

Market snapshot



Equities - India	Close	Chg .%	YTD.%
Sensex	29,000	-0.2	8.9
Nifty-50	8,947	-0.2	9.3
Nifty-M 100	16,470	0.0	14.8
Equities-Global	Close	Chg .%	YTD.%
S&P 500	2,368	-0.3	5.8
Nasdaq	9,738	0.6	5.2
FTSE 100	7,339	-0.2	2.7
DAX	11,966	0.1	4.2
Hang Seng	10,230	0.6	8.9
Nikkei 225	19,344	-0.2	1.2
Commodities	Close	Chg .%	YTD.%
Brent (US\$/Bbl)	55	-0.6	-1.1
Gold (\$/OZ)	1,216	-0.8	5.5
Cu (US\$/MT)	5,755	-1.5	4.2
Almn (US\$/MT)	1,866	0.0	9.5
Currency	Close	Chg .%	YTD.%
USD/INR	66.7	-0.1	-1.8
USD/EUR	1.1	-0.2	0.5
USD/JPY	114.0	0.1	-2.5
YIELD (%)	Close	1MChg	YTDchg
10 Yrs G-Sec	6.8	0.0	0.3
10 Yrs AAA Corp	8.0	0.0	0.4
Flows (USD b)	7-Mar	MTD	YTD
FII	0.1	0.5	2.0
DII	-0.2	-0.5	0.4
Volumes (INRb)	7-Mar	MTD*	YTD*
Cash	227	249	253
F&O	2,225	3,725	4,337

Note: YTD is calendar year, \*Avg

Quote of the day

If you want to reap financial blessings, you have to sow financially



Today's top research ideas

Fuel or Engines (Economy): Revisiting the "Theory of Everything"

Household investment key drag on economic growth

- ❖ As per the first revised estimates, real GDP growth was much better than previously estimated in FY16. Nevertheless, there were more interesting insights from the CSO document. While growth in private investment decelerated from 5% in FY15 to 2% last year, it was entirely due to households sector, since private corporate investment grew at 11% in FY16.
- ❖ Second, lower physical savings dragged domestic savings from 33% of GDP in FY15 to 32.2% in FY16. Financial savings increased for the first time in five years.
- ❖ In FY17, domestic savings seem to have declined further, and private consumption has grown faster than income. In other words, a relook at the "Theory of Everything" with new/updated data does not warrant a change to our thesis that consumption boom is unsustainable.



Research covered

Cos/Sector	Key Highlights
Fuel or Engines (Economy)	Revisiting the "Theory of Everything"
Britannia FY16 (ART)	Rising non-core investments weigh on RoE
Maharashtra Natural Gas	Vertical limits; Learning from Maharashtra Natural Gas roadshow
Tech Mahindra	Acquires a Healthcare IT Services Company



Piping hot news

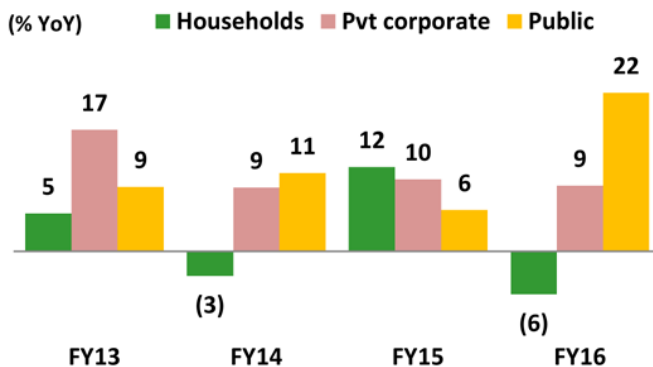
Narendra Modi government eyes Rs 18,000 cr from PSU buybacks

- ❖ After raising a major chunk of disinvestment revenue from buybacks of shares by PSUs in 2016-17, the Centre may tap the route equally aggressively in the next fiscal as well, with a plan to raise at least R18,000 crore or 25% of overall disinvestment revenue estimate of R72,500 crore for the year.

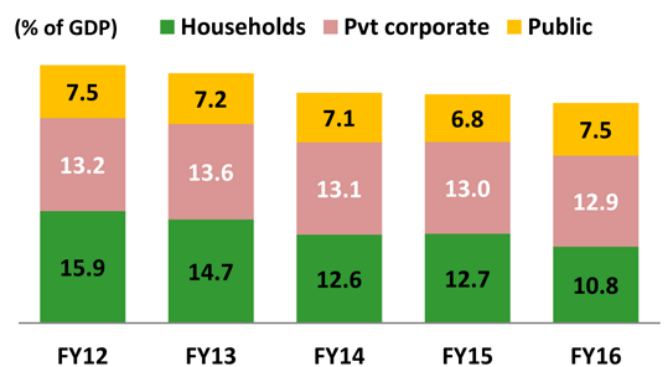


Chart of the Day: Household investments key drag to economic growth

Institution-wise break-up of investments#



Share of different institutions in investments#



# GFCF + change in inventories

Source: CSO, CEIC, MoSL

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

**Centre to mandate local steel use for infra projects**

India may soon mandate the use of local steel in government infrastructure projects worth billions of dollars, sources said, pitching it as a WTO-compliant protectionist measure aimed at further cutting cheap imports, mainly from China ...

2

**70% TN retailers stop selling Coke, Pepsi drinks**

As the boycott against Pepsi and Coke completed seven days, a traders' association claimed 70% of retailers in the state had stopped selling brands of the two cola majors. A M Vikramaraja, leader of the Tamil Nadu Vanigar Sangankalin Peramaippu (TNVSP), said: "Almost 70% of the retailers are not selling these brands. The other retailers have annual contracts with Pepsi and Coke and we are consulting legal experts on how to get them to stop selling these brands." An email to PepsiCo, Coca-cola and the Indian Beverage Association (IBA), which has been responding on behalf of the beverages manufacturers, did not elicit a response till the time of going to press...

3

**Canadian pension fund CPDQ looks to buy stake in Kotak Mahindra Bank**

Canadian pension fund manager Caisse de Depot et Placement du Quebec is among suitors vying to buy a stake in Kotak Mahindra Bank Ltd. being sold by India's richest banker, people with knowledge of the matter said...

4

**Chinese imports, economic slowdown trim trucks & bus tyre production by 20%**

A slowdown in economic growth and the dumping of Chinese tyres have badly hit the Indian tyre manufacturers who have invested about Rs 35,000 crore in the past five years or so. The truck and bus radial (TBR) segment, in particular, is feeling the pressure...

5

**Parle Adds Fizz to Frooti, Eyes Top Slot in Mango Drinks Segment**

As consumers are gradually moving away from aerated drinks, so are their brand ambassadors. Bollywood actress Alia Bhatt, who endorsed Coca-Cola until a few weeks ago, has signed a deal with Parle which is launching a fruit-based brand Frooti Fizz. Parle Agro said the new product is part of a wider strategy to double its revenue to `5,000 crore by 2018, especially from its flagship brand Frooti that is the second largest mango drink after Coca-Cola's Maaza and Appy which is now a `500crore brand.

6

**Brookfield in Talks to Buy JP's Power Assets**

Brookfield Asset Management, the world's secondbiggest alternative assets manager, is in talks with lenders of debt-laden Jaiprakash Power Ventures to acquire the firm's three power plants, two people with direct knowledge of the development said. The discussions are in initial stages and there is no certainty that a transaction...

7

**Debt funds heavily buying into HFC bonds after Sebi tweaks sectoral limit**

After the Securities and Exchange Board of India (Sebi) late last month announced its decision to give more room to debt-oriented mutual funds to invest in bonds of housing finance companies (HFCs), debt funds have been buying bonds issued by HFCs, and the additional ...

## Revisiting the “Theory of Everything”

### Household investment key drag on economic growth

As per the first revised estimates for FY16, real GDP growth was much better than previously estimated, primarily on account of higher growth in investments and faster contraction in imports. Nevertheless, there were at least three more interesting insights from the CSO document, which are essential to revisit our “Theory of Everything”. *First*, updated data show that two thirds of (net) indirect tax growth in FY16 was due to higher tax rates and broader coverage, rather than better economy activity. *Second*, we also learnt that, while growth in private real (fixed) investment decelerated from 5% in FY15 to 2% last year, it was entirely due to the households sector (since private corporate investment grew at 11% in FY16). *Third*, lower physical savings (equivalent to households’ investments) dragged gross domestic savings from 33% of GDP in FY15 to 32.2% in FY16. Financial savings, however, increased for the first time in five years. As per data for the first three quarters of FY17, domestic savings seem to have declined further, and household consumption has grown faster than household income. In other words, a relook at the “Theory of Everything” with new/updated data does not warrant a change to our thesis that consumption boom is unsustainable.

Since the CSO publication is the only document providing details of the economy’s consumption, savings and investments, we find it to be extremely important

About a month ago, the Central Statistics Office (CSO) released its first revised estimates of national income for 2015-16. Since the CSO publication is the only document providing details of the economy’s consumption, savings and investments, we consider it to be extremely important. From the CSO document, it was the dramatic upward revision in GDP estimates for 2015-16 (nominal GDP growth was revised up from previously estimated 8.7% to 10% and real GVA growth was revised from 7.6% to 7.9%) that mainly caught attention of many market participants; however, we found at least three more insights from the document.

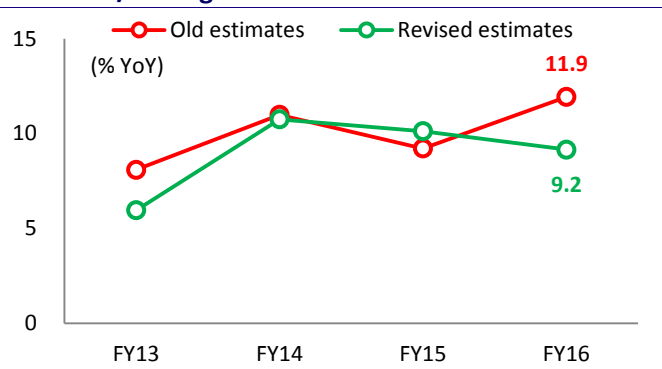
Two thirds of nominal tax growth in FY16 was due to higher tax rates and broader coverage, rather than better economy activity

*First*, upward revision in GDP growth was on account of better than previously estimated investment growth and faster than previously estimated decline in imports. Investments in India grew 7.1% YoY in FY16, as against +3.8% estimated previously. Further, real growth in (net) indirect tax was revised from previously estimated ~12% to ~9% for FY16 (*Exhibit 2*). It implies that two thirds of nominal tax growth in FY16 was due to higher tax rates and broader coverage, rather than better economy activity.

#### Comparison of revisions in GDP data

	FY15		FY16	
	Old estimate	Revised estimate	Old estimate	Revised estimate
PCE	6.2	6.8	7.4	7.3
GCE	12.8	9.4	2.2	2.9
GCF	6.3	9.2	3.8	7.1
Exports	1.7	1.7	(5.2)	(5.4)
Less: Imports	0.8	0.8	(2.8)	(5.9)
<b>GDP</b>	<b>7.2</b>	<b>7.2</b>	<b>7.6</b>	<b>7.9</b>

#### Nominal v/s real growth in net indirect taxes



Source: Central Statistics Office (CSO), MoSL




## BRITANNIA FY16

Britannia's (BRIT) FY16 annual report highlights a healthy operating performance, with revenue growing 10% YoY to INR86.8b and EBITDA margin expanding 310bp YoY to 14.1% led by benign commodity prices and premiumisation. EBITDA grew 43% YoY to INR12.3b (FY15: INR8.6b). Operating cash flow increased to INR9.6b (FY15: INR5.8b), supported by INR1.5b reduction (FY15: INR1.6b increase) in bank deposits; adjusted for this, operating cash flow was INR8.2b (FY15: INR7.4b). Adjusted earnings to cash conversion declined to 99% (FY15: 121%) as cash conversion cycle marginally increased to -17 days (FY15: -20 days). Over FY12-16, although funds were primarily utilized for capex and repayment of borrowings, we note that 19% of funds were utilized to place inter-corporate deposits. This along with high in cash and treasury investments has resulted in widening of the gap between RoIC (165%; FY15: 101%) and RoE (46%; FY15: 55%). Contingent liabilities increased by INR1b to INR1.5b (FY15: INR0.5b) due to a rise in claims of statutory dues.


