestige	3.6	0.4	35.9
V-Guard	4.7	14.9	192.9
Wonderla	0.5	-0.9	2.9

NOTES

REPORT GALLERY

RECENT INITIATING COVERAGE REPORTS

MOTILAL OSWAL Initiating Coverage | 19 February 2017 Sector: Automobiles

Piramal Enterprises



Winner's Edge

Research Report: Piramal Enterprises Limited (NSE: PEPSENE) - 19 Feb 2017
Sector: Automobiles
Initiating coverage on Piramal Enterprises Limited (NSE: PEPSENE) on February 19, 2017. The stock is currently trading at ₹1,100.00. The company is a leading player in the Indian automotive industry, with a strong focus on passenger vehicles. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency. The stock is currently trading at ₹1,100.00. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency. The stock is currently trading at ₹1,100.00. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency.

MOTILAL OSWAL Initiating Coverage | 15 February 2017 Sector: Automobiles

CEAT



Well balanced

Research Report: CEAT Limited (NSE: CEATLTD) - 15 Feb 2017
Sector: Automobiles
Initiating coverage on CEAT Limited (NSE: CEATLTD) on February 15, 2017. The stock is currently trading at ₹1,100.00. The company is a leading player in the Indian automotive industry, with a strong focus on passenger vehicles. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency. The stock is currently trading at ₹1,100.00. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency.

MOTILAL OSWAL Initiating Coverage | 12 December 2016 Sector: Consumer Product

SH Kelkar



Adding flavor to fragrance

Research Report: SH Kelkar (NSE: SHKEL) - 12 Dec 2016
Sector: Consumer Product
Initiating coverage on SH Kelkar (NSE: SHKEL) on December 12, 2016. The stock is currently trading at ₹1,100.00. The company is a leading player in the Indian automotive industry, with a strong focus on passenger vehicles. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency. The stock is currently trading at ₹1,100.00. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency.

MOTILAL OSWAL Initiating Coverage | 28 December 2016 Sector: Automobiles

Endurance Technologies



Gaining ground

Research Report: Endurance Technologies Limited (NSE: ENDTCLTD) - 28 Dec 2016
Sector: Automobiles
Initiating coverage on Endurance Technologies Limited (NSE: ENDTCLTD) on December 28, 2016. The stock is currently trading at ₹1,100.00. The company is a leading player in the Indian automotive industry, with a strong focus on passenger vehicles. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency. The stock is currently trading at ₹1,100.00. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency.

MOTILAL OSWAL Initiating Coverage | 22 December 2016 Sector: Technology

L&T Infotech



Proficient miner

Research Report: L&T Infotech Limited (NSE: LTIINFOTECH) - 22 Dec 2016
Sector: Technology
Initiating coverage on L&T Infotech Limited (NSE: LTIINFOTECH) on December 22, 2016. The stock is currently trading at ₹1,100.00. The company is a leading player in the Indian automotive industry, with a strong focus on passenger vehicles. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency. The stock is currently trading at ₹1,100.00. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency.

MOTILAL OSWAL Initiating Coverage | 18 November 2016 Sector: Bank

RBL Bank



A unique model - on a fast lane

Research Report: RBL Bank Limited (NSE: RBLBANK) - 18 Nov 2016
Sector: Bank
Initiating coverage on RBL Bank Limited (NSE: RBLBANK) on November 18, 2016. The stock is currently trading at ₹1,100.00. The company is a leading player in the Indian automotive industry, with a strong focus on passenger vehicles. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency. The stock is currently trading at ₹1,100.00. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency.

MOTILAL OSWAL Initiating Coverage | 18 November 2016 Sector: Utilities

CESC



Best fully integrated power DISCOM

Research Report: CESC Limited (NSE: CESC) - 18 Nov 2016
Sector: Utilities
Initiating coverage on CESC Limited (NSE: CESC) on November 18, 2016. The stock is currently trading at ₹1,100.00. The company is a leading player in the Indian automotive industry, with a strong focus on passenger vehicles. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency. The stock is currently trading at ₹1,100.00. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency.

MOTILAL OSWAL Initiating Coverage | 8 October 2016 Sector: Consumer

United Breweries



Cheers to growth

Research Report: United Breweries Limited (NSE: UBFLTD) - 8 Oct 2016
Sector: Consumer
Initiating coverage on United Breweries Limited (NSE: UBFLTD) on October 8, 2016. The stock is currently trading at ₹1,100.00. The company is a leading player in the Indian automotive industry, with a strong focus on passenger vehicles. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency. The stock is currently trading at ₹1,100.00. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency.

MOTILAL OSWAL Initiating Coverage | 24 October 2016 Sector: Automobiles

Fortis Healthcare



Fortifying growth

Research Report: Fortis Healthcare Limited (NSE: FORTIS) - 24 Oct 2016
Sector: Automobiles
Initiating coverage on Fortis Healthcare Limited (NSE: FORTIS) on October 24, 2016. The stock is currently trading at ₹1,100.00. The company is a leading player in the Indian automotive industry, with a strong focus on passenger vehicles. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency. The stock is currently trading at ₹1,100.00. We expect the company to continue its growth trajectory in FY18, driven by the launch of new models and improved operational efficiency.

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 2,545 crore, with gross margin expansion. Key highlights include:

- Operating cash flow and net income increased from INR 1,175 crore to INR 1,315 crore, with net income increasing by 11%.
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ANNUAL REPORT TREADBARE

The ART of Treadbare is our annual report. It is a unique blend of art and finance. It is a unique blend of art and finance. It is a unique blend of art and finance.

Parameter	2016-17	2015-16
Revenue	2,545	2,065
Operating Profit	1,315	1,175
Net Income	1,315	1,175
Operating Cash Flow	1,315	1,175
Dividend Payout Ratio	100%	100%

MOTILAL OSWAL

CornerOffice

Subscriptions with the CEO

Democratization & monetization: Look for India's largest bank

ICICI Bank is set to launch a new initiative to democratize and monetize its vast network of branches. This initiative is expected to have a significant impact on the bank's performance.

Key highlights:

- ICICI Bank is set to launch a new initiative to democratize and monetize its vast network of branches.
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- ICICI Bank is set to launch a new initiative to democratize and monetize its vast network of branches.

MOTILAL OSWAL

VOICES

India Inc on Call

Our research team has analyzed the latest earnings reports of major Indian companies. The findings are as follows:

- Major Indian companies have reported strong earnings growth.
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- Major Indian companies have reported strong earnings growth.

MOTILAL OSWAL

EcoKnowledge

Living into trading theory

Inventory data confirms 6.5% growth in real GDP

Our research team has analyzed the latest inventory data. The findings are as follows:

- Inventory data confirms 6.5% growth in real GDP.
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- Inventory data confirms 6.5% growth in real GDP.

MOTILAL OSWAL

BULLS & BEARS

INDIA VALUATION HANDBOOK

Highlights of January edition:

- Nifty up 4.0% in January - highest MoM rise in last 10 months.
- Telecom, Metals and Cement were the top outperformers for January.
- Technology only sector to deliver negative return in January.
- Midcap outperform Nifty by 2.8% in January.

MOTILAL OSWAL

FUND FOLIO

Indian Mutual Fund Tracker

Equity AUM up 1.5% in January - the highest rise in last 10 months.

Equity AUM (INR) vs Equity AUM (QoM %)

INR370 Next Bullish in January down 90% MoM

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