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Market snapshot



Equities - India	Close	Chg. %	YTD.%
Sensex	32,075	0.2	20.5
Nifty-50	9,916	0.3	21.1
Nifty-M 100	18,311	0.2	27.6
Equities-Global	Close	Chg. %	YTD.%
S&P 500	2,459	0.0	9.8
Nasdaq	6,314	0.0	17.3
FTSE 100	7,404	0.3	3.7
DAX	12,587	-0.4	9.6
Hang Seng	10,783	0.5	14.8
Nikkei 225	20,119	0.0	5.3
Commodities	Close	Chg. %	YTD.%
Brent (US\$/Bbl)	48	-1.7	-13.8
Gold (\$/OZ)	1,231	0.9	6.2
Cu (US\$/MT)	5,971	1.1	8.1
Almn (US\$/MT)	1,896	-0.6	11.3
Currency	Close	Chg. %	YTD.%
USD/INR	64.4	-0.1	-5.2
USD/EUR	1.1	0.4	8.6
USD/JPY	113.3	0.0	-3.3
YIELD (%)	Close	1MChg	YTDchg
10 Yrs G-Sec	6.5	0.0	-0.1
10 Yrs AAA Corp	7.5	0.0	-0.1
Flows (USD b)	17-Jul	MTD	YTD
FII	0.1	0.0	8.4
DII	-0.1	0.5	3.7
Volumes (INRb)	17-Jul	MTD*	YTD*
Cash	280	273	284
F&O	3,739	5,062	4,923

Note: YTD is calendar year, *Avg

Today's top research theme

Fund Folio: AUM up 6.7% QoQ in 2QCY17; Defensives preferred in June

- Domestic mutual fund industry average AUM increased for the 15th consecutive quarter in 2QCY17 (+6.7% QoQ) to a new high of INR19.6t. On YoY basis, average AUM saw a 35% rise (INR5.1t).
- Equity AUM rose for the seventh consecutive month in June to scale a new high of INR5.9t (+1.3% MoM and +38% YoY).
- The month saw a notable change in sector and stock allocation of funds. Defensives' weight increased from 23.7% in May to 24.2% in June, as the weights of Healthcare, Consumer, Telecom and Utilities increased, while Technology saw a decrease on MoM basis.
- Domestic cyclicals' weight fell by 40bp to 66.5%, as the weights of Auto and Capital Goods declined, while those of Financials saw an increase.
- NBFCs' sector weight reached a new high of 7.2% (+130bp YoY). As a result, the sector has risen to the fourth position in sector allocation of mutual funds – it was at the eighth position 12 months ago.

Research covered

Cos/Sector	Key Highlights
Fund Folio	Up 6.7% QoQ in 2QCY17; rises for the 15th consecutive quarter
Solar Industries	Well prepared for upcoming defense opportunities
Ecoscope	UP Budget: Farm loan waiver weighs on capex plan
ITC	New GST rates on Cigarettes significant negative
ACC	Double-digit volume growth led by ramp-up of new capacities
Jubilant Food.	SSSG better than expectation; 'Everyday Value' strategy receives good response
DCB Bank	Healthy PAT growth backed by one-off other income and opex control
Hindustan Media	Ad pain continues, negative operating leverage hits margins
Metals Weekly	Chinese steel mills' spreads at multi-year high
Results Expectation	HT Media HUL UltraTech Cement

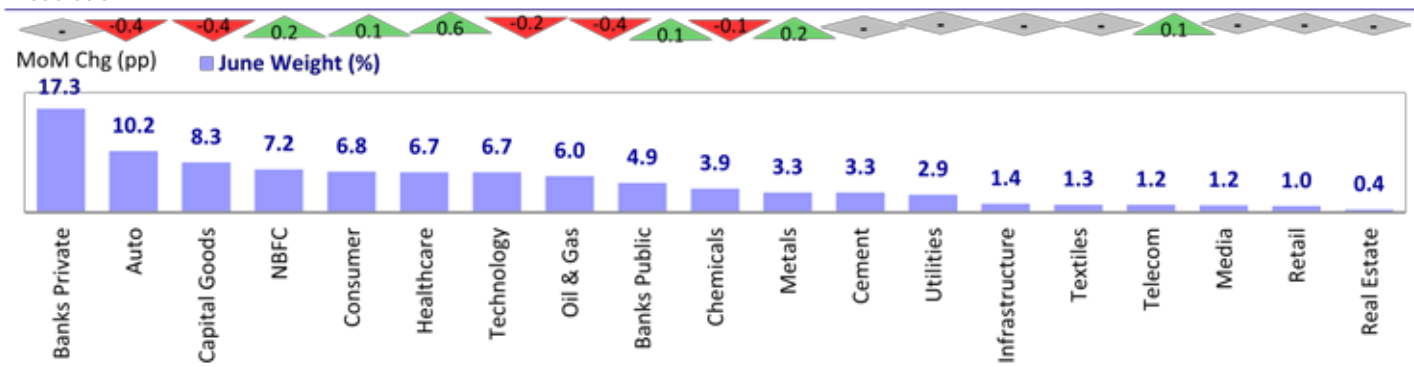
Piping hot news

GST impact on cigarettes: Council hikes cess after surprise windfall gains

- The Goods and Services (GST) Tax Council on Monday increased the cess on cigarettes to correct the unintended outcome of a reduced tax incidence on the demerit good after the roll-out of the new tax.

Chart of the Day: Sector allocation of domestic MFs in June 2017

Healthcare, NBFC, Metals, PSU Banks, Consumer and Telecom increased; while Autos, Oil & Gas, Capital Goods and Technology showed signs of moderation



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 textbox for the detailed news link

1

HDFC Life to go ahead with IPO before merger with Max Life Insurance

HDFC Standard Life Insurance Co. Ltd's board on Monday approved a proposal to sell as much as 20% of the insurer through an initial public offering (IPO) even as it reiterated its commitment to a potential merger with Max Life Insurance Ltd at a later date...

2

Setback for Essar Steel, Gujarat HC junks plea against RBI insolvency order

The Gujarat High Court on Monday dismissed the plea of Essar Steel against the Reserve Bank of India for including it in the list of 12 accounts for resolution under the Insolvency and Bankruptcy Code (IBC). The development is significant as the government's move to tackle the bad debt issue can now carry on unabated. With the dismissal of the case, Essar Steel's lenders — a joint lenders' forum (JLF) led by State Bank of India (SBI), and Standard Chartered Bank — can now proceed against the company in the National Company Law Tribunal (NCLT)...

3

N.R. Narayana Murthy regrets quitting as Infosys chairman in 2014

N.R. Narayana Murthy on Monday said he regrets quitting as chairman of Infosys Ltd in 2014 and should have listened to other co-founders of India's second largest software exporter firm and stayed on...

4

SBI Life Insurance files for IPO to raise Rs 7,000 crore

SBI Life Insurance, a joint venture (JV) between the State Bank of India (SBI) and BNP Paribas Cardif, filed its draft red herring prospectus with the Securities and Exchange Board of India (Sebi), the capital markets regulator, for an initial public offering (IPO) of equity shares, on Monday...

5

No fresh window for note exchange: Government

The Modi government on Monday formally told the Supreme Court that no fresh window of exchange can be given to those still in possession of old demonetised notes, irrespective of the reason why they could not avail of the first opportunity to exchange them for new...

6

RIL, Shell, ONGC asked to pay \$3 billion in penalty

The government has ordered Reliance Industries (RIL), Shell and ONGC to pay a combined \$3 billion in penalty following an arbitration award in the Panna Mukta Tapti (PMT) oil field dispute that went in favour of the government, according to people familiar with the matter. RIL and Shell have appealed the arbitration award in a UK court...

7

Greenko raises \$1 billion green bond, Asia's largest

India's leading clean energy company Greenko has raised \$1 billion on Monday via an overseas bond issue, making it Asia's largest green bond till date. It will also be the largest high yield corporate bond by a privately held company in the whole world...

AUM up 6.7% QoQ in 2QCY17; Defensives preferred in June

- Domestic mutual fund (MF) industry average AUM increased for the 15th consecutive quarter in 2QCY17 (+6.7% QoQ) to a new high of INR19.6t. On YoY basis, average AUM saw a 35% rise (INR5.1t), primarily on account of inflows in growth (equity), income and liquid funds, backed by increased participation of domestic investors in equity schemes. The rise in the benchmark index (Nifty) was higher at 14.9% YoY.
- Equity AUM rose for the seventh consecutive month in June to scale a new high of INR5.9t (+1.3% MoM and +38% YoY). The increase in equity AUM was led by a rise in equity scheme sales (INR264b; +10% MoM). Redemptions rose 38% MoM to INR183b and market indices were down (Nifty -1% MoM), leading to a fall in net inflows (INR82b, -24% MoM).
- Equity AUM as a percentage of total AUM rose 60bp MoM to 31.2% in June. Equity AUM accounts for 4.7% of India's market capitalization.

Some interesting facts

- The month saw a notable change in sector and stock allocation of funds. Defensives' weight increased from 23.7% in May to 24.2% in June, as the weights of Healthcare, Consumer, Telecom and Utilities increased, while Technology saw a decrease on MoM basis. (refer page 3 for detailed chart).
- Domestic cyclicals' weight fell by 40bp to 66.5%, as the weights of Auto and Capital Goods declined, while those of Financials saw an increase. Global cyclicals' weight too declined by 20bp to 9.3%, as weight of Oil & Gas fell, while Metals saw an increase.
- The weight of Oil & Gas declined for second consecutive month in June to 6% (-40bp MoM). Consumer maintained its positive momentum for the second consecutive month to attain a high of 6.8%. Metals too maintained an upward trajectory, with a sustained MoM increase in weight.
- NBFCs' sector weight reached a new high of 7.2% (+130bp YoY). As a result, the sector has risen to the fourth position in sector allocation of mutual funds - it was at the eighth position 12 months ago.
- Of the top 10 stocks in terms of value increase MoM, four were from Financials and two from Metals.
- Kotak Mahindra Bank, which entered the Sensex-30, was one of the preferred stocks among MFs in June, with net buying by 11 funds. Value increased by INR3b, despite the stock delivering negative return of 1% MoM.
- Vedanta, one of the preferred stocks among MFs in June, saw net buying by 12 funds. Value increased by INR6.5b; the stock was up by 4% for the month.
- Value shocks were significant in Oil & Gas stocks. Reliance Ind (-INR10.7b), IOC (-INR4.8b), BPCL (-INR4.6b) and HPCL (-INR3.1b) saw a maximum decline in value.

Exhibit 1: Trend in quarterly average AUM

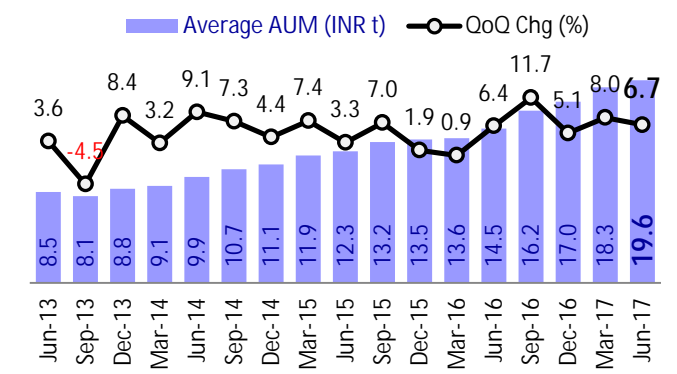
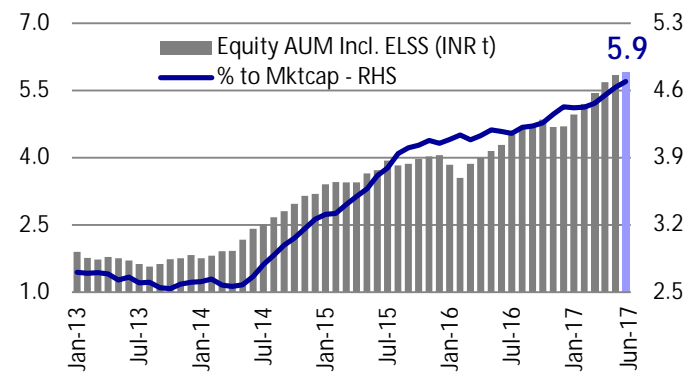


Exhibit 2: Trend in equity AUM and % of mkt capitalization



Flows: Net inflows in June down 24% MoM to INR82b

- Mutual funds' gross inflows remained higher (INR264b, up 10% MoM) in June. However, there was massive rise in redemptions (INR183b, up 38% YoY). This led to net inflows falling to INR82b, down 24% in June.

Exhibit 3: Monthly trend of sales, redemptions and net amount raised by mutual funds (toward equity)

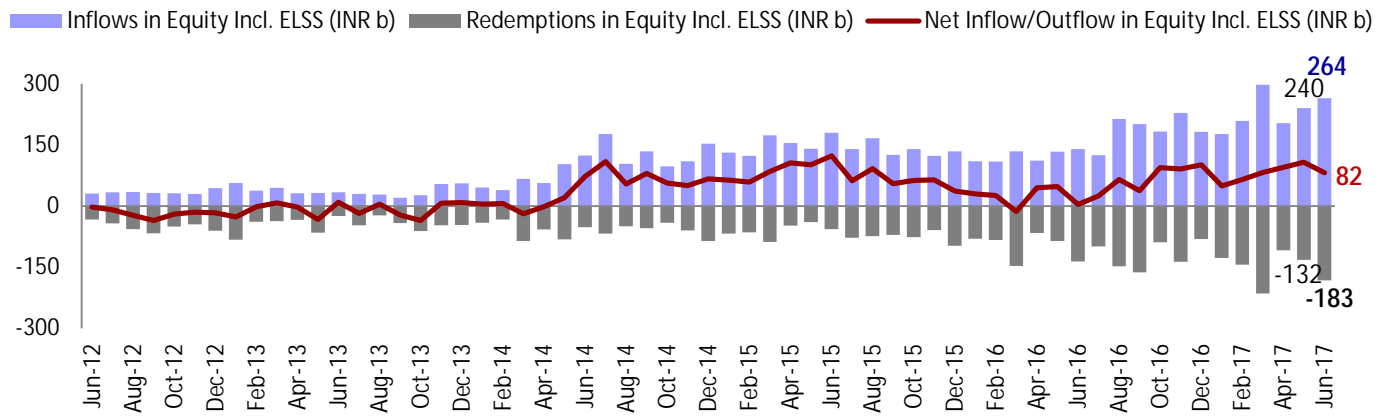


Exhibit 4: Yearly trend of net inflows by mutual funds (toward equity)

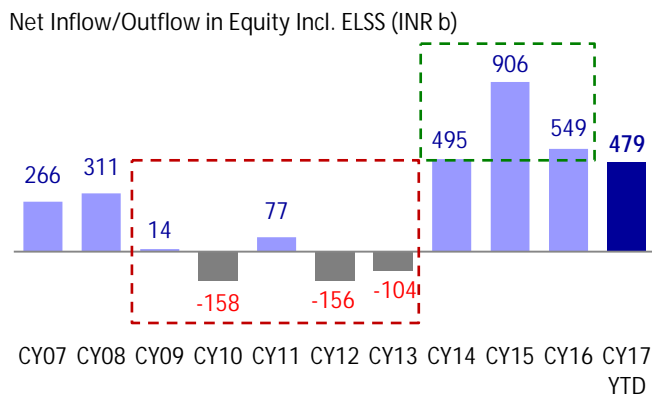
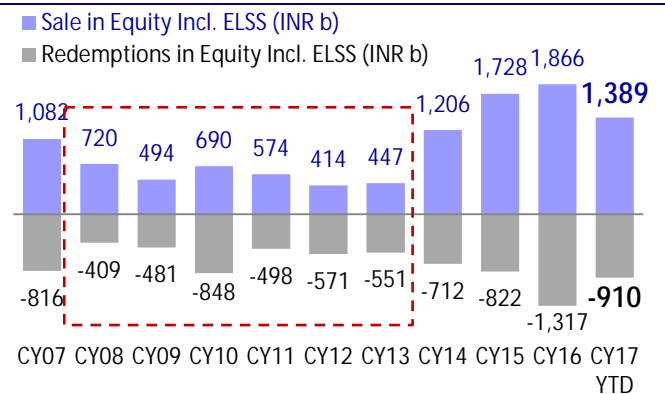