- Expanding EBITDA margin drives stellar operating performance:** In FY16, consol. revenue grew 10% to INR86.8b (FY15: INR78.6b). Benign commodity prices and premiumisation led to expansion in gross margin to 42.4% (FY15: 40.3%), part of which was invested in advertising. Ad spends rose to INR7.4b (8.6% of revenue; FY15: INR6.5b, 8.4% of revenue). EBITDA rose 43% to INR12.3b (FY15: INR8.3b), with margin up 310bp to 14.1% (FY15: 11%).
- Earnings to cash flow conversion robust, but down YoY:** Operating cash flow rose to INR9.6b (FY15: INR5.8b), helped by INR1.5b reduction in bank deposits (up INR1.6b in FY15); adjusted for this, operating cash flow was INR8.2b (FY15: INR7.4b). Adjusted earnings to cash conversion fell to 99% (FY15: 121%) as cash conversion cycle rose slightly to -17 days (FY15: -20 days).
- 36% of NW in ICDs, part of which are to group companies:** In FY16, investments in ICDs increased to INR6.4b (36% of NW; FY15: INR3.3b, 26% of NW). Several beneficiaries of these are also related parties. We note that apart from ICD of INR0.4b to Bombay Burmah Trading Co (related party), ICD of (a) INR1b extended to Bombay Dyeing & Manufacturing Company has not been classified as related entity and (b) INR1.5b has been given to Scal Services based on comfort letter issued by Bombay Dyeing.
- High fund allocation to non-core investments weighs on RoE:** Superior operating performance led to a stellar increase in RoIC to 165% (FY15: 101%). High allocation of funds toward non-core investments which at INR18.7b, 106% of NW (FY15: INR13.3b, 107% of NW) with yield of 6%. This led to decline in RoE to 46% (FY15: 55%).

7 March 2017



# ANNUAL REPORT THREADBARE

The **ART** of annual report analysis



- EBITDA margin expanded from 5.7% in FY12 to 14.1% in FY16, primarily led by gross margin expansion on account of (a) premiumisation, (b) benign commodity prices and (c) price hikes.
- High investments in non-core assets (106% of NW) led to RoE at 46%, despite RoIC of 165%.
- Investments in ICDs increased to 6.4b (36% of NW; FY15: INR3.3b, 26% of NW).

### Stock Info

Bloomberg	BRIT IN
CMP (INR)	3,091
Equity Shares (m)	2,406.0
52-Week Range (INR)	3,575/2,523
1,6,12 Rel. Perf. (%)	-7/-11/-10
M.Cap. (INR b) / (USD b)	383.2/5.7

### Shareholding pattern (%)

As on	Dec-16	Sep-16	Dec-15
Promoter	50.7	50.7	50.7
DII	11.0	9.5	27.8
FII	17.4	18.7	0.0
Others	20.9	21.1	21.4

Note: FII Includes depository receipts

### Auditor's name

BSR & Co. LLP, Chartered Accountants



# Maharashtra Natural Gas

BSE SENSEX

28,832

S&amp;P CNX

8,898

Not Rated



## Vertical limits

### Learning from Maharashtra Natural Gas Limited roadshow

- Maharashtra Natural Gas Limited (MNGL) is an unlisted joint venture between BPCL and GAIL (each holding 22.5% stake). Indraprastha Gas (IGL IN) has a 50% stake, with the remaining 5% held by the Maharashtra Government.
- The company is a city gas distributor in Pune Municipal Corporation (PMC) and Pimpri-Chinchwad Municipal Corporation (PCMC). With ~200km of steel pipelines and ~700km of MDPE pipelines, it has been servicing the vehicular, industrial, commercial and domestic consumers in Pune, Pimpri-Chinchwad, Hinjewadi, Chakan and Talegaon.
- We recently held a management roadshow. Key highlights:

### Strong growth momentum

- In FY16, the company recorded growth of 13.9% in CNG and 13% in PNG (combined growth of 13.8%), with total sales volume of 0.46mmscmd. FY17 is expected to witness volume growth of ~17%, driven by the strong CNG and PNG industrial segments.
- FY17 average estimated at 0.53mmscmd. Current sales volume is 0.6mmscmd (CNG volume –0.38mmscmd; PNG-industrial/commercial –0.2mmscmd and the rest is PNG-domestic).
- The CNG segment in operated regions still does not have any regulatory support in terms of mandatory conversions to CNG (like in National Capital Region). There are a total of ~2,000 state transport buses, of which only 1,200 are running on CNG. There is a plan to induct ~800 new CNG buses over next 2-3 years, which is likely to further boost sales volumes.
- Total number of autos running on CNG stands at ~47,000. This would be 95% of total autos running in the operated areas.
- There are a total of 66,000 private vehicles, including school buses. Pune has a total of 0.3m two-wheelers. Pilot runs of CNG two-wheelers have been successful and commercial launch is expected soon. Conversion of even 4-5% of these would result in a 10% increase in CNG sales volume.
- In the industrial segment, the company has signed new contracts, which would result in 20-30,000scmd increase in industrial sales. The company follows a differential pricing strategy for industrial consumers using fuel oil/LPG as alternative fuel.
- The company expects sales volume to increase from 0.6mmscmd currently to ~1mmcmd by 2020 (0.1mmscmd coming from domestic, 0.3mmscmd from industrial and 0.6mmscmd from CNG). The company has still not been very aggressive on conversion of private vehicles since it still has only 42 CNG stations so far (15 with BPCL, 13 with HPCL and IOCL, and rest are self-owned).



### Strong margins – have IGL and MGL reached vertical limits or there is more to achieve?

- MNGL recorded EBITDA/scm of INR7.8 over FY13-16. 9MFY17 EBITDA/scm stands at INR8.2. Compared to this, IGL and Mahanagar Gas (MAHGL IN) had EBITDA/scm of INR5.5 and INR5.9, respectively, over FY13-16. 9MFY17 EBITDA/scm stands at INR6.2 and INR6.8 for IGL and MGL, respectively.
- The company mentioned that EBITDA/scm is higher due to lower domestic sales volume. As the proportion of domestic volume increases, margins are expected to contract. There are bottlenecks in increasing domestic penetration in the operating areas. It supplies gas to 40,000 domestic consumers and is expected to add 10,000 more by end-FY17. It has created infrastructure for 120,000 domestic consumers. However, due to poor occupancy, it expects only 30-40% conversion. The focus has been on outer areas rather than the congested central Pune region.
- While it appears difficult for IGL and MGL to emulate such high margins, our calculation suggests that EBITDA/scm of INR7.8 for IGL would result in PAT of INR9.9b in FY19, with volumes of 5.6mmscmd. Using our valuation multiple of 18.6x (average of global peers), we would then arrive at a target price of INR1,430 – our current target price is INR1,032.
- If MGL were to emulate EBITDA/scm of INR7.8 in FY19, PAT would stand at INR5.3b in FY19, with volumes of 3mmscmd. Using the same valuation as 18.6x, MGL would have a target price of INR1,000, implying upside of ~17% on CMP.

#### Exhibit 1: Valuation of IGL considering EBITDA/scm of INR7.8

Valuation (TP for FY19)		Base case	Bull case
EBITDA/scm	INR	6.0	7.8
Volume	mmscmd	5.6	5.6
FY19 PAT	INRm	6,985	9,986
FY19 EPS	INR/share	49.9	71.3
Contribution from CUGL & MNGL	INR/share	5.6	5.6
Conso EPS (INR)	INR/share	55.5	76.9
Average global peers trading at	x	18.6	18.6
P/E	x	18.6	18.6
<b>TP (FY19)</b>	<b>INR/share</b>	<b>1,032</b>	<b>1,430</b>

Source: Company, MOSL

#### Exhibit 2: Valuation of MGL considering EBITDA/scm of INR7.8

Valuation (TP for FY19)		Base case	Bull case
EBITDA/scm	INR	6.0	7.8
Volume	mmscmd	3.0	3.0
FY19 PAT	INRm	4,015	5,325
FY19 EPS	INR/share	40.6	53.8
Average global peers trading at	x	18.6	18.6
P/E	x	18.6	18.6
<b>TP (FY19)</b>	<b>INR/share</b>	<b>754</b>	<b>1,000</b>

\*MGL is not in coverage

Source: Company, MOSL



# Tech Mahindra

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

**CMP: INR499 TP: INR580 (+16%)**

**Buy**



**Stock Info**

Bloomberg	TECHM IN
Equity Shares (m)	973
52-Week Range (INR)	557 / 405
1, 6, 12 Rel. Per (%)	1/4/-7
M.Cap. (INR b)	486.0
M.Cap. (USD b)	7.3
Avg Val, INRm	1,100
Free float (%)	63.8

**Financials Snapshot (INR b)**

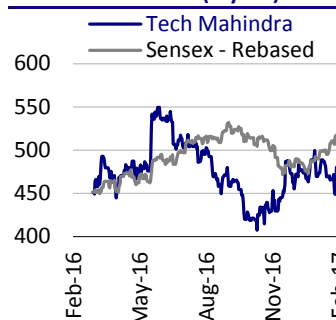
Y/E Mar	2017E	2018E	2019E
Sales	293.7	339.3	371.8
EBITDA	44.6	52.6	58.9
Adj. PAT	29.8	32.6	36.9
Adj. EPS (INR)	33.6	36.7	41.5
EPS Gr. (%)	-4.3	9.4	13.0
BV/Sh.(INR)	175.1	198.2	230.1
RoE (%)	20.1	20.0	19.7
RoCE (%)	16.6	17.1	17.2
P/E (x)	14.9	13.6	12.0
P/BV (x)	2.9	2.5	2.2

**Shareholding pattern (%)**

As On	Dec-16	Sep-16	Dec-15
Promoter	36.3	36.3	36.5
DII	15.4	10.9	12.3
FII	34.6	39.3	36.8
Others	13.8	13.5	14.5

FII Includes depository receipts

**Stock Performance (1-year)**



## Acquires a Healthcare IT Services Company

TECHM announced the acquisition of The HCI Group (HCI), which is focused on the healthcare provider space and specializes in the implementation of Electronic Medical Records (EMR) software.

- LTM revenue of USD114m would imply addition of 2.6% to FY17E’s revenue base (assuming no growth). Single-digit margins, however, would result in it being only mildly EPS accretive.
- TECHM’s current Healthcare practice is ~5% of total revenue (with negligible exposure to US provider segment), adding a new segment to its portfolio.
- It is paying <1x revenue for the acquisition (which could go up to ~1.2x subject to meeting performance targets); acquiring 85% stake upfront and the remainder to follow over next three years with a cap on consideration at USD131m.

**About The HCI Group**

- The HCI Group is a provider of IT services to healthcare providers. It is based out of the US and specializes in EHR/EMR implementation and ancillary services (advisory, support, training, etc.)
- HCI is an implementer for Epic and Cerner, which are leading healthcare software. Apart from the US, it has presence in Europe, ME and APAC, and employs more than 500 people globally.
- Revenue grew 9% to USD76m in CY15, but saw a jump subsequently to USD114m in TTM September 2016. Bulk of TTM growth was organic in nature.

