

Market snapshot



Equities - India	Close	Chg .%	CYTD.%
Sensex	44,150	-0.2	7.0
Nifty-50	12,969	-0.1	6.6
Nifty-M 100	19,715	2.7	15.3
Equities-Global	Close	Chg .%	CYTD.%
S&P 500	3,638	0.2	12.6
Nasdaq	12,206	0.9	36.0
FTSE 100	6,368	0.1	-15.6
DAX	13,336	0.4	0.7
Hang Seng	10,790	0.8	-3.4
Nikkei 225	26,645	0.4	12.6
Commodities	Close	Chg .%	CYTD.%
Brent (US\$/Bbl)	48	1.1	-28.2
Gold (\$/OZ)	1,788	-1.5	17.8
Cu (US\$/MT)	7,488	1.4	21.8
Almn (US\$/MT)	1,987	1.4	11.6
Currency	Close	Chg .%	CYTD.%
USD/INR	74.0	0.2	3.7
USD/EUR	1.2	0.4	6.7
USD/JPY	104.1	-0.2	-4.2
YIELD (%)	Close	1MChg	CYTDchg
10 Yrs G-Sec	5.9	0.04	-0.6
10 Yrs AAA Corp	6.5	-0.07	-1.1
Flows (USD b)	27-Nov	MTD	CYTD
FII's	1.04	1.16	6.66
DII's	-0.67	-0.75	6.81
Volumes (INRb)	27-Nov	MTD*	CYTD*
Cash	1,516	704	563
F&O	15,497	28,438	18,405

Note: *Average



Today's top research idea

EcoScope: As expected, India enters its first technical recession; GDP could post further decline in 3QFY21

- ❖ Real GDP declined 7.5% YoY in 2QFY21 (or 3QCY20), worse than our expectation, but better than the market consensus. The contraction in nominal GDP was 4% as the GDP deflator grew 3.8% YoY, v/s 1.8% in 1QFY21.
- ❖ Personal consumption expenditure (PCE) declined 11.3% YoY in 2QFY21, gross investments reported a stronger-than-expected recovery, while government consumption expenditure (GCE) posted its highest-ever decline on record
- ❖ Due to a weaker-than-expected 2QFY21, we revise down our 3QFY21 and 4QFY21 growth forecasts. We now pencil in decline of 1–2% YoY in 3QFY21 (v/s a negligible decline earlier) and growth of 2–3% YoY in 4QFY21 (v/s +4.2% projected earlier). Accordingly, India's real GDP is forecast to decline ~7.5% YoY in FY21 (v/s the previous forecast of -6.5%), but grow ~8.5% in FY22 (against 7.8% growth expected earlier).



Research covered

Cos/Sector	Key Highlights
EcoScope	As expected, India enters its first technical recession
Telecom	The Home Broadband play
Siemens	Strong operational performance, order inflows surprise
Max Life	Business trends steady; persistency rate to improve



Piping hot news

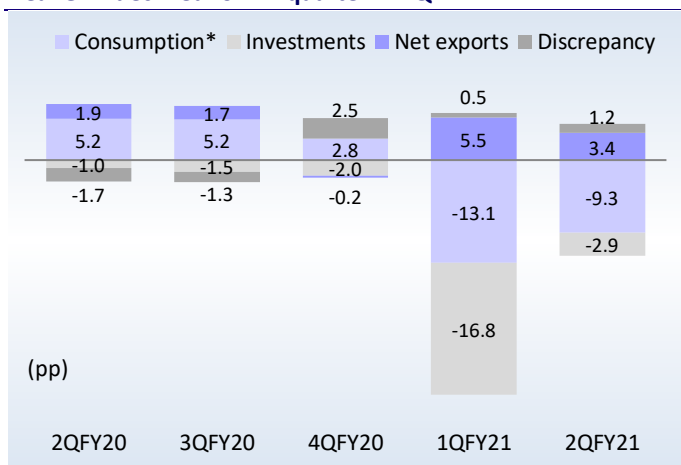
Fiscal deficit for Apr-Oct at 119.7% of budget target

The fiscal deficit for April-October touched Rs 9.53 lakh crore, accounting for 119.7% of the full year's budgeted target as tax collections remained under pressure because of the Covid-19 crisis.



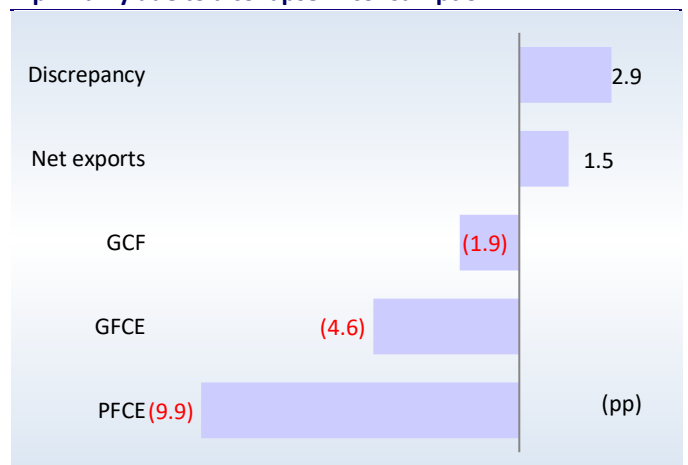
Chart of the Day: EcoScope (As expected, India enters its first technical recession)

Real GDP declined for 2nd quarter in 2QFY21...



* Personal + Government

...primarily due to a collapse in consumption



As compared to 2QFY20



Kindly click on textbox for the detailed news link

1

Glenmark to divest select brands to Dr Reddy's in Russia, 3 more countries

Glenmark Pharmaceuticals Ltd has agreed to divest some of its anti-allergy medicine brands in Russia, Ukraine, Kazakhstan, and Uzbekistan to Dr Reddy's Laboratories Ltd for an undisclosed amount, the two companies said in a statement late on Saturday.

2

Schneider Electric, 8 others vie for India's second-largest smart meter order

Schneider Electric, Genus Power Infrastructures and HPL Electric and Power are among the nine firms in the fray for a 2.35 million smart electricity meter order floated by state-run Energy Efficiency Services Ltd (EESL), said two people aware of the development. India's second-largest smart meters' contract comes in the backdrop of cancellation of a previous contract awarded to Indonesia-based PT Hexing following concerns over its failure to meet local manufacturing criteria. The others vying for the marquee order are - Avon Meters, Linkwell Telesystems, Zen Meter, and Allied Engineering Works...

3

JSW Steel set to acquire land for 13 mn tonne steel plant in Odisha

Domestic steel major JSW Steel is in the process of acquiring land at Jagatsinghpur in Odisha where it has proposed to set up a 13.2 MTPA greenfield steel plant, a top company official said. Speaking to PTI...

4

Adani Tops DHFL Bid, Says Its Bid Gives Maximum To Lenders

Billionaire Gautam Adani's roads-to-mining group outbid U.S.-based Oaktree with a Rs 33,000 crore bid for collapsed housing lender, DHFL Ltd., but rival bidders want it out of the race for allegedly missing the deadline - a charge Adani Group denies saying it followed due process...

5

Rabi sowing satisfactory so far during COVID-19, acreage up 4 pc: Govt

The government on Friday said the progress of rabi (winter) crop sowing has been "satisfactory" so far, notwithstanding the COVID-19 challenges as total acreage increased by 4.02 per cent to Rs 348.24 lakh hectare from 334.78 lakh hectare in the year-ago period...

6

DLF sells nearly 90 independent floors in Gurugram for over Rs 300 cr

Realty major DLF Ltd has sold nearly 90 independent floors worth over Rs 300 crore in Gurugram and plans to launch more such projects as demand for premium residential properties has revived in last few months...

7

Finmin asks PSU general insurers to cut flab; rationalise branches, other expenses: Sources

The finance ministry has asked public sector general insurance firms, especially National Insurance, Oriental Insurance and United India Insurance, to rationalise branches and cut down avoidable expenses to improve their financial health...

As expected, India enters its first technical recession

GDP could post further decline in 3QFY21

- Real GDP declined 7.5% YoY in 2QFY21 (or 3QCY20), worse than our expectation, but better than the market consensus. The contraction in nominal GDP was 4% as the GDP deflator grew 3.8% YoY, v/s 1.8% in 1QFY21.
- Personal consumption expenditure (PCE) declined 11.3% YoY in 2QFY21 – in line with our forecast, gross investments reported a stronger-than-expected recovery, while government consumption expenditure (GCE) posted its highest-ever decline on record. Net exports continued to add positively to real GDP growth in 2QFY21 as imports contracted sharply. On the other hand, the fall in real exports was only marginal.
- Furthermore, our calculations suggest that real investments (GFCF + change in inventory) shrank 6.5% YoY in 2QFY21, primarily led by the government sector – as non-government investments (including public sector undertakings, PSUs) are estimated to have fallen just ~2% YoY last quarter. Consequently, fiscal spending (consumption + investments) posted its first major contraction since FY15 and is the worst on record; on the contrary, decline in private spending narrowed to -9.2% in 2QFY21 from -35.4% YoY in 1Q. The government and private sectors are naturally highly interlinked with each other.
- Real GVA fell 7% YoY in 2QFY21 – industrial activity posted better-than-expected recovery, while the Services sector was much weaker than anticipated. Interestingly, manufacturing activity saw a rise in 2QFY21, while real GVA of ‘financing, insurance, real estate & business services’ (the largest component of Services) and ‘community, social & personal services’ posted the worst fall on record.
- A comparison of India with other major nations suggests India is no longer the worst affected economy – as the Philippines’ real GDP saw double-digit decline in 3QCY20 and decline was also higher in the UK and Mexico.
- Due to a weaker-than-expected 2QFY21, we revise down our 3QFY21 and 4QFY21 growth forecasts. We now pencil in decline of 1–2% YoY in 3QFY21 (v/s a negligible decline earlier) and growth of 2–3% YoY in 4QFY21 (v/s +4.2% projected earlier). Accordingly, India’s real GDP is forecast to decline ~7.5% YoY in FY21 (v/s the previous forecast of -6.5%), but grow ~8.5% in FY22 (against 7.8% growth expected earlier). This implies average growth of only 0.3% in the two years.

I. As expected, India enters into technical recession in FY21

- **Real GDP shrank for the second consecutive quarter in 2QFY21...:** Real GDP declined 7.5% YoY in 2QFY21, worse than our expectation, but better than the market consensus. The contraction in nominal GDP was 4% as the GDP deflator grew 3.8% YoY, v/s 1.8% in 1QFY21. This is the first time since quarterly data has been available since the mid-1990s that India’s real GDP has contracted for two consecutive quarters, pushing India into a technical recession.
- **...primarily led by weaker-than-expected consumption:** An analysis of major components reveals that while final consumption expenditure (personal + government) declined 13.3% YoY, following a fall of 19.2% YoY in the previous quarter, gross capital formation (GCF) declined 8.9% YoY in 2QFY21, v/s very sharp decline of 47.5% YoY in 1QFY21. Net exports, however, continued to add to real GDP change in 2QFY21 (*Exhibit 3*). This means that while the contribution of total consumption to real GDP decline reduced only marginally from 13.1 percentage point (pp) in 1QFY21 to 9.3pp in 2QFY21, it narrowed sharply from 16.8pp to 2.9pp for investments.

