

Market snapshot



Equities - India	Close	Chg. %	CYTD.%
Sensex	38,095	0.2	5.6
Nifty-50	11,462	0.3	5.5
Nifty-M 100	17,814	-0.3	-0.3
Equities-Global	Close	Chg. %	CYTD.%
S&P 500	2,833	0.4	13.0
Nasdaq	7,714	0.3	16.3
FTSE 100	7,299	1.0	8.5
DAX	11,657	-0.2	10.4
Hang Seng	11,675	1.4	15.3
Nikkei 225	21,585	0.6	7.8
Commodities	Close	Chg. %	CYTD.%
Brent (US\$/Bbl)	67	0.6	25.8
Gold (\$/OZ)	1,304	0.1	1.7
Cu (US\$/MT)	6,458	0.2	8.6
Almn (US\$/MT)	1,900	1.3	2.0
Currency	Close	Chg. %	CYTD.%
USD/INR	68.5	-0.8	-1.8
USD/EUR	1.1	0.1	-1.1
USD/JPY	111.4	0.0	1.6
YIELD (%)	Close	1MChg	CYTDchg
10 Yrs G-Sec	7.3	-0.02	-0.1
10 Yrs AAA Corp	8.5	-0.21	0.0
Flows (USD b)	18-Mar	MTD	CYTD
FII	0.27	3.20	5.01
DII	-0.19	-1.66	-1.26
Volumes (INRb)	18-Mar	MTD*	CYTD*
Cash	408	404	345
F&O	10,469	10,409	9,613

Note: \*Average

Today's top research idea



Gail India: Awaiting last of the triggers...

...amid rising concerns on LPG, petrochem and trading segments

- ❖ Upcoming tariff hike in HVJ and HVJ upgradation pipelines are expected to increase FY20 EPS by 81% if GAIL's proposal is accepted. However, a 40% hike would also increase EPS by 15%.
- ❖ However, we are concerned on the profitability of LPG, trading as well as petrochem segments due to increasing supply glut in these segments.
- ❖ We estimate that under current circumstances, US contracts of GAIL could be ~20% higher than prevailing Asian spot LNG prices.
- ❖ We value GAIL at 9x FY21 adjusted EPS and add the value of investments. With target of INR348, we reiterate our Neutral recommendation on the stock.



Research covered

Cos/Sector	Key Highlights
Gail India	Awaiting last of the triggers
Mindtree	L&T makes an open offer to buy controlling stake
Telecom	Densification of network to continue



Piping hot news

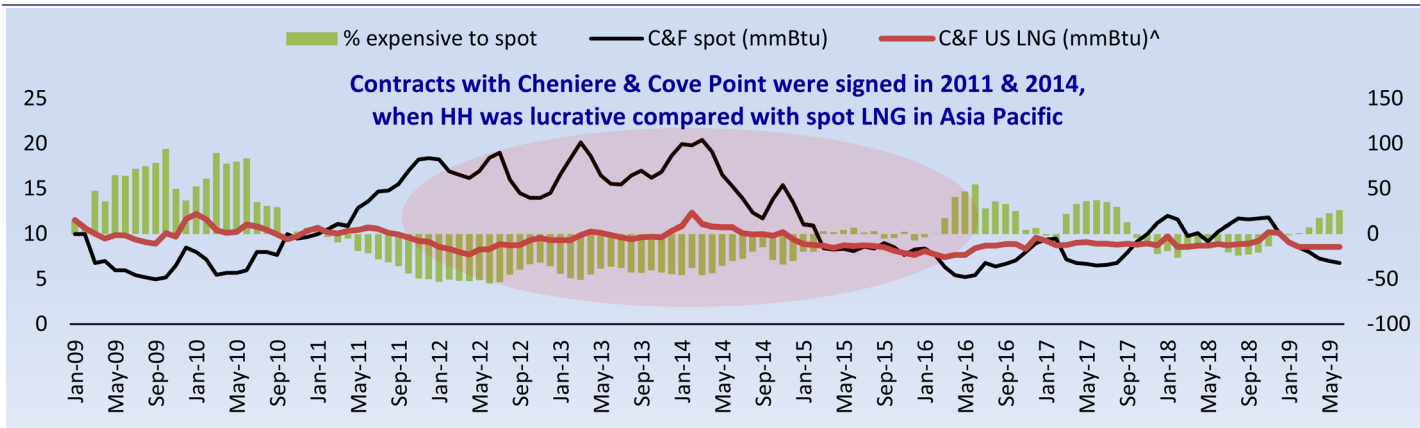
L&T offers Rs3,269 crore to buy 20.32% stake in Mindtree

Heavy engineering major Larsen and Toubro (L&T) on Monday said that it has entered into a definitive share purchase agreement (SPA) with VG Siddhartha and his related entities — Coffee Day Trading and Coffee Day Enterprises — to acquire a 20.32% stake in Mindtree at Rs 980 per share, aggregating to approximately Rs 3,269 crore.



Chart of the Day: Gail India – Awaiting last of the triggers

US contracts ~20% expensive than spot LNG prices over the next few months



^Assuming shipping cost of USD2.5/mmBtu from US to India

Source: Bloomberg, MOFSL

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.motilalosal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.



Kindly click on textbox for the detailed news link

1

**ArcelorMittal gets NCLAT's conditional nod for Rs 42,000 cr Essar Steel bid**

The National Company Law Appellate Tribunal (NCLAT) on Monday gave a conditional go-ahead to ArcelorMittal's Rs 42,000-crore resolution plan for debt-laden Essar Steel. A two-member Bench said the implementation would be subject to the final outcome...

2

**Maruti Suzuki raises dealer margins on best-selling cars from January**

Maruti Suzuki India Ltd, the nation's top carmaker, has boosted dealer margins for three of its best-selling cars, underscoring a weak domestic car market and increase in operational expenses at its dealerships saddled with rising inventory. Margins have been increased by ₹3,000 per vehicle on Maruti's Dzire (a compact sedan), Swift (a hatchback) and Vitara Brezza (a compact sport utility vehicle), said three people with direct knowledge of the development...

3

**Hero Moto, Honda, Royal Enfield to cut production as sales growth slows**

With two-wheeler dealers saddled with inventory of 80-90 days against the normal level of 20-30 days, major manufacturers like Hero MotoCorp, Honda Motorcycle and Scooter India and Royal Enfield have decided to cut back their monthly production by around 15% from the current month till May...

4

**Etihad flexes muscle, says it will exit Jet if resolution plan not reworked**

Etihad has flexed its muscle and told lenders of bankrupt Jet Airways to rework the resolution plan for the bankrupt airline, failing which it will press to exit the joint venture...

5

**Ericsson dues: Mukesh Ambani bails out Anil, but RCom-Jio deal off the table**

A day before the expiry of the Supreme Court-set deadline, elder brother Mukesh Ambani bailed out younger sibling Anil Ambani in paying off Rs 458.77 crore to Ericsson India, thus clearing the outstanding dues and fending-off a possible jail term for the younger brother. The last date of making the payment was March 19...

6

**Brookfield buys key Leela hotel assets for Rs 3950 crore**

Canadian alternative asset management company Brookfield has bought the assets of Hotel Leelaventure comprising key hotel properties in Delhi, Bangalore, Udaipur and Chennai for Rs 3950 crore...

7

**Pramod Sawant sworn in as Goa Chief Minister**

Pramod Sawant (45), former Speaker of Goa legislative Assembly and MLA from Sankhelim in North Goa was on early Tuesday sworn-in as 11th Chief Minister of Goa, succeeding Manohar Parrikar, who died on Sunday after a prolonged battle with advanced pancreatic cancer...



# GAIL India

BSE SENSEX  
38,095

S&P CNX  
11,462

**CMP: INR360**

**TP: INR348(-3%)**

**Neutral**



## GAIL (India) Limited

### Stock Info

	GAIL IN
Bloomberg	GAIL IN
Equity Shares (m)	2,255
M.Cap.(INRb)/(USD\$b)	808.9 / 11.7
52-Week Range (INR)	399 / 296
1, 6, 12 Rel. Per (%)	5/-3/-7
12M Avg Val (INR M)	1691
Free float (%)	46.9

### Financials Snapshot (INR b)

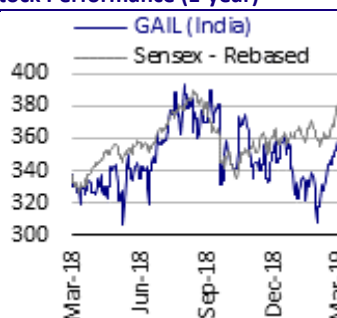
Y/E Mar (INR b)	2019E	2020E	2021E
Sales	743.1	762.3	804.1
EBITDA	107.2	104.9	108.8
Adj. PAT	67.0	66.3	69.7
Adj. EPS (INR)	29.7	29.4	30.9
EPS Gr. (%)	45.7	-1.0	5.1
BV/Sh.(INR)	200.8	219.3	238.7
RoE (%)	15.9	14.2	13.7
RoCE (%)	13.6	12.1	11.8
Payout (%)	37.1	37.3	37.3
Valuations			
P/E (x)	12.1	12.2	11.6
P/BV (x)	1.8	1.6	1.5
EV/EBITDA (x)	7.4	7.3	7.0
Div. Yield (%)	2.6	2.5	2.7

### Shareholding pattern (%)

As On	Dec-18	Sep-18	Dec-17
Promoter	53.1	53.1	53.6
DII	21.7	23.7	23.8
FII	21.4	19.3	17.7
Others	3.8	4.0	4.9

FII Includes depository receipts

### Stock Performance (1-year)



## Awaiting last of the triggers...

...amid rising concerns on LPG, petrochem and trading segments

- The Petroleum & Natural Gas Regulatory Board (PNGRB) is expected to announce a tariff hike for the Hazira-Vijaipur-Jagdishpur (HVJ) and expansion pipelines soon.
- After these, however, there are no significant positive triggers for GAIL in the medium term.
- We highlight how LPG, petrochem and trading segments could disappoint in the future.