**Transaction details**

- TECHM would acquire 84.7% of HCI. The remaining 15.3% would be acquired over next three years.
- USD89.5m would be paid upfront in cash. Maximum consideration will be capped at USD130.5m, based on the achievement of revenue and EBITDA targets over this period.
- Enterprise value of USD110m entails payment of ~1x revenue.

**Impact on TECHM**

- The acquisition would enable TECHM to penetrate the healthcare provider space. At the moment, it classifies Healthcare in its ‘Others’ segment, which totals ~7% of overall revenue. We reckon Healthcare would form ~5% of total revenue. The acquisition would hence add a vertical to TECHM’s portfolio.
- USD89.5m would be paid upfront in cash, and the consequent other income forgone (post tax) is ~1% of earnings.
- Based on the financials, we have revised our revenue estimates for TECHM by 2.5% in each of FY18 and FY19. However, due to single-digit-margins in HCI, higher amortization, and lower other income because of reduced cash, our EPS estimates have changed by merely 0.1/0.6%. Maintain **Buy**.

**Exhibit 3: Change in estimates**

	Revised			Earlier			Change		
	FY17E	FY18E	FY19E	FY17E	FY18E	FY19E	FY17E	FY18E	FY19E
INR/USD	67.4	70.0	70.4	67.4	70.0	70.4	0.0%	0.0%	0.0%
USD Revenue - m	4,356	4,850	5,281	4,356	4,731	5,154	0.0%	2.5%	2.5%
USD rev Gr.(%)	7.9	11.3	8.9	7.9	8.6	8.9	0bp	274bp	-6bp
EBIDTA Margin (%)	15.2	15.5	15.8	15.2	15.8	16.0	0bp	-30bp	-21bp
EPS - INR	33.6	36.7	41.5	33.6	36.6	41.2	0.0%	0.1%	0.6%

Source: Company, MOSL

**Valuation view**

- Excluding the seasonal Comviva business and the restructuring networks acquisition of LCC, this was the third quarter of sequential uptick in Telecom business. Last two quarters saw stabilization of Telecom business and return to growth for top-5 accounts, and this quarter saw further improvement with broad-based traction and recovery in margins.
- While Telecom recovery may be gradual, there are some structural strengths in TECHM’s business to drive much improved growth over the medium-to-long term:
  1. Success in large deal wins and above-industry growth in the Enterprise segment is an encouraging indicator of improving competitive prowess.
  2. Network management services have potentially expanded the addressable market for TECHM, with directly addressable spend standing at ~USD40b. That may not start playing out until TECHM brings the LCC house in order (revenue has been pruned down to ~USD300-310m annualized in run rate USD430m during acquisition 1 year ago).
  3. TECHM also has a sizeable scale in Engineering services, and the opportunity in the same can be leveraged, especially after the acquisition of Mahindra Engineering Services (MES)
- Profitability took a hit after seeing gradual recovery ensued post 4QFY15. Improvement of operational parameters, cost optimization methods, automation and industrialization, pyramid rationalization, offshoring and integration of acquisitions leave more room for improvement in the medium term. However, with multiple acquisitions integrated at lower margins, we believe TECHM will do well to sustain EBITDA margin in the 16-17% band. Any further uptick would be a function of stronger revival in Telecom growth.
- We expect TECHM to grow its USD revenue at a CAGR of 10% over FY17-19 and EPS at a CAGR of 13% during this period. The stock trades at 13.6/12.0x FY18/19E EPS. TECHM’s gradual improvement in business gains further weight with likewise positive commentary by peers too on the segment. We expect that to facilitate some catch up on valuations by TECHM to peers, driving valuation outperformance. Our price target of INR580 discounts FY19E earnings by 14x (in line with historical average). **Buy.**

**Key Triggers**

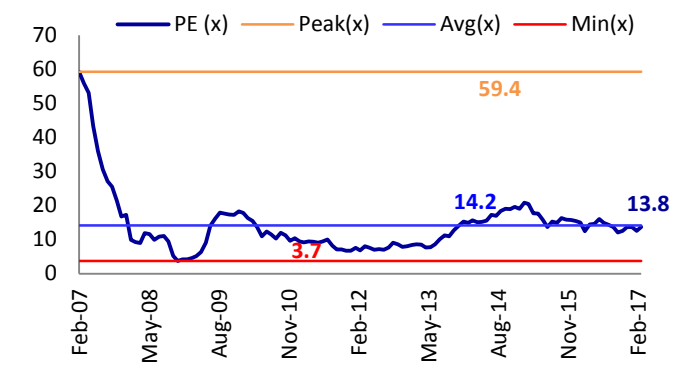
- Large deal announcements in enterprise segment
- Recovery in Telecom growth
- Sustained margin improvement on account of measures taken



### Key Risks

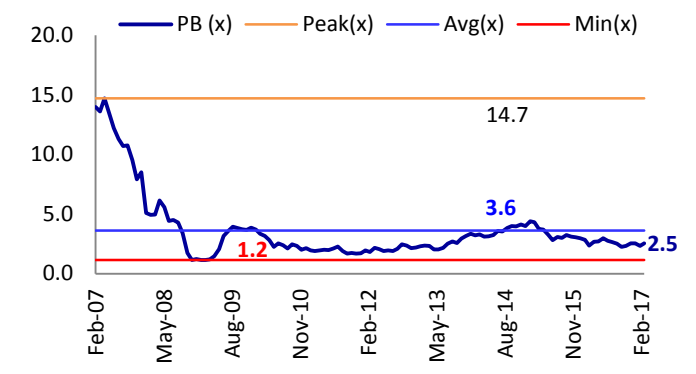
- Adverse visa related regulations as TECHM’s proportion of local resources at onsite is lower than peers
- Currency fluctuations given higher sensitivity to earnings v/s peers
- More adversity in integration of acquisitions

Exhibit 4: TECHM 1-year forward P/E chart



Source: Company, MOSL

Exhibit 5: TECHM 1-year forward P/B chart



Source: Company, MOSL



### 1. Power Grid: Unfair to equate renewables' roe with transmission; IS Jha, CMD

- The proposal by CERC is for renewables only; it is unfair to compare RoE reduction for renewables to transmission.
- Current work that's ongoing is costing around Rs 1,39,000 – 1,40,000 crore which will be commissioned in the next 4 years. The capitalisation is going to remain in this range every year.
- Recently have seen payment cycle reduce, states like Rajasthan, UP and Bihar are making payment in time.
- Seeing financial impact of UDAY scheme; some states are coming back to good financial health in terms of recovery of the outstanding dues.
- Receivable days have gone down to below 40 days, getting paid in less than 60 days, which is as per the CERC regulation.

[→ Read More](#)

### 2. Blue Star: Market next year should grow by 15% and we want to grow in excess of 20%; B Thiagarajan, JMD

- Outlook towards the market is excellent. We would grow at 30% in FY17, faster than the industry which would be growing at ~20%.
- Weather forecast and researches show that the summers would be hotter than usual this year, which is a good sign for us.
- However, uncertainty lies with the monsoon, which is also important from the overall growth perspective.
- GST at 28% will push up the prices for AC overall, thus making it a level playing field for everyone involved.
- Not going to play the price game, we will rather improve our market share. Not worried about the competition, however, we need to continuously innovate and do the required value engineering and maintain our position in the market place.

[→ Read More](#)



### **1. Cooperatives should reinvent themselves. by MV Sasikumar & B Niranjan Raj Urs**

- The beginning of the 20th century in India witnessed the dawn of a new economic institution — cooperatives. Meant to meet credit needs of people, in rural and urban areas, these institutions were purely an outcome of a government initiative to ameliorate economic worries of the colonial citizens of that time. The Cooperative Credit Societies Act of 1904 and 1912, the Constitutional Reforms in 1919 and the recommendations of various committees such as Royal Commission on Agriculture (1928), Committee on Cooperative Planning (1945), during the British regime contributed a lot in shaping the organisational structure of cooperatives here.

[→ Read More](#)

### **2. Will rcep make or break industry? by Rahul Mazumdar**

- The trade architecture as far as multilateral agreements are concerned deserves a serious relook. The way things are moving, the proposed Transatlantic Trade and Investment Partnership (TTIP) between the European Union and the US will perhaps not see the light of day. At the same time, the much touted Trans Pacific Partnership (TPP) has been consigned to oblivion. For India, this decision was possibly a boon in disguise. While on the one hand, India did envisage setting up facilities in TPP member countries such as Vietnam, which would have allowed India greater access to other members in TPP, on the other hand, it would have opened up new challenges for India to do business with TPP members.

[→ Read More](#)

### **3. Indian economy was slowing, note ban compounded problem. by M Govinda Rao**

- The growth estimates put out by the Central Statistical Organisation (CSO) in the Second Advance Estimates of National Income for the year and the third quarter estimates have raised many eyebrows. As against the Bloomberg consensus estimate of 6.1% for the quarter, the CSO's estimate shows the growth of 7%. The second advance estimate of GDP for FY17 is 7.1%, which takes account of the effect of the note-ban, and is exactly identical to the first estimate. In fact, both the Reserve Bank of India as well as the Economic Survey put out by the Union ministry of finance have admitted to the fact that the note-ban would have adverse impact on growth and the latter speculates the reduction in the growth by 0.25-0.5%.

[→ Read More](#)

#### 4. Why 'passive' investing is actually quite active. by Eric Balchunas

- This is a common outcry from the financial industry and investors alike in reaction to the rapid rise of "passive" index funds and exchange-traded funds (ETFs), which now have about \$5 trillion in assets in the US. Investors have an understandable tendency to see passive investing as a bunch of robotic investors putting money into robotic funds run by robots. But if you examine all the aspects of passive investing—from the index construction to the usage to the management of the funds—there isn't a whole lot robotic about it. In fact, it involves a lot of human decision making. Here are five ways "passive" is actually active.

[→ Read More](#)

#### 5. Does the market exuberance make sense? by V. Anantha Nageswaran

- There are two interesting phenomenon going on in the world. One is that stock markets are reaching for new highs in many countries in the West and second, economic cycle indicators are looking up in many parts of the world, including in China. It is tempting to look for neat and black or white answers. But, they are unlikely to be useful. Clearly, one year ago, concerns over China loomed large. Now, they have receded. China's economy remains fragile. But, it is not front-page news. It may not mean anything in the long run. After all, an enormously big credit surge had helped paper over the cracks again.

[→ Read More](#)

#### 6. Bridge over troubled water. by Chetan Ahya

- Following the global credit crisis, exports in Asia ex-Japan (AXJ) have experienced a period of prolonged weakness, with nominal exports registering no growth on average registering no growth on average during 2012-16. This weakness in export growth could partly be attributed to the deleveraging pressures triggered by the crisis in developed market (DM) economies, which weighed on DM domestic demand, and the adjustment process in emerging market (EM) economies as a result of the 'taper tantrum' and the commodity price shock. China's rebalancing towards consumption that is less import-intensive and its increased onshoring also played a role in the export slowdown.

[→ Read More](#)

### International

#### 7. The isolation of Angela Merkel's Germany. by Gideon Rachman

8. 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. And further east a hostile Russia.