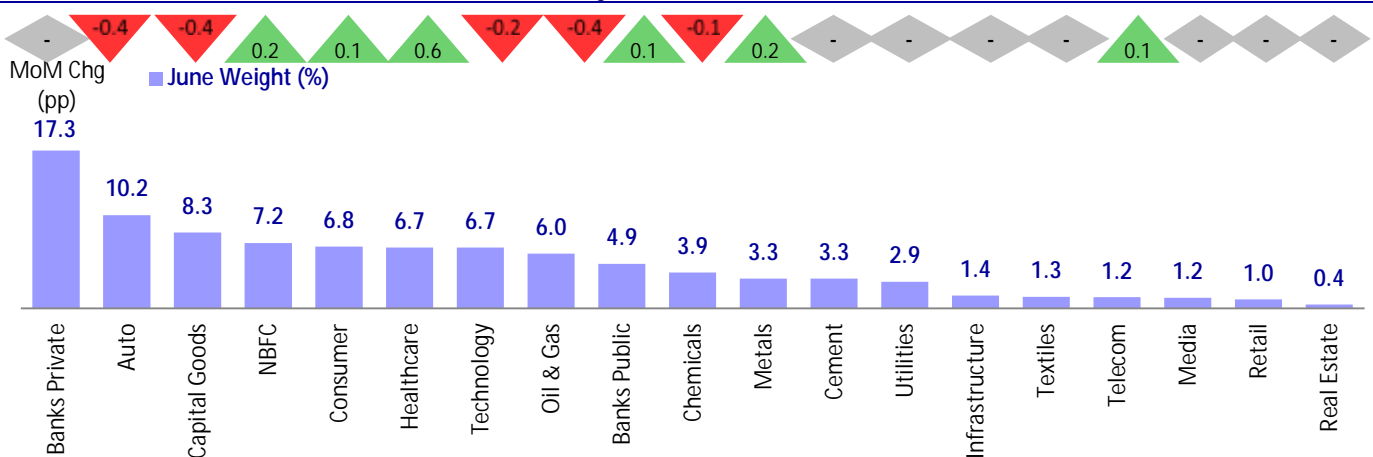
Exhibit 5: Yearly trend of sales and redemptions by mutual funds (toward equity)



Sector-wise weight: MoM increase seen in Healthcare, NBFC and Metals

- In June, MFs showed interest in Healthcare, NBFC, Metals, PSU Banks, Consumer and Telecom—these sectors saw an MoM increase in weight. Auto, Oil & Gas, Capital Goods and Technology saw an MoM decrease in weight.
- Private Banks (17.3%) was the top sector holding in June, followed by Auto (10.2%), Capital Goods (8.3%) and NBFC (7.2%).
- Oil & Gas, Capital Goods, Auto and Technology were the only sectors witnessing a decline in value on an MoM basis.

Exhibit 6: Sector allocation (%): Healthcare and NBFC see highest increase





Well prepared for upcoming defense opportunities

Sets defense revenue target of INR5b by FY20

We recently met Solar Industries' (SOIL) management to get an update on its mining and defense explosive business. We also visited the company's manufacturing facilities in Nagpur. Key highlights:

Robust infrastructure in place to capitalize on upcoming defense opportunities

Over the past four years, SOIL has invested INR3.5b to create infrastructure for its defense explosive products. It has built facilities for HMX, warhead filling, propellants and rocket integration. SOIL has order backlog of INR1.4b, of which it expects to execute orders worth INR1b in FY18. It has set a revenue target of INR2.5b by FY19 and INR5b by FY20. Current infrastructure is capable of generating future revenue stream of INR7b.

Strong defense opportunity led by government's focus on 'Make in India'

India currently imports majority of its HMX, warhead filling and propellant requirements. Thus, the Indian government's focus on the 'Make in India' initiative presents strong business opportunity for SOIL's product portfolio. We, however, note that there is lack clarity on the timelines for the orders being placed for these products with the Indian companies. SOIL expects ordering activity to pick up once it delivers the initial order of INR1.4b.

Defence orders execution expected to pick up from 2HFY18

SOIL was not able to execute orders worth INR1.4b that it had won over the last two years due to multiple procedural hurdles. However, with the Ministry of Defence now resolving these issues, SOIL expects to execute orders worth INR1b by end-FY18.

Expects domestic mining explosive business volumes to grow 15% led by infra spending

SOIL is the market leader in the domestic mining explosive segment, with a 24% share. The company expects its domestic mining explosive business to grow volumes by 15%, driven by increased infrastructure spending and demand from Coal India.

Currency stabilization to lead to 20% revenue growth from overseas business

Overseas business recorded muted revenues of INR3.5b (flat YoY) in FY17, as adverse currency movements led to translational loss of INR1.2b. However, with currency now stabilizing, SOIL expects its existing overseas business revenues to grow 20% in FY18. The newly commissioned South African facility is expected to contribute incremental INR750m in FY18. SOIL expects the overseas business to contribute INR5b in FY18.

Capex plans of INR9b over next three years

SOIL intends to incur capex of INR9b, of which INR4b will be spent on defence, INR3b on the overseas business, and the balance on the domestic mining explosive business.

Valuation and view

We have a **Neutral** rating on the stock with a target price of INR850 (30x FY19E EPS). The stock trades at 38x FY18E EPS of INR22.6, 30.1x FY19E EPS of INR28.2. Key risks to our rating are: (a) faster-than-expected order inflow in defense and (b) better-than-expected demand for the mining sector explosives.

Solar Industries



Mr. Manish Nuwal — Managing Director and CEO
 Mr Manish Nuwal, a qualified chartered accountant, is associated with Solar Industries India Limited from 1999. He currently plays a key role in overlooking business planning, commercial and technical matters of the company.

UP Budget: Farm loan waiver weighs on capex plan

Expects extraordinary support from the Center

- Notwithstanding the burden of the recently announced farm loan waiver and the 7th Pay Commission (PC), Uttar Pradesh (UP) has budgeted for marginal fiscal consolidation in FY18 based on ambitious growth in tax receipts and a sharp decline in capital expenditure. Fiscal deficit is budgeted to narrow to 3.0% of GSDP, from 3.2% (4.4% incl. UDAY) in FY17 and 4.1% (5.3%) in FY16.
- Total receipts are expected to grow 19% in FY18 on account of six-year-high growth of ~24% in states' own taxes and a 40% increase in grants from the Centre. Although UP is expected to benefit from GST implementation due to its orientation toward consumption, such high growth assumptions are debatable, in our view.
- Further, while revenue spending is budgeted to grow at the 13-year-highest level of ~25% owing to the farm loan waiver and the 7th PC, capital spending is budgeted to decline by ~30% – the worst in 13 years.
- Finally, the state expects to borrow INR392b from the market in FY18, up ~5% from FY17. It also implies that market borrowings will finance 91% of UP's fiscal deficit this year.

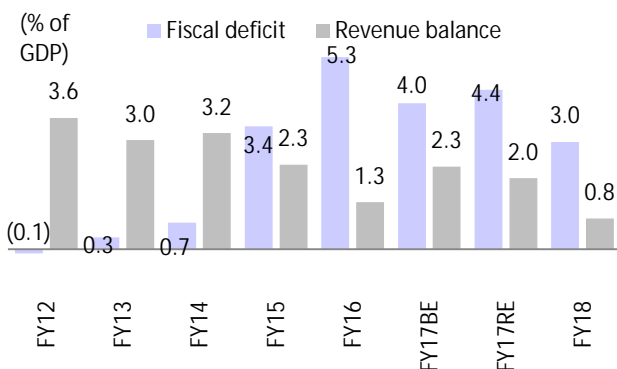
UP presented its budget for 2017-18 on 11 July 2017. Since it is the most populous state in the country with highest representation of members in both houses of the parliament, its budget holds special importance. Further, the state's budget holds significance because it gives us an idea of how the farm loan waiver (amounting to INR360b in UP) affects state finances.

The lower deficit in FY18 is attributable to ambitious expectation of ~19% growth in tax receipts and the 13-year-worst decline in capital spending.

UP budgets fiscal consolidation in FY18...

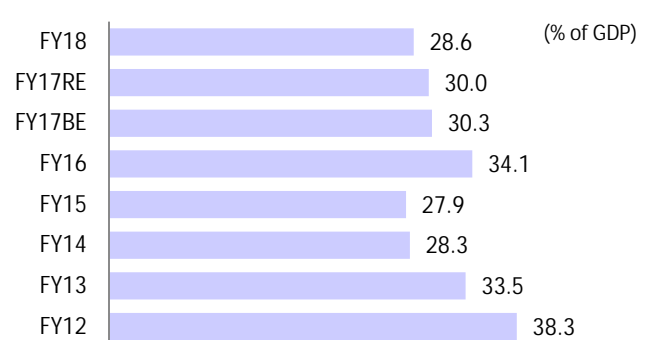
Notwithstanding the burden of the farm loan waiver and the 7th PC, the new government in UP has budgeted fiscal deficit at 3% of GSDP in FY18 (*Exhibit 1*), lower than 3.2% in FY17 (4.4% incl. UDAY) and 4.1% (5.3%) in FY16. The lower deficit in FY18 is attributable to ambitious expectation of ~19% growth in tax receipts and the 13-year-worst decline in capital spending. The deterioration in the quality of spending is reflected in the sharp fall in revenue surplus from 2% of GSDP in FY17RE to 0.8% of GSDP in FY18BE – the lowest in 12 years. Consequently, it expects debt-to-GSDP ratio to improve to 28.6% from 34.1% in FY16 (*Exhibit 2*).

Exhibit 1: UP budgets for lower fiscal deficit and revenue surplus (as % of GSDP)



Source: UP Budget documents, MOSL

Exhibit 2: Debt-to-GSP ratio is also budgeted to fall to 28.6% in FY18



Source: UP Budget documents, MOSL

BSE SENSEX 32,075 S&P CNX 9,916



Stock Info

Bloomberg	ITC IN
Equity Shares (m)	12,147.4
52-Week Range (INR)	387/285
1,6,12 Rel. Perf. (%)	3/12/16
M.Cap. (INR b)	3,960.1
M.Cap. (USD b)	60.6
Avg Val, INRm	3038
Free float (%)	100.0

Financials Snapshot (INR b)

Y/E March	2017	2018E	2019E
Sales	396.4	442.3	514.0
EBITDA	145.8	164.9	199.8
Adj. PAT	102.0	117.2	141.1
Adj. EPS (INR)	8.4	9.6	11.6
EPS Gr. (%)	9.4	14.9	20.4
BV/Sh. (INR)	37.2	37.7	41.6
RoE (%)	23.5	25.8	29.3
RoCE (%)	22.6	24.8	28.2
Payout (%)	66.2	70.2	70.2

Valuations

P/E (x)	38.8	33.8	28.1
P/BV (x)	8.8	8.6	7.8
EV/EBITDA (x)	25.7	22.7	18.6
Div. Yield (%)	1.7	2.1	2.5

Shareholding pattern (%)

As On	Mar-17	Dec-16	Mar-16
Promoter	0.0	0.0	0.0
DII	35.7	35.3	35.2
FII	20.3	20.4	20.7
Others	44.0	44.2	44.2

FII Includes depository receipts

CMP: INR326 TP: Under Review Under Review

ITC: Finer print shows new rates announced on 17th July'17 on cigarettes are substantially higher than earlier GST rates

- n The government came out with new GST rates on Cigarettes on 17th July'17.
- n While the tone of the press release seemed to indicate a reversal to neutral GST levels compared to beneficial GST rates for ITC as per announcement on 1st July (after abolishment of Additional Excise Duty), a look at the fine print indicates that the revised GST rates announced are higher than the erstwhile indirect tax incidence before GST and a substantial increase over the expected GST levels before today.
- n As can be seen from the exhibits below, there is,
 - Ø 7% increase in tax incidence after the new rates today in the Sub 65mm segment over the Pre GST levels (14% increase over earlier GST levels).
 - Ø 5% increase in tax incidence after the new rates today in the 65-70mm segment over the Pre GST levels (15% increase over earlier GST levels).
 - Ø 6% increase in tax incidence after the new rates today in the 70-75mm segment over the Pre GST levels (13% increase over earlier GST levels).
 - Ø 11% increase in tax incidence after the new rates today in the >75mm segment over the Pre GST levels (17% increase over earlier GST levels).
- n Assuming weights (Ex.no. 5) to each segment as a percentage of sales, we get a weighted average increase of 6.2% on tax incidence for ITC over Pre- GST levels and a 15% increase compared to the earlier assumed GST rates.
- n **What does it all mean for ITC**
 - Ø Instead of the price reduction and volume growth that we and the street were expecting (Our forecast was for 6% volumes in FY18 and 7% volume growth in FY19), it is now likely to be a price increase to pass on the higher effective rate on GST compared to pre GST levels.
 - Ø Taking a step back a few months ago, if we were told that effectively the increase over Pre- GST levels was to be only 6%, it would have been received positively.
 - Ø But since we were given the impression initially that a) GST will be tax neutral for Cigarette companies and subsequently b) the GST will be positive, it is a massive dampener at the sentiment level and will also alter the valuation multiple assigned to the stock.
 - Ø While we have been consistently pointing out the possibility of ad-valorem rates in the future and its potentially adverse negative implications over the longer term, it was assumed by us and the street that the near term outlook was unequivocally positive. This will thus hurt multiples assigned more than the earnings impact.