### HVJ and HVJ up-gradation account for a large part of the gas transmission

- HVJ accounted for 29.5mmscmd and HVJ upgradation accounted for 35.9mmscmd of transmission volume, ~62% of the total transmission in FY18.
- GAIL charges levelized tariff of INR25.46/mmBtu on HVJ and INR53.65/mmBtu on HVJ upgradation; it has now proposed for both to be increased to INR175.2/mmBtu and INR88.09/mmBtu, respectively, or an integrated tariff of INR97.04/mmBtu (existing INR34.7/mmBtu) for both pipelines.
- We estimate that if both are approved, it would increase the EPS of GAIL by 81% in FY20. However, in the recent revisions in Sept'18, PNGRB's approved tariffs were ~60% lower than what was proposed. We estimate that ~40% increase in tariff of HVJ and HVJ up-gradation would increase GAIL's EPS by 15% only.

### LPG over-supply to hurt

- Since 2010, an abundance has been observed in shale Natural Gas Liquids (NGLs) in the US, this has resulted in 8.7% CAGR production growth of LPG from shale to 2.1mnbopd in 2018.
- Shale gas-based LPG is cheaper than refinery-based LPG, and therefore, LPG prices are under stress, with global LPG trade flows changing in favor of US LPG.
- LPG and liquids form 27% of GAIL's EBITDA and we expect weakening LPG prices to have an adverse impact on the same.

### Petrochem expected to witness narrowing margins over next two years

- PE-naphtha margin is 24% lower than the 5-year average.
- A total of 6mmtpa of PE capacity was added in 2017/18. Supply glut is expected to rise in 2019 with 7mmtpa of incremental capacity coming on stream.
- In line with the global economic slowdown in 2019, demand of polymers is expected to be weak in 2019, resulting in weaker margins.

### US LNG contracts to remain a pain

- Against incremental capacity of 35mmtpa in 2018 globally, incremental LNG demand stood at 26mmtpa, thus weakening LNG prices. Incremental capacity addition of 30mmtpa is expected in 2019; while demand is expected to be even lower than that in 2018.

- We also expect the new Final Investment Decision of 211mtpa liquefaction capacity in 2019. On the demand side, the largest consumer of LNG, Japan, is expected to reduce its LNG consumption from 82mmt in 2018 to 62mmt in 2030.
- The expanding glut in supply would weaken the slope to oil, thus making import of US LNG to India uneconomical. The 20 year take-or-pay contract would have an adverse bearing on the trading segment's profitability.

#### Valuation and recommendation

- The only positive in the medium term is the possible tariff hike for HVJ and upgradation pipelines. However, concerns remain on (a) the LPG segment's profitability due to the expanding glut globally, (b) expected weakening in petrochemical segment due to upcoming global expansions, and (c) profitability of long-term US contracts due to declining spot LNG prices.
- GAIL is trading at 12.2x FY20 EPS of INR29.4 and 7.3x FY20 EV/EBITDA. Due to concerns on LPG, trading and petrochem segments, we value the stock at 9x FY21 EPS while adding contribution from the investment to arrive at a target price of INR348. We reiterate **Neutral** rating on the stock.

# Mindtree

<b>BSE SENSEX</b>	<b>S&amp;P CNX</b>
38,095	11,462

**CMP: INR963**

**Under Review**

**Mindtree: Financials Snapshot, INR b**

Y/E Mar	2019E	2020E	2021E
Sales	70.4	80.9	91.1
EBITDA	10.8	12.6	14.3
PAT	7.6	8.7	10.3
EPS (INR)	47.3	52.9	62.4
EPS Gr. (%)	37.7	11.8	17.9
BV/Sh. (INR)	195.0	226.2	263.3
RoE (%)	25.5	25.1	25.5
RoCE (%)	30.7	31.5	31.4
Payout (%)	31.7	34.0	33.7
<b>Valuations</b>			
P/E (x)	20.3	18.2	15.4
P/BV (x)	4.9	4.3	3.7
EV/EBITDA (x)	13.7	11.5	9.9
Div Yld (%)	1.6	1.9	2.2

**Larsen & Toubro: Financials Snapshot, INR b**

Y/E March	2019E	2020E	2021E
Sales	1,374	1,532	1,734
EBITDA	162.7	194.8	227.0
Adj PAT *	81.0	102.9	127.2
EPS (INR)*	57.8	73.4	90.7
EPS Gr. (%)	11.8	27.0	23.6
BV/Sh (INR)	435.6	564.4	627.7
RoE (%)	13.9	14.7	15.2
RoCE (%)	9.4	11.1	12.3
Payout (%)	29.3	29.2	26.5
<b>Valuations</b>			
P/E (x)*	23.9	18.8	15.2
P/BV (x)	3.5	3.2	2.4
EV/EBITDA (x)	18.2	14.4	12.1
Div Yield (%)	1.2	1.6	1.7

\*Consolidated

## L&T makes an open offer to buy controlling stake

### Event and specifics

- L&T has entered into a definitive share purchase agreement to acquire 20.32% stake in Mindtree from V G Siddhartha and his related entities. This amounts to INR32.7b at INR980/share.
- It intends to acquire controlling stake in the company with a market purchase of up to 15% and an open offer of up to 31%, all at INR980/share.
- So, apart from the above 20.32%, up to 15% will be purchased from the open market at a price not exceeding INR980 for INR24.4b with an intent to take a majority stake.
- Lastly, an open offer has been made for another 31% stake at INR980 totalling INR50.3b. If all the above transactions go through, the total share purchased will be 66% for INR107.3b
- The acquisition is expected to be completed by 1QFY20 and subject to regulatory approvals

### Financial estimates and implied valuation

- Over FY18-20E, we estimate MTCL's CC revenues to grow at a CAGR of 15%, EBITDA at a CAGR of 40.5% and EPS at a CAGR of 24%.
- Based on our estimates of MTCL's FY20 sales / EBITDA / PAT, L&T's offer prices MTCL at 2x Price / Sales, ~13x Price/EBITDA and ~18.6x PE.

### L&T's rationale

- As per the company, the transaction is in-line with its strategy of focusing on services and asset light model. Mindtree will remain an independent listed entity and will gain access to larger client base.

### Our view on Mindtree

- L&T has shared that MTCL will remain an independent listed entity, so no intent cited of merging the same with LTI, at this moment. MTCL promoters continue for now, but remains to be seen for how long, without the control
- There is little (if any) case for owning two businesses competing with each other in the attractive segment of Digital deals. So the two should eventually merge.
- In the meanwhile, for employees at MTCL, the eventual merger with LTI could potentially pose risk of redundancies arising out of integration and attempts to extract synergies. Some of MTCL's top clients have had long standing relationships with the company and its founding leaders have been the face of these. Top 10 clients contribute ~44% to revenues. Risk to growth / relationship in one/multiple accounts too, cannot be completely ruled out.
- At 17x FY20E, and with market purchase / open offer at INR980/share, upside seems capped. We will review our Buy rating on the stock, after the recent run taking it closer to our target price of INR1,000.

### **Our take on Larsen & Toubro**

- While the acquisition doesn't impact the overall consolidated earnings meaningfully, the proportion of services biz to consolidated earnings increases. RoE expansion on account of purchase of non-core business is not the preferred way for L&T shareholders as it risks long term de-rating of core business. This also limits the scope of buyback going forward as the cash will be exhausted. The stock has been an underperformer over past month or so on account of overhang of above hostile acquisition.
- We have a Buy rating on the stock with target price of INR1,650.



## Densification of network to continue

### Tower capex to realign with lesser tenants/towers, pricing could see pressure

We met a senior telecom expert working in the tower industry to understand the current issues in the entire telecom network space. Below are some key takeaways:

- The huge hype surrounding 5G, massive MIMO technology and small cells seems to have lost steam. While 5G is still a good five years away, the huge MIMO deployment has not picked up well, while small cells have limited utility.
- Increasing 4G network densification via site addition across players should support tower industry growth, but rental rates will come under pressure when contracts come up for renewal. The capex/tower is also reducing with a capacity of 2-3 tenants v/s the earlier 4-5 tenants.
- New investments should grow; fiberization is growing but its monetization model has not evolved yet. Demand for IBS is also on the rise.
- Competition for Bharti Infratel is expected to increase. ATC (American Tower Company) has grown rapidly with Vodafone and Idea's independent tower acquisition. Also, RJio too is in the fray with recent tower, fiber hive-off plans.

## 5G, Massive MIMO, small cells — more hype, less substance

### Massive MIMO deployment not picking up

The massive MIMO as a technology has not picked up due to (a) high capacity requirements, (b) high equipment cost of ~2.5-3x of normal BTS, and (c) MIMO's performance-related benchmarks not being met. In 2H2018, there were limited massive MIMO towers deployed. Large players chose to shelve deployments. Also, massive MIMO may not substitute independent towers.

### 5G still a good five years away

A question mark still lurks over spectrum bands, equipment and the standard of 5G technology — all three factors that needs to be addressed. The 5G technology may not actually supplement 4G technology. 5G is likely to see auctioning in the 2800-3500 mhz band and capex for 5G may take another 3-4 years to get deployed from the time of the auction. Further, equipment cost for 5G technology will depend on its usage; it may largely be used for enterprise and automation services, instead of data throughput increase, which can be done through network densification. The 4G commercial services took nearly six years to advance from auction to operations and therefore, 5G may not evolve before 2023.