[→ Read More](#)



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	842	1,087	29	29.2	37.7	45.4	28.8	22.3	5.7	4.7	21.6	23.1	22.9
Ashok Ley.	Buy	91	114	25	4.8	6.4	8.2	19.0	14.2	4.1	3.5	23.1	26.3	28.2
Bajaj Auto	Buy	2,877	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	1,048	1,110	6	25.7	37.5	46.7	40.8	27.9	6.2	5.4	15.9	20.6	22.0
Bosch	Neutral	21,327	22,049	3	489.0	639.6	735.0	43.6	33.3	8.6	7.2	18.8	23.4	22.6
CEAT	Buy	1,168	1,406	20	89.9	107.6	140.6	13.0	10.9	2.0	1.7	16.4	16.9	18.9
Eicher Mot.	Buy	23,218	27,458	18	623.7	868.2	1,072.1	37.2	26.7	13.2	9.5	41.1	41.2	37.1
Endurance Tech.	Buy	698	732	5	24.2	30.2	36.6	28.8	23.1	5.6	4.6	21.2	21.8	22.1
Escorts	Buy	495	469	-5	21.8	32.8	42.7	22.7	15.1	2.5	2.2	11.4	15.6	17.7
Exide Ind	Buy	214	233	9	8.2	9.7	11.8	26.0	22.1	3.7	3.3	14.2	14.9	15.9
Hero Moto	Neutral	3,299	3,190	-3	175.2	190.7	199.4	18.8	17.3	6.9	5.9	40.1	36.8	33.0
M&M	Buy	1,320	1,486	13	60.7	75.0	89.4	21.8	17.6	3.3	3.0	14.3	13.6	14.5
Mahindra CIE	Not Rated	200	-		6.2	9.7	11.9	32.3	20.6	2.2	2.0	7.7	10.3	11.3
Maruti Suzuki	Buy	5,886	6,808	16	252.7	313.1	379.5	23.3	18.8	5.4	4.4	22.8	23.2	23.2
Tata Motors	Buy	467	653	40	12.8	35.5	70.1	36.6	13.2	1.9	1.7	5.2	13.3	22.2
TVS Motor	Buy	425	462	9	11.9	15.4	21.9	35.8	27.6	8.6	6.9	26.4	27.9	31.4
<b>Aggregate</b>								<b>26.8</b>	<b>18.4</b>	<b>4.0</b>	<b>3.5</b>	<b>15.0</b>	<b>18.9</b>	<b>22.0</b>
<b>Banks - Private</b>														
Axis Bank	Neutral	512	535	5	14.1	25.0	46.8	36.4	20.5	2.2	2.0	6.3	10.3	17.3
DCB Bank	Neutral	156	134	-14	7.1	8.6	10.9	22.0	18.1	2.3	2.0	10.9	11.8	13.1
Equitas Hold.	Buy	171	240	41	6.1	6.9	8.7	28.2	24.6	2.5	2.3	11.3	9.9	11.1
Federal Bank	Buy	85	105	24	4.6	5.5	6.9	18.4	15.5	1.7	1.5	9.4	10.4	12.1
HDFC Bank	Buy	1,386	1,510	9	56.9	68.3	81.5	24.4	20.3	4.2	3.6	18.6	19.3	19.8
ICICI Bank	Buy	276	345	25	17.2	17.9	21.8	16.0	15.4	1.9	1.7	10.4	9.9	11.3
IDFC Bank	Neutral	61	68	12	3.1	3.9	4.9	19.8	15.4	1.4	1.3	7.4	8.9	10.2
IndusInd	Buy	1,331	1,535	15	48.4	58.7	71.2	27.5	22.7	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	474	450	-5	12.4	17.5	24.6	38.1	27.0	4.1	3.7	12.6	14.4	17.7
South Indian	Neutral	21	21	2	2.8	3.1	3.8	7.4	6.7	0.7	0.6	9.7	10.0	11.3
Yes Bank	Buy	1,449	1,575	9	79.3	97.0	118.4	18.3	14.9	3.7	3.1	22.1	22.6	23.0
<b>Aggregate</b>								<b>24.4</b>	<b>19.3</b>	<b>2.9</b>	<b>2.6</b>	<b>12.0</b>	<b>13.6</b>	<b>15.5</b>
<b>Banks - PSU</b>														
BOB	Buy	160	221	38	7.5	18.3	25.3	21.3	8.7	1.1	1.0	5.0	11.5	14.4
BOI	Neutral	127	123	-3	-5.6	17.1	23.2	NM	7.4	0.5	0.5	-2.4	7.0	8.9
Canara	Neutral	289	300	4	23.9	36.7	56.0	12.1	7.9	0.6	0.6	4.9	7.2	10.3
IDBI Bk	Neutral	77	49	-36	1.5	6.4	8.6	50.5	12.0	0.7	0.7	1.4	5.8	7.3
Indian Bk	Buy	283	330	17	30.4	32.2	38.1	9.3	8.8	0.9	0.9	10.4	10.2	11.1
OBC	Neutral	124	114	-8	6.6	19.6	24.1	18.8	6.3	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	268	350	31	8.6	21.6	29.5	31.1	12.4	1.2	1.1	3.9	9.2	11.5
Union Bk	Neutral	149	172	16	8.5	30.5	45.3	17.6	4.9	0.5	0.5	2.8	9.7	13.0
<b>Aggregate</b>								<b>26.4</b>	<b>10.5</b>	<b>0.9</b>	<b>0.8</b>	<b>3.3</b>	<b>7.9</b>	<b>10.1</b>
<b>NBFCs</b>														
Bajaj Fin.	Buy	1,052	1,276	21	34.1	44.6	59.3	30.9	23.6	6.3	5.2	22.5	24.1	25.9
Bharat Fin.	Neutral	816	848	4	44.6	39.5	51.5	18.3	20.7	4.1	3.4	29.6	18.0	19.4
Dewan Hsg.	Buy	328	405	23	30.7	35.6	42.0	10.7	9.2	1.6	1.4	16.6	16.6	17.2
GRUH Fin.	Neutral	364	348	-4	7.9	9.8	11.7	46.4	37.0	13.1	10.8	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	852	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	568	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	98	-		3.8	4.3	5.2	25.7	22.9	2.9	2.7	11.4	12.2	14.0
M&M Fin.	Buy	287	323	13	8.4	11.1	13.9	34.0	25.9	2.6	2.4	7.7	9.7	11.4
Muthoot Fin	Buy	351	409	17	29.7	34.7	40.5	11.8	10.1	2.2	1.9	19.8	20.3	20.8





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
PFC	Neutral	137	117	-15	24.0	25.5	40.5	5.7	5.4	0.9	0.8	16.8	16.2	22.3
Repco Home	Buy	634	752	19	25.7	37.7	40.5	24.7	16.8	3.6	3.0	15.7	19.6	17.7
REC	Neutral	156	134	-14	29.4	35.3	39.9	5.3	4.4	0.9	0.8	18.8	19.5	18.9
Shriram City Union	Buy	1,889	2,500	32	91.2	130.5	164.2	20.7	14.5	2.5	2.2	12.7	16.1	17.6
STF	Buy	951	1,225	29	58.1	77.9	96.7	16.4	12.2	1.9	1.7	12.3	14.7	16.1
<b>Aggregate</b>								<b>16.0</b>	<b>13.8</b>	<b>2.8</b>	<b>2.4</b>	<b>17.2</b>	<b>17.7</b>	<b>18.9</b>
<b>Capital Goods</b>														
ABB	Neutral	1,209	1,190	-2	18.4	26.1	32.6	65.6	46.3	7.8	6.7	11.9	14.4	15.9
Bharat Elec.	Buy	1,532	1,800	17	61.9	73.3	85.5	24.7	20.9	4.5	4.0	19.7	19.0	19.3
BHEL	Sell	160	115	-28	5.5	5.7	5.8	29.0	28.0	1.2	1.1	4.0	4.0	4.0
CG Cons. Elec.	Buy	187	205	10	4.6	5.5	6.7	41.0	34.3	31.1	21.1	94.3	73.3	66.1
Crompton Grv.	Sell	71	45	-36	3.6	3.9	4.5	19.4	18.2	1.0	1.0	5.4	5.5	6.0
Cummins	Neutral	866	990	14	26.6	30.5	36.5	32.5	28.4	6.9	6.3	22.6	23.2	25.3
GE T&D	Neutral	279	340	22	6.0	11.0	11.4	46.4	25.3	5.5	5.0	11.7	20.7	19.2
Havells	Neutral	422	425	1	8.9	12.1	14.1	47.3	35.0	9.6	8.6	20.3	24.6	25.1
Inox Wind	Neutral	169	175	4	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	167	175	5	10.5	12.3	13.5	15.9	13.6	2.5	2.1	16.6	16.8	16.2
L&T	Buy	1,485	1,660	12	53.6	65.0	79.7	27.7	22.8	2.9	2.7	10.9	12.2	13.6
Pennar Eng.	Not Rated	113	-		10.5	12.4	16.8	10.7	9.1	1.6	1.3	14.5	14.6	16.6
Siemens	Neutral	1,211	1,340	11	17.0	25.7	33.5	71.2	47.1	6.5	5.6	9.2	11.9	14.2
Solar Ind	Neutral	727	800	10	19.0	22.3	26.5	38.2	32.6	6.5	5.6	18.4	18.6	19.0
Suzlon Energy	Not Rated	18	-		0.2	0.6	0.7	81.4	31.5	-2.0	-2.1	NM	-6.7	-8.4
Thermax	Sell	872	781	-10	24.4	27.9	31.3	35.7	31.3	4.1	3.8	12.1	12.6	13.1
Va Tech Wab.	Buy	569	654	15	26.5	34.5	40.3	21.5	16.5	2.9	2.6	8.9	16.7	17.3
Voltas	Neutral	386	365	-6	13.1	15.9	18.8	29.4	24.3	4.7	4.1	17.1	18.2	18.8
<b>Aggregate</b>								<b>32.0</b>	<b>26.5</b>	<b>3.5</b>	<b>3.2</b>	<b>10.8</b>	<b>11.9</b>	<b>12.9</b>
<b>Cement</b>														
Ambuja Cem.	Buy	225	277	23	4.9	7.3	7.9	46.1	30.6	2.3	2.2	5.0	7.4	7.7
ACC	Neutral	1,387	1,339	-3	33.7	46.7	58.6	41.1	29.7	3.1	3.1	7.5	10.4	13.2
Birla Corp.	Buy	689	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	1,901	2,246	18	32.3	50.7	73.8	58.9	37.5	4.1	3.7	7.2	10.4	13.4
Grasim Inds.	Neutral	1,007	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	163	138	-16	7.3	10.7	12.4	22.3	15.3	1.3	1.2	5.8	7.6	7.8
J K Cements	Buy	862	938	9	32.6	37.2	49.3	26.4	23.1	3.3	3.0	13.3	13.6	16.0
JK Lakshmi Ce	Buy	410	455	11	5.9	12.2	17.8	69.2	33.5	3.6	3.5	5.2	10.5	14.7
Ramco Cem	Buy	652	815	25	29.0	31.9	40.1	22.5	20.4	4.2	3.6	20.3	18.9	20.0
Orient Cem	Buy	140	167	20	-1.8	3.2	5.8	NM	44.1	3.0	2.8	-3.7	6.6	11.3
Prism Cem	Buy	94	112	19	-0.6	2.6	4.8	NM	35.8	4.9	4.5	-3.1	13.1	20.8
Shree Cem	Buy	15,803	19,006	20	387.1	582.8	729.9	40.8	27.1	7.5	5.9	19.9	24.4	24.3
Ultratech	Buy	3,788	4,058	7	93.5	129.6	161.2	40.5	29.2	4.5	4.0	11.7	14.5	15.8
<b>Aggregate</b>								<b>32.7</b>	<b>23.6</b>	<b>3.2</b>	<b>2.9</b>	<b>9.9</b>	<b>12.5</b>	<b>14.0</b>
<b>Consumer</b>														
Asian Paints	Neutral	1,023	1,035	1	20.2	22.9	26.8	50.5	44.6	15.4	13.5	32.5	32.3	32.5
Britannia	Buy	3,059	3,775	23	71.9	83.0	101.3	42.5	36.8	16.3	12.9	42.9	39.1	37.9
Colgate	Buy	925	1,115	21	21.7	25.8	31.6	42.7	35.9	22.3	20.9	54.9	60.1	68.5
Dabur	Neutral	276	300	9	7.3	8.3	9.7	37.8	33.2	9.9	8.4	28.3	27.3	27.2
Emami	Buy	1,046	1,260	20	24.5	29.8	36.0	42.8	35.0	12.6	10.7	33.8	33.0	33.2
Godrej Cons.	Neutral	1,631	1,655	1	36.8	42.8	49.6	44.3	38.1	9.2	7.8	22.4	22.2	21.9
GSK Cons.	Neutral	5,198	5,300	2	157.7	178.8	190.8	33.0	29.1	7.7	6.7	25.1	24.7	23.1
HUL	Neutral	873	865	-1	19.3	21.5	24.8	45.3	40.6	31.2	32.4	67.6	78.4	92.5
ITC	Buy	264	295	12	8.4	9.5	10.8	31.6	27.8	8.4	7.3	28.4	28.1	28.2
Jyothy Lab	Neutral	367	365	0	7.6	9.0	10.5	48.4	40.8	7.4	6.7	15.7	17.2	18.3
Marico	Buy	279	300	8	6.1	7.1	8.4	46.0	39.4	13.8	11.9	33.3	32.4	34.5
Nestle	Neutral	6,303	6,840	9	118.7	144.0	171.0	53.1	43.8	20.0	17.2	35.9	39.2	42.3