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The fall in consumption in 2QFY21 was much more severe v/s investments as the latter has seen a much sharper recovery.

Nominal GVA actually contracted 4.2% YoY in 2QFY21, faster than the fall of 4% YoY in nominal GDP.

Almost the entire decline in real GVA was on account of the Services sector – which posted the second consecutive double-digit decline in 2QFY21.

While implied gross domestic savings (GDS) increased to 29% of GDP in 2QFY21, it was very weak at only 26.6% of GDP in 1HFY21.

We now pencil in decline of 1–2% YoY in 3QFY21 (v/s a negligible decline earlier) and growth of 2–3% YoY in 4QFY21 (v/s +4.2% projected earlier).

- Real GDP growth fell to -7.5% in 2QFY21 from 4.4% a year ago (2QFY20), implying slippage of 12 percentage points. A comparison of the components' performance in 2QFY21 vis-à-vis 2QFY20 suggests consumption is the primary driver of slower growth in 2QFY21 (*Exhibit 4*) – growth has declined much faster to -9.3% in 2QFY21 from 5.2% YoY a year ago. On the other hand, investments declined 1% YoY a year ago and fell ~3% YoY in the last quarter, implying its contribution to the deterioration in real GDP growth was minimal. In short, the fall in consumption in 2QFY21 was much more severe v/s investments as the latter has seen a much sharper recovery (*Exhibit 5*). Also, since real imports have contracted much faster than exports, net exports contributed positively for the second consecutive quarter in 2QFY21 (*Exhibit 6*).

II. Real GVA contracted 7% YoY in 2QFY21

- Similar to GDP, real GVA growth also posted its second consecutive decline. Real GVA fell 7% YoY in 2QFY21 (compared with a fall of 23% YoY in 1QFY21), implying decline of 15% YoY in 1HFY21. Nominal GVA actually contracted 4.2% YoY in 2QFY21, faster than the fall of 4% YoY in nominal GDP.
- **Industrial activity saw smart recovery...:** Interestingly, the Manufacturing sector already posted growth of 0.6% YoY in 2QFY21, following decline of 39% YoY in 1Q. Furthermore, power generation also witnessed growth, while the Construction sector contracted just 8.6% (v/s 50% decline in 1QFY21). Consequently, industrial activity shrank only 2% YoY in 2QFY21, v/s a decrease of 38% in the previous quarter (*Exhibit 7*).
- **...although the Services sector was much weaker than expected:** This means that almost the entire decline in real GVA was on account of the Services sector – which posted the second consecutive double-digit decline in 2QFY21 (*Exhibit 8*). While the fall in 'trade, hotels, transport & communication' moderated, it worsened in the remaining two sub-components – 'financing, insurance, real estate & business services' and 'community, social & personal services'.

III. India's domestic savings increased in 2Q, but were very weak for 1HFY21

- Using the quarterly data on net exports of goods and services and total investments, our estimates suggest that while implied gross domestic savings (GDS) increased to 29% of GDP in 2QFY21 – the highest in any 2Q in the past six years – it was very weak at only 26.6% of GDP in 1HFY21 (*Exhibits 9, 10*).

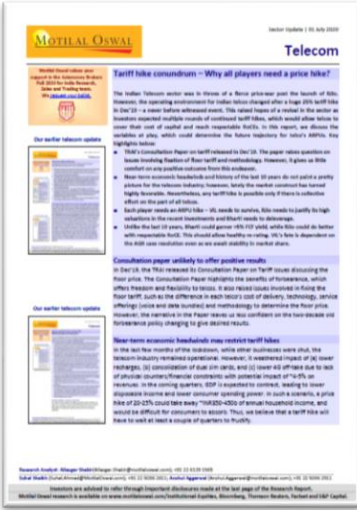
IV. Expect real GDP growth only in 4QFY21

- A comparison of India with other major nations suggests India is no longer the worst affected economy – as the Philippines' real GDP posted a double-digit fall in 3QCY20, and decline was also higher in the UK and Mexico (*Exhibit 11*).
- Due to a weaker-than-expected 2QFY21, we revise down our 3QFY21 and 4QFY21 growth forecasts. We now pencil in decline of 1–2% YoY in 3QFY21 (v/s a negligible decline earlier) and growth of 2–3% YoY in 4QFY21 (v/s +4.2% projected earlier). Accordingly, India's real GDP is forecast to decline ~7.5% YoY in FY21 (v/s the previous forecast of -6.5%), but grow ~8.5% in FY22 (against 7.8% growth expected earlier). This implies average growth of only 0.3% in the two years.

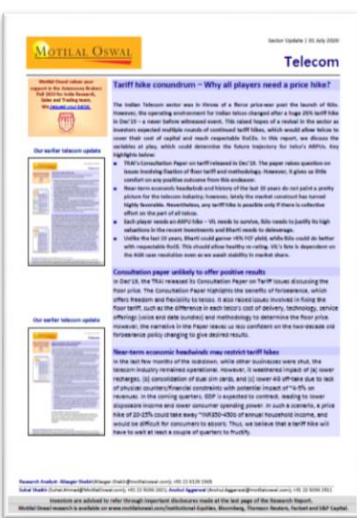


Telecom

Our earlier telecom update



Our earlier telecom update



The Home Broadband play

Would the second phase of Telecom disruption come in the Home Broadband market?

- India's Home Broadband market, unlike the developed markets, has remained highly underpenetrated for years due to a weak wired infrastructure, plagued by execution woes, high investment requirements, and long-standing regulatory issues. This has led to the substitution of wireless data consumption. However, RJio's recent foray (with tall targets), especially after delivering huge success in the Wireless market, has attracted all eyes on the opportunity in the Home Broadband market. In this report, we discuss the current market situation, opportunity, competitive position, economics of the business, and earnings potential for RJio and Bharti.

Dull market for a decade

- India's Home Broadband market has a minuscule USD2b market size, accounting for a meager 9% share of the country's INR1.7t Wireless market. Subscriber growth has been modest in the last five years, with annual CAGR of just 5%. It has largely been an urban product, with low penetration of 7% – due to limited network connectivity with just 80–100m estimated home passes – which has restricted subscriber growth. This has given way to increased wireless consumption in India, which has a far easier and convenient installation/activation. This is the classic chicken and egg story – telcos historically have neither invested in network nor increased home passes, given the high gestation period and lower business viability; on the other hand, consumer complaints related to the lack of network/product availability are observed frequently. So, what has changed for the Home Broadband market?

Market potential in sync with RJio targets

- Globally, wired broadband is a well-networked infrastructure leveraged for data consumption, driven by higher FTTH (Fiber to the Home) penetration, supported by lower FTTH deployment cost/subscriber. However, in India, the Home Broadband market has seen limited investments, which has resulted in a lag in subscriber growth and a shift toward wireless consumption. Recently, RJio announced the target of achieving 50m subscribers. A player of this scale and past record could clearly drive growth in the ecosystem. The RJio target is a massive 2.5x higher than the existing industry subscriber base of 20.5m. However, if seen in the context of total households in India at 298m and 197m TV-owning households, the market potential seems strong. Its aim to reach 1600 cities ties well with NCCS data indicating: a) 20% of TV households (i.e., 40m) are located in metro / tier 1 & 2 cities with higher per capita incomes and data consumption and b) a high proportion of these consumers use household electronics (see exhibits below). Yet, the slow activation process due to a) execution woes, b) high investment requirements, and c) regulatory hurdles may keep subscriber growth gradual. This is evident from the slow pace of industry growth seen in the last year despite the aggression displayed by broadband players.

Opportunity for both small and big players

- The Indian Wireline market is currently dominated by the telcos (BSNL, Bharti, and Rjio), which account for ~57% of the total market size. The market is divided in that 20–25% of subscribers are premium high ARPU customers, while the rest are satisfied with low ARPU data connectivity plans. With Rjio's launch, Bharti (among select other players) has stepped up network rollout / home passes to gain ground and protect its turf. Instead of merely offering conventional pure-play data connectivity plans, telcos are targeting sticky premium customers with higher ARPU (nearly 2x) fiber-based plans (FTTH), along with value-added services such as entertainment, home security, and automation. Nevertheless, the market for even regional players remains buoyant, especially in the recent lockdown, as our channel check suggests there is increased demand for low ARPU conventional home broadband connectivity. This is also evident from the performances of regional players over Mar–Aug'20, which accounted for 84% of the overall wireline subscriber growth of 7%. This indicates there is a market for both sets of players.

Steep operating leverage offers room for aggressive pricing

- Industry ARPU in the Home Broadband market has remained fairly stable at an ARPU of INR400–500 for purely connectivity and INR700–800 for FTTH packages. However, JioFiber's aggressive foray begs the key question – will it follow the fierce price disruption trend in the Wireless market? Our cost analysis of the Home Broadband business (with INR400 ARPU and 1m subs) indicates 30–35% margin potential, with similar 35% semi-variable as well as fixed cost. Bharti, with ~INR799 ARPU, garners 50% margin. This presents the opportunity a) to take sharp ARPU cuts to expand its share of the pie in the market, similar to wireless or b) improve margins to 45–50% even at a low INR400–500 ARPU with a healthy growth trajectory. Rjio's recent move to cut ARPU by ~40% with starting price plans at INR399 is on similar lines. However, the aggressive pricing may be restricted by the number of home passes, which is often plagued by regulatory and execution woes, thus limiting new connections, unlike Wireless market growth. As a result, Rjio may have limited JioFiber to 1600 cities with the requirement to pre-apply for new connections.

Rjio – Home Broadband an INR240b EBITDA opportunity within three years; high prospects for Bharti too

- Rjio's recent interest in the Home Broadband market is understandable as it has a revenue/EBITDA opportunity of INR480b/INR240b (at 50m target base), higher than Rjio's Wireless business scale (as of FY20). Similarly, Bharti, with a similar product capability and home passes / subscriber base, could achieve a sizeable profit pool from Home Broadband. We expect Rjio to intensify competition in the Home Broadband space with an aggressive push for home passes, lower price point packages, and aggressive marketing. Nevertheless, it should be able to improve the EBITDA margin given the inherently strong operating leverage in the business. Assuming 30m subscribers by FY25, with 94m home passes, it could post revenue of INR165b at ARPU of INR500. While this is lower than its 50m subscriber target, it is still over 1.5x the current market size, which underscores the potential growth in the industry. At this scale, it could well

achieve ~50% margins, garnering EBITDA of INR81b. We do not see this as a risk to Bharti given it has a merely 3% EBITDA contribution from Home Broadband. On the other hand, Bharti could also certainly ride the wave as its product and network capability are at par with RJio and consumer awareness and demand for home broadband solutions are picking up. Assuming it achieves 15m subscribers with 60m home passes at ARPU of INR600, Bharti could generate INR90b revenue and EBITDA of INR45b at 50% margin. We have not captured these numbers in our model.