### Small cells have limited utility

Small cells are still in an evolutionary phase. Since it has a mere 25-35 meter radiation capability, it has low utility, which translates into limited deployment opportunities. Currently, small cells are deployed on single-port restricting tenancies to one/equipment and moving to deployment of multi-port small cells will be more economical. Operators use small cells to cover a small but dense location with high capacity requirement. According to the IP1 (Infrastructure Provider) contract, DoT does not allow tower companies to own small cells, which has restricted its deployment.





### 1. V-MART RETAIL: WILL OPEN MORE STORES IN THE NEXT 18 DAYS; Lalit Agarwal, CMD

- Saw some softness in the market during December and January. Have started seeing early pick up due to Holi.
- Q4 same-store-sales growth should be somewhere around mid-single digit growth.
- Next year should have a good base to start from. See a lot of activities even from the government side resulting into economic upturning of people, a lot of work which has happened in the past 7-8 months and also things that will come up in coming days should add a lot of economic upswing in public consumption space.
- Company continues its store opening plan. Have already opened 37 stores in this fiscal year and yet to announce some of the stores. Company has opened 37 and have a plan to open more in the remaining 18 days also. Will target more in next year also.

[→ Read More](#)

### 2. CONCOR: MAINTAIN FY19 VOLUME GROWTH OF 10-12%; V Kalyana Rama, CMD

- There is a little slowdown in export-import but for March, the forecast is that from second fortnight of March things may improve.
- Will be ending year as company has forecasted. Company gave a forecast of 10-12 percent growth.
- As far as domestic volumes are concerned, domestic business is good, there is no such worry in the domestic volumes.
- With the dedicated freight corridor, will see real benefit from FY21.

[→ Read More](#)





## 1. BANKING SECTOR TO BECOME LESS LABOUR-INTENSIVE, AUTOMATION THE WAY FORWARD

- The creation of jobs has always been the focal point of debates in the country. The banking sector has been a large employer with a 1.3 million workforce in 2017-18, up from 1.1 million in 2012-13. The question is whether or not this number has been increasing at a significant pace and, if there has been any change in the composition of the same. A five-year period has been considered from 2012-13 to 2017-18. The CAGR was 4%, which is just about the industry standard given that services tend to involve more jobs. The banking business, on the other hand, has been increasing at a far higher rate than that in the stock of workforce. The graphic shows that the dominant segment has been private banks that have expanded at a sharper rate than the PSBs which had an increase of just 1.1%. The private banks' growth number is slightly on the higher side given the mergers that have taken place with other institutions. But their share has increased from around 25% to 32% during this period. The interesting part here is that the two non-officer categories have shown a distinct declining trend with there being a shrinkage in the clerks and sub-staff categories. The ratio of clerks and sub-staff to officers was still above 1 for PSBs at 1.09 while it was low at 0.09 and 0.06 respectively for private and foreign banks. But PSBs have lowered this ratio from 1.39 in 2012-13 and private banks from 0.39 the same year. This means that banks across all categories are following a similar pattern in terms of staffing.

[→ Read More](#)


## 2. LOK SABHA POLLS: COMMON MINIMUM PROBLEMS OF THE OPPOSITION

- India will vote in seven phases, starting April 11 to elect the 17th Lok Sabha, which will pave the way for the formation of the next government. Votes will be counted on May 23. According to a recent CVoter opinion poll, the ruling Bharatiya Janata Party (BJP)-led National Democratic Alliance (NDA) is likely to win 264 of the 543 seats in the lower house of the Parliament. The Congress-led United Progressive Alliance (UPA) is likely to bag 141 seats. This should not be surprising as the NDA, led by Prime Minister Narendra Modi, is widely seen to be in a stronger position. This is supported by the fact that the Congress and other opposition parties, so far, have not been able to pose a formidable challenge. Though after the December 2018 assembly polls it looked like the momentum was shifting away from the BJP and towards the Opposition, public sentiment appears to have changed significantly after the Indian Air Force attacked terror base camps operated by the Jaish-e-Mohammed (JeM), deep inside Pakistan.

[→ Read More](#)

### 3. THE CASE FOR A BOLD ECONOMICS

- At the end of 1933, John Maynard Keynes sent a remarkable public letter to US President Franklin Delano Roosevelt. FDR had taken office earlier that year, in the midst of an economic slump that had pushed a quarter of the labor force into unemployment. He had launched his ambitious New Deal policies, including public works programs, farm subsidies, financial regulation, and labor reforms. He had also taken the US off the gold standard to give domestic monetary policy freer rein. Keynes approved of the general direction of these policies, but also had some sharp criticism. He worried that FDR complicated the economic recovery effort by broadening his policy agenda unnecessarily. FDR was doing too little to increase aggregate demand and too much to change the rules of the economy. Keynes took particular aim at the National Industrial Recovery Act, which, among other things, greatly expanded labor rights and fostered independent unions. He fretted that the NIRA would sap business confidence and weigh on the federal bureaucracy, without making a direct contribution to recovery. He wondered whether some of the advice FDR was getting “is not crack-brained and queer.” Keynes did not think much of FDR’s economics, but at least he was a sympathetic critic.

 [Read More](#)