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
Page Inds	Buy	14,320	16,910	18	235.6	305.1	388.4	60.8	46.9	25.1	19.8	41.3	42.2	43.2
Parag Milk	Neutral	222	215	-3	7.0	9.7	12.1	31.6	23.0	2.5	2.3	10.8	10.5	12.9
Pidilite Ind.	Neutral	673	720	7	16.6	18.3	20.5	40.5	36.8	10.4	8.5	28.0	25.4	23.4
P&G Hygiene	Buy	6,952	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	777	1,044	34	10.7	15.4	19.8	72.9	50.6	8.7	7.6	12.6	16.0	17.8
United Spirits	Buy	2,269	2,885	27	28.6	47.0	64.0	79.2	48.3	14.9	11.6	20.8	24.0	24.9
<b>Aggregate</b>								<b>40.7</b>	<b>35.2</b>	<b>12.0</b>	<b>10.5</b>	<b>29.5</b>	<b>29.8</b>	<b>30.3</b>
<b>Healthcare</b>														
Alembic Phar	Neutral	589	630	7	23.2	27.9	35.1	25.3	21.1	5.8	4.7	24.8	24.7	25.3
Alkem Lab	Neutral	2,048	1,850	-10	79.3	85.7	100.0	25.8	23.9	5.7	4.8	24.4	22.0	21.7
Aurobindo	Buy	666	915	37	40.5	47.0	54.6	16.4	14.2	4.2	3.3	29.0	26.0	23.8
Biocon	Sell	1,078	750	-30	33.2	35.6	44.5	32.5	30.3	4.8	4.3	14.7	14.1	15.7
Cadila	Buy	436	510	17	12.0	17.7	23.0	36.3	24.7	7.3	5.9	21.4	26.5	27.9
Cipla	Neutral	588	550	-6	18.1	24.1	31.1	32.4	24.4	3.6	3.2	11.2	13.2	14.7
Divis Lab	Neutral	755	815	8	45.4	51.0	57.0	16.6	14.8	4.2	3.7	26.7	26.5	25.7
Dr Reddy's	Neutral	2,852	3,050	7	77.7	129.4	160.2	36.7	22.0	3.5	3.1	10.0	14.9	16.1
Fortis Health	Buy	181	240	33	3.0	3.2	6.5	61.3	56.8	2.0	1.7	3.4	3.3	6.0
Glenmark	Neutral	902	990	10	41.6	49.2	60.5	21.7	18.3	4.4	3.5	20.5	18.9	19.1
Granules	Buy	130	160	24	7.0	8.0	11.7	18.5	16.1	3.2	2.2	19.9	16.6	18.4
GSK Pharma	Neutral	2,693	2,700	0	34.5	55.5	64.4	78.0	48.5	17.5	20.8	22.4	43.0	56.9
IPCA Labs	Neutral	549	540	-2	15.8	27.9	37.3	34.7	19.6	2.8	2.5	8.4	13.5	15.9
Lupin	Buy	1,456	1,850	27	61.8	79.0	89.3	23.5	18.4	4.9	4.0	22.9	23.9	22.1
Sanofi India	Buy	4,302	5,000	16	129.0	161.6	193.8	33.4	26.6	5.5	5.0	16.4	18.7	19.8
Sun Pharma	Buy	679	850	25	27.4	35.1	42.2	24.8	19.3	4.7	4.0	20.0	22.3	22.4
Syngene Intl	Not Rated	493	-		13.0	16.1	18.0	37.9	30.6	7.7	6.3	22.2	22.5	20.7
Torrent Pharma	Buy	1,350	1,700	26	56.8	76.3	93.4	23.8	17.7	5.7	4.7	26.0	29.2	29.6
<b>Aggregate</b>								<b>26.5</b>	<b>20.7</b>	<b>4.7</b>	<b>3.9</b>	<b>17.7</b>	<b>19.1</b>	<b>19.4</b>
<b>Logistics</b>														
Allcargo Logistics	Buy	166	191	15	9.5	11.1	12.5	17.6	15.0	2.4	2.1	12.0	14.9	15.0
Blue Dart	Not Rated	4,358	-		102.5	129.9	163.2	42.5	33.5	18.8	14.4	50.5	48.6	46.8
Concor	Neutral	1,245	1,309	5	36.0	45.8	50.0	34.6	27.2	2.9	2.7	8.6	10.3	10.6
Gateway Distriparks	Buy	253	314	24	8.8	15.7	20.1	28.9	16.1	2.2	2.0	7.6	12.9	15.3
Gati	Not Rated	130	-		8.4	15.9	23.9	15.5	8.2	2.1	1.9	12.4	19.4	25.4
Transport Corp.	Not Rated	210	-		16.9	21.0	25.9	12.4	10.0	1.9	1.6	16.7	17.8	18.6
<b>Aggregate</b>								<b>29.6</b>	<b>22.4</b>	<b>3.2</b>	<b>3.0</b>	<b>11.0</b>	<b>13.3</b>	<b>14.3</b>
<b>Media</b>														
Dish TV	Buy	100	115	16	1.7	3.2	4.8	59.0	31.6	18.9	11.8	38.2	46.1	44.7
D B Corp	Buy	378	450	19	21.1	23.9	27.4	17.9	15.8	4.6	4.0	27.0	27.1	27.5
Den Net.	Neutral	83	75	-9	-3.6	1.9	7.7	NM	44.7	0.9	0.9	-4.1	2.1	8.1
Hathway Cab.	Buy	36	47	30	-2.4	-0.8	0.4	NM	NM	2.7	3.0	-16.6	-6.1	3.3
Hind. Media	Buy	272	355	31	26.5	29.4	33.2	10.3	9.3	1.8	1.5	19.3	17.8	16.9
HT Media	Neutral	85	85	-1	8.0	8.2	8.7	10.6	10.5	0.8	0.7	7.7	7.1	7.0
Jagran Prak.	Buy	187	215	15	10.8	12.2	13.9	17.4	15.3	3.4	2.9	20.7	20.6	20.4
PVR	Buy	1,343	1,533	14	20.8	35.7	56.8	64.7	37.6	6.6	5.7	10.6	16.3	22.0
Siti Net.	Neutral	38	40	6	-0.9	2.7	1.2	NM	13.9	4.0	2.7	-10.2	23.5	11.2
Sun TV	Neutral	742	735	-1	25.1	29.7	34.5	29.5	25.0	7.4	6.8	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
<b>Aggregate</b>								<b>34.2</b>	<b>24.7</b>	<b>5.9</b>	<b>5.1</b>	<b>17.3</b>	<b>20.6</b>	<b>21.7</b>
<b>Metals</b>														
Hindalco	Buy	193	240	25	17.2	22.9	25.6	11.2	8.4	1.7	1.5	16.1	18.8	17.7
Hind. Zinc	Neutral	299	307	3	19.8	28.2	29.5	15.1	10.6	3.0	2.4	20.9	25.2	22.0
JSPL	Buy	125	180	44	-23.9	-17.5	-2.2	NM	NM	0.3	0.3	-8.0	-4.5	-0.6
JSW Steel	Buy	181	226	25	13.6	19.0	19.4	13.3	9.5	2.0	1.7	16.4	19.6	17.1
Nalco	Buy	78	83	7	3.6	5.3	5.5	21.7	14.6	1.5	1.4	6.9	9.7	9.3