Valuation and view

- **Bharti:** We value Bharti on an SOTP basis to arrive at Target Price of INR650/share – we assign EV/EBITDA of 11x to the India business and 6x to the Africa business on an FY22E basis. We expect Bharti to generate post-interest FCF of INR64b in FY22E after factoring in spectrum renewal cost of INR130b. This could subsequently be used for deleveraging. Strong FCF, improving RoCE, and the expectation of an incremental price hike should garner a better valuation for Bharti. **Maintain Buy.**
- **RJio:** We value RJio with an EV/EBITDA multiple of 18x on Sep'22E EBITDA to arrive at TP of INR900 (for 66% stake). Our higher multiple captures potential gains from an incremental tariff hike, digital revenue opportunity, and growing market share in the Low-cost Device market.



Siemens

Estimate change	↑
TP change	↑
Rating change	↔

CMP: INR1,514 TP: INR1,420 (-6%) Neutral

Strong operational performance, order inflows surprise

Favorable revenue mix and cost containment measures aid margins

Bloomberg	SIEM IN
Equity Shares (m)	356
M.Cap.(INRb)/(USDb)	539.1 / 7.3
52-Week Range (INR)	1640 / 947
1, 6, 12 Rel. Per (%)	11/9/-5
12M Avg Val (INR M)	1904

- Siemens India (SIEM)'s 4QFY20 performance was above expectations, with a 7% beat on the topline and 54% on operating profit v/s our estimates. This clearly indicates faster-than-anticipated demand recovery. A favorable mix of the Services business, the execution of high-margin orders, and the sustenance of cost-cutting measures during the lockdown were some of the key parameters that led to higher operating profitability and margin expansion.
- With order inflows up 9% YoY in 4QFY20, management highlighted green shoots in end markets such as Pharmaceuticals, Food and Beverages, and Power T&D. Other verticals such as Cement (waste heat recovery), Buildings, Data Centers, and Refinery Infrastructure are also seeing ordering activity.
- Factoring in the strong 4QFY20 performance and encouraging pace of recovery, we increase our FY21E/FY22E EPS by 10%/3%. Maintain **Neutral**, with revised TP of INR1,420 (rollover to Sep'22E EPS; prior: INR1,210).

Financials & Valuations (INR b)

Y/E Sep	2020	2021E	2022E
Sales	98.7	132.9	146.0
EBITDA	9.9	15.4	17.0
PAT	7.6	12.1	12.7
EBITDA (%)	10.0	11.6	11.6
EPS (INR)	21.3	33.9	35.8
EPS Gr. (%)	-32.6	59.1	5.7
BV/Sh. (INR)	266.1	295.1	322.3

Ratios

Net D/E	-0.6	-0.4	-0.5
RoE (%)	8.0	11.5	11.1
RoCE (%)	8.4	12.2	11.5
Payout (%)	20.0	20.0	20.0

Valuations

P/E (x)	71.2	44.7	42.3
P/BV (x)	5.7	5.1	4.7
EV/EBITDA (x)	48.8	32.1	28.4
Div Yield (%)	0.5	0.4	0.5
FCF Yield (%)	1.8	2.7	2.4

Shareholding pattern (%)

As On	Sep-20	Jun-20	Sep-19
Promoter	75.0	75.0	75.0
DII	10.4	10.1	11.9
FII	4.1	4.2	2.2
Others	10.5	10.7	10.9

FII Includes depository receipts

Strong beat on profitability

- **4QFY20:** Revenue declined 9% YoY to INR35.2b, 7% above our estimate. EBITDA was up a strong 6% YoY to INR4.5b, **54% above our estimate**. The EBITDA margin came in at 12.9% (up 180bp YoY), largely led by a 210bp YoY expansion in gross margins. PBT was down 13% YoY to INR4.5b on lower other income and higher depreciation. Effective tax rate stood at 25.2% (v/s 31.5% YoY). Adj. PAT was down 5% YoY to INR3.3b (44% above our estimate). **Order inflows were up 9% YoY to INR32.2b.**
- **FY20:** Revenue declined 24% YoY to INR98.7b. EBITDA declined 35% YoY to INR9.9b. The EBITDA margin stood at 10% (v/s 11.6% YoY). Adj. PAT was down 33% YoY to INR7.6b. **OCF stood at INR6.8b (v/s INR12.1b in FY19), and FCF stood at INR6.6b (v/s INR11.1b in FY19).** Cash balance improved further to INR55.5b (~60% of book value) in FY20 from INR49b in FY19.
- **Key segmental performances: (a) Energy** – Revenue was down 5% YoY to INR15.8b. The EBIT margin stood at 12.1% (up 140bp YoY). **(b) Smart Infrastructure** – Revenues were down 15% YoY to INR9.2b. The EBIT margin stood at 10.6% (up 110bp YoY). **(c) Mobility** – Revenues were down 16% YoY to INR3b. The EBIT margin stood at 13.8% (up 330bp YoY). **(d) Digital Industries** – Revenues were down 12% YoY to INR6.3b. The EBIT margin stood flat YoY at 7.9%. **(e) Portfolio of Companies** – Revenues were up 4% YoY to INR1.3b. The EBIT margin stood at 8.5% (v/s 1.4% YoY). Results have been restated post the sale of the Mechanical Drives business.

Key takeaways from management concall

- All 22 factories are now operational, with ~75% manpower deployed. ~85% of the project sites have been mobilized.
- **Interest in digitalization has increased tremendously for customers.** One of the main reasons is cash conservation, as companies looking to rationalize costs and sweat their existing assets (rather than opting for capex).

- The Automobile business is still subdued, with demand ~70% that of pre-COVID levels. Businesses such as Chemical, Pharma, Buildings, Data Center, and Refinery are seeing capex, while Premium Offices, Hotels, and Railways remain subdued.

Valuation and view

- Factoring in the strong 4QFY20 performance and encouraging pace of recovery, we increase our FY21E/FY22E EPS by 10%/3%. Note that our estimates do not include contribution from the C&S Electric acquisition yet; however, they do reflect lower other income on account of the acquisition. Valuations capture C&S Electric on an acquisition cost basis.
- We like SIEM's product portfolio and diverse end market exposure. The company is poised to benefit over the longer term, led by the niche businesses of Industrial Automation and Digitalization.
- We Maintain **Neutral**, with revised TP of INR1,420 (rollover to Sep'22E EPS; prior: INR1,210). We value SIEM's current business at a target P/E multiple of 38x on Sep'22E EPS and the C&S Electric business at the acquisition cost. Note that our target multiple of 38x is lower than 45x ascribed to ABB – as one-third of SIEM's business is exposed to projects. ABB, however, is a pure-play products and services company.

Quarterly Performance

(INR m)

Y/E September	FY19				FY20				FY19	FY20	MOSLe 4QE	Var %
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Total Revenues	28,071	35,496	31,984	38,758	26,686	24,744	12,074	35,190	1,30,005	98,694	32,991	7%
Change (%)	15.5	8.1	4.1	-1.6	-4.9	-30.3	-62.2	-9.2	2.2	-24.1	-20.1	
EBITDA	3,065	4,257	3,537	4,283	3,365	2,018	-9	4,529	15,115	9,903	2,950	54%
Change (%)	12.5	31.9	17.0	2.3	9.8	-52.6	-100.3	5.7	14.8	-34.5	-27.3	
As % of Revenues	10.9	12.0	11.1	11.1	12.6	8.2	-0.1	12.9	11.6	10.0	8.9	
Depreciation	532	571	512	507	611	598	665	630	1,980	2,504	727	
Interest	2	24	2	86	77	109	48	58	112	292	63	
Other Income	877	830	825	1,414	855	808	822	614	3,940	3,099	941	
Extra-ordinary Items	0	-157	0	-190	0	193	-147	-55	-362	-9	0	
PBT	3,408	4,492	3,848	5,104	3,532	2,119	100	4,455	16,963	10,206	3,102	44%
Tax	1,128	1,532	1,367	1,608	905	604	-1	1,124	5,732	2,632	791	
Effective Tax Rate (%)	33.1	34.1	35.5	31.5	25.6	28.5	-1.0	25.2	33.8	25.8	25.5	
Reported PAT	2,280	2,803	2,481	3,306	2,627	1,708	-46	3,276	10,869	7,565	2,310	42%
Adjusted PAT	2,280	2,960	2,481	3,496	2,627	1,515	101	3,331	11,231	7,574	2,310	44%
Change (%)	19.7	34.7	21.4	25.2	15.2	-48.8	-95.9	-4.7	25.6	-32.6	-30.1	

Business trends steady; persistency rate to improve

Banca channel witnessing healthy growth

To get an update on business trends across key products, distribution channels, and persistency trends, we interacted with Mr Prashant Tripathy – MD & CEO of Max Life Insurance. Here are the key insights from our discussion:

Business update: Non-PAR and Protection to drive growth and contribute 40–45% to the total mix for FY21E

- MAXLIFE has been delivering relatively stronger growth trends v/s peers as the industry recovers from sharp premium decline amid the COVID-19 pandemic. **This is primarily led by a shift in the product mix toward the Protection & Non-PAR segments, which are seeing healthy demand in the current environment.** Also, a strong push via the banca channel has supported premium recovery.
- In the Protection segment, while initially the fear psychosis was playing out, resulting in strong business trends over 1HFY21, the initial **euphoria is now waning, thus resulting in moderation in Protection business growth.** Although, this segment is highly under-penetrated, and long-term growth trends are therefore expected to remain robust.
- **The Non-PAR Savings segment has also delivered a strong performance as the customer wants some nature of guarantee in these trying times; thus, expect the share of Non-PAR to be 30–35% of total APE for FY21E.** On the other hand, expect the share of Protection and Non-PAR to jointly form over 40–45% of total APE for FY21E. The company uses FRA to hedge risk in the Non-PAR segment v/s the earlier practice of using interest rate swaps.
- MAXLIFE suggested that ULIPs would take time to revive as 5–6 months of stable market performance is needed to restore buyer confidence. Currently, retail consumers are very conservative on ULIP investments due to pandemic-linked volatility.

Product mix shift to drive VNB growth; VNB margin target of ~25%

The product mix shift toward high-margin Protection and Non-PAR would drive VNB growth. The management targets a ~25% VNB margin v/s 24.2% in 1HFY21. MAXLIFE lost some of the VNB margin in the Protection business as it has not fully passed on the re-insurance hike to customers. This is primarily attributable to high competitive intensity in the segment. Overall, the company expects double-digit growth in absolute VNB in FY21.

Banca channel driving business growth, while agency channel picking up

MAXLIFE is demonstrating robust business growth trends (+8% YoY in 1HFY21 APE; 17% YoY in 2QFY21), aided by a strong performance from the bancassurance channel, although growth in the agency channel remains muted. The banca channel (both Axis Bank and Yes Bank) is pushing Non-PAR Savings products aggressively; the contribution of Non-PAR in the banca APE has thus increased to 40% v/s 27% in 1HFY20. Overall, continuous work is underway with existing banca partners on product and customer propositions to drive incremental growth. On the other hand, the agency channel has been affected due to COVID disruption and is likely to revive from FY22, while the focus remains on augmenting proprietary channels.