What are the revised rates in each slab and how do they compare with Pre- GST levels and GST levels before today:

Exhibit 1: Not exceeding 65mm

< 65mm	Pre-GST	< 65mm	Post-GST	Post-GST revised rates
MRP	5.0	MRP	5.0	5.0
Retailer margin	0.5	Retailer margin	0.5	0.5
<i>Retailer margin (%)</i>	<i>10.0</i>	<i>Retailer margin (%)</i>	<i>10.0</i>	<i>10.0</i>
Retailer invoice price	4.5	Retailer invoice price	4.5	4.5
Distributor margin (Rs)	0.1	Distributor margin (Rs)	0.1	0.1
<i>Distributor margin (%)</i>	<i>2.5</i>	<i>Distributor margin (%)</i>	<i>2.5</i>	<i>2.5</i>
Distributor invoice price	4.4	Distributor invoice price	4.4	4.4
		Fixed cess	1.6	2.1
		Ad valorem cess	0.1	0.1
		<i>Ad valorem cess (%)</i>	<i>5.0</i>	<i>5.0</i>
VAT	0.9	Base GST	0.6	0.5
<i>VAT rate (%)</i>	<i>25.0</i>	<i>Base GST rate (%)</i>	<i>28.0</i>	<i>28.0</i>
ITC's gross revenue	3.5	ITC's net sales pre NCCD	2.1	1.8
Excise	1.7	NCCD	0.1	0.1
ITC's net revenues	1.9	ITC's net revenues	2.0	1.7
Total tax incidence	2.6	Total tax incidence	2.4	2.8
<i>Total tax incidence TO MRP (%)</i>	<i>51.4</i>	<i>Total tax incidence TO MRP (%)</i>	<i>48.1</i>	<i>55.0</i>
		Change in tax incidence to pre-GST levels	-6%	7%
		Change in tax incidence to earlier GST rate		14%

Source: Company, MOSL

Exhibit 2: Exceeding 65mm but not 70mm

> 65mm but not 70mm	Pre-GST	> 65mm but not 70mm	Post-GST	Post-GST revised rates
MRP	5.5	MRP	5.5	5.5
Retailer margin	0.5	Retailer margin	0.5	0.5
<i>Retailer margin (%)</i>	<i>10.0</i>	<i>Retailer margin (%)</i>	<i>10.0</i>	<i>10.0</i>
Retailer invoice price	5.0	Retailer invoice price	5.0	5.0
Distributor margin (Rs)	0.1	Distributor margin (Rs)	0.1	0.1
<i>Distributor margin (%)</i>	<i>2.5</i>	<i>Distributor margin (%)</i>	<i>2.5</i>	<i>2.5</i>
Distributor invoice price	4.9	Distributor invoice price	4.9	4.9
		Fixed cess	2.1	2.7
		Ad valorem cess	0.1	0.1
		<i>Ad valorem cess (%)</i>	<i>5.0</i>	<i>5.0</i>
VAT	1.0	Base GST	0.6	0.4
<i>VAT rate (%)</i>	<i>25.0</i>	<i>Base GST rate (%)</i>	<i>28.0</i>	<i>28.0</i>
ITC's gross revenue	3.9	ITC's net sales pre NCCD	2.1	1.6
Excise	2.2	NCCD	0.1	0.1
ITC's net revenues	1.7	ITC's net revenues	2.0	1.5
Total tax incidence	3.2	Total tax incidence	2.9	3.4
<i>Total tax incidence TO MRP (%)</i>	<i>58.0</i>	<i>Total tax incidence TO MRP (%)</i>	<i>53.0</i>	<i>61.0</i>
		Change in tax incidence to pre-GST levels	-9%	5%
		Change in tax incidence to earlier GST rate		15%

Source: Company, MOSL

Exhibit 3: Exceeding 70mm but not 75mm

> 70mm but not 75mm	Pre-GST	> 70mm but not 75mm	Post-GST	Post-GST revised rates
MRP	9	MRP	9	9
Retailer margin	0.8	Retailer margin	0.8	0.8
<i>Retailer margin (%)</i>	<i>10.0</i>	<i>Retailer margin (%)</i>	<i>10.0</i>	<i>10.0</i>
Retailer invoice price	8.2	Retailer invoice price	8.2	8.2
Distributor margin (Rs)	0.2	Distributor margin (Rs)	0.2	0.2
<i>Distributor margin (%)</i>	<i>2.5</i>	<i>Distributor margin (%)</i>	<i>2.5</i>	<i>2.5</i>
Distributor invoice price	8.0	Distributor invoice price	8.0	8.0
		Fixed cess	2.9	3.7
		Ad valorem cess	0.2	0.2
		<i>Ad valorem cess (%)</i>	<i>5.0</i>	<i>5.0</i>
VAT	1.6	Base GST	1.1	0.9
<i>VAT rate (%)</i>	<i>25.0</i>	<i>Base GST rate (%)</i>	<i>28.0</i>	<i>28.0</i>
ITC's gross revenue	6.4	ITC's net sales pre NCCD	3.8	3.2
Excise	3.0	NCCD	0.2	0.2
ITC's net revenues	3.4	ITC's net revenues	3.6	3.1
Total tax incidence	4.6	Total tax incidence	4.3	4.9
<i>Total tax incidence TO MRP (%)</i>	<i>51.3</i>	<i>Total tax incidence TO MRP (%)</i>	<i>48.2</i>	<i>54.5</i>
		Change in tax incidence to pre-GST levels	-6%	6%
		Change in tax incidence to earlier GST rate		13%

Source: Company, MOSL

Exhibit 4: For Others

>75mm	Pre-GST	>75mm	Post-GST	Post-GST revised rates
MRP	14	MRP	14	14
Retailer margin	1.3	Retailer margin	1.3	1.3
<i>Retailer margin (%)</i>	<i>10.0</i>	<i>Retailer margin (%)</i>	<i>10.0</i>	<i>10.0</i>
Retailer invoice price	12.7	Retailer invoice price	12.7	12.7
Distributor margin (Rs)	0.3	Distributor margin (Rs)	0.3	0.3
<i>Distributor margin (%)</i>	<i>2.5</i>	<i>Distributor margin (%)</i>	<i>2.5</i>	<i>2.5</i>
Distributor invoice price	12.4	Distributor invoice price	12.4	12.4
		Fixed cess	4.2	4.2
		Ad valorem cess	0.3	1.8
		<i>Ad valorem cess (%)</i>	<i>5.0</i>	<i>36.0</i>
VAT	2.5	Base GST	1.7	1.4
<i>VAT rate (%)</i>	<i>25.0</i>	<i>Base GST rate (%)</i>	<i>28.0</i>	<i>28.0</i>
ITC's gross revenue	9.9	ITC's net sales pre NCCD	6.2	5.0
Excise	4.4	NCCD	0.3	0.3
ITC's net revenues	5.5	ITC's net revenues	5.9	4.8
Total tax incidence	6.9	Total tax incidence	6.5	7.6
<i>Total tax incidence TO MRP (%)</i>	<i>49.3</i>	<i>Total tax incidence TO MRP (%)</i>	<i>46.6</i>	<i>54.6</i>
		Change in tax incidence to pre-GST levels	-5%	11%
		Change in tax incidence to earlier GST rate		17%

Source: Company, MOSL

Exhibit 5: Weights assumed for weighted average calculation

Slabs	Assumed Weights
< 65mm	20%
> 65mm but not 70mm	60%
> 70mm but not 75mm	10%
>75mm	10%

Source: Company, MOSL



BSE SENSEX 32,075 S&P CNX 9,916

CMP: INR1,751 TP: INR1,662(-5%) Neutral

Motilal Oswal values your support in the Asiamoney Brokers Poll 2017 for India Research, Sales and Trading team. We request your ballot.



Bloomberg	ACC IN
Equity Shares (m)	188
M.Cap.(INRb)/(USDb)	329 / 4.9
52-Week Range (INR)	1779 / 1257
1, 6, 12 Rel. Per (%)	4/14/-7
Avg Val, INRm	593
Free float (%)	45.5

Financials & Valuations (INR b)

Y/E Dec	2016	2017E	2018E
Sales	108	121	135
EBITDA	13	15	19
NP	7	9	12
Adj. EPS (INR)	36	50	65
EPS Gr. (%)	-4	38	31
BV/Sh (INR)	461	481	509
RoE (%)	8	11	13
RoCE (%)	8	10	13
P/E (x)	49	35	27
P/BV (x)	4	4	3

Estimate change ↔
TP change ↔
Rating change ↔

Double-digit volume growth led by ramp-up of new capacities

Market share gains led by ramp-up of new capacity in east: 2QCY17 volumes increased 10% YoY to 6.74mt (in-line), led by ramp-up of new capacities in the east. Cement realization of INR4,509/t (+7% YoY, +6% QoQ) was in line with our estimate. Sequential pricing improvement was driven by better realization in its focus markets of north and east. However, exit realization for the quarter was lower by ~3% than average 2QCY17 realization, indicating weaker profitability in 3QCY17. Revenue increased 17% YoY to INR33.1b (est. of INR33.17b), led by volume growth in both Cement and RMC, as well as better realization.

Highest EBITDA/t in 20 quarters: EBITDA increased 20% YoY to INR4.95b (above estimate), translating into a margin of 14.9% (+0.30pp YoY, +3.9pp QoQ). EBITDA/ton rose 9% YoY (+41% QoQ) to INR735 (above estimate). Unitary cost rose 6% YoY (flat QoQ) to INR4,180/t (est. of INR4,245) due to higher P&F and freight cost. Other operating income was higher at INR1.4b (+3.5x YoY), possibly due to higher incentives from Sindri and Jamul.

Key highlights from management presentation on cost curve: 1) Raw material prices contained by better gypsum and raw mix optimization. 2) Slag prices increased in east due to higher demand. 3) Fuel mix optimized, with petcoke usage at 65% v/s 58% in year-ago period. 4) Clinker freight cost up due to sourcing of additional clinker to compensate for slag and flyash.

Valuation gap to persist; maintain Neutral: With new growth avenues (expansion in east) and market share improvement, we expect better profitability in CY17/CY18. However, ACC continues to face medium-term concerns about cost structure and efficient utilization of excess clinker from its Jamul plant. Even in an upturn, ACC's operating margin would lag industry due to inefficient operations at most of its units. The stock trades at ~25-30% discount to peers, at EV/ton of USD122 (CY19E). We thus believe that valuation gap with its more efficient peers would persist. Maintain **Neutral**.

Quarterly Performance (Standalone)

Y/E December	CY16				CY17				(INR Million)	
	1Q	2Q	3Q	4Q	1Q	2Q	3QE	4QE	CY16	CY17E
Cement Sales (m ton)	6.36	6.12	5.07	5.45	6.60	6.74	5.48	5.78	22.99	24.60
YoY Change (%)	9.3	-1.3	-9.6	-9.0	3.8	10.1	8.0	6.1	-2.7	7.0
Cement Realization	4,109	4,206	4,371	4,353	4,265	4,509	4,359	4,593	4,218	4,430
YoY Change (%)	-9.4	-4.1	-1.5	0.3	3.8	7.2	-0.3	5.5	-4.6	5.0
QoQ Change (%)	-5.3	2.4	3.9	-0.4	-2.0	5.7	-3.3	5.4		
Net Sales	28,727	28,326	24,706	26,346	30,997	33,125	26,669	30,236	107,676	121,026
YoY Change (%)	-0.4	-4.3	-9.8	-7.4	7.9	16.9	7.9	14.8	-5.8	12.4
Total Expenditure	24,953	24,190	22,458	24,116	27,579	28,175	24,099	26,373	95,159	106,225
EBITDA	3,774	4,136	2,247	2,231	3,418	4,951	2,570	3,863	12,518	14,802
Margins (%)	13.1	14.6	9.1	8.5	11.0	14.9	9.6	12.8	11.6	12.2
Depreciation	1,434	1,410	1,529	1,679	1,650	1,621	1,660	1,672	6,052	6,603
Interest	188	208	197	209	252	225	150	73	826	700
Other Income	1,131	730	744	934	1,101	1,663	1,000	736	3,503	4,500
PBT before EO Item	3,283	3,248	1,265	1,277	2,617	4,768	1,760	2,854	9,143	11,998
EO Income/(Expense)	0	0	0	-428	0	0	0	0	-428	0
PBT after EO Item	3,283	3,248	1,265	849	2,617	4,768	1,760	2,854	8,715	11,998
Tax	937	824	424	44	502	1,550	475	112	2,244	2,640
Rate (%)	28.5	25.4	33.5	5.2	19.2	32.5	27.0	3.9	25.8	22.0
Reported PAT	2,346	2,424	841	805	2,115	3,218	1,285	2,742	6,470	9,359
Adjusted PAT	2,346	2,424	841	1,233	2,115	3,218	1,285	2,742	6,898	9,359
Margins (%)	8.2	8.6	3.4	4.7	6.8	9.7	4.8	9.1	6.4	7.7
YoY Change (%)	-6.0	84.5	-28.1	-49.4	-9.9	32.7	52.7	122.3	-7.4	35.7

E: MOSL Estimates



Jubilant Foodworks

BSE SENSEX	S&P CNX
32,075	9,916

CMP: INR1,275 TP: INR850 (-33%)

Sell

Bloomberg	JUBI IN
Equity Shares (m)	66.0
M.Cap.(INRb)/(USDb)	65.3 / 1.0
52-Week Range (INR)	1299 / 761
1, 6, 12 Rel. Per (%)	33/35/-4
Avg Val, (INR m)	680
Free float (%)	55.0

Financials & Valuations (INR b)

Y/E Mar	2017	2018E	2019E
Net Sales	25.8	28.8	32.8
EBITDA	2.4	3.0	3.8
PAT	0.6	1.0	1.4
EPS (INR)	10.0	14.8	20.7
Gr. (%)	-32.1	48.0	40.0
BV/Sh (INR)	122.1	133.0	148.3
RoE (%)	8.2	11.1	14.0
RoCE (%)	8.4	11.6	14.7
P/E (x)	127.4	86.1	61.5
P/BV (x)	10.4	9.6	8.6

Estimate change	↑
TP change	↑
Rating change	↔

SSSG better than expectation; 'Everyday Value' strategy receives good response

- Results above expectations: 1QFY18 net sales grew 11.5% YoY (est. of +3%) to INR6.8b, EBITDA rose 37.8% YoY (est. of +3%) to INR796m and adj. PAT increased 25.6% YoY (est. of -4.8%) to INR181m. SSS grew 6.5% YoY (est. of -3%) for the quarter.
- Gross margin shrunk 40bp YoY to 76.4% (est. of -200bp). Lower staff costs (-130bp to 21.7%), other expenses (-120bp to 31.3%) and rent costs (-20bp to 11.6%) led to EBITDA margin expansion of 220bp YoY to 11.7% (est. of flat margin).
- Concall highlights: (1) SSSG of 6.5% in 1QFY18 was led by growth in business volumes, mostly due to good response to 'Everyday Value' strategy for Domino's Pizza. (2) Benefits of cost rationalization efforts in association with AT Kearney will be witnessed mainly in 3QFY18 and 4QFY18. (3) 255bp negative impact due to Dunkin Donuts on margins in 1QFY17 came down to 145bp in 1QFY18.
- Valuation view: Changes to the model have resulted in 21.8%/15.6% increase in FY18/FY19 EPS. There is, however, no visibility on sustained SSSG growth beyond the current year, with persistent weak urban consumer sentiment. For a business that sells an expensive product and where competition has made significant inroads into its forte of delivery, significant job creation needs to happen and incomes need to rise sharply – there has been no evidence of this so far. Although admirable, most of management's efforts are just damage-control, in our view. Double-digit SSSG is essential for sustained margin growth for a business with cost inflation of 6-7%. Despite assuming staggering 54% EPS CAGR over FY17-19, the stock trades at 61.5x FY19E EPS for a business that does not make 15% RoE, even in FY19. Maintain **Sell** with a revised TP of INR850 (multiple unchanged at 38x June 2019E EPS).