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
NMDC	Buy	147	179	22	12.2	12.3	12.9	12.1	12.0	1.9	1.8	13.5	15.6	15.0
SAIL	Sell	60	28	-54	-8.7	-14.2	-1.3	NM	NM	0.7	0.8	-9.6	-17.9	-1.8
Vedanta	Neutral	260	279	7	18.9	31.1	33.1	13.7	8.4	1.5	1.4	11.7	17.1	16.4
Tata Steel	Sell	482	401	-17	17.4	43.8	51.4	27.8	11.0	3.9	3.1	12.6	31.3	28.9
<b>Aggregate</b>								<b>20.4</b>	<b>13.4</b>	<b>1.5</b>	<b>1.4</b>	<b>7.4</b>	<b>10.5</b>	<b>12.2</b>
<b>Oil &amp; Gas</b>														
BPCL	Buy	645	778	21	56.6	55.5	60.0	11.4	11.6	3.0	2.5	27.5	23.4	21.8
Cairn India	Neutral	289	-		14.0	12.5	12.8	20.7	23.1	1.1	1.0	5.3	4.6	4.6
GAIL	Neutral	524	446	-15	31.8	38.1	41.3	16.5	13.8	2.0	1.8	14.1	13.7	13.7
Gujarat St. Pet.	Neutral	161	163	1	8.8	11.0	13.2	18.2	14.6	2.1	1.9	12.0	13.5	14.5
HPCL	Buy	527	620	18	53.8	45.0	46.2	9.8	11.7	2.6	2.3	27.9	20.7	18.7
IOC	Buy	379	458	21	43.5	39.9	41.7	8.7	9.5	2.1	1.8	25.9	20.7	19.1
IGL	Neutral	1,043	1,032	-1	43.0	42.6	49.9	24.3	24.5	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	335	382	14	27.5	39.0	39.8	12.2	8.6	1.1	1.1	9.5	12.7	12.1
ONGC	Neutral	196	204	4	12.6	21.1	21.0	15.6	9.3	1.4	1.3	8.7	14.4	14.2
PLNG	Buy	395	460	16	22.8	26.9	36.6	17.3	14.7	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
<b>Aggregate</b>								<b>13.0</b>	<b>11.5</b>	<b>1.7</b>	<b>1.6</b>	<b>13.0</b>	<b>13.6</b>	<b>13.2</b>
<b>Retail</b>														
Jubilant Food	Neutral	1,058	1,008	-5	12.8	22.4	29.9	82.5	47.2	8.6	9.4	10.4	19.9	25.1
Shopper's Stop	Neutral	321	300	-7	4.1	8.0	12.6	78.4	40.0	3.1	2.9	4.2	7.7	11.0
Titan Co.	Neutral	440	420	-4	9.2	9.7	11.2	47.6	45.5	9.4	8.3	21.2	19.3	19.7
<b>Aggregate</b>								<b>51.7</b>	<b>45.3</b>	<b>8.4</b>	<b>7.6</b>	<b>16.2</b>	<b>16.8</b>	<b>18.1</b>
<b>Technology</b>														
Cyient	Buy	471	600	27	32.8	39.1	43.3	14.4	12.1	2.2	2.0	15.7	16.5	16.2
HCL Tech.	Buy	856	980	15	58.1	64.7	70.2	14.7	13.2	3.7	3.3	27.3	26.7	25.7
Hexaware	Neutral	225	220	-2	13.7	15.3	15.9	16.4	14.7	4.0	3.4	26.5	25.0	22.2
Infosys	Buy	1,020	1,250	23	62.8	67.8	74.4	16.2	15.0	3.4	3.1	23.2	22.5	22.3
KPIT Tech	Neutral	135	150	11	11.7	13.8	15.3	11.5	9.8	1.7	1.4	14.0	15.9	15.1
L&T Infotech	Buy	702	800	14	54.2	57.5	62.3	13.0	12.2	4.9	4.0	41.8	36.2	32.8
Mindtree	Neutral	479	530	11	25.1	33.7	38.1	19.0	14.2	3.2	2.8	17.1	21.0	21.1
Mphasis	Neutral	591	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	418	470	12	38.2	49.3	51.9	10.9	8.5	1.5	1.3	14.2	16.5	15.5
Persistent Sys	Neutral	617	730	18	38.9	46.2	52.6	15.8	13.4	2.5	2.4	17.5	18.9	20.6
Tata Elxsi	Buy	1,458	1,780	22	59.3	72.1	89.0	24.6	20.2	9.4	7.5	42.5	41.3	40.8
TCS	Neutral	2,501	2,550	2	135.6	146.5	159.2	18.4	17.1	5.8	5.9	33.9	33.4	33.3
Tech Mah	Buy	500	580	16	32.5	36.7	41.5	15.4	13.6	2.9	2.5	20.1	20.0	19.7
Wipro	Neutral	494	540	9	33.4	37.2	41.7	14.8	13.3	2.4	2.2	17.0	17.0	17.3
Zensar Tech	Buy	918	1,250	36	68.6	85.0	93.3	13.4	10.8	2.5	2.1	20.0	21.1	19.8
<b>Aggregate</b>								<b>16.7</b>	<b>15.4</b>	<b>4.0</b>	<b>3.7</b>	<b>23.7</b>	<b>23.8</b>	<b>22.9</b>
<b>Telecom</b>														
Bharti Airtel	Buy	361	410	14	11.3	7.7	11.8	31.9	47.2	2.1	2.0	6.7	4.3	6.4
Bharti Infratel	Buy	310	435	40	15.6	16.7	19.9	20.0	18.6	3.2	2.9	15.7	15.9	16.7
Idea Cellular	Under Review	109	-		-3.1	-12.5	-12.0	NM	NM	1.6	1.9	-4.4	-20.0	-23.7
Tata Comm	Buy	754	811	8	8.5	31.4	44.8	88.6	24.0	-95.5	32.1	-75.4	402.2	97.6
<b>Aggregate</b>								<b>40.5</b>	<b>103.4</b>	<b>2.4</b>	<b>2.3</b>	<b>5.8</b>	<b>2.3</b>	<b>4.5</b>
<b>Utilities</b>														
Coal India	Neutral	323	315	-2	17.2	20.0	22.5	18.8	16.1	6.6	6.6	35.2	41.0	46.0
CESC	Buy	819	970	18	50.2	74.5	82.1	16.3	11.0	1.9	1.6	11.0	15.8	15.2
JSW Energy	Buy	64	83	30	4.1	3.3	1.5	15.6	19.6	1.2	1.2	7.7	6.0	2.7
NTPC	Buy	158	199	26	12.0	14.3	17.3	13.1	11.0	1.4	1.3	10.8	11.9	13.3
Power Grid	Buy	195	238	22	14.3	17.1	20.0	13.6	11.4	2.0	1.8	16.0	16.8	17.2
<b>Aggregate</b>								<b>15.5</b>	<b>13.1</b>	<b>2.4</b>	<b>2.2</b>	<b>15.5</b>	<b>16.9</b>	<b>17.9</b>



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>Others</b>														
Arvind	Buy	395	430	9	13.5	21.8	28.6	29.2	18.2	2.7	2.4	10.4	14.0	16.3
Bata India	Buy	504	483	-4	10.9	14.2	17.7	46.4	35.5	5.0	4.5	11.3	13.4	15.0
Castrol India	Buy	409	510	25	13.6	13.8	14.6	30.0	29.6	31.6	28.6	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	324	-		16.3	20.0	25.5	19.9	16.2	3.5	3.1	18.5	20.4	22.8
Dynomatic Tech	Buy	2,921	3,388	16	67.6	112.9	166.7	43.2	25.9	6.0	4.8	15.1	20.7	24.3
Eveready Inds.	Buy	237	287	21	12.4	13.9	16.9	19.1	17.1	6.4	5.1	37.8	33.1	32.5
Interglobe	Neutral	860	1,010	17	39.3	54.1	72.2	21.9	15.9	15.1	13.1	72.8	88.1	101.2
Indo Count	Buy	170	205	20	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	266	207	-22	2.5	8.2	11.5	106.3	32.6	4.2	3.7	3.8	11.5	14.3
Jain Irrigation	Under Review	91	-		5.5	7.6	10.0	16.5	12.0	1.4	1.4	8.6	11.7	14.8
Just Dial	Buy	587	443	-24	17.2	18.5	22.1	34.2	31.8	5.3	4.6	16.5	15.5	16.2
Kaveri Seed	Neutral	522	577	10	23.4	28.6	36.1	22.3	18.3	3.8	3.5	17.3	19.8	22.9
Kitex Garm.	Buy	422	551	31	26.0	31.0	36.7	16.2	13.6	4.4	3.5	29.9	28.7	27.7
Manpasand	Buy	728	843	16	14.9	23.1	38.3	48.8	31.5	3.6	3.3	8.6	9.6	16.3
MCX	Buy	1,101	1,400	27	28.3	40.8	54.3	38.9	27.0	4.3	3.9	11.4	15.2	18.5
Monsanto	Under Review	2,472	-		68.4	87.2	106.6	36.1	28.4	10.5	9.9	28.8	35.9	39.8
PI Inds.	Buy	821	1,046	27	30.4	34.8	43.6	27.0	23.6	7.4	5.9	30.9	27.9	27.8
Piramal Enterp.	Buy	1,887	2,200	17	74.5	127.1	164.7	25.3	14.8	2.5	2.2	10.0	15.7	18.2
SRF	Buy	1,584	1,825	15	82.4	99.9	125.1	19.2	15.9	3.0	2.6	16.5	17.4	19.1
S H Kelkar	Buy	286	371	30	7.5	10.1	13.3	38.3	28.2	5.0	4.4	13.5	16.6	19.1
Symphony	Sell	1,323	1,053	-20	27.0	35.1	42.9	49.0	37.7	26.6	22.7	56.8	65.0	66.3
TTK Prestige	Neutral	5,715	5,326	-7	107.8	139.9	178.6	53.0	40.8	8.5	7.6	16.6	19.7	22.4
V-Guard	Neutral	249	179	-28	4.5	5.8	7.0	55.1	43.1	13.1	10.7	26.1	27.4	27.3
Wonderla	Buy	381	393	3	7.0	11.9	16.0	54.5	31.9	5.0	4.5	9.5	14.8	17.5



Company	1 Day (%)	1M (%)	12M (%)
<b>Automobiles</b>			
Amara Raja	-0.7	-5.0	-2.6
Ashok Ley.	0.9	-3.0	-2.2
Bajaj Auto	-0.1	3.7	24.8
Bharat Forge	-2.3	6.8	28.3
Bosch	-0.2	-4.8	23.7
CEAT	0.3	1.9	6.3
Eicher Mot.	0.5	-2.2	20.5
Endurance Tech.	0.9	10.0	
Escorts	1.9	25.5	258.3
Exide Ind	0.6	3.1	62.1
Hero Moto	-0.6	1.2	16.3
M&M	-0.3	5.0	8.7
Mahindra CIE	-0.5	3.4	9.9
Maruti Suzuki	-0.9	-5.2	65.1
Tata Motors	-0.8	-7.8	36.0
TVS Motor	-0.5	8.3	47.3
<b>Banks - Private</b>			
Axis Bank	-1.3	3.9	23.1
DCB Bank	0.5	15.4	99.9
Equitas Hold.	-1.1	-5.1	
Federal Bank	-1.1	2.1	69.6
HDFC Bank	0.4	6.0	35.8
ICICI Bank	-0.3	-4.1	25.2
IDFC Bank	-0.4	-3.8	21.8
IndusInd	0.8	0.4	45.5
J&K Bank	0.0	-1.8	9.3
Kotak Mah. Bk	-0.1	5.6	22.5
RBL Bank	0.4	20.7	
South Indian	1.5	-1.7	27.5
Yes Bank	-0.8	3.7	90.8
<b>Banks - PSU</b>			
BOB	-0.3	-14.4	7.8
BOI	-1.3	-5.0	34.1
Canara	-0.6	-4.5	61.5
IDBI Bk	0.0	-5.2	13.7
Indian Bk	-0.8	-2.3	185.0
OBC	-0.9	-4.4	36.8
PNB	0.1	-6.7	70.7
SBI	-0.7	-3.4	42.3
Union Bk	0.9	-11.9	18.1
<b>NBFCs</b>			
Bajaj Fin.	1.6	-0.7	66.5
Bharat Fin.	1.8	-0.9	53.9
Dewan Hsg.	0.3	10.6	88.7
GRUH Fin.	-1.4	1.5	54.1
HDFC	0.0	-2.9	21.0
Indiabulls Hsg	-0.3	2.7	27.1
LIC Hsg Fin	0.2	2.3	26.6
Manappuram	-1.5	7.0	206.7
M&M Fin.	-1.3	-4.9	18.5
Muthoot Fin	0.9	3.1	99.5
PFC	-0.6	3.8	62.7
Repco Home	-2.4	-15.0	7.5
REC	-1.4	10.0	81.1
STF	2.0	0.3	4.4
Shriram City Union	1.8	-3.5	26.8

Company	1 Day (%)	1M (%)	12M (%)
<b>Capital Goods</b>			
ABB	0.7	2.5	6.2
Bharat Elec.	-0.3	-2.4	38.6
BHEL	-0.3	5.6	49.6
CG Cons. Elec.	0.4	-3.1	
Crompton Grv.	2.9	-1.4	45.1
Cummins	-0.8	-4.2	-1.2
GE T&D	-2.4	-9.7	-30.2
Havells	-0.1	-3.3	50.5
Inox Wind	-0.2	-8.1	-42.8
K E C Intl	-1.3	7.9	44.5
L&T	0.2	-1.0	24.4
Pennar Eng.	-2.5	-15.9	-25.9
Siemens	1.0	-2.0	15.5
Solar Ind	1.0	-0.2	16.1
Suzlon Energy	0.9	12.0	18.3
Thermax	0.3	0.6	14.7
Va Tech Wab.	-2.1	15.8	29.3
Voltas	0.5	16.3	56.9
<b>Cement</b>			
Ambuja Cem.	-0.1	-4.1	11.5
ACC	-0.3	-4.7	11.9
Birla Corp.	-0.2	-7.8	99.1
Dalmia Bharat	0.5	-1.0	160.0
Grasim Inds.	0.2	6.0	43.1
India Cem	-1.7	-0.9	116.0
J K Cements	0.1	9.6	58.2
JK Lakshmi Ce	-0.8	4.0	42.5
Ramco Cem	-0.3	-4.3	78.3
Orient Cem	0.1	2.7	1.6
Prism Cem	-1.4	-12.1	39.6
Shree Cem	-2.2	-1.0	42.3
Ultratech	-0.8	2.3	30.4
<b>Consumer</b>			
Asian Paints	-0.6	2.4	17.7
Britannia	-1.0	-5.2	7.2
Colgate	1.7	3.5	9.3
Dabur	-0.6	3.5	10.9
Emami	-0.5	-5.8	4.6
Godrej Cons.	0.9	3.4	30.5
GSK Cons.	0.2	2.2	-7.8
HUL	0.0	2.1	2.9
ITC	0.2	-4.6	25.4
Jyothy Lab	-0.7	5.2	32.6
Marico	0.2	3.1	17.3
Nestle	0.5	2.4	19.3
Page Inds	0.1	-0.2	37.4
Parag Milk	-0.6	-18.3	
Pidilite Ind.	-1.0	0.0	12.6
P&G Hygiene	0.4	0.3	16.4
United Brew	-0.2	-4.9	-3.5
United Spirits	-1.5	-0.5	-6.7
<b>Healthcare</b>			
Alembic Phar	-0.1	5.6	-8.0
Alkem Lab	-2.7	13.3	56.0
Aurobindo	-0.5	-4.9	-5.1
Biocon	0.6	-2.1	120.9