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY18	FY19E	FY20E	FY18	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E
<b>Automobiles</b>																
Amara Raja	Buy	734	855	16	27.6	28.6	35.9	-1.5	3.7	25.5	25.7	20.5	3.8	3.3	15.6	17.1
Ashok Ley.	Buy	92	110	19	6.0	7.0	7.3	37.1	18.3	4.0	13.1	12.6	3.3	2.8	26.7	24.1
Bajaj Auto	Buy	3004	3045	1	151.3	159.2	177.1	7.3	5.2	11.3	18.9	17.0	4.1	3.7	22.8	22.8
Bharat Forge	Buy	518	568	10	18.4	23.8	27.3	40.7	28.9	15.1	21.8	18.9	4.4	3.8	21.9	21.5
Bosch	Neutral	18469	20147	9	469.8	543.9	632.3	-0.7	15.8	16.2	34.0	29.2	5.1	5.5	15.9	17.9
CEAT	Buy	1146	1370	20	64.0	64.7	82.5	-30.3	1.1	27.5	17.7	13.9	1.6	1.5	9.6	11.2
Eicher Mot.	Buy	22272	23960	8	799.6	855	1,000	27.0	7.0	16.9	26.0	22.3	6.9	5.6	29.5	27.7
Endurance Tech.	Buy	1157	1476	28	29.1	34.7	44.8	23.8	19.5	28.9	33.3	25.8	6.4	5.5	20.7	22.8
Escorts	Neutral	785	754	-4	39.5	54.6	60.5	88.0	38.3	10.7	14.4	13.0	2.7	2.3	20.0	18.8
Exide Ind	Buy	228	280	23	8.2	8.9	10.9	0.4	9.1	21.5	25.5	21.0	3.3	3.0	12.7	14.1
Hero Moto	Neutral	2672	2928	10	185.1	171.9	181.0	9.5	-7.2	5.3	15.5	14.8	4.2	4.0	28.1	27.7
M&M	Buy	684	841	23	41.0	41.5	47.5	49.8	1.2	14.2	16.5	14.4	2.4	2.2	14.5	14.1
Maruti Suzuki	Buy	6910	8131	18	266.7	244.8	291.8	7.3	-8.2	19.2	28.2	23.7	4.6	4.2	16.3	17.4
Motherson Sumi	Buy	162	204	26	5.4	5.3	7.5	6.0	-2.4	43.0	30.8	21.6	4.9	4.2	16.8	21.0
Tata Motors	Neutral	182	166	-9	22.9	-4.4	17.2	15.7	PL	LP	NM	10.6	0.9	0.9	-1.8	8.5
TVS Motor	Neutral	490	576	18	13.9	15.2	22.0	18.7	9.0	44.7	32.2	22.3	6.9	5.6	23.1	27.8
<b>Aggregate</b>								<b>15.8</b>	<b>-21.8</b>	<b>40.7</b>	<b>26.3</b>	<b>18.7</b>	<b>3.3</b>	<b>3.0</b>	<b>12.7</b>	<b>16.2</b>
<b>Banks - Private</b>																
AU Small Finance	Buy	592	720	22	10.2	12.9	17.1	-79.5	26	32.3	45.8	34.6	5.5	4.3	13.8	13.9
Axis Bank	Buy	752	850	13	1.1	18.5	39.6	-92.8	1,568	113.5	40.6	19.0	2.8	2.5	7.2	13.9
DCB Bank	Neutral	200	175	-12	8.0	10.2	13.2	13.8	27.6	30.1	19.7	15.1	2.1	1.8	11.6	13.4
Equitas Hold.	Buy	138	150	9	0.9	6.8	9.5	-82.3	631.5	40.6	20.3	14.4	1.9	1.7	9.7	12.4
Federal Bank	Buy	91	115	26	4.8	6.1	8.9	-1.3	29.3	44.5	14.9	10.3	1.4	1.2	9.5	12.5
HDFC Bank	Buy	2261	2500	11	67.8	79.8	95.9	19.4	17.6	20.2	28.4	23.6	4.2	3.6	16.7	16.5
ICICI Bank	Buy	398	450	13	11.1	7.7	20.2	-34.3	-30.8	163.7	52.0	19.7	2.4	2.2	4.7	11.8
IndusInd	Buy	1723	1900	10	60.2	68.8	100.2	25.2	14.3	45.6	25.0	17.2	3.9	3.1	16.5	20.2
Kotak Mah. Bk	Neutral	1343	1350	1	32.5	37.9	46.1	21.3	16.4	21.7	35.4	29.1	4.4	3.9	12.1	13.3
RBL Bank	Buy	636	650	2	15.1	20.6	28.0	27.3	36.4	35.6	30.8	22.7	3.6	3.2	12.3	14.9
South Indian	Buy	16	20	27	1.9	1.7	2.7	-25.5	-10.5	61.1	9.5	5.9	0.5	0.5	5.6	8.6
Yes Bank	Buy	246	270	10	18.4	18.5	22.6	26.3	0.4	22.4	13.3	10.9	1.9	1.7	15.5	16.7
<b>Aggregate</b>								<b>-1.3</b>	<b>22.2</b>	<b>49.5</b>	<b>30.9</b>	<b>20.6</b>	<b>3.3</b>	<b>2.9</b>	<b>10.8</b>	<b>14.3</b>
<b>Banks - PSU</b>																
BOB	Buy	120	140	16	-9.8	8.9	15.7	PL	LP	77.5	13.6	7.7	0.7	0.7	5.3	8.8
BOI	Neutral	95	90	-5	-43.2	-24.4	3.7	Loss	Loss	LP	NM	25.5	0.7	0.7	-15.0	2.7
Canara	Neutral	272	278	2	-63.5	17.0	42.3	PL	LP	148.5	16.0	6.4	0.6	0.6	3.5	8.2
Indian Bk	Buy	268	300	12	26.2	15.3	30.4	-10.4	-41.7	98.8	17.6	8.8	0.7	0.7	4.6	8.6
PNB	Neutral	87	80	-8	-50.3	-14.4	8.0	PL	Loss	LP	NM	10.8	0.8	0.7	-11.0	6.6
SBI	Buy	298	340	14	-5.3	6.6	30.0	PL	LP	354.4	45.2	9.9	1.2	1.1	1.8	11.5
Union Bk	Neutral	84	80	-5	-56.5	4.5	12.8	PL	LP	185.8	18.7	6.5	0.4	0.3	2.1	5.5
<b>Aggregate</b>								<b>PL</b>	<b>LP</b>	<b>9,703.7</b>	<b>923.3</b>	<b>9.4</b>	<b>0.9</b>	<b>0.8</b>	<b>0.1</b>	<b>8.8</b>
<b>NBFCs</b>																
Aditya Birla Cap	Buy	100	145	45	3.8	4.1	5.3	NA	10.4	27.2	24.2	19.0	2.2	1.9	10.2	11.3
Bajaj Fin.	Neutral	2926	2400	-18	43.4	68.3	89.1	35.9	57.4	30.5	42.8	32.8	8.9	7.2	22.8	24.2
Cholaman. Inv.&Fn	Buy	1392	1525	10	62.3	78.1	88.4	35.5	25.4	13.2	17.8	15.7	3.5	2.9	21.8	20.4
HDFC	Buy	1964	2300	17	42.3	44.8	51.9	6.2	5.9	16.0	43.9	37.8	4.6	4.2	15.6	15.3
HDFC Life Insur.	Buy	368	475	29	5.5	6.4	7.6	23.7	16.6	18.3	57.0	48.2	4.1	3.4	18.6	19.1
ICICI Pru Life	Buy	343	430	25	11.3	8.0	8.9	-3.8	-29.0	11.0	42.9	38.6	2.3	2.0	15.7	14.9
Indiabulls Hsg	Buy	701	900	28	90.2	95.9	110.2	31.5	6.3	14.9	7.3	6.4	1.8	1.6	25.7	26.2
L&T Fin Holdings	Buy	149	185	24	6.8	11.5	13.3	29.5	69.5	15.6	12.9	11.2	2.2	1.9	18.8	18.5
LIC Hsg Fin	Buy	515	600	16	39.4	47.7	56.1	3.0	21.1	17.7	10.8	9.2	1.6	1.4	15.6	16.1
MAS Financial	Buy	569	650	14	19.2	28.4	32.6	27.5	47.9	15.1	20.1	17.4	3.7	3.2	19.8	19.6
M&M Fin.	Buy	429	518	21	17.4	21.7	27.0	146.3	24.1	24.5	19.8	15.9	2.5	2.2	13.2	14.9
Muthoot Fin	Neutral	595	500	-16	43.0	48.9	57.1	45.6	13.8	16.8	12.2	10.4	2.6	2.2	23.2	23.0



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY18	FY19E	FY20E	FY18	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E
PNB Housing	Buy	848	1100	30	49.6	66.0	78.0	56.9	33.0	18.2	12.9	10.9	2.0	1.7	16.1	16.8
Repco Home	Buy	458	480	5	32.9	38.8	44.4	13.1	17.7	14.4	11.8	10.3	1.9	1.6	17.2	16.8
Shriram City Union	Buy	1775	2000	13	100.8	144.2	158.0	19.5	43.1	9.6	12.3	11.2	1.9	1.6	16.3	15.5
Shriram Trans.	Buy	1237	1400	13	69.1	108.7	133.3	24.7	57.3	22.6	11.4	9.3	1.8	1.5	16.8	17.8
<b>Aggregate</b>								<b>25.1</b>	<b>21.3</b>	<b>18.8</b>	<b>25.8</b>	<b>21.7</b>	<b>3.9</b>	<b>3.5</b>	<b>15.2</b>	<b>15.9</b>
<b>Capital Goods</b>																
ABB	Sell	1308	1020	-22	10.6	12.0	17.4	-41.9	12.7	44.8	109.0	75.3	6.9	6.5	6.3	8.6
Bharat Elec.	Buy	94	110	16	5.7	7.1	7.4	-8.8	24.0	4.1	13.3	12.7	2.6	2.3	19.7	18.3
BHEL	Sell	67	47	-30	2.2	3.2	3.8	62.7	45.5	18.6	21.0	17.7	0.7	0.7	3.5	4.2
Blue Star	Neutral	671	620	-8	14.5	16.8	23.6	12.7	15.6	40.5	40.0	28.5	7.1	6.4	19.3	22.3
CG Cons. Elec.	Buy	222	270	22	5.2	6.0	7.7	14.3	16.1	28.6	37.0	28.8	14.2	11.3	42.4	43.7
Cummins	Buy	749	950	27	23.5	26.9	30.7	-11.2	14.4	13.9	27.8	24.4	4.8	4.5	18.0	19.0
Engineers India	Buy	114	145	27	6.3	6.4	7.4	14.8	1.6	17.1	18.0	15.4	3.1	2.8	16.9	18.0
GE T&D	Neutral	285	280	-2	7.5	10.1	11.1	30.8	35.2	9.4	28.1	25.7	5.4	4.8	20.4	19.7
Havells	Buy	749	820	10	11.2	13.2	16.2	17.4	17.3	22.8	56.9	46.3	11.1	9.7	19.4	20.9
K E C Intl	Neutral	304	260	-14	17.9	19.7	24.7	51.1	10.2	25.2	15.4	12.3	3.2	2.6	20.9	21.5
L&T	Buy	1379	1650	20	51.7	57.8	73.4	22.4	11.8	27.0	23.9	18.8	3.5	3.2	13.9	14.7
Siemens	Neutral	1035	1125	9	19.8	25.1	30.9	10.9	27.1	23.1	41.2	33.5	4.4	4.1	11.2	12.7
Solar Ind	Neutral	1040	1125	8	24.4	28.7	37.5	18.2	17.9	30.6	36.2	27.7	7.3	6.0	21.9	23.8
Thermax	Buy	1002	1240	24	20.5	26.3	36.3	-1.2	28.0	38.4	38.1	27.6	3.8	3.5	10.5	13.2
Va Tech Wab.	Neutral	322	300	-7	24.1	26.3	33.6	27.6	9.3	27.6	12.2	9.6	1.4	1.3	10.9	14.1
Voltas	Neutral	604	590	-2	17.3	15.4	17.5	11.9	-11.1	14.1	39.3	34.5	4.7	4.3	12.7	12.9
<b>Aggregate</b>								<b>14.5</b>	<b>16.4</b>	<b>21.1</b>	<b>27.5</b>	<b>22.7</b>	<b>3.3</b>	<b>2.8</b>	<b>12.0</b>	<b>12.4</b>
<b>Cement</b>																
Ambuja Cem.	Neutral	227	194	-14	6.1	6.3	6.8	31.6	2.3	8.5	36.1	33.3	2.1	2.1	6.1	6.3
ACC	Buy	1551	1853	20	46.9	57.3	78.4	27.7	22.1	36.9	27.1	19.8	2.8	2.5	10.8	13.3
Birla Corp.	Buy	534	590	10	18.9	25.6	48.6	-35.6	35.5	89.8	20.9	11.0	0.9	0.9	4.6	8.3
Grasim Inds.	Neutral	818	836	2	47.3	62.6	80.8	-30.2	32.4	28.9	13.1	10.1	1.2	1.1	6.0	6.1
India Cem	Neutral	99	81	-18	3.3	1.9	4.8	-42.0	-41.3	150.3	51.5	20.6	0.6	0.6	1.1	2.8
J K Cements	Buy	828	825	0	41.0	34.3	38.7	56.2	-16.3	12.8	24.1	21.4	2.9	2.6	12.8	13.0
JK Lakshmi Ce	Buy	348	386	11	7.4	6.2	11.3	6.4	-16.4	81.8	56.2	30.9	2.7	2.5	4.9	8.4
Ramco Cem	Buy	710	680	-4	24.0	19.8	24.5	-11.9	-17.4	23.8	35.9	29.0	3.8	3.4	11.0	12.3
Orient Cem	Buy	87	82	-6	2.2	-0.4	3.0	LP	PL	LP	NM	29.0	1.8	1.7	-0.8	6.0
Prism Johnson	Buy	90	100	12	1.4	2.7	3.4	302.1	92.4	25.7	33.3	26.5	4.0	3.5	12.6	14.2
Sanghi Inds.	Buy	61	67	11	3.7	1.6	2.2	29.5	-56.0	33.9	37.0	27.6	0.9	0.9	2.5	3.3
Shree Cem	Buy	17767	21017	18	385.8	380.9	466.1	0.4	-1.3	22.4	46.6	38.1	6.4	5.6	14.3	15.6
Ultratech	Buy	3974	4368	10	85.7	77.3	105.2	-10.9	-9.8	36.1	51.4	37.8	3.9	3.2	7.9	9.5
<b>Aggregate</b>								<b>1.7</b>	<b>8.0</b>	<b>31.4</b>	<b>29.2</b>	<b>22.2</b>	<b>2.4</b>	<b>2.2</b>	<b>8.3</b>	<b>10.0</b>
<b>Consumer</b>																
Asian Paints	Neutral	1446	1500	4	21.1	23.9	28.4	1.9	13.3	18.5	60.4	50.9	15.2	14.4	26.2	29.1
Britannia	Buy	3123	3630	16	41.8	48.4	59.1	13.5	15.6	22.2	64.6	52.8	19.6	18.3	32.1	35.8
Colgate	Buy	1284	1540	20	25.2	27.9	32.1	18.6	10.8	15.1	46.0	40.0	21.7	21.6	48.4	54.1
Dabur	Neutral	429	455	6	7.8	8.4	9.6	7.2	8.5	13.7	50.8	44.7	11.5	10.4	24.2	24.4
Emami	Buy	396	520	31	12.1	12.6	14.3	-8.5	4.2	12.9	31.3	27.8	8.2	8.0	27.4	29.2
Future Consumer	Buy	44	56	27	-0.2	-0.1	0.8	Loss	Loss	LP	NM	58.9	7.5	6.6	-1.9	11.9
Godrej Cons.	Neutral	715	805	13	14.1	14.9	17.7	11.4	5.6	18.9	48.1	40.5	10.7	9.8	23.2	25.3
GSK Cons.	Neutral	7059	7785	10	166.5	206.1	223.9	6.6	23.8	8.6	34.2	31.5	8.2	7.4	24.5	24.7
HUL	Buy	1697	2125	25	24.5	28.8	34.3	24.7	17.5	19.1	59.0	49.5	49.8	50.4	86.1	101.2
ITC	Neutral	292	300	3	8.9	9.9	11.2	5.5	11.6	13.1	29.6	26.2	7.1	6.6	23.8	26.2
Jyothy Lab	Neutral	187	190	2	4.9	5.3	6.5	-12.4	8.7	22.2	35.0	28.6	5.6	5.3	16.5	18.9
Marico	Buy	341	470	38	6.4	7.5	8.9	2.0	16.9	18.7	45.5	38.3	15.0	13.8	35.4	37.5
Nestle	Neutral	10465	11800	13	140.0	178.6	197.3	13.2	27.5	10.5	58.6	53.0	27.5	27.1	48.5	51.4
Page Inds	Neutral	23524	25755	9	311.1	378.3	472.0	30.3	21.6	24.7	62.2	49.8	32.0	26.8	51.5	53.8
Parag Milk Foods	Buy	255	260	2	10.4	13.9	16.1	383.7	33.5	16.3	18.4	15.9	2.6	2.3	15.2	15.5