Quarterly Standalone Performance

Y/E March	FY17				FY18						(INR Million)	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE	FY17	FY18E	FY18 1QE	Var. (%)
No of Stores	1049	1081	1107	1117	1125	1137	1150	1162	1117	1162	1127	
LTL Growth (%)	-3.2	4.2	-3.3	-7.5	6.5	6.0	10.0	10.0	-2.5	8.0	-3.0	
Net Sales	6,089	6,655	6,588	6,128	6,788	7,388	7,577	7,057	25,834	28,810	6,272	8.2%
YoY Change (%)	6.7	13.3	3.9	-0.9	11.5	11.0	15.0	15.2	7.2	11.5	3.0	
Gross Profit	4,675	4,979	4,938	4,710	5,183	5,489	5,665	5,386	19,526	21,723	4,690	10.5%
Gross Margin (%)	76.8	74.8	74.9	76.9	76.4	74.3	74.8	76.3	75.6	75.4	74.8	
Other Expenses	4,098	4,336	4,297	4,104	4,387	4,813	4,872	4,624	17,115	18,696	4,095	
EBITDA	577	643	641	605	796	677	793	762	2,411	3,027	595	33.8%
EBITDA Growth %	-14.2	6.4	-11.9	-15.1	37.8	5.3	23.9	25.9	-11.3	25.5	3.0	
Margins (%)	9.5	9.7	9.7	9.9	11.7	9.2	10.5	10.8	9.3	10.5	9.5	
Depreciation	326	366	381	438	462	403	419	428	1,554	1,712	359	
Other Income	31	43	35	36	30	47	39	49	147	165	34	
PBT	282	320	295	203	364	321	413	382	1,004	1,480	270	34.7%
Tax	92	104	95	53	125	106	136	136	345	503	89	
Rate (%)	32.7	32.5	32.2	26.4	34.4	33.0	33.0	35.5	34.3	34.0	33.0	
Adjusted PAT	190	216	200	149	238	215	277	247	660	977	181	31.9%
YoY Change (%)	-31.1	-1.3	-31.9	-46.3	25.6	-0.3	38.5	65.1	-38.1	48.0	-4.8	

E: MOSL Estimates



DCB Bank

BSE SENSEX	S&P CNX
32,075	9,916

Bloomberg	DCBB IN
Equity Shares (m)	307.1
M.Cap.(INRb)/(USD\$b)	61.0 / 0.91
52-Week Range (INR)	213 / 99
1, 6, 12 Rel. Per (%)	-9/51/82
Avg Val, INRm	333
Free float (%)	85.0

Financials & Valuations (INR b)

Y/E MARCH	2018E	2019E	2020E
NII	9.7	11.9	14.5
OP	5.1	6.3	7.8
NP	2.6	3.2	3.8
EPS (INR)	8.4	10.4	12.5
EPS Gr. (%)	19.5	24.3	20.6
BV/Sh. (INR)	83.4	92.8	104.2
RoE (%)	11.4	11.8	12.7
RoA (%)	1.0	1.0	0.9
P/E (x)	23.7	19.1	15.8
P/BV (x)	2.4	2.1	1.9

CMP: INR198

TP: INR192 (-3%)

Neutral

Healthy PAT growth backed by one-off other income and opex control

- DCB Bank (DCBB) reported healthy PAT growth of 39% YoY (23% QoQ) to INR652m, exceeding our estimate by 10%. PPop performance surprised with a 14% beat (+18%/+47% QoQ/YoY), driven by one-off treasury gains of INR214m.
- NII rose 32% YoY to INR2.3b, led by 24% growth in interest-earning assets and 19bp YoY improvement in reported NIM. NIM improved 21bp QoQ after adjusting for one-off IT refund of ~INR9m received in 4Q. Opex was controlled with the CI ratio at 57.2% (-220bp/-370bp QoQ/YoY).
- Asset quality deteriorated, with gross/net slippages at 2.7%/1.7%, mainly due to stress in mortgages and AIB portfolios. Slippages increased 19% QoQ to INR887m. Recoveries & upgrades declined to INR331m from INR393m in 4QFY17. GNPA/NNPA stood at 1.74%/0.92%.
- Loan book grew 3% QoQ and 22% YoY to INR163b, driven by 22% YoY growth in each of mortgages, SME, agri and corporate banking. Total retail loans grew 1%/16% QoQ/YoY to 54% of loan book.
- Other highlights:** a) CASA ratio improved to 27% v/s 24% in 4Q, b) CAR stood at 15.3%, with a Tier 1 ratio of 13.4% (post QIP of INR3.8b in 1QFY18), c) number of branches reached 290.
- Valuation and view:** We expect loan growth (25% CAGR) to stay ahead of system loan growth. Back-end-loaded branch expansion costs would keep near-term CIR elevated at ~60%. Return ratios are likely to remain muted in the near term, with RoA/ RoE at ~1%/11-13%. Valuations at 2.1x/19.0x FY19E BV/EPS leave limited upside. We maintain **Neutral** with a TP of INR192.

Quarterly Performance

	(INR Million)									
	FY17				FY18E					
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FY17	FY18E
Interest Income	4,706	5,063	5,502	5,491	5,660	5,966	6,312	7,183	20,761	25,121
Interest Expense	2,936	3,160	3,407	3,288	3,329	3,612	3,919	4,513	12,791	15,372
Net Interest Income	1,770	1,903	2,095	2,203	2,332	2,355	2,393	2,670	7,971	9,749
% Change (Y-o-Y)	26.1	26.9	30.5	30.6	31.7	23.7	14.3	21.2	28.7	22.3
Other Income	601	616	641	636	858	725	728	725	2,495	3,035
Net Income	2,372	2,519	2,736	2,839	3,189	3,080	3,121	3,394	10,465	12,784
Operating Expenses	1,444	1,511	1,643	1,685	1,825	1,813	1,971	2,056	6,283	7,666
Operating Profit	927	1,009	1,093	1,153	1,364	1,267	1,149	1,338	4,182	5,119
% Change (Y-o-Y)	3.4	29.2	29.7	18.9	47.1	25.6	5.2	16.0	19.8	22.4
Other Provisions	205	265	305	339	355	290	270	311	1,115	1,226
Profit before Tax	722	744	787	814	1,009	977	879	1,027	3,067	3,893
Tax Provisions	252	259	274	286	357	327	295	345	1,070	1,323
Net Profit	470	485	513	529	652	650	585	682	1,997	2,569
% Change (Y-o-Y)	0.3	31.3	24.5	-24.0	38.7	34.0	14.0	29.1	2.6	28.7
Operating Parameters										
NIM (Reported,%)	4.1	4.0	4.0		4.2					
Deposit Growth (%)	18.2	30.4	33.8	29.2	22.2	13.7	14.2	25.0	29.2	25.0
Loan Growth (%)	27.9	29.1	24.3	22.4	22.0	19.4	25.3	25.0	22.4	25.0
CD Ratio (%)	85.1	81.6	77.4	82.0	84.9	0.0	0.0	0.0	82.0	82.0
Asset Quality										
Gross NPA (INR B)	2.3	2.6	2.3	2.5	2.9	3.0	3.2	3.0	2.5	3.2
Gross NPA (%)	1.7	1.8	1.6	1.6	1.7	1.7	1.7	1.5	1.6	1.6

BSE SENSEX
32,075S&P CNX
9,916

CMP: INR278

TP: INR360

Buy

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

Conference Call Details

Date: 19th May 2017

Time: 01:00pm IST

Dial-in details:

+91-22-3938 1071

Financials & Valuations (INR b)

Y/E Mar	2017	2018E	2019E	2020E
Net Sales	9.33	10.11	10.95	11.86
EBITDA	2.06	2.58	2.96	3.43
NP	1.90	2.21	2.59	3.07
EPS (INR)	25.9	30.1	35.3	41.8
EPS Gr. (%)	5.2	16.3	17.3	18.5
BV/Sh.(INR)	149.1	179.2	214.6	256.4
RoE (%)	19.0	18.3	17.9	17.8
RoCE (%)	17.8	17.1	16.9	16.9
P/E (x)	10.7	9.2	7.9	6.6
P/BV (x)	1.9	1.6	1.3	1.1

Ad pain continues, negative operating leverage hits margins

- n Print ad revenue remained flat YoY at INR1.78b (est. of INR1.85b).
- n Circulation revenue too remained flat YoY at INR0.56b (est. of INR0.59b).
- n Revenue declined 1% YoY to INR2.37b, falling short of our estimate of INR2.49b by 5%.
- n EBITDA margin shrunk 225bp to 21.5% (est. of 26%) as negative operating leverage hit margins.
- n RM cost was flat YoY at INR0.94b (largely in line), constituting 39.6% of revenues (v/s 34.7% in 4QFY17, 39.2% in 1QFY17 and est. of 37.2%).
- n PAT was down 1.5% YoY to INR0.48b, missing our estimate, which was largely a function of EBITDA miss flowing through.

Key questions for management

- n Sectors that were laggards in terms of ad spend and those expected to aid the revival
- n Quantum of GST impact on ad spend in the print industry

Valuation and view: We will revisit our estimates post the earnings call. At CMP of INR277, the stock trades at P/E of 9.2x FY18E and 7.9x FY19E. We have a **Buy** rating.

Quarterly Performance

(INR Million)

Y/E March	FY17				FY18				FY17	FY18E
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE		
Ad revenue	1,777	1,701	1,688	1,745	1,780	1,837	1,941	1,920	6,912	7,547
YoY (%)	6.9	0.9	-6.8	3.0	0.2	8.0	15.0	10.0	1.1	9.2
Circulation revenue	563	538	561	552	560	570	596	586	2,213	2,343
YoY (%)	5.4	3.1	7.3	3.4	-0.5	6.0	6.2	6.2	3.2	5.9
Revenue	2,392	2,295	2,303	2,343	2,368	2,466	2,593	2,554	9,333	10,108
YoY (%)	6.9	1.4	-4.2	3.1	-1.0	7.5	12.6	9.0	1.6	8.3
Operating expenses	1,823	1,791	1,894	1,770	1,858	1,980	2,025	1,997	7,277	7,524
EBITDA	569	504	409	573	510	486	569	557	2,055	2,584
YoY (%)	4	-4	-32	10	-10	-4	39	-3	-5.6	25.7
EBITDA margin (%)	23.8	22.0	17.8	24.4	21.5	19.7	21.9	21.8	22.0	25.6
Depreciation	50	52	50	50	53	58	56	56	202	226
Interest	47	41	39	34	25	26	27	29	161	156
Other Income	201	338	215	167	251	220	220	215	884	874
PBT	673	749	536	655	683	622	706	687	2,575	3,077
Tax	186	202	98	191	203	175	199	194	676	868
Effective Tax Rate (%)	27.6	27.0	18.2	29.1	29.7	28.2	28.2	28.2	26.3	28.2
Share of prof/ (loss) of associates										
Adjusted net profit	487	547	438	424	480	447	507	493	1,858	2,209
YoY (%)	16.8	20.9	-6.5	-4.8	-1.5	-18.2	15.6	16.5	5.2	16.3



Metals Weekly

Chinese steel mills' spreads at multi-year high

- Indian steel: Long product (TMT Mumbai) prices were unchanged WoW. Sponge iron prices were also unchanged, while domestic scrap prices were down ~4% WoW. Domestic iron ore prices were unchanged. Pellet prices were marginally higher. Domestic HRC prices were unchanged, but import price offers were up ~5% WoW.
- Raw materials: Iron ore prices (China cfr) were up ~5% WoW. Chinese iron ore port inventories were unchanged. Thermal coal prices were up ~6% WoW. Coking coal prices were up ~8% WoW on likelihood of production cuts in China. China pellet import prices were up ~2% WoW, as premium over iron ore remains strong.
- Europe: HRC prices were up ~1% WoW. EU steel spreads are lower on higher iron ore and coking coal prices. CIS export HRC prices were up ~2% WoW. Rotterdam scrap prices were unchanged.
- China: Local HRC prices were up ~3% WoW, while rebar prices were up 2% WoW. Steel inventories are declining. Export HRC/rebar prices were up ~1/2% WoW. Mill spreads are at multi-year high.
- Base metals: Aluminum (cash LME) was down ~1% WoW. Alumina prices were lower. Zinc (cash LME) and lead were unchanged. Copper was up ~1% WoW. Crude oil (Brent) prices were up ~5% WoW.

Metal Prices

	CMP	change since						
		14-Jul	%	7-Jul	%	1-Apr	%	1-Jan
STEEL								
TMT- Mumbai (INR/ton)	30,300	0	30,300	-10	33,600	-1	30,600	
HRC- Mumbai (INR/ton)	35,500	0	35,500	-5	37,333	-7	38,222	
HRC (USD/ton) fob CIS	463	2	455	-4	483	-7	495	
Sponge iron - Raipur (INR/ton)	16,500	0	16,500	-11	18,500	3	15,950	
METALLICS								
Pig iron - Raipur (INR/ton)	21,900	2	21,400	-8	23,850	-3	22,550	
Iron ore spot (USD/ton) cfr China	66	5	63	-12	75	-17	79	
Coking coal (USD/ton) fob Aus.	168	8	155	-41	283	-30	240	
Shred. scrap (USD/ton) Rotterdam	281	0	282	8	260	1	278	
ALUM.								
LME Spot (USD/ton)	1,904	-1	1,920	-1	1,930	5	1,814	
Indian prices (INR '000/ton)	123	-1	124	-1	124	6	116	
LME inventories ('000 ton)	1,382	0	1,383	-24	1,818	-37	2,202	
ZINC								
LME Spot (USD/ton)	2,769	0	2,778	4	2,665	8	2,563	
Indian prices (INR '000/ton)	178	-1	180	4	172	3	174	
LME inventories ('000 ton)	267	-4	279	-27	367	-38	428	
COPPER								
LME Spot (USD/ton)	5,858	1	5,809	2	5,770	6	5,501	
Indian prices (INR '000/ton)	377	0	379	-1	381	1	374	
LME inventories ('000 ton)	313	-2	320	18	265	0	312	
OTHERS								
Gold (INR/10gms)	27,850	0	27,719	-3	28,845	0	27,812	
Sliver (INR/1kg)	36,460	2	35,712	-13	41,896	-6	38,921	
Lead Spot LME (USD/ton)	2,264	0	2,270	0	2,260	14	1,985	
Brent crude (USD/bbl)	48.9	5	46.7	-11	55.2	-14	56.8	
MISC.								
INR/USD	64.3	-1	64.6	0	64.3	-5	68.0	
BDI	900	10	820	-26	1,223	-6	961	

Valuations: Indian companies

Company	Price (INR)	EV/EBITDA (x) FY18E	EV/EBITDA (x) FY19E	P/B (x) FY18E
Steel				
Tata Steel	559	7.0	6.2	1.5
JSW Steel	214	8.5	7.7	2.0
JSPL	140	9.8	6.8	0.4
SAIL	62	35.2	14.8	0.8
Non-Ferrous				
Hindalco	201	6.0	5.2	1.3
Nalco	68	7.3	6.5	1.2
Vedanta	260	6.4	4.9	1.5
Mining				
Coal India	254	6.7	6.4	6.4
HZL	273	7.4	5.7	4.0
NMDC	119	6.1	6.0	1.6

Note: Detailed table on pg 25 Source: MOSL

Valuations: Global companies

	Price	EV/EBITDA (x) CY17	EV/EBITDA (x) CY18	P/B (x) CY17
Mining				
BHP	AUD 25.13	6.0	6.5	nm
FMG	AUD 5.27	3.5	5.2	nm
Rio Tinto	AUD 65.53	5.6	6.6	nm
Vale	USD 27.8	4.7	5.4	1.0
Teck Res.	USD 19.3	3.9	4.8	0.8
Steel				
A. Mittal	EUR 21.945	5.0	5.1	0.7
Posco	KRW 315	5.7	5.6	0.6
US Steel	USD 23.21	6.2	4.8	1.8
Nucor	USD 59.72	7.2	6.9	2.3
JFE	JPY 2051	7.6	7.0	nm
Gerdau	BRL 10.94	7.7	6.1	1.1
Angang	CNY 6.05	8.2	7.5	0.8
Non Ferrous				
Alcoa	USD 36.32	4.7	4.9	1.1
Hydro	NOK 52.15	6.5	6.0	1.3
Rusal	HKD 4.13	9.3	8.6	nm

Note: Detailed on pg 25 Source: Bloomberg



HT Media

Bloomberg	HTML IN
Equity Shares (m)	232.8
M. Cap. (INR b)/(USD b)	19 / 0
52-Week Range (INR)	96 / 70
1,6,12 Rel Perf. (%)	-1 / -9 / -13

CMP: INR81 TP: INR90 (+6%) Neutral

- n We expect revenue to grow 3% YoY to INR6.4b.
- n Print ad revenue is likely to grow at 2% YoY to INR4.57b, as June was impacted due to GST-led pressure on ad spends. April and May ad spends are expected to be healthy.
- n English print ad growth is expected to remain flat YoY, despite the low base.
- n Hindi ad revenue is expected to grow 4% YoY to INR1.85b.
- n Radio ad revenue growth is expected to remain healthy at 20% YoY (INR0.4b).
- n We expect circulation revenue to increase 4% YoY to INR0.8b.
- n EBITDA margin is expected to remain flat YoY at 10.5%.
- n Adjusted net profit is likely to grow 9% YoY to INR0.24b, as EBITDA increase flows through.
- n The stock trades at 10.2x FY18E and 8.9x FY19E EPS. We revise our target price to INR90 (10x FY19E EPS). Neutral.