Max Life Insurance



Mr Prashant Tripathy
MD & CEO

Mr Prashant Tripathy is the MD & CEO of Max Life Insurance. He is a seasoned professional with over two decades of experience across Finance, Company Strategy, Operations, Risk Management, Investor Relations, etc. He has been associated with the firm for the last 12 years. Through his years with the company, he has anchored Max Life's efforts toward expansion, growth, and strategic partnerships.

AXSB deal update – hope to receive IRDAI approval in FY21

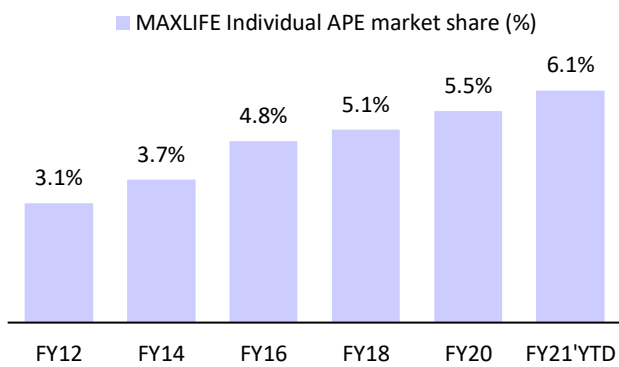
The deal has undergone a couple of iterations, with AXSB (along with subsidiaries) now proposed to acquire ~13% (Bank -9.99% + Subs -3%), with the option to invest an additional 7% stake in the future only through subs. Overall, AXSB (along with subs) can acquire a maximum of 19.99%. Overall, the regulatory approval of IRDAI is needed, and the company hopes to receive this within the remaining fiscal.

Other highlights

- Persistency has been improving sequentially; expect the upward trajectory to continue going forward. Collection trends were very weak in the initial few months following the COVID outbreak. However, the last few months’ data suggests collection trends have been improving. Thus, expect persistency trends to improve over 2HFY21. Among the segments, persistency in Protection remains strong.
- Web aggregators are gaining pace in the industry. However, they account for single-digit share in the total Life Insurance Distribution business. Do not expect them to gain significant market share in the medium term (5–10 years).
- Once the AXSB deal goes through, the company expects more inputs from Mr Amitabh Chaudhry (CEO – Axis Bank) on strategic decisions given his vast experience in the Life Insurance space.

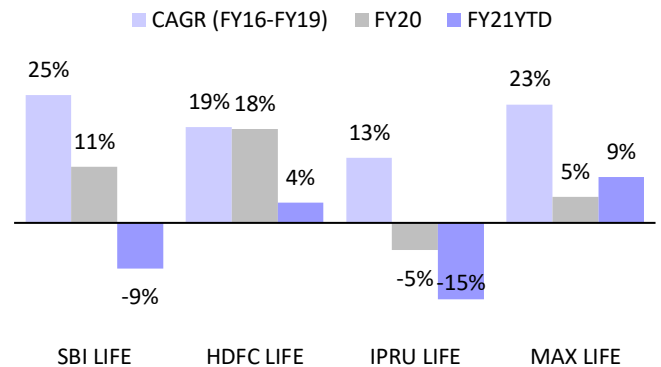
Story in charts

Individual APE market share trends for MAXLIFE



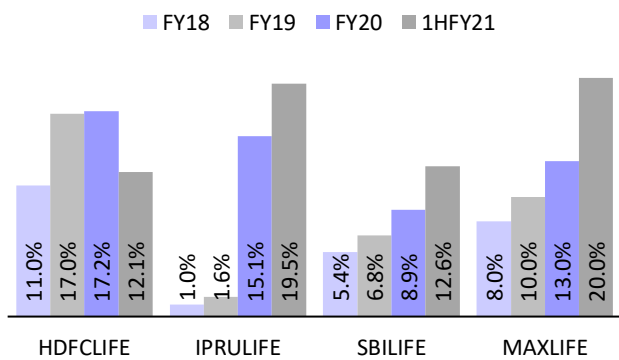
Source: Company, MOFSL

APE trends across major players – MAXLIFE outperformed peers in FY21YTD growth trends



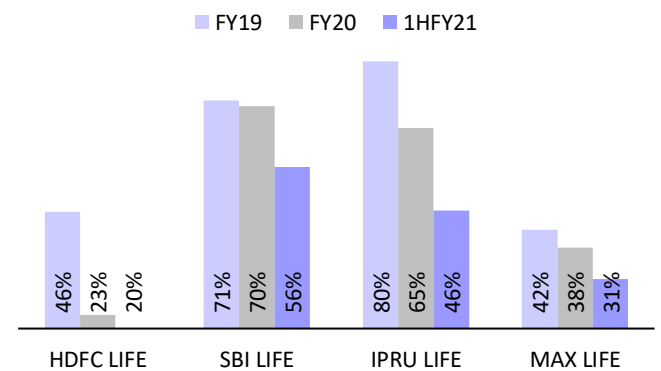
Source: Company, MOFSL

MAXLIFE had the highest proportion of Protection in the total APE as of 1HFY21



Source: Company, MOFSL

ULIP share across peers



Source: Company, MOFSL



SBI Life Insurance: Positive trend to sustain; Mahesh Kumar Sharma, MD & CEO

- Lockdown contributed to a weak Q1; expects growth to continue hereon; Q3 and Q4 are seasonally strongest quarters
- Trends remain healthy and is showing numbers similar to last year
- Improvement seen in ULIPs from September
- Interest rate guarantee products have been repriced to adjust for drop in interest rates
- Saral Bima Yojana good opportunity to increase penetration in the country

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IGL: Unified tariffs is positive for the company; AK Jana, MD

- Operating around 555 CNG stations out of which 45% belongs to company and balance with OMC
- Whether OMCs can set up own dispensers once agreement with CGD ends is a grey area
- Whether OMCs can set up won dispensers while continuing to sell CNG is a grey area
- Difficult to say on withdrawal from the marketing exclusivity case
- Q3 and Q4 will better compared to last year; will achieve 90-95% of last year total volume
- Expects volumes in FY22 to be 10% higher compared to existing volumes

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Uflex: Implication of correction in BOPET spreads; Rajesh Bhatia, Group President (Finance & Accounts) & CFO

- October was better than September in terms of overall spreads; November is bit subdued
- September BOPET at Rs. 60, October was 10% higher than September
- Robust demand seen in China and south East Asia
- Continue to operate full capacity utilization
- Raw material procurement not a challenge for the company

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FMCG growth forecast lowered: Nielsen; Diptanshu Ray, Hd-S Asia Retail Intelligence

- Growth recovered across all segments, home & personal care saw maximum growth
- Rural continues to drive growth; grew 10.6% in Q3CY20.
- Packaged staples & hygiene categories drive faster growth in rural India
- North zone as a region is growing the fastest; west zone continues to be under stress
- Share of e-commerce up in all India to 3.1% from 2.5% in last 3 quarters
- Growth forecast lowered for the year because of a steep fall in Q2

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**SHOULD OUR MANUFACTURERS BE ALLOWED TO SET UP BANKS?**

- There are some valid concerns over the possible misuse of public funds by promoters if industrial houses were allowed to set up banks, but can't we have a set of rules to prevent this?
- The Reserve Bank of India (RBI) working paper which recommends that manufacturing groups and business houses be allowed bank licences, while mapping global norms against this and disclosing that all but one of the experts consulted were against this, has generated plenty of heat. Like almost everything else right now in India, views on the issue largely depend on which side of the political spectrum you swing on policy matters. Considering the content, disclosures and manner of this idea's presentation, it looks to me as if this is a kite flown to see what reactions emerge. The Narendra Modi government is unlikely to spend political capital on such a big change if there are enough signals that it would be a vote loser. But since the kite is in the sky, we should use the opportunity to think through the issue of letting manufacturers own banks while trying to keep politics out of it. I will outline three areas to look at this question from different windows.