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY18	FY19E	FY20E	FY18	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E
Pidilite Ind.	Buy	1175	1280	9	18.9	18.2	22.4	13.2	-4.0	23.2	64.6	52.5	15.0	13.7	24.4	27.3
P&G Hygiene	Neutral	10298	9800	-5	113.9	134.4	167.0	-14.5	18.0	24.3	76.6	61.7	35.5	30.1	50.0	53.0
United Brew	Neutral	1390	1480	6	14.9	23.0	26.8	71.7	54.0	16.6	60.5	51.9	11.4	9.6	20.6	20.1
United Spirits	Buy	573	700	22	6.7	10.3	14.2	26.1	53.3	37.4	55.4	40.3	13.4	10.6	24.2	26.3
<b>Aggregate</b>								<b>10.7</b>	<b>14.7</b>	<b>16.9</b>	<b>45.9</b>	<b>39.3</b>	<b>13.4</b>	<b>12.5</b>	<b>29.3</b>	<b>31.7</b>
<b>Healthcare</b>																
Alembic Phar	Neutral	539	615	14	21.9	29.3	29.6	2.5	33.8	1.2	18.4	18.2	3.9	3.3	22.4	19.3
Alkem Lab	Buy	1779	2365	33	58.9	72.4	91.8	-21.1	22.9	26.8	24.6	19.4	3.8	3.3	16.6	18.4
Ajanta Pharma	Buy	1017	1390	37	53.0	43.7	51.9	-7.5	-17.5	18.7	23.3	19.6	3.8	3.3	17.5	17.9
Aurobindo	Buy	778	940	21	42.7	42.8	59.1	8.7	0.2	38.1	18.2	13.2	3.3	2.6	19.6	22.2
Biocon	Neutral	627	685	9	6.2	11.9	21.8	-39.2	91.4	83.5	52.8	28.8	6.5	5.6	13.0	20.9
Cadila	Buy	339	420	24	17.5	17.2	17.7	20.6	-2.0	3.3	19.8	19.1	3.5	3.1	18.8	17.1
Cipla	Neutral	535	520	-3	20.3	18.0	24.1	31.2	-11.6	34.2	29.7	22.1	2.8	2.5	9.4	11.3
Divis Lab	Neutral	1691	1570	-7	33.0	56.0	61.3	-17.3	69.5	9.4	30.2	27.6	6.4	5.4	22.9	21.1
Dr Reddy's	Neutral	2669	2540	-5	64.7	109.6	129.2	-10.9	69.4	17.9	24.4	20.7	3.2	2.8	13.7	14.4
Glenmark	Neutral	643	560	-13	28.5	28.2	34.7	-27.5	-0.9	22.8	22.8	18.6	3.0	2.6	13.2	14.1
Granules	Buy	113	140	24	5.6	8.9	10.4	-23.2	60.1	16.5	12.7	10.9	2.0	1.8	16.3	17.0
GSK Pharma	Neutral	1290	1330	3	19.7	24.0	29.1	14.4	22.1	21.4	53.8	44.3	10.3	9.6	19.2	21.7
IPCA Labs	Buy	891	970	9	19.0	35.3	42.5	18.1	86.1	20.3	25.2	21.0	3.6	3.2	15.4	16.1
Jubilant Life	Buy	874	1050	20	45.6	60.4	69.5	23.3	32.5	15.1	14.5	12.6	2.8	2.3	20.8	19.9
Lupin	Buy	755	1000	33	32.0	25.9	38.3	-43.5	-18.9	47.8	29.1	19.7	2.5	2.3	8.5	11.9
Sanofi India	Buy	5605	7000	25	141.7	165.5	197.3	9.8	16.7	19.2	33.9	28.4	5.8	5.3	17.2	18.5
Shilpa Medicare	Buy	371	480	30	12.8	15.2	23.4	-0.7	18.3	54.0	24.4	15.8	2.5	2.2	10.5	14.3
Strides Pharma	Buy	438	590	35	11.3	9.8	24.3	-65.1	-13.1	148.0	44.7	18.0	1.6	1.5	3.5	8.3
Sun Pharma	Buy	466	540	16	13.5	16.7	23.2	-48.5	24.2	38.8	27.9	20.1	2.8	2.5	10.3	13.1
Torrent Pharma	Neutral	1849	1660	-10	53.7	48.7	68.5	-2.6	-9.3	40.6	38.0	27.0	5.7	5.0	16.4	19.9
<b>Aggregate</b>								<b>-19.3</b>	<b>15.3</b>	<b>29.3</b>	<b>26.5</b>	<b>20.5</b>	<b>3.5</b>	<b>3.1</b>	<b>13.1</b>	<b>14.9</b>
<b>Infrastructure</b>																
Ashoka Buildcon	Buy	138	175	27	8.4	10.6	12.4	34.6	25.6	16.7	13.0	11.2	1.7	1.5	14.3	14.6
IRB Infra	Neutral	150	155	4	23.9	27.1	23.5	17.5	13.6	-13.4	5.5	6.4	0.8	0.7	14.8	11.5
KNR Constructions	Buy	254	260	3	19.4	14.4	14.4	61.8	-25.4	-0.4	17.6	17.6	2.6	2.3	16.2	14.0
Sadbhav Engineering	Buy	240	265	11	12.9	13.5	13.4	17.5	5.2	-1.1	17.7	17.9	2.0	1.8	11.8	10.5
<b>Aggregate</b>											<b>10.1</b>	<b>10.6</b>	<b>1.4</b>	<b>1.2</b>	<b>13.5</b>	<b>11.5</b>
<b>Logistics</b>																
Allcargo Logistics	Buy	115	142	23	7.3	8.7	10.1	-23.1	19.3	16.2	13.3	11.5	1.3	1.2	10.3	10.7
Concor	Buy	512	614	20	17.4	19.7	23.4	44.7	13.0	18.9	26.0	21.9	3.1	2.9	12.3	13.6
<b>Aggregate</b>								<b>28.4</b>	<b>13.9</b>	<b>18.5</b>	<b>24.3</b>	<b>20.5</b>	<b>2.8</b>	<b>2.6</b>	<b>11.5</b>	<b>12.6</b>
<b>Media</b>																
D B Corp	Buy	198	215	8	17.6	15.6	22.4	-13.8	-11.2	43.4	12.7	8.9	2.0	1.7	14.6	20.0
Ent.Network	Buy	533	720	35	6.8	11.0	19.0	-40.5	62.0	72.9	48.4	28.0	2.7	2.5	5.8	9.3
Jagran Prak.	Buy	112	140	25	9.6	8.7	13.3	-9.5	-9.7	53.4	12.9	8.4	1.7	1.5	13.1	19.3
Music Broadcast	Buy	60	76	26	1.8	2.3	3.0	41.1	25.5	30.6	26.5	20.3	2.8	2.4	10.4	12.7
PVR	Buy	1693	1850	9	26.7	34.5	35.9	30.4	29.2	3.9	49.0	47.2	6.4	5.1	14.0	12.2
Sun TV	Buy	621	720	16	27.7	38.0	42.0	11.6	37.1	10.5	16.3	14.8	4.8	4.4	30.8	30.9
Zee Ent.	Neutral	458	475	4	12.0	16.5	19.7	-23.2	37.3	18.8	27.7	23.3	5.0	4.2	19.4	19.7
<b>Aggregate</b>								<b>-5.3</b>	<b>19.2</b>	<b>19.3</b>	<b>21.0</b>	<b>17.6</b>	<b>3.6</b>	<b>3.2</b>	<b>17.3</b>	<b>18.0</b>
<b>Metals</b>																
Hindalco	Buy	200	302	51	18.9	26.6	29.0	120.5	40.8	8.9	7.5	6.9	1.1	0.9	15.0	14.3
Hind. Zinc	Neutral	278	273	-2	21.1	19.5	23.1	7.2	-7.7	18.5	14.3	12.0	3.5	3.0	23.5	26.5
JSPL	Buy	170	287	69	-8.5	2.3	3.8	Loss	LP	63.1	73.7	45.2	0.5	0.5	0.7	1.2
JSW Steel	Buy	295	322	9	23.4	30.6	20.7	56.9	30.7	-32.2	9.7	14.2	2.3	2.0	24.8	15.1
Nalco	Buy	54	69	27	5.1	8.9	5.1	37.0	75.1	-42.4	6.1	10.5	1.0	1.1	16.5	9.8
NMDC	Buy	116	111	-4	13.1	13.6	10.1	31.5	3.8	-26.0	8.5	11.5	1.4	1.4	17.0	11.9



Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
		(INR)	(INR)	Downside	FY18	FY19E	FY20E	FY18	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E
SAIL	Neutral	54	52	-3	0.3	6.3	6.1	LP	2,330	-3.1	8.6	8.8	0.6	0.5	6.8	6.2
Rain Industries	Buy	104	123	19	23.7	20.4	13.7	238.1	-14.0	-32.8	5.1	7.6	0.8	0.7	16.0	9.9
Vedanta	Sell	173	162	-6	20.4	13.8	21.5	34.6	-32.2	55.4	12.5	8.1	1.1	1.0	8.3	12.8
Tata Steel	Sell	525	370	-29	69.5	88.7	72.0	83.3	27.6	-18.9	5.9	7.3	1.0	1.1	17.3	14.1
<b>Aggregate</b>								<b>74.2</b>	<b>17.3</b>	<b>-3.0</b>	<b>9.5</b>	<b>9.8</b>	<b>1.2</b>	<b>1.2</b>	<b>12.8</b>	<b>12.0</b>
<b>Oil &amp; Gas</b>																
Aegis Logistics	Buy	205	277	35	5.9	6.6	9.7	64.5	11.1	47.3	31.1	21.1	5.0	4.2	17.0	21.7
BPCL	Buy	406	398	-2	49.8	34.8	41.6	3.0	-30.0	19.5	11.7	9.8	2.0	1.8	17.8	19.2
GAIL	Neutral	360	348	-3	20.4	29.7	29.4	20.5	45.7	-1.0	12.1	12.2	1.8	1.6	15.9	14.2
Gujarat Gas	Buy	145	165	14	4.2	5.9	6.4	32.7	40.3	7.7	24.4	22.7	4.6	4.0	20.4	19.0
Gujarat St. Pet.	Buy	179	209	16	11.9	15.2	14.8	34.6	28.3	-2.4	11.8	12.1	1.7	1.6	15.8	13.6
HPCL	Neutral	287	231	-19	47.4	36.6	42.5	-12.4	-22.7	16.0	7.8	6.8	1.5	1.3	20.6	21.2
IOC	Buy	163	183	12	23.9	13.8	16.3	11.0	-42.3	18.1	11.8	10.0	1.3	1.2	11.2	12.5
IGL	Buy	290	389	34	9.4	10.9	12.7	9.2	15.7	16.7	26.6	22.7	4.9	4.3	20.0	20.1
Mahanagar Gas	Buy	951	1300	37	48.4	57.1	59.8	21.5	18.1	4.7	16.6	15.9	3.9	3.4	25.0	22.9
MRPL	Buy	73	77	6	12.8	1.4	10.6	-13.6	-89.2	674.2	53.1	6.9	1.1	1.0	2.2	15.6
Oil India	Buy	180	239	33	23.6	29.3	30.7	-1.2	24.2	4.9	6.1	5.8	0.7	0.6	11.5	11.4
ONGC	Buy	155	182	18	20.2	26.9	30.3	-9.9	33.5	12.5	5.7	5.1	0.9	0.8	16.1	16.4
PLNG	Buy	242	311	28	13.9	15.0	17.4	21.8	8.6	15.4	16.1	14.0	3.4	3.1	22.1	23.3
Reliance Ind.	Buy	1348	1426	6	60.9	65.0	74.0	20.7	6.6	13.9	20.7	18.2	2.4	2.2	12.4	12.6
<b>Aggregate</b>								<b>5.5</b>	<b>-1.5</b>	<b>14.7</b>	<b>12.8</b>	<b>11.2</b>	<b>1.7</b>	<b>1.5</b>	<b>13.3</b>	<b>13.9</b>
<b>Retail</b>																
Jubilant Food	Neutral	1388	1300	-6	14.9	24.8	28.1	180.4	67.1	13.1	55.8	49.4	15.6	13.2	27.9	26.7
Titan Co.	Buy	1102	1180	7	12.6	16.4	20.8	39.9	29.5	27.1	67.4	53.0	19.1	16.5	28.5	33.4
<b>Aggregate</b>								<b>51.1</b>	<b>35.1</b>	<b>24.5</b>	<b>64.6</b>	<b>51.9</b>	<b>18.3</b>	<b>15.7</b>	<b>28.3</b>	<b>30.2</b>
<b>Technology</b>																
Cyient	Neutral	658	720	9	38.2	39.4	48.8	24.8	3.0	23.8	16.7	13.5	2.8	2.6	17.0	18.9
HCL Tech.	Neutral	1013	1105	9	62.6	74.3	83.0	4.5	18.8	11.7	13.6	12.2	3.3	2.9	25.9	25.4
Hexaware	Neutral	338	365	8	16.6	19.3	21.5	21.2	16.5	11.3	17.5	15.7	4.2	3.8	26.5	25.5
Infosys	Buy	710	865	22	32.4	36.4	39.2	3.1	12.4	7.7	19.5	18.1	5.0	4.9	25.6	27.4
L & T Infotech	Neutral	1573	1950	24	66.3	90.9	94.4	19.6	37.0	3.9	17.3	16.7	5.4	4.4	35.6	29.0
Mindtree	UR	963	-		34.4	47.3	52.9	62.4	37.7	11.8	20.3	18.2	4.9	4.3	25.5	25.1
Mphasis	Neutral	969	1050	8	44.0	58.4	62.7	13.2	32.6	7.4	16.6	15.4	5.3	4.4	24.3	31.6
NIIT Tech	Neutral	1318	1400	6	45.6	69.5	82.2	19.8	52.6	18.1	19.0	16.0	4.2	3.6	23.1	24.1
Persistent Sys	Buy	655	800	22	40.4	46.8	55.8	7.2	16.0	19.1	14.0	11.7	2.2	2.1	16.7	17.8
Tata Elxsi	Buy	983	1050	7	38.7	45.6	50.4	37.7	17.8	10.5	21.5	19.5	6.6	4.4	34.1	27.2
TCS	Neutral	2021	2000	-1	66.0	82.8	90.5	-1.0	25.4	9.3	24.4	22.3	9.0	8.5	36.6	39.3
Tech Mah	Buy	789	940	19	42.7	49.1	55.0	33.6	15.0	11.9	16.0	14.3	3.5	3.3	22.8	23.8
Wipro	Neutral	258	282	9	13.4	15.2	17.7	7.7	13.2	16.4	17.0	14.6	2.7	2.5	17.7	17.9
Zensar Tech	Buy	230	260	13	10.6	14.0	15.5	1.3	32.8	10.6	16.4	14.9	2.7	2.4	17.9	17.2
<b>Aggregate</b>								<b>5.2</b>	<b>14.8</b>	<b>8.6</b>	<b>20.9</b>	<b>19.3</b>	<b>5.6</b>	<b>5.3</b>	<b>26.7</b>	<b>27.4</b>
<b>Telecom</b>																
Bharti Airtel	Buy	331	380	15	3.5	-7.6	-5.6	-68.6	PL	Loss	NM	NM	2.2	2.3	-4.7	-3.9
Bharti Infratel	Neutral	318	290	-9	13.6	14.0	13.4	-8.1	2.5	-4.4	22.7	23.8	3.6	3.7	15.5	15.3
Vodafone Idea	Buy	32	40	24	-9.6	-18.6	-18.8	Loss	Loss	Loss	NM	NM	0.5	0.6	-37.0	-31.5
Tata Comm	Buy	606	630	4	1.2	1.3	11.2	-89.0	15.9	732.3	449.9	54.0	25.0	17.1	6.5	37.6
<b>Aggregate</b>								<b>PL</b>	<b>Loss</b>	<b>Loss</b>	<b>-14</b>	<b>-15.1</b>	<b>1.8</b>	<b>2.0</b>	<b>-12.1</b>	<b>-13.5</b>
<b>Utilities</b>																
Coal India	Buy	244	281	15	19.2	27.4	29.0	26.3	43.0	6.0	8.9	8.4	7.3	6.8	82.5	80.4
CESC	Buy	734	800	9	62.1	75.4	80.0	54.6	21.5	6.0	9.7	9.2	1.1	1.0	11.4	11.2
JSW Energy	Neutral	69	73	6	3.0	3.8	4.6	-21.2	24.5	21.8	18.3	15.0	1.0	1.0	5.5	6.5
NHPC	Buy	25	31	22	2.4	2.2	2.6	-17.3	-9.9	20.4	11.5	9.6	0.8	0.8	7.4	8.7
NTPC	Buy	159	197	24	10.7	13.3	16.6	-10.9	25.1	24.2	11.9	9.6	1.2	1.1	10.3	12.0
Power Grid	Buy	197	232	18	16.5	18.3	20.8	16.1	10.4	13.9	10.8	9.5	1.7	1.5	16.7	17.1
Tata Power	Neutral	73	69	-5	5.3	2.5	6.6	3.5	-52.8	163.4	28.9	11.0	1.2	1.1	4.3	10.3