Financial Snapshot (INR Billion)

Y/E MARCH	2017	2018E	2019E	2020E
Net Sales	24.5	25.9	27.2	28.4
EBITDA	3.0	3.4	3.5	3.7
Adj. NP	1.7	1.8	2.1	2.3
Adj. EPS (INR)	7.4	8.0	9.2	10.1
Adj. EPS Gr. (%)	2.1	8.0	14.3	9.9
BV/Sh (INR)	109.8	120.3	131.8	144.5
RoE (%)	7.1	7.0	7.3	7.3
RoCE (%)	8.5	8.6	8.9	9.3
Div. Payout (%)	5.4	4.3	4.3	4.3

Valuations

P/E (x)	10.9	10.1	8.8	8.0
P/BV (x)	0.7	0.7	0.6	0.6
EV/EBITDA (x)*	3.6	2.2	1.2	0.1
Div. Yield (%)	0.5	0.4	0.5	0.5

* Proportionate

Key things to watch for

- Ø YoY English ad growth (we expect flat ad growth).
- Ø Hindi ad growth (we expect 4% YoY de-growth).
- Ø EBITDA margin (we expect 10.5%).

Quarterly Performance (Consolidated)

(INR Million)

Y/E March	FY17				FY18				FY17	FY18E
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Revenue	6,147	6,022	6,499	5,853	6,344	6,343	7,016	6,231	24,521	25,935
YoY (%)	4.7	0.2	-4.6	-7.3	3.2	5.3	8.0	6.5	-2.0	5.8
Operating expenses	5,504	5,518	5,394	5,122	5,677	5,560	5,922	5,333	21,538	22,492
EBITDA	643	505	1,105	731	667	783	1,094	898	2,983	3,443
YoY (%)	13.1	-23.4	-6.9	3.9	3.8	55.2	-0.9	22.9	-4.3	15.4
EBITDA margin (%)	10.5	8.4	17.0	12.5	10.5	12.4	15.6	14.4	12.2	13.3
Depreciation	295	304	312	337	339	346	356	387	1,248	1,428
Interest	247	245	241	218	237	237	237	241	951	952
Other Income	478	780	549	488	500	720	530	521	2,295	2,271
Extra-ordinary exps	0	0	0	0	0	0	0	0	0	0
PBT	579	736	1,100	665	591	920	1,032	792	3,079	3,334
Tax	186	224	36	225	177	230	237	189	671	834
Effective Tax Rate (%)	32.2	30.5	3.3	33.8	30.0	25.0	23.0	23.9	21.8	25.0
PAT	392	512	1,064	440	414	690	795	602	2,408	2,501
Minority Interest	168	202	150	184	170	160	160	162	705	652
Reported PAT	224	309	914	256	244	530	635	440	1,703	1,848
Adj PAT	224	309	914	256	244	530	635	440	1,703	1,848
YoY (%)	-10.1	-16.1	32.8	-33.2	8.7	71.4	-30.6	72.2	0.9	8.5
Ad revenue growth (%)	2	-4	-9	-13	2	4	7	5	-4	4
-English	-1	-6	-9	-21	0	1	2	1	-8	1
-Hindi	7	1	-7	3	4	8	15	10	1	9
Circulation revenue growth (%)	6	0	2	0	4	4	5	5	2	4
-English	7	-7	-1	-8	0	0	1	1	-1	1
-Hindi	5	3	4	3	5	6	6	6	3	6



Hindustan Unilever

Bloomberg	HUVR IN
Equity Shares (m)	2163.5
M. Cap. (INR b)/(USD b)	2359 / 36
52-Week Range (INR)	1128 / 783
1,6,12 Rel Perf. (%)	1 / 16 / 8

Financial Snapshot (INR b)

Y/E March	2017	2018E	2019E	2020E
Sales	313.0	348.3	395.0	448.3
EBITDA	60.5	70.0	82.3	95.3
Adj. PAT	42.5	49.3	58.4	67.7
Adj. EPS (INR)	19.6	22.8	27.0	31.3
EPS Gr. (%)	1.9	16.1	18.4	16.0
BV/Sh.(INR)	30.8	31.8	33.6	37.4
RoE (%)	65.6	72.8	82.5	88.2
RoCE (%)	87.3	96.6	109.6	117.7
Payout (%)	86.6	85.6	87.1	75.1

Valuations

P/E (x)	55.5	47.8	40.4	34.8
P/BV (x)	35.4	34.3	32.5	29.2
EV/EBITDA (x)	38.7	33.5	28.3	24.3
Div. Yield (%)	1.6	1.8	2.2	2.2

CMP: INR1,090 TP: INR1,260 (+16%) Buy

- n We expect Hindustan Unilever's revenue to grow by 2%, with an underlying ~1% volume decline.
- n PFAD prices have gone up just 3.2% YoY and LAB prices are up 4% YoY.
- n We expect operating margin to remain flat at 20.1% in 1QFY18.
- n We estimate EBITDA and PAT growth of 2% and 3% YoY, respectively.
- n The stock trades at 40.4x FY19E EPS of INR27; maintain Buy.

Key issues to watch for:

- ⊗ Comments on volume growth and consumer demand environment.
- ⊗ Prospects on rural recovery.

Quarterly Performance

(INR Million)

Y/E March	FY17				FY18				FY17	FY18
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE	Ind AS	Ind AS
Volume Growth (%)	4.0	-1.0	-4.0	4.0	-1.0	6.0	9.0	5.0	0.8	4.8
Net Sales	81,282	78,427	77,060	82,130	82,907	89,015	90,160	92,695	318,899	354,778
YoY Change (%)	3.6	1.4	-0.7	6.4	2.0	13.5	17.0	12.9	2.7	11.3
COGS	39,555	39,620	37,440	40,220	40,346	44,435	43,084	44,700	156,835	172,565
Gross Profit	41,727	38,807	39,620	41,910	42,562	44,579	47,077	47,995	162,064	182,213
Margin %	51.3	49.5	51.4	51.0	51.3	50.1	52.2	51.8	50.8	51.4
Operating Exp	25,368	24,760	26,060	25,400	25,875	27,836	30,220	28,285	101,588	112,216
% to sales	31.2	31.6	33.8	30.9	31.2	31.3	33.5	30.5	31.9	31.6
EBITDA	16,359	14,046	13,560	16,510	16,686	16,744	16,857	19,711	60,475	69,997
YoY Change (%)	8.2	5.1	-5.2	12.2	2.0	19.2	24.3	19.4	5.2	15.7
Margins (%)	20.1	17.9	17.6	20.1	20.1	18.8	18.7	21.3	19.0	19.7
Depreciation	933	945	1,000	1,080	1,102	1,124	1,146	1,240	3,958	4,611
Interest	60	49	50	60	60	60	60	62	219	242
Other Income	1,076	2,528	820	830	1,183	2,781	902	942	5,254	5,808
PBT	16,442	15,580	13,330	16,200	16,708	18,341	16,553	19,351	61,552	70,953
Tax	5,411	4,807	4,480	4,360	5,096	5,594	5,049	5,902	19,058	21,641
Rate (%)	32.9	30.9	33.6	26.9	30.5	30.5	30.5	30.5	31.0	30.5
Adjusted PAT	11,277	10,818	9,199	11,180	11,612	12,747	11,504	13,449	42,474	49,312
YoY Change (%)	6.1	9.3	-10.2	7.6	3.0	17.8	25.1	20.3	3.2	16.1
Reported Profit	11,739	10,956	10,380	11,830	11,612	12,747	11,504	13,449	44,905	49,312

E: MOSL Estimates



UltraTech Cement

Bloomberg	UTCEM IN
Equity Shares (m)	274.4
M. Cap. (INR b)/(USD m)	1102 / 17
52-Week Range (INR)	4531 / 3052
1,6,12 Rel Perf. (%)	-5 / 5 / 3

Financial Snapshot (INR Billion)

Y/E March	2017	2018E	2019E	2020E
Sales	238.9	303.5	375.4	431.0
EBITDA	49.7	63.3	83.3	100.9
NP	26.4	26.3	39.3	49.6
Adj. EPS (INR)	96.1	95.8	143.2	180.7
EPS Gr. (%)	11.3	-0.3	49.4	26.2
BV/Share (INR)	840.0	913.2	1,009.9	1,128.2
RoE (%)	12.0	10.9	14.9	16.9
RoCE (%)	10.4	9.3	10.4	12.0
Payout (%)	12.1	18.2	16.2	16.1

Valuation

P/E (x)	41.8	41.9	28.1	22.2
P/BV (x)	4.8	4.4	4.0	3.6
EV/EBITDA (x)	21.6	18.9	13.9	11.5
EV/Ton (USD)	240	208	197	190

CMP: INR4,017 TP: INR4,780 (+19%) Buy

- 1QFY18 cement volumes are estimated to increase 4% YoY to 13.42mt led by growth in North and East markets. Realizations are estimated to increase 7.3% YoY (+6.7% QoQ) to INR4,380/ton.
- We estimate grey cement EBITDA/ton at INR990 (+INR179/ton QoQ) due to weak realizations. EBITDA margin is expected to increase 2.4pp QoQ to 21.8%.
- EBITDA is estimated to increase 7% YoY to INR14.7b, translating into PAT increase of 5% to INR 8.1bn.
- The stock trades at P/E of 28.1x on FY19E, 14x FY19E EV/EBITDA and FY19E EV/ton of USD197 including JPA's acquisition. Maintain Buy.

Key issues to watch out for:

- Volume growth recovery and outlook.
- Cement pricing outlook and sustainability.
- Update on JPA acquisition.

Quarterly Performance

(INR Million)

Y/E March	FY17				FY18				FY17	FY18E
	1Q	2Q	3Q	4Q	1QE	2QE	3QE	4QE		
Sales (m ton)	12.91	10.87	11.40	13.68	13.42	13.58	14.72	17.78	48.9	59.5
YoY Change (%)	6.3	0.6	-0.6	-0.2	4.0	24.9	29.1	30.0	1.6	21.8
Grey Cement Realn.(INR/ton) *	4,083	4,160	4,118	4,105	4,380	4,338	4,610	4,317	4136	4408
YoY Change (%)	-2.4	-0.8	1.5	5.5	7.3	4.3	12.0	5.2	0.6	6.6
QoQ Change (%)	4.9	1.9	-1.0	-0.3	6.7	-1.0	6.3	-6.3		
Net Sales	61,823	53,966	56,091	65,953	67,550	68,400	77,790	89,788	238,914	303,528
EBITDA	13,723	10,938	11,135	12,782	14,706	12,758	16,271	19,573	49,690	63,308
Margins (%)	22.2	20.3	19.9	19.4	21.8	18.7	20.9	21.8	20.8	20.9
Depreciation	3,027	3,139	3,156	3,357	2,827	4,701	4,701	4,560	12,679	16,789
Interest	1,525	1,367	1,293	1,529	1,240	4,400	4,420	4,398	5,714	14,458
Other Income	2,006	2,335	970	2,401	1,100	1,200	1,300	1,900	6,600	5,500
PBT after EO Expense	11,177	8,767	7,655	10,297	11,740	4,857	8,450	12,515	37,896	37,562
Rate (%)	30.7	31.4	26.4	32.2	30.7	36.2	34.3	24.1	30.4	30.0
Adj. PAT	7,749	6,011	5,634	6,976	8,140	3,098	5,550	9,505	26,372	26,293
YoY Change (%)	28.3	31.4	6.7	-10.7	5.0	-48.5	-1.5	36.3	11.3	-0.3

E: MOSL Estimates; * Grey cement realization is our estimate



1. See a lot of acquisition opportunities in thermal space: JSW Energy; Prashant Jain, JMD & CEO

- n 28,000-30,000 MW of the capacity is stranded and sitting idle at this point in time and these are high cost power plants which are right now sitting with huge debt
- n Expect consolidation in power sector and in order to do that, there will be a lot of haircuts which needs to be taken by the banks
- n We are keenly watching what is going to happen in these 12 cases which have gone to NCLT
- n Continues to remain interested in all the assets of Monnet Power
- n See a lot of opportunities in thermal space, think renewable and thermal can coexist

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2. Expect aluminium prices to fluctuate in the band of USD 1870-1925/tonne: Nalco; TK Chand, CMD

- n China has commissioned 3.9 million tonne (mt) low cost capacity, their consumption is also increasing in construction and other sectors
- n Q1FY18 average aluminium price is at USD 1,910 per tonne but expect prices to fluctuate in the band of USD 1870-1925 per tonne

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3. Expect 8-10% transmission volume growth in FY18: GSPL; T Natarajan, Joint MD

- n Expects 8-10% transmission volume growth in FY18.
- n Will see volume across petchem refinery and city gas distribution verticals
- n GSPL submitted tariff hike proposal to the regulator. Expects tariff revision once regulator takes opinion from various parties.

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4. Remain bullish about performance overall in FY18: Strides Shasun; Shashank Sinha, MD & Group CEO

- n Strides Shasun may receive approval for Lovaza generic, which has a market size of around USD 750-800 million in the United States and could make upto USD 200 million annually for the company.
- n Do expect this along with other applications that are pending and once they have the product approval, will be able to talk about it in much more detail
- n Feels encouraged of the solid pipeline of products that the company will bring to market this year
- n Australia business is going well. Australian market is a consolidated market and top four players account for about 85 percent of the total market. The company is one of the leading players in Australia.

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1. Is the Indian economy at an inflexion point?

n Inflation has come down to its lowest level in several years. The balance of payments situation is comfortable because stable capital flows are funding the current account deficit. Government finances have improved thanks to a commitment to fiscal good sense. The rupee is strengthening against the dollar despite intervention by the Reserve Bank of India. Foreign exchange reserves are increasing rapidly. Excess private sector debt casts a long shadow over this picture of economic stability. The banks are in a mess because many of the loans given out during the preceding credit bubble have gone sour. Private sector investment is very weak. Economic growth is too dependent on consumer spending. This was India in 2002—on the cusp of an unprecedented economic boom. It is also India in 2017. Indian economic growth took off a year after the mix of macroeconomic stability combined with balance-sheet stress. What is the likelihood that India is once again at an inflexion point?

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2. EMPLOYMENT 4.0: BUG, NOT FEATURE

n In the US, 31% of workers are now self-employed, freelancing or in gig economy work. But India is ahead of the US; about 75% of our labour force meets the same criteria. Uber is in the news for the wrong reasons but platform companies like it have already changed labour markets in rich countries and the model will influence even poor-country labour markets like India in the long run. But we'd like to make the case that a) India's huge self-employment is not a feature but a bug because not all entrepreneurship is viable and not everybody can be an entrepreneur, b) employment is changing globally but formal employment is not about to go extinct and there is such a thing as bad self-employment, c) policymakers in India should focus on increasing formal wage employment and good self-employment. Let's look at each point in more detail.

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3. Off-grid solar power and rural electrification

n While grid extension is the main driver of rural electrification in India today and almost all Indian villages are now electrified, the reality at the habitation and household level is very different. In Bihar and Uttar Pradesh, the electrification of rural households remains a daunting challenge for state governments. Considering these facts and the falling costs of off-grid solar power, distributed alternatives to grid extension have drawn a lot of attention in India. Here, we report results from a randomized controlled trial (RCT) that we conducted recently in rural Uttar Pradesh, on the energy access and socioeconomic benefits of an off-grid solar power intervention (Aklin, Michaël, Patrick Bayer, S.P. Harish and Johannes Urpelainen, 2017), "Does basic energy access generate socioeconomic benefits? A field experiment with off-grid solar power in India", Science Advances).

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4. Data: lifeblood of the internet of things

n Between my role at Seagate in Cupertino and the vineyard and olive orchard I run in Sonoma County (Trattore Farms), I spend a fair amount of time driving. Or, rather, riding, taking advantage of my Tesla's autopilot feature. I've been continually impressed by the way my Tesla, as part of a network of cloud-connected vehicles, learns through real-time data every day. If the car approaches a dip in the road too fast, I tap the brakes. The system documents that data and uploads it to the cloud. If more vehicles log similar information at that same GPS point, the algorithm directing autopilot through that spot will change, and my car — and all Teslas — will slow down there. That's what happens when machine learning meets the Internet of Things. And it's all fuelled by real-time data.