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Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY20	FY21E	FY22E	FY20	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E
Automobiles																
Amara Raja	Neutral	946	800	-15	38.7	37.2	42.3	36.7	-3.7	13.5	25.4	22.4	4.0	3.6	16.5	16.7
Ashok Ley.	Buy	92	100	9	1.2	0.4	3.7	-83.1	-68.9	918.5	254.1	24.9	3.7	3.3	1.5	14.0
Bajaj Auto	Neutral	3173	3300	4	187.4	157.2	197.9	13.3	-16.1	25.9	20.2	16.0	4.2	3.8	21.8	24.9
Bharat Forge	Buy	508	565	11	9.2	4.3	15.3	-58.4	-52.9	252.9	117.0	33.1	4.4	4.0	3.8	12.5
Bosch	Neutral	12771	13000	2	418.8	301.6	429.7	-22.5	-28.0	42.5	42.3	29.7	3.9	3.6	9.4	12.6
CEAT	Buy	1148	1317	15	57.1	86.9	97.0	-14.7	52.2	11.6	13.2	11.8	1.5	1.3	11.5	11.7
Eicher Mot.	Buy	2537	2670	5	66.9	54.0	85.6	-17.8	-19.3	58.5	47.0	29.6	6.3	5.4	14.0	19.5
Endurance Tech.	Buy	1155	1330	15	38.0	32.3	48.7	3.2	-15.1	50.8	35.7	23.7	4.9	4.3	14.4	19.2
Escorts	Neutral	1403	1354	-3	54.0	78.6	85.3	1.4	45.6	8.5	17.8	16.5	2.9	2.5	19.8	16.2
Exide Ind	Buy	185	193	5	9.9	8.1	10.6	9.4	-18.5	31.0	22.8	17.4	2.4	2.2	10.3	12.4
Hero Moto	Buy	3105	3700	19	153.0	147.1	190.9	-9.7	-3.8	29.8	21.1	16.3	4.2	3.9	20.4	24.9
M&M	Buy	720	830	15	15.0	31.0	39.1	-64.9	106.9	26.2	23.2	18.4	2.3	2.1	9.9	11.1
Mahindra CIE	Buy	160	165	3	9.4	3.2	10.8	-33.2	-65.7	233.1	49.4	14.8	1.3	1.2	2.6	8.2
Maruti Suzuki	Buy	7027	7850	12	188.0	171.4	273.8	-25.8	-8.8	59.8	41.0	25.7	4.1	3.7	10.0	14.2
Motherson Sumi	Buy	148	160	8	3.7	1.7	5.9	-27.5	-53.3	242.2	85.4	25.0	4.0	3.6	4.8	15.2
Tata Motors	Buy	180	230	28	-25.3	-14.8	11.7	480.5	Loss	LP	NM	15.5	1.1	1.1	-8.8	7.3
TVS Motor	Neutral	499	445	-11	13.0	9.8	19.9	-7.8	-24.4	102.4	50.8	25.1	6.1	5.2	12.4	22.3
Aggregate								-50.8	14.2	120.1	45.7	20.8	3.1	2.8	6.9	13.6
Banks - Private																
AU Small Finance	Buy	837	1100	31	22.6	44.8	35.8	71.3	98	-20.2	18.7	23.4	4.5	3.8	27.2	17.5
Axis Bank	Buy	602	650	8	6.0	22.0	36.7	-66.9	264	67.1	27.4	16.4	1.8	1.7	7.0	10.6
Bandhan Bank	Buy	367	425	16	21.6	22.3	29.1	31.9	3	30.5	16.5	12.6	3.3	2.7	21.6	23.5
DCB Bank	Neutral	108	87	-19	10.9	9.6	11.3	3.6	-12.0	18.1	11.2	9.5	0.9	0.9	8.9	9.7
Equitas Hold.	Buy	70	65	-7	7.1	8.0	11.7	15.5	12.5	46.0	8.7	6.0	0.8	0.8	9.7	13.5
Federal Bank	Buy	63	70	12	7.8	7.7	10.7	23.4	-0.7	39.2	8.2	5.9	0.8	0.7	10.1	12.7
HDFC Bank	Buy	1441	1500	4	48.0	54.9	66.5	21.2	14.2	21.2	26.3	21.7	4.0	3.5	16.4	17.3
ICICI Bank	Buy	473	525	11	12.3	20.0	27.7	135.0	62.7	38.9	23.7	17.0	2.3	2.0	10.5	12.8
IndusInd	Buy	858	720	-16	68.2	34.0	69.1	24.2	-50.1	103.2	25.2	12.4	1.6	1.5	6.7	12.5
Kotak Mah. Bk	Neutral	1902	1800	-5	44.9	49.2	58.2	19.0	9.6	18.1	38.6	32.7	4.9	4.3	12.6	12.4
RBL Bank	Buy	224	220	-2	9.9	8.9	17.4	-51.1	-10.3	95.0	25.1	12.9	1.1	1.0	4.6	8.0
Aggregate								23.7	26.4	33.8	26.2	19.6	3.0	2.7	11.6	13.7
Banks - PSU																
BOB	Neutral	51	48	-6	1.2	3.6	6.1	-27.8	207.4	68.4	14.1	8.4	0.3	0.3	2.3	3.8
SBI	Buy	244	300	23	22.1	30.9	41.3	759.6	39	33.7	7.9	5.9	0.8	0.7	9.9	12.4
Aggregate								643.2	44	36	8	6.1	0.7	0.7	9.0	11.1
NBFCs																
Aditya Birla Cap	Buy	88	100	13	3.8	4.5	5.1	-3.5	17.9	14.6	19.7	17.2	1.6	1.4	8.2	8.7
Bajaj Fin.	Neutral	4903	3350	-32	87.7	72.1	132.0	26.7	-17.8	83.1	68.0	37.1	8.1	6.8	12.6	19.9
Cholaman.Inv.&Fn	Buy	390	420	8	12.8	20.0	23.3	-15.4	55.7	16.5	19.5	16.7	3.3	2.8	18.4	18.1
H D F C	Buy	2258	2450	9	49.2	53.6	60.4	10.8	8.9	12.7	42.1	37.4	3.6	3.4	12.3	11.9
HDFC Life Insur.	Neutral	648	625	-3	6.4	7.2	8.5	1.3	11.9	17.8	90.1	76.5	5.2	4.5	20.8	17.3
ICICI Pru Life	Buy	442	525	19	7.4	8.3	9.5	-6.3	11.4	14.6	53.3	46.5	2.3	2.0	20.2	15.0
IIFL Wealth Mgt	Buy	1009	1240	23	23.1	39.1	49.9	-47.8	69.4	27.5	25.8	20.2	2.8	2.7	11.2	13.8
IndoStar	Neutral	297	306	3	-35.1	3.4	12.2	-234.5	LP	264.7	88.5	24.3	0.9	0.9	1.3	3.8
L&T Fin Holdings	Buy	87	90	4	10.9	4.7	10.7	-2.7	-57.0	129.4	18.5	8.1	1.2	1.0	6.4	13.4
LIC Hsg Fin	Buy	330	385	17	47.6	59.6	59.6	-1.2	25.4	0.0	5.5	5.5	0.8	0.7	15.8	14.0
Manappuram Fin.	Buy	180	205	14	17.5	19.6	23.8	55.7	11.7	21.6	9.2	7.6	2.1	1.7	25.6	25.1
MAS Financial	Buy	1065	980	-8	33.2	28.6	34.4	19.2	-13.7	20.1	37.2	31.0	5.3	4.7	14.9	15.9
M&M Fin.	Buy	171	185	8	14.7	8.0	9.1	-41.8	-46.0	13.9	21.5	18.9	1.4	1.3	7.3	7.0
Muthoot Fin	Buy	1154	1460	27	75.3	87.3	102.2	52.9	16.0	17.1	13.2	11.3	3.2	2.6	27.0	25.6
Piramal Enterp.	Buy	1387	1750	26	-24.5	109.8	128.1	-135.4	LP	16.7	12.6	10.8	1.0	1.0	8.4	9.4
PNB Housing	Neutral	379	360	-5	38.4	56.9	66.6	-46.0	48.1	17.1	6.7	5.7	0.7	0.7	11.4	12.2
Repco Home Fin	Buy	239	325	36	44.8	48.0	50.8	19.5	7.1	5.8	5.0	4.7	0.7	0.6	15.6	14.3
SBI Life Insurance	Buy	846	1050	24	14.2	16.6	18.3	7.2	16.6	10.5	51.0	46.2	2.8	2.4	16.6	16.7



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY20	FY21E	FY22E	FY20	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E
Shriram City Union	Buy	1083	1125	4	151.6	130.2	147.1	1.2	-14.1	13.0	8.3	7.4	0.9	0.8	11.3	11.5
Shriram Trans.	Buy	1071	1240	16	110.3	99.7	115.2	-2.4	-9.6	15.5	10.7	9.3	1.2	1.1	12.7	12.6
Aggregate								0.4	17.7	25.1	24.8	19.8	2.9	2.6	11.7	13.1
Capital Goods																
ABB	Buy	1074	1030	-4	16.6	9.7	21.6	38.1	-41.3	121.7	110.4	49.8	6.1	5.6	5.5	11.2
Bharat Elec.	Buy	111	130	17	7.4	7.1	8.5	-6.9	-3.3	19.8	15.6	13.0	2.5	2.3	15.9	17.3
BHEL	Sell	33	22	-33	-4.2	-1.0	1.4	-221.9	Loss	LP	NM	22.7	0.4	0.4	-1.3	1.7
Blue Star	Neutral	807	570	-29	15.3	7.1	16.6	-21.4	-53.5	133.0	113.4	48.6	9.6	8.9	8.5	18.3
CG Cons. Elec.	Buy	305	360	18	7.0	7.6	9.5	16.9	9.1	24.4	40.1	32.3	11.0	9.2	27.3	28.4
Cummins	Sell	587	336	-43	23.3	18.3	22.4	-10.8	-21.3	22.3	32.0	26.2	3.7	3.6	11.5	13.6
Engineers India	Buy	74	89	20	6.8	6.2	7.8	16.3	-9.5	26.0	12.0	9.6	2.1	2.0	16.3	20.0
Havells	Neutral	802	765	-5	11.7	13.1	15.7	-6.9	12.0	19.7	61.1	51.1	10.3	9.1	16.9	17.9
K E C Intl	Buy	359	395	10	22.0	22.6	26.5	16.3	2.6	17.7	15.9	13.5	2.8	2.4	17.6	17.5
L&T	Buy	1116	1110	-1	68.0	75.5	64.1	7.1	11.0	-15.1	14.8	17.4	2.1	2.0	8.0	11.3
Siemens	Neutral	1514	1420	-6	31.5	21.3	33.9	25.7	-32.6	59.3	71.2	44.7	5.7	5.1	8.0	11.5
Thermax	Neutral	898	710	-21	18.9	19.2	32.2	-30.6	1.9	67.3	46.7	27.9	3.2	3.0	6.9	10.7
Voltas	Neutral	806	775	-4	16.7	13.1	18.7	6.5	-21.9	43.3	61.7	43.1	5.8	5.3	9.4	12.3
Aggregate								-10.4	-18.3	50.6	34.9	23.2	2.7	2.5	7.7	10.9
Cement																
Ambuja Cem.	Neutral	261	250	-4	7.7	8.5	8.2	26.4	10.7	-4.0	30.6	31.9	2.5	2.4	7.9	7.7
ACC	Buy	1703	2005	18	72.3	71.6	83.2	35.1	-0.9	16.1	23.8	20.5	2.6	2.3	11.2	11.9
Birla Corp.	Buy	710	905	28	65.6	71.6	77.7	97.6	9.2	8.5	9.9	9.1	1.0	0.9	10.9	10.8
Dalmia Bhar.	Buy	1099	1232	12	11.5	40.9	43.6	-27.3	256.4	6.4	26.9	25.2	1.9	1.8	7.3	7.3
Grasim Inds.	Neutral	876	805	-8	67.3	39.4	66.8	1.8	-41.5	69.5	22.3	13.1	1.5	1.5	1.3	2.6
India Cem	Neutral	159	135	-15	0.7	5.5	5.0	-69.5	703.0	-9.3	28.7	31.7	0.9	0.9	3.1	2.7
J K Cements	Buy	2026	2185	8	62.6	74.6	100.0	83.4	19.2	34.1	27.2	20.3	4.5	3.8	17.6	20.2
JK Lakshmi Ce	Buy	331	420	27	22.6	24.8	25.0	233.6	10.2	0.6	13.3	13.2	2.0	1.7	15.8	13.8
Ramco Cem	Neutral	890	790	-11	25.5	35.9	35.0	18.1	40.7	-2.5	24.8	25.4	3.7	3.3	16.0	13.6
Shree Cem	Neutral	24110	23450	-3	435.2	620.5	663.3	34.3	42.6	6.9	38.9	36.3	5.8	5.1	16.1	14.9
Ultratech	Buy	4803	5690	18	132.9	170.0	213.7	47.0	27.9	25.7	28.2	22.5	3.0	2.7	11.9	13.3
Aggregate								27.1	8.0	22.6	26.3	21.5	2.6	2.4	9.9	11.2
Consumer																
Asian Paints	Neutral	2217	1980	-11	29.0	29.6	36.0	25.5	2.1	21.5	74.9	61.6	18.8	16.8	26.5	28.8
Britannia	Neutral	3634	3715	2	58.6	79.3	78.1	21.8	35.2	-1.5	45.8	46.5	20.8	20.2	44.4	44.1
Colgate	Buy	1509	1720	14	30.0	34.3	37.5	8.1	14.3	9.3	44.0	40.2	28.4	34.2	61.4	77.1
Dabur	Buy	500	605	21	8.6	9.4	10.9	1.4	8.8	16.0	53.2	45.9	12.5	11.6	24.3	26.3
Emami	Buy	441	440	0	12.4	14.9	14.2	2.0	20.3	-4.5	29.6	31.0	8.9	8.8	32.8	28.4
Godrej Cons.	Neutral	700	740	6	14.2	16.4	17.7	-2.9	15.5	7.9	42.8	39.6	9.0	9.1	21.1	22.8
HUL	Buy	2137	2620	23	31.2	34.8	42.7	11.1	11.5	22.7	61.4	50.0	10.2	10.2	28.6	20.4
ITC	Neutral	194	185	-4	12.4	10.4	12.6	22.2	-16.0	21.1	18.6	15.3	3.4	3.2	19.2	21.5
Jyothy Lab	Neutral	141	145	3	4.5	5.4	5.6	-15.8	19.2	4.3	26.1	25.0	4.2	4.1	16.1	16.6
Marico	Buy	365	440	21	8.1	8.4	9.8	13.4	3.2	16.4	43.4	37.3	12.0	11.6	31.2	31.7
Nestle	Neutral	17658	16440	-7	206.8	226.4	244.4	15.8	9.5	7.9	78.0	72.3	72.7	65.6	102.1	95.4
Page Inds	Neutral	22762	20970	-8	307.7	259.1	433.4	-12.9	-15.8	67.3	87.9	52.5	28.1	24.9	31.9	47.4
Pidilite Ind.	Neutral	1529	1535	0	23.1	20.2	25.4	24.5	-12.5	25.5	75.6	60.2	14.0	12.2	20.5	21.6
P&G Hygiene	Neutral	10552	11700	11	136.5	175.1	218.0	5.8	28.3	24.5	60.3	48.4	26.7	24.1	46.7	52.4
Tata Consumer	Buy	539	623	16	8.0	11.0	13.0	66.4	37.4	18.3	49.2	41.6	3.4	3.2	7.1	8.0
United Brew	Sell	1037	820	-21	16.2	4.9	11.6	-24.0	-69.6	135.5	210.7	89.5	7.5	7.2	3.6	8.2
United Spirits	Neutral	548	550	0	10.9	6.6	13.2	16.9	-39.4	100.3	83.1	41.5	9.5	7.7	11.4	18.6
Aggregate								15.9	-0.1	19.7	46.1	38.6	9.1	8.6	19.8	22.4
Healthcare																
Alembic Phar	Neutral	997	1120	12	44.0	61.2	54.4	47.7	39.1	-11.1	16.3	18.3	4.0	3.4	30.1	20.6
Alkem Lab	Buy	2841	3570	26	95.4	133.2	144.1	49.5	39.6	8.2	21.3	19.7	4.6	3.9	23.5	21.3
Ajanta Pharma	Buy	1536	1865	21	51.1	62.5	72.7	15.1	22.3	16.3	24.6	21.1	4.5	3.9	19.6	19.6