Company	1 Day (%)	1M (%)	12M (%)
Cadila	-0.6	18.6	28.8
Cipla	-0.3	-1.6	9.0
Divis Lab	-0.3	2.6	-25.3
Dr Reddy's	-0.2	-6.9	-12.1
Fortis Health	-0.5	-2.3	5.8
Glenmark	-0.9	-6.0	11.5
Granules	-1.1	3.0	9.1
GSK Pharma	0.0	-1.5	-17.0
IPCA Labs	-1.1	4.1	-5.0
Lupin	-1.4	-0.9	-18.2
Sanofi India	-0.5	4.5	-2.7
Sun Pharma	-0.6	1.4	-20.8
Syngene Intl	1.1	-6.3	27.6
Torrent Pharma	-1.8	4.9	1.7
<b>Logistics</b>			
Allcargo Logistics	-2.0	-5.4	5.0
Blue Dart	1.9	1.4	-22.0
Concor	0.5	-1.2	1.0
Gateway Distriparks	0.4	-2.5	-4.4
Gati	-0.5	3.4	15.3
Transport Corp.	2.9	10.6	27.4
<b>Media</b>			
Dish TV	2.6	13.6	32.3
D B Corp	-1.4	-1.3	18.0
Den Net.	1.9	-1.2	5.5
Hathway Cab.	0.8	-1.5	-0.8
Hind. Media	0.9	-1.9	1.5
HT Media	1.0	4.1	7.6
Jagran Prak.	-1.0	-0.7	19.1
PVR	0.8	5.8	89.8
Siti Net.	-1.3	-3.1	6.8
Sun TV	1.0	6.8	113.7
Zee Ent.	0.0	0.8	27.9
<b>Metals</b>			
Hindalco	-3.5	3.5	142.6
Hind. Zinc	-3.4	-3.9	72.4
JSPL	-0.9	38.8	97.8
JSW Steel	-1.8	-4.0	52.7
Nalco	-1.8	6.3	107.7
NMDC	0.6	0.5	65.4
SAIL	-2.9	-8.9	50.8
Vedanta	-2.3	4.8	198.3
Tata Steel	-2.2	1.8	67.2
<b>Oil &amp; Gas</b>			
BPCL	1.2	-9.5	58.1
Cairn India	-1.9	5.5	124.5
GAIL	0.4	10.0	54.1
Gujarat St. Pet.	-1.8	-2.7	22.2
HPCL	1.4	-5.4	111.3
IOC	-0.6	-3.5	93.8
IGL	-0.7	2.0	94.9
MRPL	-0.1	-6.1	73.2
Oil India	-1.0	-0.1	44.6
ONGC	1.3	1.5	46.5
PLNG	-0.5	3.8	61.8
Reliance Ind.	0.0	26.6	29.6
<b>Retail</b>			

Company	1 Day (%)	1M (%)	12M (%)
Jubilant Food	-0.4	5.9	-6.9
Shopper's Stop	-0.9	9.1	-4.3
Titan Co.	-0.3	11.1	29.1
<b>Technology</b>			
Cyient	0.6	1.3	13.4
HCL Tech.	0.0	5.0	2.4
Hexaware	2.7	14.2	-13.2
Infosys	-1.4	7.9	-12.9
KPIT Tech	0.5	2.1	-6.4
L&T Infotech	0.5	2.4	
Mindtree	4.0	5.8	-39.8
Mphasis	-0.1	3.5	37.4
NIIT Tech	1.2	-1.2	-13.5
Persistent Sys	-1.5	2.4	1.6
Tata Elxsi	-0.9	0.4	-22.2
TCS	1.2	11.4	6.0
Tech Mah	0.1	6.1	10.7
Wipro	0.4	7.9	-8.0
Zensar Tech	-0.4	1.7	6.2
<b>Telecom</b>			
Bharti Airtel	-0.2	2.6	9.4
Bharti Infratel	0.1	2.7	-16.4
Idea Cellular	-1.1	1.1	2.7
Tata Comm	-0.6	1.1	113.1
<b>Utilities</b>			
Coal India	-0.3	2.3	-0.7
CESC	-1.1	1.4	78.2
JSW Energy	0.4	2.9	-7.9
NTPC	-0.6	-9.1	25.2
Power Grid	0.3	-2.9	40.4
<b>Others</b>			
Arvind	-0.4	7.0	47.5
Bata India	1.9	0.5	3.3
Castrol India	-0.8	-1.7	12.0
Century Ply.	0.5	13.0	44.2
Coromandel Intl	1.7	-3.7	85.5
Dynamatic Tech	1.1	-5.2	78.0
Eveready Inds.	-1.7	-4.9	2.4
Interglobe	0.4	1.6	-1.3
Indo Count	0.4	-7.5	-9.1
Info Edge	-1.2	-2.1	6.1
Inox Leisure	12.5	17.2	26.4
Jain Irrigation	0.2	-4.4	62.2
Just Dial	7.0	47.3	-22.8
Kaveri Seed	4.6	12.0	33.9
Kitex Garm.	0.6	-3.0	2.3
Manpasand	-1.4	6.3	66.2
MCX	-0.5	-4.2	31.0
Monsanto	-0.4	7.6	55.5
PI Inds.	-1.1	-10.5	39.3
Piramal Enterp.	0.8	8.1	109.6
SRF	0.1	-9.6	30.9
S H Kelkar	-1.3	-8.1	22.4
Symphony	-0.6	1.1	9.3
TTK Prestige	-0.4	0.6	35.4
V-Guard	1.1	14.2	196.1
Wonderla	1.0	0.4	4.0

## NOTES





# REPORT GALLERY

## RECENT INITIATING COVERAGE REPORTS

**MOTILAL OSWAL** Initiating Coverage | 17 February 2017  
Sector: Healthcare - Pharmaceuticals  
**Piramal Enterprises**



**Winner's Edge**

Research Report: Piramal Enterprises Limited (NSE: PEPESL) - www.motilaloswal.com | 4111 2222 2222  
Sector: Healthcare - Pharmaceuticals  
Initiators are added to refer through registered investors only at the last page of the Research Report. Research Report is available on our website and on our mobile application. For more information, please contact us at 4111 2222 2222.

**MOTILAL OSWAL** Initiating Coverage | 15 February 2017  
Sector: Automobiles  
**CEAT**



**Well balanced**

Research Report: CEAT Limited (NSE: CEAT) - www.motilaloswal.com | 4111 2222 2222  
Sector: Automobiles  
Initiators are added to refer through registered investors only at the last page of the Research Report. Research Report is available on our website and on our mobile application. For more information, please contact us at 4111 2222 2222.

**MOTILAL OSWAL** Initiating Coverage | 02 December 2016  
Sector: Consumer Product  
**SH Kelkar**



**Adding flavor to fragrance**

Research Report: SH Kelkar (NSE: SHKL) - www.motilaloswal.com | 4111 2222 2222  
Sector: Consumer Product  
Initiators are added to refer through registered investors only at the last page of the Research Report. Research Report is available on our website and on our mobile application. For more information, please contact us at 4111 2222 2222.

**MOTILAL OSWAL** Initiating Coverage | 28 December 2016  
Sector: Automobiles  
**Endurance Technologies**



**Gaining ground**

Research Report: Endurance Technologies Limited (NSE: ENDT) - www.motilaloswal.com | 4111 2222 2222  
Sector: Automobiles  
Initiators are added to refer through registered investors only at the last page of the Research Report. Research Report is available on our website and on our mobile application. For more information, please contact us at 4111 2222 2222.

**MOTILAL OSWAL** Initiating Coverage | 02 December 2016  
Sector: Technology  
**L&T Infotech**



**Proficient miner**

Research Report: L&T Infotech Limited (NSE: LTIINF) - www.motilaloswal.com | 4111 2222 2222  
Sector: Technology  
Initiators are added to refer through registered investors only at the last page of the Research Report. Research Report is available on our website and on our mobile application. For more information, please contact us at 4111 2222 2222.

**MOTILAL OSWAL** Initiating Coverage | 02 November 2016  
Sector: Finance  
**RBL Bank**



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

Research Report: RBL Bank Limited (NSE: RBL) - www.motilaloswal.com | 4111 2222 2222  
Sector: Finance  
Initiators are added to refer through registered investors only at the last page of the Research Report. Research Report is available on our website and on our mobile application. For more information, please contact us at 4111 2222 2222.

**MOTILAL OSWAL** Initiating Coverage | 28 November 2016  
Sector: Utilities  
**CESC**



**Best fully integrated power DISCOM**

Research Report: CESC Limited (NSE: CESC) - www.motilaloswal.com | 4111 2222 2222  
Sector: Utilities  
Initiators are added to refer through registered investors only at the last page of the Research Report. Research Report is available on our website and on our mobile application. For more information, please contact us at 4111 2222 2222.

**MOTILAL OSWAL** Initiating Coverage | 2 October 2016  
Sector: Consumer  
**United Breweries**



**Cheers to growth**

Research Report: United Breweries Limited (NSE: UB) - www.motilaloswal.com | 4111 2222 2222  
Sector: Consumer  
Initiators are added to refer through registered investors only at the last page of the Research Report. Research Report is available on our website and on our mobile application. For more information, please contact us at 4111 2222 2222.

**MOTILAL OSWAL** Initiating Coverage | 24 October 2016  
Sector: Healthcare  
**Fortis Healthcare**



**Fortifying growth**

Research Report: Fortis Healthcare Limited (NSE: FORTIS) - www.motilaloswal.com | 4111 2222 2222  
Sector: Healthcare  
Initiators are added to refer through registered investors only at the last page of the Research Report. Research Report is available on our website and on our mobile application. For more information, please contact us at 4111 2222 2222.

# DIFFERENTIATED PRODUCT GALLERY

**MOTILAL OSWAL**

**SUN PHARMACEUTICAL**

Our research team into annual report season highlights several performance highlights from Sun Pharma's 2016-17 financial year. Sun Pharma's 2016-17 financial year was a record year for the company, with revenue growing by 25% to ₹2,445 crore and net profit by 35% to ₹400 crore. Sun Pharma's 2016-17 financial year was a record year for the company, with revenue growing by 25% to ₹2,445 crore and net profit by 35% to ₹400 crore.

**ANNUAL REPORT TREADBARE**

The ART of Threadbare

Key highlights:

- Revenue growth of 25% to ₹2,445 crore
- Net profit growth of 35% to ₹400 crore
- Operating cash flow growth of 25% to ₹400 crore
- Dividend payout of ₹10 per share

**Share Info**

Company Name	SUN PHARMA
Stock Exchange	NSE, BSE
Listing Date	1997
Market Capitalization	₹1,200 crore
Face Value	₹10
Current Price	₹120
52-Week High	₹130
52-Week Low	₹100
Dividend Yield	8.3%

**Disclaimer:** This report is for informational purposes only and should not be considered as an investment recommendation. Investors are advised to refer to the important disclosures made at the end of this report.