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International

5. Overfunding floats silicon valley's bubble economy

n Just a few years ago, Jawbone, the nearly defunct maker of wearable technology, was handing out its brightly coloured fitness tracking wristbands like lollipops to VIPs at Davos. Today, it's selling itself off piece by piece. You could argue that the company was a victim of many things, like being too early into the market (it launched Bluetooth-enabled devices in the late 1990s), or not realising soon enough that things like sleep monitoring and step tracking would eventually be apps that would live on the largest platforms run by companies like Apple and Google, rather than standalone technologies that would warrant their own devices and ecosystems.

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Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17	FY18E	FY19E	FY17	FY18E	FY17	FY18E	FY17	FY18E	FY19E
Automobiles														
Amara Raja	Buy	841	1,073	28	28.0	33.8	40.5	30.0	24.9	5.5	4.7	20.3	20.4	20.7
Ashok Ley.	Buy	108	122	13	4.6	5.5	7.1	23.6	19.7	5.2	4.5	23.3	24.5	27.1
Bajaj Auto	Buy	2,812	3,359	19	132.3	143.5	167.9	21.3	19.6	4.8	4.3	25.3	23.1	24.4
Bharat Forge	Buy	1,145	1,330	16	26.2	37.7	49.7	43.8	30.4	6.5	5.6	16.2	19.8	22.3
Bosch	Neutral	24,606	23,738	-4	473.1	649.9	766.2	52.0	37.9	8.5	7.5	15.8	21.1	21.9
CEAT	Buy	1,893	2,100	11	93.3	96.2	131.3	20.3	19.7	3.2	2.8	16.9	15.1	17.8
Eicher Mot.	Buy	28,051	31,326	12	613.8	861.2	1,102.9	45.7	32.6	15.9	11.4	40.3	40.8	38.0
Endurance Tech.	Buy	892	1,025	15	23.5	30.5	38.8	38.0	29.2	7.3	6.0	20.8	22.4	23.6
Escorts	Neutral	669	731	9	20.0	36.9	45.7	33.5	18.1	3.4	2.9	10.6	17.3	18.3
Exide Ind	Buy	222	286	29	8.2	9.7	11.9	27.2	22.9	3.8	3.4	14.0	14.8	15.9
Hero Moto	Neutral	3,764	3,666	-3	169.1	198.2	198.7	22.3	19.0	7.4	6.3	35.7	36.0	31.0
M&M	Buy	1,383	1,586	15	54.3	66.7	79.9	25.5	20.7	3.2	2.9	14.2	14.1	14.6
Mahindra CIE	Not Rated	242	-		5.4	9.9	11.8	45.2	24.5	2.8	2.5	6.4	10.8	11.5
Maruti Suzuki	Buy	7,526	8,483	13	248.6	292.6	379.7	30.3	25.7	6.3	5.4	20.3	20.8	22.8
Tata Motors	Buy	454	666	47	19.8	30.9	64.3	22.9	14.7	2.7	2.2	9.8	16.5	27.3
TVS Motor	Buy	572	606	6	11.7	16.3	25.9	48.7	35.1	11.3	9.0	25.6	28.6	35.2
Aggregate								28.6	22.2	4.9	4.2	17.1	19.0	22.6
Banks - Private														
Axis Bank	Neutral	511	500	-2	15.4	23.8	40.3	33.3	21.5	2.3	2.1	6.9	10.1	15.4
DCB Bank	Neutral	198	182	-8	7.0	8.0	10.3	28.4	24.8	2.9	2.4	10.8	10.9	11.8
Equitas Hold.	Buy	168	207	23	4.7	4.8	7.4	35.7	34.9	2.5	2.4	8.9	7.1	10.1
Federal Bank	Buy	114	134	17	4.8	5.5	6.8	23.7	20.9	2.2	1.8	9.9	10.2	10.5
HDFC Bank	Buy	1,683	1,885	12	56.8	67.1	79.4	29.6	25.1	4.8	4.3	17.9	18.2	19.0
ICICI Bank	Buy	303	340	12	15.3	15.6	17.9	19.8	19.4	2.2	2.1	10.2	9.4	10.1
IDFC Bank	Neutral	62	62	1	3.0	3.5	4.2	20.5	17.5	1.4	1.3	7.2	7.9	8.8
IndusInd	Buy	1,582	1,800	14	47.9	61.9	76.8	33.0	25.6	4.8	4.1	15.4	17.3	18.5
J&K Bank	Neutral	83	89	7	-31.3	4.4	8.0	NM	19.0	0.8	0.7	-27.0	4.0	7.0
Kotak Mah. Bk	Buy	978	1,146	17	26.8	32.2	40.4	36.4	30.3	4.7	4.2	13.8	14.9	16.1
RBL Bank	Under Review	531	-		11.9	18.0	24.2	44.7	29.5	4.7	4.1	12.3	14.9	17.5
South Indian	Buy	29	34	19	2.2	2.9	3.7	13.1	10.0	1.1	1.0	9.5	10.8	12.7
Yes Bank	Buy	1,547	2,121	37	73.0	90.7	114.6	21.2	17.1	3.3	2.9	18.9	18.0	19.5
Aggregate								28.8	23.0	3.3	2.9	11.4	12.8	14.4
Banks - PSU														
BOB	Buy	164	212	29	6.0	18.4	22.5	27.4	8.9	1.1	1.0	4.1	11.9	13.2
BOI	Neutral	148	147	-1	-14.8	13.7	22.0	NM	10.8	0.7	0.6	-6.7	6.1	9.0
Canara	Neutral	369	362	-2	18.8	36.2	49.2	19.6	10.2	0.8	0.7	4.2	7.5	9.4
IDBI Bk	Neutral	58	49	-15	1.5	6.4	8.6	37.9	9.0	0.5	0.5	1.4	5.8	7.3
Indian Bk	Buy	318	357	12	29.3	33.2	38.0	10.9	9.6	1.1	1.0	10.1	10.6	11.1
OBC	Neutral	149	150	0	-31.6	17.1	21.4	NM	8.8	0.4	0.4	-8.4	4.6	5.4
PNB	Buy	153	184	20	6.2	10.3	14.5	24.6	14.9	0.9	0.8	3.6	5.6	7.5
SBI	Buy	293	362	24	0.3	17.9	23.3	984.4	16.3	1.4	1.3	-0.2	8.7	10.0
Union Bk	Neutral	156	162	4	7.6	24.6	34.5	20.3	6.3	0.5	0.5	2.7	8.1	10.5
Aggregate								107.7	12.9	0.9	0.9	0.9	6.7	8.3
NBFCs														
Bajaj Fin.	Buy	1,539	1,600	4	33.6	48.3	64.4	45.8	31.9	8.8	7.1	21.7	24.6	26.4
Bharat Fin.	Neutral	798	800	0	21.0	41.3	53.0	38.0	19.3	4.5	3.7	15.1	20.9	21.6
Cholaman.Inv.&Fn	Buy	1,145	1,300	14	46.0	55.0	66.4	24.9	20.8	4.2	3.6	18.1	18.5	18.9
Dewan Hsg.	Buy	456	530	16	29.6	37.0	45.4	15.4	12.3	1.8	1.6	14.4	13.9	15.3
GRUH Fin.	Neutral	494	443	-10	8.1	10.4	12.5	60.7	47.7	16.2	13.4	30.4	30.8	30.8
HDFC	Under Review	1,652	-		46.8	50.7	55.9	35.3	32.6	6.5	5.9	19.3	18.3	17.4
Indiabulls Hsg	Buy	1,140	1,300	14	69.0	88.9	113.9	16.5	12.8	4.0	3.5	25.5	29.0	32.7
LIC Hsg Fin	Neutral	745	750	1	38.2	47.9	53.8	19.5	15.5	3.5	3.0	19.4	20.6	19.7
Manappuram	Not Rated	102	-		8.6	10.8	12.5	11.8	9.5	2.6	2.3	24.0	25.9	26.9
M&M Fin.	Buy	367	415	13	7.1	13.6	16.4	51.8	27.1	3.2	3.0	6.3	11.4	12.8

Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17	FY18E	FY19E	FY17	FY18E	FY17	FY18E	FY17	FY18E	FY19E
Muthoot Fin	Buy	468	550	18	29.5	41.0	43.3	15.8	11.4	2.9	2.5	19.4	23.2	21.4
PFC	Neutral	125	117	-6	25.7	27.2	30.2	4.9	4.6	0.8	0.7	17.9	17.0	16.8
Repco Home	Buy	781	936	20	29.1	35.8	42.5	26.8	21.8	4.3	3.6	17.4	18.1	18.2
REC	Neutral	186	134	-28	31.4	35.0	40.4	5.9	5.3	1.1	0.9	19.9	19.1	19.1
Shriram City Union	Buy	2,277	2,900	27	84.3	132.8	171.2	27.0	17.1	3.0	2.6	11.7	16.2	18.1
STF	Buy	1,008	1,340	33	55.6	78.5	98.5	18.1	12.8	2.0	1.8	11.7	14.7	16.3
Aggregate								19.3	16.2	3.5	3.1	18.3	19.1	19.2
Capital Goods														
ABB	Sell	1,446	1,200	-17	19.7	25.1	32.2	73.4	57.7	9.3	8.0	12.7	13.9	15.8
Bharat Elec.	Buy	175	200	14	6.9	7.2	8.1	25.2	24.4	5.2	4.0	20.6	16.5	16.8
BHEL	Sell	141	100	-29	2.1	3.6	4.7	65.6	39.6	1.1	1.0	1.6	2.7	3.4
Blue Star	Neutral	653	610	-7	12.9	17.8	26.6	50.7	36.7	8.2	7.7	18.0	21.7	30.1
CG Cons. Elec.	Buy	215	240	12	4.7	5.5	6.6	46.0	39.2	25.0	18.1	76.4	53.4	49.8
CG Power & Indu.	Sell	85	65	-24	4.1	2.3	4.5	20.7	37.1	1.3	1.2	6.2	3.4	4.2
Cummins	Neutral	934	950	2	26.5	28.8	35.5	35.2	32.4	6.9	6.4	21.2	20.5	23.2
GE T&D	Neutral	329	320	-3	5.7	6.2	7.6	57.4	53.1	8.2	7.4	12.4	14.7	16.4
Havells	Neutral	466	480	3	9.6	11.7	14.2	48.7	39.9	8.9	7.9	18.2	19.8	21.1
K E C Intl	Neutral	301	250	-17	11.9	12.8	16.4	25.4	23.5	4.9	4.2	21.2	19.2	20.9
L&T	Buy	1,171	1,340	14	42.3	47.1	54.0	27.7	24.9	3.3	3.0	12.2	12.6	13.4
Pennar Eng.	Not Rated	123	-		7.1	9.1	11.2	17.4	13.6	1.8	1.6	10.2	11.6	12.6
Siemens	Neutral	1,357	1,355	0	17.8	24.3	33.3	76.2	55.9	7.1	6.1	9.3	11.0	13.7
Solar Ind	Neutral	851	825	-3	20.6	22.6	28.2	41.3	37.6	7.6	6.5	19.8	18.6	19.9
Suzlon Energy	Not Rated	19	-		0.6	0.9	1.0	29.7	21.4	-1.7	-1.9	NM	-8.8	-11.0
Thermax	Sell	901	850	-6	30.8	32.7	34.0	29.2	27.6	4.0	3.6	14.3	13.7	12.9
Va Tech Wab.	Buy	670	800	19	28.9	34.9	39.8	23.2	19.2	3.7	3.2	16.3	17.7	17.5
Voltas	Sell	484	400	-17	15.5	15.6	17.6	31.3	31.1	4.8	4.3	18.0	14.7	14.9
Aggregate								35.1	30.8	3.9	3.6	11.2	11.7	12.7
Cement														
Ambuja Cem.	Buy	266	291	9	4.9	7.3	8.2	54.4	36.6	2.8	2.6	5.1	7.3	7.8
ACC	Neutral	1,751	1,611	-8	33.7	49.9	64.9	51.9	35.1	3.8	3.6	7.4	10.6	13.1
Birla Corp.	Buy	934	1,205	29	29.4	40.9	58.9	31.8	22.8	2.2	2.0	7.5	9.2	12.2
Dalmia Bharat	Buy	2,747	3,162	15	38.8	66.7	87.1	70.9	41.2	4.9	4.4	7.2	11.3	13.1
Grasim Inds.	Neutral	1,307	1,384	6	67.9	71.2	102.6	19.3	18.3	2.1	1.9	11.5	10.9	13.9
India Cem	Neutral	210	219	4	5.6	9.3	12.9	37.3	22.5	1.3	1.2	3.4	5.5	7.2
J K Cements	Buy	970	1,287	33	33.7	40.4	53.5	28.8	24.0	3.9	3.4	14.4	15.0	17.2
JK Lakshmi Ce	Buy	468	553	18	7.0	11.4	19.2	67.3	41.1	3.9	3.6	6.0	9.2	13.8
Ramco Cem	Buy	701	823	17	27.3	31.1	37.5	25.7	22.6	4.6	3.9	19.2	18.6	19.1
Orient Cem	Buy	156	178	14	-1.6	4.6	7.0	NM	33.7	3.2	3.0	-3.2	9.2	12.6
Prism Cem	Buy	121	145	20	0.3	3.7	5.6	348.0	32.7	6.1	5.2	1.8	17.2	22.0
Shree Cem	Buy	18,124	21,052	16	384.4	454.7	575.2	47.2	39.9	9.0	7.5	20.2	20.4	21.3
Ultratech	Buy	4,347	4,936	14	96.1	95.8	143.1	45.3	45.4	5.0	4.6	11.6	10.5	14.4
Aggregate								38.4	32.0	3.7	3.4	9.6	10.6	13.0
Consumer														
Asian Paints	Neutral	1,126	1,240	10	21.0	23.1	27.4	53.5	48.7	14.2	13.6	28.5	28.6	30.6
Britannia	Buy	3,697	4,450	20	73.7	85.5	105.4	50.2	43.2	16.5	15.1	36.9	36.5	38.3
Colgate	Buy	1,070	1,335	25	21.2	25.7	31.1	50.4	41.7	22.9	21.6	50.4	53.2	60.3
Dabur	Neutral	303	315	4	7.2	7.7	9.1	41.7	39.1	11.0	9.4	28.4	26.0	26.3
Emami	Buy	1,070	1,265	18	26.5	28.3	33.9	40.3	37.8	13.8	11.6	35.8	33.4	34.1
Godrej Cons.	Neutral	966	930	-4	18.9	21.8	25.0	51.1	44.3	12.4	9.6	24.6	24.5	23.0
GSK Cons.	Sell	5,502	4,500	-18	156.1	166.3	181.9	35.2	33.1	7.4	7.2	22.2	22.1	22.4
HUL	Buy	1,153	1,260	9	19.6	22.8	27.0	58.7	50.6	37.4	36.3	65.6	72.8	82.5
ITC	Buy	326	380	17	8.4	9.6	11.6	38.8	33.8	8.8	8.6	23.5	25.8	29.3
Jyothy Lab	Neutral	367	405	10	11.2	8.9	11.0	32.7	41.0	6.1	6.3	21.1	15.1	18.4
Marico	Neutral	327	360	10	6.3	6.9	8.4	52.0	47.0	18.1	15.5	36.7	35.5	38.1
Nestle	Sell	6,862	5,990	-13	118.0	118.6	139.5	58.2	57.8	22.0	20.2	39.0	36.4	39.0

Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17	FY18E	FY19E	FY17	FY18E	FY17	FY18E	FY17	FY18E	FY19E
Page Inds	Buy	16,952	20,195	19	238.7	317.0	400.0	71.0	53.5	28.4	22.4	40.0	42.0	42.8
Parag Milk	Neutral	236	240	2	3.6	7.4	12.3	65.5	31.8	3.0	2.8	5.9	9.1	13.4
Pidilite Ind.	Neutral	808	835	3	16.7	18.4	21.2	48.3	43.8	12.5	10.2	28.2	25.6	24.0
P&G Hygiene	Buy	8,036	9,082	13	144.9	155.8	181.6	55.5	51.6	45.8	36.5	45.3	78.9	74.0
Prabhat Dairy	Not Rated	138	-		3.5	3.5	6.4	39.2	39.8	2.0	1.9	5.2	4.9	8.5
United Brew	Neutral	821	850	4	8.7	9.7	14.7	94.4	84.6	9.4	8.6	10.4	10.7	14.6
United Spirits	Neutral	2,755	2,415	-12	26.7	37.4	51.8	103.1	73.8	20.7	14.2	21.3	19.3	19.7
Aggregate								48.5	42.8	13.4	12.4	27.6	29.1	30.8
Healthcare														
Alembic Phar	Neutral	545	640	17	21.6	24.9	30.5	25.3	21.9	5.4	4.6	23.0	22.6	23.1
Alkem Lab	Neutral	1,757	1,900	8	75.7	79.7	95.0	23.2	22.1	5.0	4.2	23.4	20.7	21.0
Ajanta Pharma	Buy	1,484	2,028	37	58.4	66.1	79.6	25.4	22.4	8.4	6.4	37.7	32.2	29.9
Aurobindo	Buy	751	750	0	39.3	44.1	50.2	19.1	17.0	4.8	3.8	28.3	24.8	22.5
Biocon	Sell	407	300	-26	10.2	10.4	14.4	40.0	39.3	5.4	5.0	13.6	12.6	15.6
Cadila	Buy	538	510	-5	14.2	17.8	23.2	37.8	30.2	8.6	7.1	24.8	25.7	27.2
Cipla	Neutral	556	500	-10	15.9	20.0	25.0	35.0	27.9	3.6	3.2	10.2	11.5	12.8
Divis Lab	Neutral	731	600	-18	39.7	35.4	39.8	18.4	20.7	4.1	3.7	23.5	19.0	19.2
Dr Reddy's	Neutral	2,693	2,600	-3	72.6	106.2	143.0	37.1	25.4	3.6	3.0	9.6	13.2	14.9
Fortis Health	Buy	149	240	61	10.3	2.1	6.1	14.4	70.5	1.5	1.3	11.3	2.0	5.3
Glenmark	Neutral	683	800	17	39.3	42.9	51.7	17.4	15.9	4.3	3.4	24.7	21.6	20.9
Granules	Buy	140	200	43	7.2	8.2	11.5	19.3	17.1	3.5	2.5	21.1	17.7	18.8
GSK Pharma	Neutral	2,533	2,700	7	34.4	51.9	60.1	73.7	48.8	15.9	19.3	21.5	39.7	54.4
IPCA Labs	Neutral	484	480	-1	16.1	21.3	28.5	30.1	22.7	2.5	2.3	8.6	10.5	12.7
Jubilant Life	Buy	712	905	27	37.0	47.3	56.7	19.3	15.0	3.2	2.7	18.1	19.6	19.6
Lupin	Buy	1,148	1,475	29	59.2	57.9	72.0	19.4	19.8	3.9	3.4	22.0	18.2	19.4
Sanofi India	Buy	4,170	4,850	16	129.1	142.7	173.2	32.3	29.2	5.5	5.1	17.1	17.5	19.1
Sun Pharma	Buy	571	650	14	26.1	25.2	30.8	21.9	22.6	3.8	3.6	18.5	16.1	17.9
Syngene Intl	Not Rated	500	-		13.0	16.1	18.0	38.4	31.0	7.8	6.3	22.2	22.5	20.7
Torrent Pharma	Buy	1,291	1,450	12	55.2	56.8	71.4	23.4	22.8	5.5	4.8	25.3	22.4	24.2
Aggregate								25.0	23.4	4.4	3.8	17.5	16.4	17.5
Logistics														
Allcargo Logistics	Buy	174	228	31	9.8	12.2	14.3	17.7	14.3	2.6	2.3	12.6	17.2	17.8
Blue Dart	Not Rated	4,718	-		102.5	129.9	163.2	46.0	36.3	20.4	15.5	50.5	48.6	46.8
Concor	Neutral	1,180	1,236	5	38.0	39.2	45.8	31.1	30.1	3.3	3.1	10.8	10.6	11.8
Gateway Distriparks	Buy	270	313	16	6.8	10.7	13.6	39.7	25.2	2.3	2.3	5.9	9.1	11.1
Gati	Not Rated	125	-		8.4	15.9	23.9	15.0	7.9	2.0	1.8	12.4	19.4	25.4
Transport Corp.	Not Rated	319	-		16.9	21.0	25.9	18.8	15.1	2.9	2.5	16.7	17.8	18.6
Aggregate								29.8	25.3	3.6	3.4	12.2	13.4	15.0
Media														
Dish TV	Buy	78	105	34	1.0	1.4	4.0	79.1	55.0	17.0	13.0	24.1	26.8	327.5
D B Corp	Buy	373	450	21	20.4	23.6	27.5	18.3	15.8	4.3	3.8	25.5	25.7	26.5
Den Net.	Neutral	78	90	15	-8.6	-2.7	0.3	NM	NM	1.4	1.6	-12.0	-5.3	0.7
Hind. Media	Buy	277	360	30	25.9	30.1	35.3	10.7	9.2	1.9	1.5	19.0	18.3	17.9
HT Media	Neutral	83	90	8	7.4	8.0	9.2	11.2	10.4	0.8	0.7	7.1	7.0	7.3
Jagran Prak.	Buy	174	225	29	10.8	12.3	14.0	16.1	14.2	2.4	2.3	17.6	16.4	17.2
PVR	Buy	1,385	1,588	15	20.5	28.9	45.1	67.5	47.9	6.7	5.9	10.4	13.2	17.7
Siti Net.	Neutral	26	32	23	-1.8	-0.1	0.5	NM	NM	3.6	3.7	-23.5	-2.0	6.9
Sun TV	Neutral	833	860	3	24.9	28.5	35.9	33.5	29.2	8.4	7.7	25.0	26.3	30.2
Zee Ent.	Buy	523	585	12	23.1	15.6	18.6	22.6	33.6	8.6	7.3	24.7	23.6	23.7
Aggregate								39.7	29.7	5.8	5.3	14.7	17.8	22.7
Metals														
Hindalco	Buy	209	308	47	16.2	21.8	26.1	12.9	9.6	1.6	1.3	14.0	15.2	15.4
Hind. Zinc	Sell	279	246	-12	19.7	22.1	26.8	14.2	12.6	3.8	4.1	24.4	31.5	35.2
JSPL	Buy	142	190	34	-20.9	-17.2	2.4	NM	NM	0.4	0.5	-7.9	-5.4	0.8

Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17	FY18E	FY19E	FY17	FY18E	FY17	FY18E	FY17	FY18E	FY19E
JSW Steel	Buy	217	281	29	14.8	19.0	22.6	14.7	11.5	2.3	2.0	17.3	18.7	19.0
Nalco	Neutral	70	70	0	3.7	3.8	4.2	19.0	18.6	1.3	1.3	7.2	7.0	7.5
NMDC	Buy	120	180	50	10.0	12.1	12.2	12.1	9.9	1.7	1.6	12.4	15.0	15.5
SAIL	Sell	62	37	-40	-6.2	-10.6	-4.2	NM	NM	0.7	0.8	-6.7	-12.6	-5.5
Vedanta	Buy	270	311	15	15.1	24.5	32.2	17.8	11.0	1.7	1.6	9.7	14.6	17.9
Tata Steel	Neutral	559	581	4	37.0	50.5	66.5	15.1	11.1	1.7	1.5	15.4	14.6	17.0
Aggregate								18.9	14.5	1.5	1.5	8.2	10.3	13.2
Oil & Gas														
BPCL	Neutral	466	511	10	48.3	36.7	43.5	9.7	12.7	3.0	2.6	32.4	21.7	22.3
GAIL	Sell	385	340	-12	22.6	26.3	29.8	17.1	14.6	1.7	1.6	9.6	11.3	11.8
Gujarat Gas	Sell	742	697	-6	20.4	33.7	46.5	36.3	22.0	6.2	5.1	17.8	25.3	28.0
Gujarat St. Pet.	Neutral	169	168	-1	8.8	11.0	13.1	19.2	15.3	2.1	1.9	11.6	13.1	14.0
HPCL	Buy	378	420	11	40.7	29.5	32.6	9.3	12.8	2.8	2.5	32.4	20.6	20.0
IOC	Neutral	374	459	23	43.0	36.0	40.0	8.7	10.4	1.7	1.6	21.2	15.8	15.8
IGL	Neutral	1,144	1,070	-6	42.5	46.8	51.9	26.9	24.5	5.5	4.7	21.0	20.6	19.6
MRPL	Neutral	123	113	-8	14.8	10.2	11.8	8.3	12.1	2.1	1.9	31.4	16.5	16.9
Oil India	Buy	275	305	11	19.3	27.9	30.1	14.2	9.8	0.8	0.7	5.7	7.5	7.8
ONGC	Buy	160	195	22	16.4	17.4	19.7	9.7	9.2	0.9	0.9	10.1	9.9	10.8
PLNG	Buy	209	259	24	11.4	8.6	17.6	18.4	24.3	3.9	3.5	23.2	15.1	26.4
Reliance Ind.	Neutral	1,551	1,262	-19	106.6	122.1	131.0	14.6	12.7	1.6	1.4	11.9	11.8	11.5
Aggregate								12.0	12.2	1.6	1.5	13.3	12.0	12.4
Retail														
Jubilant Food	Sell	1,275	730	-43	10.0	12.2	17.9	127.4	104.8	10.4	9.8	8.2	9.3	12.6
Titan Co.	Neutral	533	545	2	9.0	10.3	12.1	59.0	51.8	11.2	10.2	20.6	20.6	21.6
Aggregate								63.4	55.5	10.9	10.1	17.2	18.1	19.0
Technology														
Cyient	Buy	515	600	16	30.6	35.4	41.9	16.8	14.5	2.7	2.4	16.2	16.6	17.3
HCL Tech.	Buy	867	960	11	59.8	61.4	66.7	14.5	14.1	3.6	3.6	27.5	25.2	25.8
Hexaware	Neutral	244	235	-4	13.7	15.4	16.7	17.8	15.8	4.3	3.8	26.5	25.3	23.5
Infosys	Buy	985	1,200	22	62.9	63.7	69.5	15.7	15.5	3.3	2.9	22.0	20.0	19.8
KPIT Tech	Neutral	136	150	10	11.9	13.0	15.2	11.4	10.4	1.7	1.5	14.3	15.2	15.3
L&T Infotech	Buy	774	850	10	55.5	59.1	65.1	13.9	13.1	4.9	3.8	40.4	32.5	28.4
Mindtree	Neutral	514	475	-8	24.9	30.5	36.2	20.7	16.8	3.4	3.0	16.8	19.0	20.3
Mphasis	Neutral	570	600	5	38.9	42.3	46.2	14.7	13.5	2.0	2.2	13.2	14.2	16.1
NIIT Tech	Neutral	554	470	-15	42.8	41.0	47.3	13.0	13.5	2.0	1.9	16.1	14.3	15.2
Persistent Sys	Buy	651	740	14	37.7	43.9	52.3	17.3	14.8	2.7	2.6	17.0	18.1	20.8
Tata Elxsi	Buy	1,709	1,607	-6	56.3	68.0	80.4	30.4	25.1	9.5	7.6	37.1	33.7	32.3
TCS	Neutral	2,396	2,350	-2	133.4	133.6	147.7	18.0	17.9	5.3	5.7	32.6	31.1	33.5
Tech Mah	Buy	392	465	19	30.9	31.0	36.2	12.7	12.6	2.1	1.9	18.4	16.0	16.9
Wipro	Neutral	268	250	-7	16.9	17.3	18.9	15.8	15.5	2.5	2.3	16.9	15.4	15.5
Zensar Tech	Buy	792	1,020	29	54.9	62.0	74.2	14.4	12.8	2.2	2.0	16.3	16.3	17.1
Aggregate								16.3	16.2	3.7	3.6	22.9	22.4	22.2
Telecom														
Bharti Airtel	Buy	409	430	5	11.1	5.9	10.9	36.8	69.6	2.4	2.4	6.7	3.4	6.1
Bharti Infratel	Buy	418	440	5	14.9	17.2	19.3	28.2	24.4	5.0	4.3	16.2	19.1	18.7
Idea Cellular	Buy	89	110	24	-1.1	-9.7	-11.2	NM	NM	1.3	1.5	-1.6	-15.3	-20.8
Tata Comm	Buy	664	811	22	26.0	10.2	30.8	25.5	65.0	11.9	10.0	126.2	16.7	37.8
Aggregate								38.8	126.7	2.7	2.7	6.9	2.1	4.2
Utilities														
Coal India	Buy	247	315	27	14.9	17.6	18.6	16.6	14.0	6.3	6.2	37.8	44.5	47.0
CESC	Buy	900	1,140	27	51.9	78.6	86.0	17.4	11.4	1.8	1.6	10.5	14.4	13.9
JSW Energy	Buy	63	85	36	3.9	3.2	3.1	16.2	19.9	1.0	1.0	6.3	4.9	4.8
NTPC	Buy	168	198	18	13.0	13.4	16.2	12.9	12.6	1.4	1.3	11.5	10.9	12.3
Power Grid	Buy	217	242	12	14.2	17.6	20.6	15.2	12.3	2.3	2.0	16.2	17.5	17.8
Tata Power	Sell	83	68	-18	5.2	6.4	6.7	16.1	13.1	1.9	1.7	11.2	13.9	12.1

Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			P/E (x)		P/B (x)		ROE (%)		
					FY17	FY18E	FY19E	FY17	FY18E	FY17	FY18E	FY17	FY18E	FY19E
Aggregate								14.9	13.1	2.3	2.1	15.2	16.1	16.8
Others														
Arvind	Neutral	381	359	-6	12.4	12.5	18.1	30.8	30.5	2.8	2.6	10.3	8.8	11.8
Avenue Supermarts	Neutral	911	804	-12	7.7	12.8	17.9	118.7	71.0	14.8	12.9	17.9	19.4	23.3
Bata India	Under Review	555	-		13.5	15.7	19.4	41.1	35.4	5.4	4.8	13.9	14.4	15.8
Castrol India	Buy	409	527	29	13.6	14.4	15.0	29.9	28.3	33.9	30.4	115.2	113.3	106.1
Century Ply.	Neutral	294	323	10	8.7	9.8	12.9	33.8	29.9	9.1	7.5	31.1	27.7	29.6
Coromandel Intl	Under Review	425	-		16.6	21.8	26.1	25.6	19.5	4.3	3.8	17.5	20.6	21.6
Delta Corp	Buy	165	215	30	3.1	5.7	7.2	54.0	29.0	4.2	2.8	8.1	12.1	11.5
Dynamic Tech	Buy	2,434	3,334	37	67.6	112.9	166.7	36.0	21.6	5.0	4.0	15.1	20.7	24.3
Eveready Inds.	Buy	337	368	9	12.9	14.4	17.5	26.2	23.4	8.5	6.8	37.7	32.3	31.6
Interglobe	Neutral	1,281	1,283	0	46.0	57.9	91.6	27.8	22.1	22.9	20.6	86.2	98.0	136.2
Indo Count	Buy	163	200	22	13.0	13.2	15.4	12.6	12.4	3.8	2.9	34.8	26.4	23.5
Info Edge	Buy	1,022	1,050	3	15.7	20.3	22.9	65.2	50.5	6.3	5.8	10.2	11.9	12.3
Inox Leisure	Sell	266	240	-10	3.3	8.0	12.0	79.9	33.2	4.6	4.1	5.9	12.5	16.2
Jain Irrigation	Under Review	105	-		5.5	7.6	10.0	18.9	13.8	1.6	1.6	8.6	11.7	14.8
Just Dial	Neutral	358	465	30	17.5	18.5	21.1	20.5	19.4	2.7	2.5	14.8	13.4	13.7
Kaveri Seed	Buy	645	755	17	19.1	31.3	37.7	33.9	20.6	4.4	4.7	13.6	21.6	26.0
Kitex Garm.	Buy	274	394	44	18.6	22.1	26.2	14.7	12.4	4.0	3.2	29.8	28.6	27.6
Manpasand	Buy	753	927	23	12.7	20.3	30.9	59.3	37.2	3.7	3.5	7.3	8.5	13.5
MCX	Buy	1,092	1,300	19	24.8	28.0	42.2	44.0	39.0	4.1	3.9	10.2	10.2	14.5
Monsanto	Buy	2,704	3,295	22	86.2	105.1	126.7	31.4	25.7	8.8	8.0	31.6	32.5	34.5
Navneet Education	Buy	176	226	28	7.8	9.4	11.3	22.7	18.7	5.7	4.8	26.8	27.8	28.2
PI Inds.	Buy	792	952	20	33.4	33.4	38.1	23.7	23.7	6.7	5.5	32.8	25.4	23.8
Piramal Enterp.	Buy	2,925	3,044	4	72.6	104.1	144.6	40.3	28.1	3.8	3.5	9.8	13.0	16.4
SRF	Buy	1,545	1,816	18	85.9	86.3	109.2	18.0	17.9	2.8	2.5	16.6	14.7	16.7
S H Kelkar	Buy	264	287	9	7.2	8.6	10.3	36.5	30.8	4.7	4.2	13.7	14.5	15.6
Symphony	Sell	1,308	1,288	-2	23.7	35.1	42.9	55.3	37.3	20.5	18.1	43.3	51.6	54.5
TTK Prestige	Neutral	6,375	5,281	-17	132.1	137.8	176.1	48.3	46.2	8.7	7.9	19.5	18.0	20.7
V-Guard	Neutral	182	167	-8	3.6	4.5	6.0	50.9	40.6	12.1	9.9	27.4	26.9	28.8
Wonderla	Buy	358	393	10	7.0	11.9	16.0	51.2	30.0	4.7	4.2	9.5	14.8	17.5