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY18	FY19E	FY20E	FY18	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E	FY19E	FY20E
<b>Aggregate</b>								<b>7.2</b>	<b>24.4</b>	<b>13.7</b>	<b>10.4</b>	<b>9.1</b>	<b>1.8</b>	<b>1.6</b>	<b>17.1</b>	<b>18.1</b>
<b>Others</b>																
Avenue Supermarts	Sell	1477	1400	-5	12.9	15.5	21.4	68.4	19.7	38.6	95.5	68.9	16.4	13.2	18.7	21.2
Brigade Enterpr.	Buy	244	283	16	10.8	16.7	16.5	-4.0	54.2	-0.9	14.7	14.8	1.3	1.3	9.5	8.8
BSE	Buy	612	750	23	43.5	34.7	40.1	6.0	-20.2	15.6	17.6	15.3	0.9	0.9	4.9	5.6
Castrol India	Buy	161	215	34	7.0	7.2	7.2	2.9	2.4	1.0	22.4	22.2	13.6	12.4	64.8	58.5
Coromandel Intl	Buy	473	571	21	22.7	23.9	28.5	38.8	5.4	19.0	19.8	16.6	3.9	3.3	20.9	21.6
Delta Corp	Buy	241	312	29	5.8	7.0	9.0	89.4	21.2	29.0	34.4	26.7	3.7	3.3	11.0	12.9
Indian Hotels	Buy	150	189	26	0.7	2.4	3.1	LP	270.2	26.8	61.6	48.6	4.0	3.8	6.8	8.0
Interglobe	Neutral	1322	1041	-21	58.3	-5.7	54.5	35.1	PL	LP	NM	24.3	7.4	7.1	-3.2	29.8
Info Edge	Neutral	1831	1670	-9	14.9	24.4	30.9	-3.3	64.0	26.7	75.0	59.2	9.7	8.6	14.3	15.5
Kaveri Seed	Buy	441	582	32	32.0	32.9	36.9	67.8	2.7	12.2	13.4	12.0	2.7	2.4	20.6	21.2
MCX	Buy	792	900	14	21.2	23.1	30.1	-14.6	8.9	30.2	34.3	26.4	3.3	3.1	9.0	12.1
Navneet Education	Buy	108	159	47	5.5	8.3	9.8	-25.4	53.0	17.7	13.0	11.0	3.2	2.7	24.8	26.7
Oberoi Realty	Buy	500	560	12	12.6	22.2	34.5	21.2	75.9	55.6	22.5	14.5	2.3	2.0	11.5	14.8
Phoenix Mills	Buy	678	708	4	15.8	16.9	21.8	44.2	6.5	29.3	40.2	31.1	3.0	2.8	8.2	9.4
Qess Corp	Neutral	803	730	-9	21.8	17.8	32.0	115.7	-18.4	79.8	45.1	25.1	3.3	2.9	10.0	15.8
PI Inds.	Buy	1004	1023	2	26.7	28.5	35.4	-20.2	6.8	24.4	35.3	28.3	6.3	5.4	19.0	20.4
Piramal Enterpr.	Buy	2629	2775	6	77.8	78.0	126.1	7.2	0.2	61.7	33.7	20.9	1.9	1.8	5.8	8.9
SRF	Buy	2410	2636	9	77.9	106.6	134.4	-11.5	36.8	26.0	22.6	17.9	3.5	3.0	16.4	18.0
S H Kelkar	Buy	157	207	32	7.1	6.4	7.6	-2.2	-10.3	19.5	24.7	20.6	2.5	2.3	10.3	11.4
Tata Chemicals	Buy	588	771	31	48.2	41.2	47.3	39.7	-14.5	14.7	14.3	12.4	1.3	1.2	9.2	9.8
Team Lease Serv.	Buy	2800	3400	21	43.0	61.0	89.9	28.0	41.8	47.3	45.9	31.2	8.6	6.7	20.6	24.2
Trident	Buy	69	94	37	5.3	8.5	9.7	-21.8	60.9	13.7	8.1	7.1	1.1	1.0	13.8	14.4
UPL	Buy	927	1035	12	43.8	45.2	47.8	4.8	3.3	5.7	20.5	19.4	4.3	3.6	23.1	20.6





Company	1 Day (%)	1M (%)	12M (%)
<b>Automobiles</b>			
Amara Raja	-1.6	-0.5	-5.0
Ashok Ley.	-1.6	16.7	-36.6
Bajaj Auto	-0.6	7.5	5.3
Bharat Forge	-2.9	12.7	-27.1
Bosch	0.1	4.0	5.2
CEAT	-1.7	9.8	-25.6
Eicher Mot.	-1.6	10.6	-18.8
Endurance Tech.	0.6	-9.3	-3.5
Escorts	-1.8	25.0	-4.9
Exide Ind	-0.5	11.0	8.7
Hero Moto	-2.5	-0.4	-23.9
M&M	-1.3	9.6	-7.9
Maruti Suzuki	-2.6	1.0	-21.3
Motherson Sumi	-1.8	25.1	-20.4
Tata Motors	1.2	11.8	-45.7
TVS Motor	-0.6	4.0	-20.3
<b>Banks - Private</b>			
AU Small Fin. Bank	-2.9	4.1	1.8
Axis Bank	2.2	8.6	44.5
DCB Bank	-0.7	16.2	23.5
Equitas Hold.	2.3	21.1	-2.2
Federal Bank	0.0	14.1	0.7
HDFC Bank	0.4	8.2	22.3
ICICI Bank	0.5	17.5	34.8
IndusInd	1.3	13.6	0.1
Kotak Mah. Bk	1.3	5.1	27.7
RBL Bank	-1.7	16.0	37.2
South Indian	1.5	22.6	-35.0
Yes Bank	0.3	15.3	-19.4
<b>Banks - PSU</b>			
BOB	2.1	21.5	-9.7
BOI	2.2	20.6	-5.3
Canara	2.6	27.1	2.8
Indian Bk	0.8	27.9	-8.4
PNB	0.6	25.4	-10.3
SBI	0.3	14.9	20.3
Union Bk	1.0	23.5	-13.1
<b>NBFCs</b>			
Aditya Birla Cap	1.0	22.8	-31.7
Bajaj Fin.	2.3	14.9	78.7
Cholaman.Inv.&Fn	0.2	21.0	-3.3
HDFC	-0.7	4.8	10.6
HDFC Life Insur.	-0.6	4.8	-13.7
Indiabulls Hsg	0.1	12.4	-41.0
L&T Fin.Holdings	1.5	22.1	-5.4
LIC Hsg Fin	1.0	16.2	0.7
M&M Fin.	-1.2	15.5	-0.4
Muthoot Fin	-0.5	14.1	53.4
MAS Financial Serv.	0.4	9.0	2.5
ICICI Pru Life	0.8	13.3	-7.9
PNB Housing	-3.2	-3.2	-24.5
Repco Home	1.0	44.8	-18.6
Shriram City Union	0.7	18.0	-15.2
Shriram Trans.	-2.4	23.0	-12.0
<b>Capital Goods</b>			
ABB	0.3	6.1	-0.6
Bharat Elec.	-0.4	25.2	-36.4