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY20	FY21E	FY22E	FY20	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E
Aurobindo	Buy	868	980	13	49.2	56.3	61.9	13.9	14.6	9.8	15.4	14.0	2.6	2.2	18.0	16.7
Biocon	Neutral	429	400	-7	6.2	7.3	10.8	-0.4	18.6	47.5	58.6	39.7	7.0	6.2	12.5	16.6
Cadila	Buy	450	490	9	14.7	20.4	23.4	-20.0	38.5	15.1	22.1	19.2	3.3	2.9	16.2	16.1
Cipla	Neutral	745	815	9	19.6	31.3	33.6	4.8	59.7	7.1	23.8	22.2	3.3	2.9	13.8	13.1
Divis Lab	Buy	3608	3900	8	48.9	76.3	97.7	-2.3	55.9	28.0	47.3	36.9	10.7	8.7	25.0	26.1
Dr Reddy's	Neutral	4830	5100	6	131.4	171.9	186.6	24.9	30.8	8.6	28.1	25.9	4.4	3.8	16.9	15.9
Glenmark	Neutral	471	495	5	24.6	33.1	33.1	-5.1	34.4	0.1	14.3	14.2	1.9	1.7	14.4	12.8
GSK Pharma	Neutral	1555	1410	-9	28.2	27.6	35.0	14.6	-2.1	26.8	56.3	44.4	14.1	12.7	25.1	28.6
Granules India	Buy	412	500	21	13.0	24.7	28.4	41.3	89.8	14.9	16.7	14.5	4.5	3.5	30.1	27.2
IPCA Labs	Buy	2197	2680	22	51.4	93.7	94.9	41.6	82.4	1.3	23.4	23.1	6.0	4.9	28.7	23.3
Jubilant Life	Buy	722	855	18	59.8	48.2	63.2	5.0	-19.5	31.2	15.0	11.4	1.8	1.6	12.6	14.6
Laurus Labs	Buy	317	410	29	4.8	17.6	20.8	132.6	268.4	18.1	18.0	15.3	6.6	4.8	43.3	36.5
Lupin	Buy	892	1130	27	23.3	24.8	37.9	74.1	6.3	52.9	35.9	23.5	3.0	2.8	8.7	12.3
Strides Pharma	Buy	764	790	3	15.2	31.7	45.8	72.1	108.8	44.5	24.1	16.7	2.4	2.2	10.7	13.9
Sun Pharma	Buy	512	610	19	16.4	23.1	24.4	8.7	40.7	5.9	22.2	20.9	2.7	2.4	12.1	12.1
Torrent Pharma	Neutral	2611	2510	-4	56.1	76.6	96.2	31.4	36.4	25.6	34.1	27.1	7.8	6.6	24.7	26.4
Aggregate								14.2	36.5	13.8	25.3	22.2	3.9	3.4	15.5	15.4
Infrastructure																
Ashoka Buildcon	Buy	77	110	42	13.8	12.2	11.1	20.2	-11.3	-9.4	6.3	7.0	0.7	0.7	12.4	10.0
IRB Infra	Neutral	119	103	-13	18.9	4.2	6.2	-21.9	-77.6	47.4	28.1	19.1	0.6	0.6	2.2	3.2
KNR Constructions	Buy	285	335	17	14.5	17.4	25.0	-18.3	20.0	43.8	16.4	11.4	2.2	1.8	14.1	17.5
Aggregate											13.9	11.6	0.9	0.8	6.4	7.2
Media																
PVR	Buy	1305	1340	3	32.2	-70.4	21.4	-15.0	PL	LP	NM	61.0	5.2	4.8	-27.0	8.1
Sun TV	Buy	440	530	20	34.8	35.5	41.1	-1.7	2.0	15.8	12.4	10.7	2.9	2.7	24.3	26.4
Zee Ent.	Neutral	193	190	-1	5.5	8.0	14.7	-66.6	45.1	84.3	24.2	13.1	1.9	1.7	10.0	13.7
Aggregate								-21.3	-21.0	60.3	20.9	13.0	2.4	2.2	11.5	16.8
Metals																
Hindalco	Buy	226	275	22	17.5	20.4	26.4	-29.2	16.6	29.5	11.1	8.5	1.3	1.1	11.6	13.8
Hind. Zinc	Neutral	230	215	-6	16.1	16.6	21.4	-14.5	3.3	28.8	13.8	10.7	3.1	3.0	19.6	28.2
JSPL	Buy	244	307	26	-5.5	25.6	15.8	-266.6	LP	-38.1	9.5	15.4	0.9	0.8	8.7	5.6
JSW Steel	Buy	351	413	18	9.0	19.6	32.7	-71.6	116.9	66.8	17.9	10.7	2.1	1.7	12.2	17.7
Nalco	Buy	39	41	5	0.7	2.8	3.3	-92.2	288.9	19.9	14.1	11.8	0.8	0.8	5.4	6.4
NMDC	Buy	96	109	13	15.3	14.3	15.4	-1.9	-6.7	8.0	6.7	6.2	1.0	0.9	15.2	15.0
SAIL	Neutral	48	49	1	-0.5	1.7	5.4	-107.5	LP	215.2	28.4	9.0	0.5	0.5	1.7	5.1
Tata Steel	Neutral	578	604	5	9.1	21.5	57.7	-89.8	138	167.9	26.8	10.0	1.0	0.9	3.6	9.3
Vedanta	Neutral	121	104	-14	8.8	19.6	17.5	-52.7	124	-10.7	6.2	6.9	0.9	0.9	13.8	12.6
Aggregate								-55.4	61.3	31.6	12.3	9.4	1.1	1.1	9.3	11.4
Oil & Gas																
Aegis Logistics	Buy	257	251	-2	3.0	6.8	12.1	-55.0	128.5	78.2	37.7	21.1	4.7	4.0	13.1	20.4
BPCL	Neutral	373	414	11	25.3	37.9	34.8	-41.6	49.5	-8.1	9.8	10.7	1.8	1.6	19.3	15.9
Castrol India	Buy	127	170	34	8.4	6.1	7.7	16.8	-26.8	25.9	20.7	16.4	8.6	7.9	42.8	50.0
GAIL	Buy	103	153	49	16.5	8.3	15.3	17.3	-49.3	83.8	12.3	6.7	0.9	0.8	8.3	14.2
Gujarat Gas	Buy	348	440	26	17.3	15.9	17.6	177.8	-8.2	10.4	21.9	19.8	5.8	4.7	29.4	26.1
Gujarat St. Pet.	Buy	220	300	37	19.7	16.8	17.8	39.5	-14.4	5.8	13.0	12.3	1.6	1.5	13.3	12.6
HPCL	Buy	209	308	47	23.9	44.5	38.2	-45.6	86.2	-14.1	4.7	5.5	1.0	0.9	21.1	17.1
IOC	Buy	85	148	75	10.3	15.2	17.4	-45.4	47.6	14.7	5.6	4.9	0.8	0.7	14.1	15.1
IGL	Neutral	496	485	-2	16.2	12.9	17.0	44.5	-20.8	32.4	38.6	29.1	6.0	5.1	16.6	19.0
Mahanagar Gas	Buy	1063	1100	3	80.3	52.9	68.3	45.2	-34.1	29.1	20.1	15.6	3.3	3.0	17.0	20.1
MRPL	Neutral	30	30	2	-15.4	-2.2	4.6	-895.4	Loss	LP	NM	6.5	0.7	0.6	-5.2	10.4
Oil India	Buy	96	105	9	22.9	6.3	15.5	-28.6	-72.3	145.4	15.2	6.2	0.4	0.4	2.0	7.0
ONGC	Buy	79	90	15	13.1	9.7	17.8	-51.8	-26.2	84.1	8.1	4.4	0.5	0.4	5.9	10.2
PLNG	Buy	249	335	34	18.5	18.5	21.3	28.5	0.1	15.1	13.5	11.7	3.2	2.9	24.4	26.0
Reliance Ind.	Buy	1930	2240	16	66.8	64.8	105.1	8.1	-3.0	62.1	29.8	18.4	2.4	2.2	8.7	12.6
Aggregate								-24.6	0.6	46.8	18.4	12.6	1.7	1.5	9.2	12.2