Company	1 Day (%)	1M (%)	12M (%)
Automobiles			
Amara Raja	-0.4	0.1	-3.6
Ashok Ley.	2.7	15.0	18.0
Bajaj Auto	0.0	0.1	4.6
Bharat Forge	2.2	-3.2	57.3
Bosch	1.0	0.7	2.8
CEAT	1.0	1.8	120.6
Eicher Mot.	0.6	-2.3	41.9
Endurance Tech.	1.5	-4.7	
Escorts	-1.0	-5.7	183.5
Exide Ind	-0.5	-0.1	23.3
Hero Moto	0.3	-0.4	16.2
M&M	0.4	-0.4	-5.6
Mahindra CIE	1.0	1.3	32.4
Maruti Suzuki	-0.4	3.6	68.6
Tata Motors	0.5	-0.3	-7.8
TVS Motor	0.5	4.0	86.6
Banks - Private			
Axis Bank	-0.4	0.2	-9.5
DCB Bank	-1.8	-5.6	97.7
Equitas Hold.	-0.8	7.7	-4.9
Federal Bank	-1.3	-5.6	85.0
HDFC Bank	0.1	0.9	37.5
ICICI Bank	1.7	5.3	25.7
IDFC Bank	-1.8	7.2	19.6
IndusInd	0.5	5.4	40.6
J&K Bank	-1.2	-7.1	19.5
Kotak Mah. Bk	0.1	-0.8	26.6
RBL Bank	-1.9	3.1	
South Indian	0.0	-3.2	43.0
Yes Bank	-1.2	7.3	31.2
Banks - PSU			
BOB	-0.3	-2.2	-0.1
BOI	0.8	7.2	29.0
Canara	0.3	4.7	47.5
IDBI Bk	1.6	-1.5	-22.4
Indian Bk	0.5	3.5	102.5
OBC	0.1	-0.1	22.3
PNB	-0.5	3.7	12.4
SBI	0.4	2.4	26.5
Union Bk	0.3	2.7	11.2
NBFCs			
Bajaj Fin.	2.6	9.4	77.2
Bharat Fin.	0.6	12.0	4.3
Cholaman.Inv.&Fn	-0.7	5.0	19.7
Dewan Hsg.	2.9	0.6	112.1
GRUH Fin.	-1.7	11.1	65.5
HDFC	0.2	0.8	21.4
Indiabulls Hsg	1.5	0.9	61.0
LIC Hsg Fin	0.6	-4.2	41.9
Manappuram	0.6	10.0	38.1
M&M Fin.	-1.4	5.2	13.9
Muthoot Fin	-1.0	-0.9	69.9
PFC	0.6	-5.6	20.3
Repco Home	-1.5	-12.4	1.3
REC	1.4	-0.5	86.3
STF	-2.2	2.5	-20.7
Shriram City Union	1.1	-6.2	27.3

Company	1 Day (%)	1M (%)	12M (%)
Capital Goods			
ABB	-1.6	-4.3	14.2
Bharat Elec.	1.0	3.1	39.4
BHEL	0.2	1.7	-1.3
Blue Star	0.4	-2.7	47.2
CG Cons. Elec.	-0.3	-2.2	49.7
CG Power & Inds Sol.	1.0	2.5	21.1
Cummins	0.3	1.6	14.5
GE T&D	-0.2	-2.6	-8.8
Havells	-2.1	-5.0	29.6
K E C Intl	2.3	18.2	111.0
L&T	-0.1	1.7	10.7
Pennar Eng.	-1.4	-10.4	-29.6
Siemens	1.7	3.1	4.0
Solar Ind	0.3	3.6	24.8
Suzlon Energy	-0.3	0.5	3.9
Thermax	-1.0	-6.7	-0.9
Va Tech Wab.	-1.5	-6.0	12.3
Voltas	0.1	-1.1	48.7
Cement			
Ambuja Cem.	1.5	12.1	1.9
ACC	-0.1	7.1	8.5
Birla Corp.	0.8	1.2	71.3
Dalmia Bharat	0.2	11.3	122.9
Grasim Inds.	2.7	16.8	35.9
India Cem	0.4	-4.7	82.9
J K Cements	0.7	-4.1	36.8
JK Lakshmi Ce	1.4	-5.5	18.0
Ramco Cem	-1.1	1.1	24.1
Orient Cem	-0.4	4.1	-11.7
Prism Cem	-0.2	3.2	17.5
Shree Cem	-2.5	2.0	15.3
Ultratech	3.1	5.6	23.3
Consumer			
Asian Paints	0.7	-1.7	9.8
Britannia	-0.6	3.6	31.1
Colgate	0.0	-2.3	15.4
Dabur	-0.4	4.7	-2.9
Emami	-0.4	-3.9	-2.7
Godrej Cons.	-1.3	3.5	21.0
GSK Cons.	0.8	2.6	-12.8
HUL	1.1	5.6	22.7
ITC	-3.4	6.3	30.9
Jyothy Lab	1.3	-2.1	25.7
Marico	-0.3	4.5	17.4
Nestle	0.8	1.5	3.5
Page Inds	-0.1	2.3	26.4
Parag Milk	0.0	9.2	-27.2
Pidilite Ind.	0.1	-0.9	12.6
P&G Hygiene	0.2	1.7	27.5
Prabhat Dairy	-1.5	14.0	42.7
United Brew	1.3	4.5	5.1
United Spirits	3.2	20.6	12.7
Healthcare			
Alembic Phar	1.1	4.4	-5.0
Alkem Lab	-1.7	-6.3	24.4
Ajanta Pharma	-0.5	-4.4	-7.1
Aurobindo	0.7	15.0	-1.3
Biocon	2.1	20.4	73.3



Company	1 Day (%)	1M (%)	12M (%)
Cadila	1.4	2.3	46.6
Cipla	1.6	3.5	7.7
Divis Lab	-0.6	13.8	-36.5
Dr Reddy's	-0.4	0.6	-24.8
Fortis Health	-8.7	-22.0	-12.2
Glenmark	-0.1	7.0	-19.8
Granules	-0.5	-1.3	-4.4
GSK Pharma	-0.7	2.9	-26.9
IPCA Labs	1.0	2.6	3.5
Jubilant Life	-0.6	2.7	136.1
Lupin	0.8	1.5	-31.3
Sanofi India	-0.3	2.9	-6.9
Sun Pharma	0.1	8.0	-25.8
Syngene Intl	0.5	9.5	21.9
Torrent Pharma	-0.6	6.7	-8.8
Logistics			
Allcargo Logistics	1.6	0.7	-5.3
Blue Dart	0.4	12.3	-21.7
Concor	0.4	3.8	0.8
Gateway Distriparks	0.3	2.3	-7.5
Gati	-0.6	0.2	-28.9
Transport Corp.	-1.9	2.9	42.9
Media			
Dish TV	-1.2	-2.6	-20.8
D B Corp	-1.4	-0.2	-2.6
Den Net.	-3.8	-6.2	-12.7
Hind. Media	-3.3	0.3	2.0
HT Media	0.3	2.6	3.5
Jagran Prak.	-0.9	-5.7	-3.3
PVR	-1.5	-11.1	37.5
Siti Net.	0.0	-11.9	-31.5
Sun TV	0.3	-0.8	113.3
Zee Ent.	1.7	2.9	11.3
Metals			
Hindalco	1.8	7.1	52.4
Hind. Zinc	1.8	15.6	42.5
JSPL	3.2	13.7	95.2
JSW Steel	1.4	11.5	33.4
Nalco	-0.1	7.3	44.8
NMDC	0.0	6.8	25.7
SAIL	0.2	8.4	23.5
Vedanta	2.7	14.0	65.1
Tata Steel	-0.1	11.3	49.9
Oil & Gas			
BPCL	1.1	3.9	26.0
GAIL	-1.1	1.9	30.9
Gujarat Gas	0.1	-7.0	34.8
Gujarat St. Pet.	1.6	-0.4	29.8
HPCL	-2.7	6.9	58.9
IOC	0.1	-7.7	56.3
IGL	1.9	7.7	89.7
MRPL	-2.0	-3.0	74.7
Oil India	2.0	-6.9	-2.0
ONGC	0.9	-4.1	4.2
PLNG	-0.9	-2.1	43.8
Reliance Ind.	1.3	11.8	53.2
Retail			
Jubilant Food	9.3	36.0	11.2
Titan Co.	-0.2	3.2	27.5

Company	1 Day (%)	1M (%)	12M (%)
Technology			
Cyient	1.0	1.8	9.1
HCL Tech.	1.9	3.3	20.9
Hexaware	0.5	-2.9	11.3
Infosys	1.4	4.8	-8.1
KPIT Tech	0.4	9.6	-5.3
L&T Infotech	-1.0	-3.6	
Mindtree	0.0	-0.1	-19.3
Mphasis	-1.2	-5.3	5.4
NIIT Tech	-1.9	-2.5	17.9
Persistent Sys	0.0	-2.3	-0.6
Tata Elxsi	-0.1	10.6	5.0
TCS	-0.1	-0.1	-1.9
Tech Mah	1.1	0.3	-22.3
Wipro	3.1	5.0	-3.5
Zensar Tech	-0.6	-9.0	-21.2
Telecom			
Bharti Airtel	0.7	12.0	8.0
Bharti Infratel	0.0	11.6	18.4
Idea Cellular	0.3	14.3	-20.0
Tata Comm	-0.8	-9.9	42.7
Utilities			
Coal India	-1.3	-3.2	-22.7
CESC	-0.5	2.0	54.0
JSW Energy	-1.3	-0.6	-21.8
NTPC	0.7	4.9	7.5
Power Grid	0.7	3.4	31.8
Tata Power	0.4	7.0	16.4
Others			
Arvind	0.7	0.5	19.3
Avenue Super.	2.1	13.7	
Bata India	-0.7	2.9	-1.5
Castrol India	0.8	-0.5	1.7
Century Ply.	3.4	-4.3	31.7
Coromandel Intl	1.4	-2.1	73.2
Delta Corp	1.8	-1.5	80.2
Dynamatic Tech	-0.8	-4.3	-3.6
Eveready Inds.	-1.1	-1.1	26.0
Interglobe	0.2	6.0	32.0
Indo Count	-0.5	-10.1	-10.1
Info Edge	1.4	1.2	21.7
Inox Leisure	-0.4	-5.7	10.4
Jain Irrigation	-0.6	-1.3	45.3
Just Dial	-0.1	-12.2	-35.4
Kaveri Seed	-0.1	-1.7	52.3
Kitex Garm.	-0.1	-6.7	-25.0
Manpasand	-2.4	-3.8	11.7
MCX	-0.4	-1.4	7.3
Monsanto	-1.3	-8.1	9.0
Navneet Educat.	-0.3	-5.5	80.8
PI Inds.	-0.1	-2.6	7.4
Piramal Enterp.	0.6	-1.1	87.8
SRF	-0.5	-5.3	15.2
S H Kelkar	0.4	-9.3	17.3
Symphony	-1.4	1.8	6.9
TTK Prestige	0.2	-4.4	31.5
V-Guard	0.3	0.5	84.3
Wonderla	-0.3	-4.5	-9.7

NOTES

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Delta Corp

Favorable odds

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Ajanta Pharma

Promising growth trajectory

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Winner's Edge

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CEAT

Well balanced

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DIFFERENTIATED PRODUCT GALLERY

MOTILAL OSWAL

27 March 2017

Annual Report Sharebare

JC LAKSHMI CEMENT

Strong performance in FY17
 JCL's annual report highlights a strong operating performance, with a record backlog of INR 7,000 crore, up from INR 5,000 crore in FY16. The company has also achieved a 25% increase in production capacity, which is a significant milestone for the company. The company has also achieved a 25% increase in production capacity, which is a significant milestone for the company.

The AAR of annual report analysis

MOTILAL OSWAL has achieved a 25% increase in production capacity, which is a significant milestone for the company. The company has also achieved a 25% increase in production capacity, which is a significant milestone for the company.

Key highlights

- Operating performance remains strong (FY17 net profit of INR 2,173 crore, FY16 net profit of INR 1,730 crore) as backlog continues to grow.
- High margins and expansion, cost saving initiatives.
- Expansion into new markets.

Key metrics

Revenue	INR 10,000
Profit	INR 2,173
EPS	INR 15.5

MOTILAL OSWAL

28 June 2017

The CornerOffice

Deliberations with the CFO

Slow of new launches encouraging

Highway toll and GIP project have been challenges

Key highlights

- United Business
- Highway toll and GIP project have been challenges

United Business

United Business has been a key focus area for the company. It involves various business units and their integration into a cohesive whole.

Highway toll and GIP project have been challenges

The company has faced challenges due to highway tolls and the GIP project. These challenges have impacted the company's operations and financial performance.

MOTILAL OSWAL

10 April 2017

VOICES

India Inc on Call

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Key highlights

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

MOTILAL OSWAL

17 March 2017

EcoKnowlodge

Diving into Trading Tables

Only two states implemented 17th Pay Commission in FY18

Key highlights

- Only two states implemented 17th Pay Commission in FY18.

Key metrics

Revenue	INR 10,000
Profit	INR 2,173
EPS	INR 15.5

MOTILAL OSWAL

BULLS & BEARS

INDIA VALUATIONS HANDBOOK

Highlights of June edition

- Nifty down 1% in June after three months of positive returns.
- Real Estate, Healthcare, Consumer, and Telecom top performers.
- Healthcare and Technology only sectors delivering negative returns in CY17 YTD.

Best Performers (June 17)

Healthcare	15.2%
Technology	12.8%
Consumer	11.5%

Worst Performers (June 17)

Healthcare	-2.1%
Technology	-3.5%
Consumer	-4.2%

MOTILAL OSWAL

FUND FOLIO

Indian Mutual Fund Tracker

Key highlights

- Equity AUM of ₹6 lakh crore of new inflows up 10% in 12 months.
- IRRS-2x
- RR1025

Key metrics

Revenue	INR 10,000
Profit	INR 2,173
EPS	INR 15.5

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Varun Kumar

Varun.kumar@motilalosal.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@motilalosal.com