**MOTILAL OSWAL**

**CornerOffice**

Subscriptions with the CEO

**Democratization & monetization: Task for India's largest bank**

State Bank of India (SBI) has a long history of being a leader in the Indian banking industry. The bank's 150th anniversary is a milestone for the bank, and it is a testament to the bank's long history of service to the Indian people.

**Key highlights:**

- Revenue growth of 15% to ₹1,200 crore
- Net profit growth of 10% to ₹150 crore
- Operating cash flow growth of 10% to ₹150 crore
- Dividend payout of ₹5 per share

**Share Info**

Company Name	STATE BANK OF INDIA
Stock Exchange	NSE, BSE
Listing Date	1955
Market Capitalization	₹1,200 crore
Face Value	₹10
Current Price	₹120
52-Week High	₹130
52-Week Low	₹100
Dividend Yield	4.2%

**Disclaimer:** This report is for informational purposes only and should not be considered as an investment recommendation. Investors are advised to refer to the important disclosures made at the end of this report.

**MOTILAL OSWAL**

**VOICES**

India Inc on Call

Key highlights:

- Revenue growth of 10% to ₹1,000 crore
- Net profit growth of 8% to ₹120 crore
- Operating cash flow growth of 8% to ₹120 crore
- Dividend payout of ₹3 per share

**Share Info**

Company Name	INDIA INC
Stock Exchange	NSE, BSE
Listing Date	1990
Market Capitalization	₹1,000 crore
Face Value	₹10
Current Price	₹100
52-Week High	₹110
52-Week Low	₹90
Dividend Yield	3.0%

**Disclaimer:** This report is for informational purposes only and should not be considered as an investment recommendation. Investors are advised to refer to the important disclosures made at the end of this report.

**MOTILAL OSWAL**

**EcoKnowledge**

Living into trading theory

Key highlights:

- Revenue growth of 12% to ₹1,100 crore
- Net profit growth of 9% to ₹130 crore
- Operating cash flow growth of 9% to ₹130 crore
- Dividend payout of ₹4 per share

**Share Info**

Company Name	ECONOMY
Stock Exchange	NSE, BSE
Listing Date	1995
Market Capitalization	₹1,100 crore
Face Value	₹10
Current Price	₹110
52-Week High	₹120
52-Week Low	₹90
Dividend Yield	3.6%

**Disclaimer:** This report is for informational purposes only and should not be considered as an investment recommendation. Investors are advised to refer to the important disclosures made at the end of this report.

**MOTILAL OSWAL**

**BULLS & BEARS**

INDIA VALUATION HANDBOOK

Key highlights:

- Revenue growth of 18% to ₹1,800 crore
- Net profit growth of 14% to ₹200 crore
- Operating cash flow growth of 14% to ₹200 crore
- Dividend payout of ₹6 per share

**Share Info**

Company Name	INDIA VALUATION
Stock Exchange	NSE, BSE
Listing Date	1998
Market Capitalization	₹1,800 crore
Face Value	₹10
Current Price	₹180
52-Week High	₹190
52-Week Low	₹160
Dividend Yield	3.3%

**Disclaimer:** This report is for informational purposes only and should not be considered as an investment recommendation. Investors are advised to refer to the important disclosures made at the end of this report.

**MOTILAL OSWAL**

**FUND FOLIO**

Indian Mutual Fund Tracker

Key highlights:

- Revenue growth of 16% to ₹1,600 crore
- Net profit growth of 12% to ₹180 crore
- Operating cash flow growth of 12% to ₹180 crore
- Dividend payout of ₹5 per share

**Share Info**

Company Name	INDIAN MUTUAL FUND
Stock Exchange	NSE, BSE
Listing Date	2000
Market Capitalization	₹1,600 crore
Face Value	₹10
Current Price	₹160
52-Week High	₹170
52-Week Low	₹150
Dividend Yield	3.1%

**Disclaimer:** This report is for informational purposes only and should not be considered as an investment recommendation. Investors are advised to refer to the important disclosures made at the end of this report.



## Disclosures

This document has been prepared by Motilal Oswal Securities Limited (hereinafter referred to as Most) to provide information about the company (ies) and/or sector(s), if any, covered in the report and may be distributed by it and/or its affiliated company(ies). This report is for personal information of the selected recipient/s and does not constitute to be any investment, legal or taxation advice to you. This research report does not constitute an offer, invitation or inducement to invest in securities or other investments and Motilal Oswal Securities Limited (hereinafter referred as MOSI) is not soliciting any action based upon it. This report is not for public distribution and has been furnished to you solely for your general information and should not be reproduced or redistributed to any other person in any form. This report does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Before acting on any advice or recommendation in this material, investors should consider whether it is suitable for their particular circumstances and, if necessary, seek professional advice. The price and value of the investments referred to in this material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance, future returns are not guaranteed and a loss of original capital may occur.

MOSI and its affiliates are a full-service, integrated investment banking, investment management, brokerage and financing group. We and our affiliates have investment banking and other business relationships with a some companies covered by our Research Department. Our research professionals may provide input into our investment banking and other business selection processes. Investors should assume that MOSI and/or its affiliates are seeking or will seek investment banking or other business from the company or companies that are the subject of this material and that the research professionals who were involved in preparing this material may educate investors on investments in such business. The research professionals responsible for the preparation of this document may interact with trading desk personnel, sales personnel and other parties for the purpose of gathering, applying and interpreting information. Our research professionals are paid on twin parameters of performance & profitability of MOSI.

MOSI generally prohibits its analysts, persons reporting to analysts, and members of their households from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover. Additionally, MOSI generally prohibits its analysts and persons reporting to analysts from serving as an officer, director, or advisory board member of any companies that the analysts cover. Our salespeople, traders, and other professionals or affiliates may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing among other things, may give rise to real or potential conflicts of interest. MOSI and its affiliated company(ies), their directors and employees and their relatives may: (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the affiliates of MOSI even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report Reports based on technical and derivative analysis center on studying charts company's price movement, outstanding positions and trading volume, as opposed to focusing on a company's fundamentals and, as such, may not match with a report on a company's fundamental analysis. In addition MOSI has different business segments / Divisions with independent research separated by Chinese walls catering to different set of customers having various objectives, risk profiles, investment horizon, etc, and therefore may at times have different contrary views on stocks sectors and markets.

Unauthorized disclosure, use, dissemination or copying (either whole or partial) of this information, is prohibited. The person accessing this information specifically agrees to exempt MOSI or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOSI or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOSI or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays. The information contained herein is based on publicly available data or other sources believed to be reliable. Any statements contained in this report attributed to a third party represent MOSI's interpretation of the data, information and/or opinions provided by that third party either publicly or through a subscription service, and such use and interpretation have not been reviewed by the third party. This Report is not intended to be a complete statement or summary of the securities, markets or developments referred to in the document. While we would endeavor to update the information herein on reasonable basis, MOSI and/or its affiliates are under no obligation to update the information. Also there may be regulatory, compliance, or other reasons that may prevent MOSI and/or its affiliates from doing so. MOSI or any of its affiliates or employees shall not be in any way responsible and liable for any loss or damage that may arise to any person from any inadvertent error in the information contained in this report. MOSI or any of its affiliates or employees do not provide, at any time, any express or implied warranty of any kind, regarding any matter pertaining to this report, including without limitation the implied warranties of merchantability, fitness for a particular purpose, and non-infringement. The recipients of this report should rely on their own investigations.

This report is intended for distribution to institutional investors. Recipients who are not institutional investors should seek advice of their independent financial advisor prior to taking any investment decision based on this report or for any necessary explanation of its contents.

Most and its associates may have managed or co-managed public offering of securities, may have received compensation for investment banking or merchant banking or brokerage services, may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months.

Most and its associates have not received any compensation or other benefits from the subject company or third party in connection with the research report.

Subject Company may have been a client of Most or its associates during twelve months preceding the date of distribution of the research report.

MOSI and/or its affiliates and/or employees may have interests/positions, financial or otherwise of over 1% at the end of the month immediately preceding the date of publication of the research in the securities mentioned in this report. To enhance transparency, MOSI has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report.

Motilal Oswal Securities Limited is registered as a Research Analyst under SEBI (Research Analyst) Regulations, 2014. SEBI Reg. No. INH000000412

Pending Regulatory inspections against Motilal Oswal Securities Limited:

SEBI pursuant to a complaint from client Shri C.R. Mohanraj alleging unauthorized trading, issued a letter dated 29th April 2014 to MOSL notifying appointment of an Adjudicating Officer as per SEBI regulations to hold inquiry and adjudicate violation of SEBI Regulations: MOSL replied to the Show Cause Notice whereby SEBI granted us an opportunity of Inspection of Documents. Since all the documents requested by us were not covered we have requested to SEBI vide our letter dated June 23, 2015 to provide pending list of documents for inspection.

List of associate companies of Motilal Oswal Securities Limited - [Click here to access detailed report](#)

## Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report. The research analysts, strategists, or research associates principally responsible for preparation of MOSI research receive compensation based upon various factors, including quality of research, investor client feedback, stock picking, competitive factors and firm revenues

Disclosure of Interest Statement	Companies where there is interest
Analyst ownership of the stock	No
Served as an officer, director or employee	No

A graph of daily closing prices of securities is available at [www.nseindia.com](http://www.nseindia.com) and <http://economicstimes.indiatimes.com/markets/stocks/stock-quotes>

## Regional Disclosures (outside India)

This report is not directed or intended for distribution to or use by any person or entity resident in a state, country or any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOSI& its group companies to registration or licensing requirements within such jurisdictions.

**For Hong Kong:** This report is distributed in Hong Kong by Motilal Oswal capital Markets (Hong Kong) Private Limited, a licensed corporation (CE AYY-301) licensed and regulated by the Hong Kong Securities and Futures Commission (SFC) pursuant to the Securities and Futures Ordinance (Chapter 571 of the Laws of Hong Kong) "SFO". As per SEBI (Research Analyst Regulations) 2014 Motilal Oswal Securities (SEBI Reg No. INH000000412) has an agreement with Motilal Oswal capital Markets (Hong Kong) Private Limited for distribution of research report in Hong Kong. This report is intended for distribution only to "Professional Investors" as defined in Part I of Schedule 1 to SFO. Any investment or investment activity to which this document relates is only available to professional investor and will be engaged only with professional investors." Nothing here is an offer or solicitation of these securities, products and services in any jurisdiction where their offer or sale is not qualified or exempt from registration. The Indian Analyst(s) who compile this report is/are not located in Hong Kong & are not conducting Research Analysis in Hong Kong.

## For U.S

Motilal Oswal Securities Limited (MOSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act") and together with the 1934 Act, the "Acts), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOSL, including the products and services described herein are not available to or intended for U.S. persons.

This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

The Research Analysts contributing to the report may not be registered /qualified as research analyst with FINRA. Such research analyst may not be associated persons of the U.S. registered broker-dealer, MOSIPL, and therefore, may not be subject to NASD rule 2711 and NYSE Rule 472 restrictions on communication with a subject company, public appearances and trading securities held by a research analyst account.

## For Singapore

Motilal Oswal Capital Markets Singapore Pte Limited is acting as an exempt financial advisor under section 23(1)(f) of the Financial Advisers Act (FAA) read with regulation 17(1)(d) of the Financial Advisers Regulations and is a subsidiary of Motilal Oswal Securities Limited in India. This research is distributed in Singapore by Motilal Oswal Capital Markets Singapore Pte Limited and it is only directed in Singapore to accredited investors, as defined in the Financial Advisers Regulations and the Securities and Futures Act (Chapter 289), as amended from time to time.

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)