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY20	FY21E	FY22E	FY20	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E
Retail																
Avenue Supermarts	Neutral	2287	2100	-8	20.1	18.2	29.2	38.9	-9.4	60.3	125.7	78.4	11.6	10.1	10.1	14.3
Aditya Birla Fashion	Buy	163	200	23	-0.2	-3.9	-0.7	-111.1	Loss	Loss	NM	NM	20.0	21.2	-51.5	-9.9
Jubilant Food.	Neutral	2498	2415	-3	22.5	15.5	38.1	-6.5	-31.2	146.1	161.1	65.5	26.6	21.5	16.5	32.8
Shoppers Stop	Neutral	186	190	2	-14.7	-41.9	-15.1	-289.1	Loss	Loss	NM	NM	-5.5	-3.8	323.1	36.4
Titan Company	Buy	1358	1400	3	17.1	9.3	22.3	8.9	-45.7	140.9	146.6	60.9	17.7	15.4	12.2	27.0
Trent	Neutral	723	630	-13	3.0	-3.5	3.9	2.1	PL	LP	NM	187.0	10.6	10.0	-5.3	5.9
V-Mart Retail	Buy	2252	2350	4	27.3	-18.2	29.4	-31.0	PL	LP	NM	76.5	9.6	8.5	NM	11.8
Aggregate								5.4	-64.9	291.5	309.1	79.0	14.2	12.4	4.6	15.8
Technology																
Cyient	Neutral	490	400	-18	33.8	32.6	38.5	-22.2	-3.5	18.3	15.1	12.7	1.8	1.7	12.2	13.4
HCL Tech.	Buy	822	1050	28	40.7	46.1	53.6	11.1	13.1	16.3	17.8	15.3	3.7	3.3	22.6	21.7
Infosys	Buy	1101	1355	23	38.9	45.7	54.1	5.1	17.4	18.4	24.1	20.3	6.5	5.5	27.0	27.0
L & T Infotech	Buy	3202	3480	9	86.7	102.8	128.4	0.4	18.5	24.9	31.2	24.9	8.7	7.1	30.6	31.5
Mindtree	Neutral	1417	1550	9	38.3	60.1	69.6	-16.4	56.8	15.9	23.6	20.4	5.9	5.0	25.2	24.5
Mphasis	Buy	1317	1665	26	61.5	66.2	78.0	9.6	7.6	17.9	19.9	16.9	4.2	3.7	21.4	24.1
Coforge	Neutral	2400	2460	3	73.5	72.8	98.4	11.0	-0.9	35.1	32.9	24.4	6.6	5.5	19.5	24.4
Persistent Sys	Buy	1194	1400	17	44.4	53.2	66.1	0.9	20.0	24.2	22.4	18.1	3.4	2.9	15.0	16.2
TCS	Neutral	2679	2900	8	86.2	86.5	106.9	3.7	0.3	23.6	31.0	25.1	10.8	10.5	36.2	42.4
Tech Mah	Neutral	876	940	7	45.9	43.8	46.1	-5.9	-4.6	5.2	20.0	19.0	3.1	2.8	15.4	14.7
Wipro	Neutral	351	385	10	16.6	17.6	19.1	8.5	5.9	8.6	19.9	18.3	3.5	3.3	17.8	18.4
Zensar Tech	Neutral	229	200	-13	11.9	14.7	17.0	-17.2	23.8	15.6	15.5	13.5	2.2	1.9	14.9	15.3
Aggregate								2.9	7.0	18.4	25.8	21.8	6.5	5.9	25.3	27.0
Telecom																
Bharti Airtel	Buy	463	650	40	-7.5	1.8	4.5	-14.6	LP	153.9	263.7	103.9	4.0	3.9	1.4	3.8
Bharti Infratel	Neutral	218	210	-4	17.8	16.5	18.2	31.1	-7.6	10.7	13.2	12.0	2.8	2.6	21.8	22.5
Vodafone Idea		10			-7.6	-8.1	-7.4	-59.1	Loss	Loss	NM	NM	-1.6	-0.7	411.5	75.9
Tata Comm	Neutral	1059	900	-15	10.6	51.2	66.0	-582.2	384.7	28.8	20.7	16.1	258.6	15.1	-251	177.9
Aggregate								Loss	Loss	Loss	-20	-26.5	6.0	8.1	-29.7	-30.4
Utilities																
Coal India	Buy	126	192	53	27.1	16.1	26.6	-4.4	-40.6	65.2	7.8	4.7	2.2	1.7	27.8	37.0
CESC	Buy	582	850	46	97.7	90.3	98.6	10.0	-7.6	9.2	6.4	5.9	0.7	0.7	11.9	11.9
Indian Energy Exchange	Buy	218	245	12	6.0	5.9	7.6	9.1	-1.2	28.4	37.0	28.8	14.7	12.7	42.2	47.3
JSW Energy	Buy	62	73	18	5.1	4.7	5.6	20.0	-7.9	20.3	13.2	11.0	0.8	0.8	6.5	7.5
NHPC	Neutral	21	23	7	2.9	2.9	2.9	10.7	2.6	-1.5	7.3	7.4	0.6	0.6	9.1	8.5
NTPC	Buy	94	140	49	13.8	15.1	16.6	19.2	9.1	10.3	6.3	5.7	0.7	0.7	12.2	12.7
Power Grid	Buy	193	222	15	21.1	23.1	24.5	10.2	9.1	6.4	8.3	7.8	1.5	1.4	18.0	17.9
Torrent Power	Buy	316	380	20	28.0	20.2	29.2	49.7	-27.8	44.4	15.6	10.8	1.5	1.4	10.2	13.4
Tata Power	Buy	65	65	0	3.8	3.2	4.4	78.2	-16.1	38.6	20.6	14.9	1.0	0.9	4.7	6.3
Aggregate								6.9	-9.9	21.5	7.6	6.3	1.1	1.0	14.6	16.3
Others																
Brigade Enterpr.	Buy	218	236	8	7.1	-0.3	9.1	-39.1	PL	LP	NM	24.0	2.0	1.9	-0.3	8.0
BSE	Buy	553	680	23	24.9	37.9	47.3	-32.5	52.0	25.0	14.6	11.7	1.0	1.0	7.0	8.4
Concor	Buy	405	442	9	16.6	9.9	12.4	-16.7	-40.2	25.0	40.7	32.6	2.4	2.3	5.9	7.1
Coromandel Intl	Buy	824	981	19	36.3	50.1	54.5	42.8	37.8	8.8	16.4	15.1	4.6	3.8	30.5	27.5
EPL	Buy	261	326	25	6.8	9.3	11.5	14.3	37.1	23.2	27.9	22.7	4.9	4.2	18.5	20.1
Indiamart Inter.	Buy	5070	5830	15	51.3	92.7	95.4	566.2	80.8	2.9	54.7	53.1	18.1	12.5	68.1	43.8
Indian Hotels	Buy	118	147	25	2.7	-5.4	0.8	14.8	PL	LP	NM	142.3	3.7	3.7	-15.9	2.6
Interglobe	Neutral	1515	1350	-11	146.2	-128.8	54.3	3,502.3	PL	LP	NM	27.9	64.0	21.2	-146.3	114.2
Info Edge	Neutral	4270	3550	-17	16.7	20.3	26.3	-27.1	21.4	29.7	210.4	162.2	12.4	12.0	7.5	7.5
Godrej Agrovet	Buy	510	612	20	13.2	17.7	20.8	5.7	33.6	17.7	28.8	24.5	4.8	4.3	17.5	18.5
Kaveri Seed	Buy	491	634	29	43.1	52.5	52.8	19.5	21.9	0.6	9.3	9.3	2.7	2.5	30.8	27.7
Lemon Tree Hotel	Buy	33	46	38	-0.1	-1.2	0.1	-118.0	Loss	LP	NM	534.4	3.6	3.5	-11.6	0.7



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY20	FY21E	FY22E	FY20	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E	FY21E	FY22E
MCX	Buy	1616	2000	24	46.4	49.7	58.0	61.9	7.1	16.8	32.5	27.8	6.2	5.6	18.9	21.2
Oberoi Realty	Buy	463	480	4	19.0	15.0	27.1	-15.6	-20.7	80.6	30.8	17.1	1.8	1.7	6.1	10.2
Phoenix Mills	Buy	683	750	10	21.5	2.9	22.9	-13.7	-86.6	697.1	237.8	29.8	2.2	2.1	1.0	7.1
Qess Corp	BUY	502	545	9	18.3	14.3	29.0	4.3	-21.9	103.5	35.2	17.3	2.3	2.0	8.6	15.4
PI Inds.	Buy	2205	2611	18	30.1	52.1	68.0	11.3	73.2	30.4	42.3	32.4	6.3	5.4	20.0	17.9
SRF	Buy	5135	5654	10	155.2	200.3	241.5	49.4	29.1	20.6	25.6	21.3	4.5	3.8	20.0	19.2
S H Kelkar	Buy	130	136	4	4.2	8.2	9.7	-31.3	95.4	18.3	15.9	13.4	2.0	1.9	13.4	14.5
Tata Chemicals	Buy	391	381	-3	31.7	14.2	32.0	-6.4	-55.2	126.0	27.6	12.2	0.8	0.7	2.8	6.2
Team Lease Serv.	Buy	2527	2700	7	48.9	53.8	82.9	-14.7	10.0	54.0	47.0	30.5	6.5	5.4	14.9	19.3
Trident	Buy	8	10	26	0.6	0.6	0.9	-26.9	-2.1	41.9	12.6	8.9	1.2	1.1	9.9	12.7
UPL	Neutral	418	497	19	34.8	41.2	45.2	8.0	18.4	9.6	10.1	9.2	1.7	1.0	18.1	17.4



Index	1 Day (%)	1M (%)	12M (%)
Sensex	1.0	10.2	8.4
Nifty-50	1.0	10.4	7.9
Nifty Next 50	0.9	11.5	6.8
Nifty 100	1.0	10.5	7.7
Nifty 200	1.0	10.8	8.3
Company	1 Day (%)	1M (%)	12M (%)
Automobiles	0.3	11.9	8.2
Amara Raja Batt.	2.3	17.9	16.1
Ashok Leyland	-0.7	13.1	10.1
Bajaj Auto	2.6	8.1	-1.5
Bharat Forge	3.5	6.2	12.9
Bosch	-0.8	7.9	-23.0
CEAT	0.0	-0.5	18.9
Eicher Motors	-1.7	20.9	11.9
Endurance Tech.	-0.6	12.2	5.0
Escorts	-0.4	16.5	113.4
Exide Inds.	0.8	8.2	-10.7
Hero Motocorp	0.5	4.3	21.2
M & M	1.3	22.2	35.4
Mahindra CIE	1.9	12.1	6.4
Maruti Suzuki	-0.9	-0.9	-1.9
Motherson Sumi	0.5	33.5	7.0
Tata Motors	1.4	30.0	6.1
TVS Motor Co.	-0.1	10.6	4.8
Banks-Private	1.0	22.9	-6.3
AU Small Fin. Bank	0.8	11.7	7.6
Axis Bank	2.1	24.2	-18.5
Bandhan Bank	-0.4	22.5	-32.8
DCB Bank	0.2	29.8	-41.1
Equitas Holdings	0.8	39.9	-25.1
Federal Bank	1.3	10.6	-31.7
HDFC Bank	1.7	17.6	11.9
ICICI Bank	0.6	17.4	-7.0
IndusInd Bank	-0.5	38.0	-43.9
Kotak Mah. Bank	1.5	33.5	17.8
RBL Bank	-1.9	26.8	-36.0
Banks-PSU	1.9	18.0	-40.3
BOB	4.3	19.7	-48.8
SBI	0.9	24.8	-26.8
Company	1 Day (%)	1M (%)	12M (%)
NBFCs	1.6	20.4	0.2
Aditya Birla Cap	-0.7	21.8	-25.7
Bajaj Fin.	2.9	46.6	17.8
Cholaman.Inv.&Fn	2.1	46.0	16.0
HDFC	2.2	8.0	-2.8
HDFC Life Insur.	-0.7	13.8	10.5
Indostar Capital	0.3	1.9	50.3
L&T Fin.Holdings	5.3	19.8	-23.9
LIC Hsg Fin	0.8	8.9	-25.4
M&M Fin.	3.8	27.8	-19.9
Muthoot Fin	1.2	-4.4	66.0
Manappuram Fin.	3.2	9.8	8.8
MAS Financial Serv.	-0.3	23.1	42.8
ICICI Pru Life	1.4	12.3	-8.4
ICICI Sec	0.5	-0.4	41.0
IIFL Wealth Mgt	-1.6	6.0	-27.7
PNB Housing	2.5	9.6	-31.0

Note: Sectoral performance are of NSE/BSE Indices

Index	1 Day (%)	1M (%)	12M (%)
Nifty 500	0.9	10.6	9.3
Nifty Midcap 100	0.9	12.9	13.5
Nifty Smallcap 100	0.9	7.5	11.5
Nifty Midcap 150	0.7	12.4	17.2
Nifty Smallcap 250	0.8	8.3	14.7
Company	1 Day (%)	1M (%)	12M (%)
Reeco Home	-0.5	20.8	-17.4
SBI Life Insuran	0.3	9.3	-11.5
Shriram City Union	3.8	38.5	-17.1
Shriram Trans.	-1.3	52.4	-3.0
Capital Goods	0.6	20.2	-3.6
ABB	5.2	21.3	-15.5
Bharat Elec.	1.9	21.1	5.6
BHEL	2.6	6.8	-41.3
Blue Star	-1.5	18.0	-4.4
CG Cons. Elec.	-0.8	0.8	22.4
Cummins	1.2	18.3	-5.9
Engineers India	0.1	11.1	-29.5
Havells	-1.5	11.5	20.1
K E C Intl	0.7	2.1	22.4
L&T	0.3	17.6	-17.9
Siemens	11.6	19.0	2.0
Thermax	-0.9	12.6	-14.4
Voltas	2.1	11.7	9.6
Cement	2.2	13.0	19.7
Ambuja Cem.	1.7	6.4	30.3
ACC	1.8	7.2	14.3
Birla Corp.	1.3	10.1	9.3
Dalmia Bhar.	-0.1	24.3	18.7
Grasim Inds.	4.2	12.6	11.0
India Cem	4.7	34.0	96.9
J K Cements	-1.4	0.3	66.7
JK Lakshmi Ce	1.2	18.6	19.1
Ramco Cem	0.6	13.8	9.8
Shree Cem	3.0	19.6	15.9
Ultratech	0.2	7.8	17.5
Consumer	0.8	6.5	2.1
Asian Paints	0.1	3.6	26.0
Britannia	-0.2	1.8	16.2
Colgate	1.2	4.3	2.1
Dabur	0.6	-1.9	8.2
Emami	2.1	18.3	34.8
Godrej Cons.	0.8	4.4	-0.2
HUL	0.9	-0.7	4.5
ITC	0.6	15.6	-21.8
Jyothy Lab	0.6	0.6	-21.8
Marico	1.5	6.9	6.8
Nestle	1.3	9.2	22.2
Page Inds	2.3	13.0	6.1
Pidilite Ind.	-0.6	4.0	17.5
P&G Hygiene	-0.4	2.2	-5.8
Tata Consumer	1.1	9.0	73.6
United Brew	-0.2	11.0	-14.8
United Spirits	1.3	8.3	-8.5
Healthcare	1.4	4.1	44.3
Alembic Phar	0.9	3.1	78.0
Alkem Lab	0.8	8.5	36.2



Company	1 Day (%)	1M (%)	12M (%)
Ajanta Pharma	0.2	-3.3	50.0
Aurobindo	2.1	10.9	95.4
Biocon	1.4	5.8	61.2
Cadila	0.3	1.0	64.9
Cipla	0.9	-0.9	54.3
Divis Lab	2.1	16.6	98.7
Dr Reddy's	1.9	-1.6	65.1
Glenmark	0.5	-1.9	36.8
GSK Pharma	0.9	3.3	-6.4
Granules	-0.4	8.2	228.0
IPCA Labs	0.5	0.4	90.9
Jubilant Life	1.0	-3.1	38.8
Laurus Labs	2.5	-7.5	333.4
Lupin	0.5	-6.6	14.2
Strides Pharma	1.7	0.3	90.8
Sun Pharma	1.0	7.8	13.5
Torrent Pharma	1.2	-1.4	46.3
Infrastructure	0.7	10.2	3.9
Ashoka Buildcon	0.9	13.7	-23.5
IRB Infra.Devl.	0.4	4.8	49.8
KNR Construct.	1.4	17.4	21.6
Media	0.6	3.9	-21.6
PVR	0.4	15.4	-23.8
Sun TV	1.0	0.6	-13.8
Zee Ent.	0.8	7.5	-40.6
Metals	3.9	24.1	13.3
Hindalco	2.9	33.3	15.6
Hind. Zinc	0.8	-6.5	5.3
JSPL	6.2	27.5	59.6
JSW Steel	6.1	16.5	41.8
Nalco	5.6	22.6	-13.9
NMDC	3.5	15.7	-4.5
SAIL	8.1	32.2	20.4
Tata Steel	5.2	39.4	34.0
Vedanta	4.2	14.4	-18.1
Oil & Gas	-0.2	10.6	-11.8
Aegis Logistics	1.1	10.6	23.7
BPCL	-1.1	9.2	-23.8
Castrol India	-0.2	14.4	-13.5
GAIL	0.5	20.0	-17.8
Gujarat Gas	1.8	17.6	66.7
Gujarat St. Pet.	0.2	3.5	-4.3
HPCL	0.7	22.2	-26.2
IOC	-0.2	9.6	-33.8
IGL	-0.5	13.9	11.2
Mahanagar Gas	0.0	13.4	-9.4
MRPL	0.3	2.6	-38.7
Oil India	-0.2	8.0	-37.5
ONGC	-0.7	17.7	-38.5
PLNG	-0.5	11.6	-4.1
Reliance Ind.	0.3	-3.7	26.5
Aditya Bir. Fas.	0.9	-2.4	-25.1
Retail			
Avenue Super.	0.4	10.7	33.1
Jubilant Food	2.9	15.3	53.1
Shoppers St.	-0.4	8.2	-44.8
Titan Co.	1.7	9.1	13.9

Company	1 Day (%)	1M (%)	12M (%)
Trent	-3.2	11.3	40.0
V-Mart Retail	7.4	19.8	34.7
Technology	0.7	2.8	46.5
Cyient	-3.0	7.5	14.7
HCL Tech.	2.2	-0.7	51.7
Infosys	-0.2	0.1	61.2
L&T Infotech	-0.8	2.8	83.8
Mindtree	1.3	0.3	100.1
Mphasis	0.0	-2.2	57.7
Coforge	1.2	11.1	64.9
Persistent Sys	-0.5	1.2	77.0
TCS	0.7	1.2	32.9
Tech Mah	-0.6	4.6	12.3
Wipro	1.4	4.5	49.4
Zensar Tech	-2.2	14.6	11.3
Telecom	1.3	9.0	10.6
Bharti Airtel	0.9	7.9	8.5
Bharti Infra.	1.7	16.1	-5.9
Idea Cellular	2.4	11.8	64.7
Tata Comm	4.3	11.1	194.9
Utilites	0.7	18.4	3.9
Coal India	0.8	9.2	-36.7
CESC	2.1	3.4	-18.5
Indian Energy Ex	0.4	10.2	51.5
JSW Energy	0.2	-1.4	-20.3
NHPC Ltd	1.7	5.5	-11.7
NTPC	0.2	9.5	-19.3
Power Grid	1.2	14.9	1.7
Tata Power	1.4	15.8	10.2
Torrent Power	-0.6	-3.0	9.5
Others			
Brigade Enterpr.	-0.1	25.5	12.5
BSE	-0.7	7.8	10.9
Coromandel Intl	0.6	9.7	68.3
Concor	2.0	6.1	-26.8
EPL Ltd	1.3	0.9	80.2
Indiamart Inter.	-1.3	-5.9	118.5
Godrej Agrovet	0.3	-1.3	5.8
Indian Hotels	1.9	15.5	-23.9
Interglobe	-3.0	14.2	9.3
Info Edge	3.4	19.1	62.0
Kaveri Seed	-0.5	-8.3	2.4
Lemon Tree Hotel	0.6	13.4	-44.0
MCX	-0.7	-10.8	36.2
Oberoi Realty	-0.4	-1.0	-10.9
Piramal Enterp.	2.5	9.4	-17.3
Phoenix Mills	-0.1	16.0	-13.5
PI Inds.	2.3	8.4	62.8
Quess Corp	1.2	15.9	-11.1
SRF	-0.5	17.1	62.7
S H Kelkar	4.3	43.4	12.8
Tata Chemicals	4.3	19.8	32.5
Team Lease Serv.	-1.8	4.6	-8.8
Trident	1.9	2.6	21.5
UPL	0.4	-3.0	-22.5

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BUY	>=15%
SELL	< - 10%
NEUTRAL	> - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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Tel No: 022 7188 1000 Registration Nos.: Motilal Oswal Financial Services Limited (MOFSL): INZ000158836(BSE/NSE/MCX/NCDEX); CDSL and NSDL: IN-DP-16-2015; Research Analyst: INH00000412. AMFI: ARN - 146822; Investment Adviser: INA000007100; Insurance Corporate Agent: CA0579; PMS:INP00006712. Motilal Oswal Asset Management Company Ltd. (MOAMC); PMS (Registration No.: INP00000670); PMS and Mutual Funds are offered through MOAMC which is group company of MOFSL. Motilal Oswal Wealth Management Ltd. (MOWML); PMS (Registration No.: INP000004409) is offered through MOWML, which is a group company of MOFSL. Motilal Oswal Financial Services Limited is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs, Insurance Products and IPOs. Real Estate is offered through Motilal Oswal Real Estate Investment Advisors Pvt. Ltd. which is a group company of MOFSL. Private Equity is offered through Motilal Oswal Private Equity Investment Advisors Pvt. Ltd. which is a group company of MOFSL. 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