Company	1 Day (%)	1M (%)	12M (%)
BHEL	-0.9	9.8	-19.9
Blue Star	0.8	17.9	-14.1
CG Cons. Elec.	-2.7	14.7	1.0
Cummins	1.2	13.0	-0.8
Engineers India	0.3	7.7	-27.3
GE T&D	-2.8	0.0	-28.2
Havells	0.4	9.2	48.2
K E C Intl	1.8	27.7	-19.9
L&T	-1.3	11.2	7.7
Siemens	0.1	9.5	-5.1
Solar Ind	0.7	10.8	2.4
Thermax	-1.4	3.4	-14.0
Va Tech Wab.	-0.4	19.5	-35.0
Voltas	0.7	16.1	-2.7
<b>Cement</b>			
Ambuja Cem.	0.6	14.6	-1.9
ACC	1.2	16.5	-0.6
Birla Corp.	-0.4	20.1	-28.3
Grasim Inds.	-1.4	16.8	-25.4
India Cem	1.0	19.6	-30.3
J K Cements	-0.3	17.1	-19.4
JK Lakshmi Ce	-1.2	15.8	-16.8
Ramco Cem	0.8	18.7	-4.6
Orient Cem	0.8	31.0	-37.2
Prism Johnson	-1.7	32.2	-20.4
Sanghi Inds.	-0.5	15.9	-48.9
Shree Cem	1.1	16.2	11.0
Ultratech	1.5	15.7	0.2
<b>Consumer</b>			
Asian Paints	0.9	4.8	31.1
Britannia	1.7	7.4	29.9
Colgate	0.9	4.3	23.9
Dabur	0.8	1.5	34.2
Emami	1.0	11.6	-22.7
Future Consumer	-1.4	1.3	-18.8
Godrej Cons.	1.5	8.3	2.1
GSK Cons.	-0.2	-3.3	8.7
HUL	-0.1	-3.1	29.6
ITC	0.4	6.6	12.7
Jyothy Lab	1.1	7.5	3.3
Marico	0.5	0.8	13.0
Nestle	1.3	1.2	36.5
Page Inds	-0.4	7.2	16.0
Parag Milk	0.5	29.1	-3.1
Pidilite Ind.	0.7	9.5	29.6
P&G Hygiene	0.0	4.8	11.0
United Brew	0.5	3.4	40.0
United Spirits	-1.6	12.6	-5.5
<b>Healthcare</b>			
Alembic Phar	-1.5	-1.5	-0.1
Alkem Lab	1.6	-3.3	-16.8
Ajanta Pharma	0.2	5.1	-26.8
Aurobindo	0.8	8.3	35.9
Biocon	0.7	3.3	8.3
Cadila	-0.9	8.9	-9.9
Cipla	0.5	-1.3	-4.4
Divis Lab	-1.0	7.4	55.5
Dr Reddy's	0.4	4.1	26.0



Company	1 Day (%)	1M (%)	12M (%)
Glenmark	0.6	11.6	18.4
Granules	-1.3	29.8	4.0
GSK Pharma	-0.6	-3.9	16.5
IPCA Labs	0.5	10.0	35.3
Jubilant Life	0.1	21.5	8.8
Lupin	-3.9	-2.2	-1.4
Sanofi India	-2.0	-6.1	11.9
Shilpa Medicare	1.0	8.3	-24.3
Strides Pharma	0.0	7.3	-35.2
Sun Pharma	0.4	12.3	-6.4
Torrent Pharma	-0.5	5.1	47.0
<b>Infrastructure</b>			
Ashoka Buildcon	1.0	25.3	-9.6
IRB Infra.Devl.	-0.8	33.8	-31.6
KNR Construct.	-0.8	23.3	-12.3
Sadbhav Engg.	-2.6	45.0	-37.4
<b>Logistics</b>			
Allcargo Logistics	-3.9	15.4	-23.7
Concor	-0.6	3.8	6.8
<b>Media</b>			
D B Corp	-1.2	11.3	-37.2
Ent.Network	0.4	0.9	-25.3
Jagran Prak.	0.4	18.3	-31.7
Music Broadcast	-3.7	6.7	-16.9
PVR	3.6	17.3	33.4
Sun TV	0.5	13.8	-31.4
Zee Ent.	0.6	4.5	-19.0
<b>Metals</b>			
Hindalco	0.3	8.2	-7.2
Hind. Zinc	1.1	13.6	-9.9
JSPL	2.2	20.9	-23.2
JSW Steel	2.3	12.6	4.1
Nalco	-0.5	10.6	-19.4
NMDC	1.0	25.7	-1.8
Rain Industries	-1.5	14.6	-72.2
SAIL	4.0	20.7	-22.1
Vedanta	-1.1	17.1	-43.7
Tata Steel	1.8	12.6	-8.8
<b>Oil &amp; Gas</b>			
Aegis Logistics	0.2	14.3	-16.6
BPCL	2.4	23.9	-5.5
GAIL	0.3	13.5	8.5
Gujarat Gas	-3.3	22.5	-12.6
Gujarat St. Pet.	-0.7	16.6	-3.9
HPCL	3.7	34.9	-18.6
IOC	4.0	30.5	-8.4
IGL	-0.2	1.9	-0.4
Mahanagar Gas	1.6	10.7	-2.7
MRPL	-0.6	15.6	-35.1
Oil India	0.4	3.1	-19.9
ONGC	-0.6	12.8	-12.4
PLNG	2.5	12.4	3.6
Reliance Ind.	1.9	10.5	50.5
<b>Retail</b>			
Jubilant Food	3.3	4.1	31.4
Titan Co.	0.6	7.1	26.9

Company	1 Day (%)	1M (%)	12M (%)
<b>Technology</b>			
Cyient	-1.7	7.2	2.9
HCL Tech.	-1.5	-3.3	9.2
Hexaware	-0.8	-4.1	-6.1
Infosys	-1.3	-4.1	23.7
L&T Infotech	-3.3	-9.8	21.6
Mindtree	1.7	10.6	23.7
Mphasis	-1.6	-7.0	12.6
NIIT Tech	-1.3	2.9	49.2
Persistent Sys	-1.7	2.0	-18.4
Tata Elxsi	0.4	14.7	0.3
TCS	-0.9	2.5	42.9
Tech Mah	-1.4	-1.8	29.5
Wipro	-1.9	-8.5	19.3
Zensar Tech	0.3	11.3	30.6
<b>Telecom</b>			
Bharti Airtel	-1.9	9.3	-17.5
Bharti Infratel	1.3	0.4	-2.9
Idea Cellular	-4.9	5.4	-58.5
Tata Comm	-0.5	20.9	-3.3
<b>Utilities</b>			
Coal India	-0.1	13.6	-10.1
CESC	1.7	11.0	2.8
JSW Energy	2.5	6.7	-6.7
NHPC Ltd	0.8	8.6	-4.0
NTPC	0.7	16.0	-5.0
Power Grid	2.3	8.9	1.3
Tata Power	-1.0	11.6	-7.9
<b>Others</b>			
Avenue Super.	-0.1	2.9	9.9
Brigade Enterpr.	7.3	25.0	-7.3
BSE	-0.6	11.2	-20.5
Castrol India	-2.0	8.3	-19.8
Coromandel Intl	-1.4	5.5	-7.0
Delta Corp	-1.9	5.9	-18.5
Indian Hotels	1.2	12.0	16.9
Interglobe	1.9	19.6	8.8
Info Edge	-2.1	9.8	47.0
Kaveri Seed	0.5	-5.9	-8.8
MCX	0.9	21.3	3.4
Navneet Educat.	-0.7	4.6	-25.6
Oberoi Realty	2.6	2.7	0.8
Phoenix Mills	0.1	16.5	14.4
PI Inds.	-0.6	12.9	20.7
Piramal Enterp.	-0.5	21.2	5.7
Qess Corp	1.2	27.3	-23.2
SRF	-0.1	10.3	28.6
S H Kelkar	4.2	3.4	-36.2
Tata Chemicals	0.7	6.1	-11.7
Team Lease Serv.	0.5	-7.1	33.7
Trident	0.6	15.9	3.6
UPL	0.6	13.1	32.1

## NOTES

# THEMATIC/STRATEGY RESEARCH GALLERY

**MOTILAL OSWAL** Thematic | April 2018  
**Economy**

Private investment    Fiscal spending    Private consumption

**Fiscal policy has reached limits**

Nehal Gupta - Research analyst (Nehal.Gupta@MotilalOswal.com) +91 22 3962 5405  
Rahul Agrawal - Research analyst (Rahul.Agrawal@MotilalOswal.com) +91 22 3962 5405  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Motilal Oswal research is available on www.motilal.com/indianfinancial-equities, Bloomberg, Thomson Reuters, Factor and IIF Capital.

**MOTILAL OSWAL** Thematic | 30 January 2018  
**Economy**

Income    Consumption    GDP

**Employment: Broken Link Or...?**

Employment

Nehal Gupta - Research analyst (Nehal.Gupta@MotilalOswal.com) +91 22 3962 5405  
Rahul Agrawal - Research analyst (Rahul.Agrawal@MotilalOswal.com) +91 22 3962 5405  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Motilal Oswal research is available on www.motilal.com/indianfinancial-equities, Bloomberg, Thomson Reuters, Factor and IIF Capital.

**MOTILAL OSWAL** Thematic Research | April 2017  
**Economy**

**Is fiscal policy reaching limits?**

Nehal Gupta - Research analyst (Nehal.Gupta@MotilalOswal.com) +91 22 3962 5405  
Rahul Agrawal - Research analyst (Rahul.Agrawal@MotilalOswal.com) +91 22 3962 5405  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Motilal Oswal research is available on www.motilal.com/indianfinancial-equities, Bloomberg, Thomson Reuters, Factor and IIF Capital.

**MOTILAL OSWAL** Thematic | August 2018  
**Oil & Gas**

**IMO 2020: Busting the myth!**

Neeraj Kamble - Research analyst (Neeraj.Kamble@MotilalOswal.com) +91 22 4129 1524  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Motilal Oswal research is available on www.motilal.com/indianfinancial-equities, Bloomberg, Thomson Reuters, Factor and IIF Capital.

**MOTILAL OSWAL** Thematic | June 2018  
**Utilities**

2014 Peak of over supply    2013 Balanced Market    2009 Peak of Deficit    2021-22 Balanced Market

**Power oversupply has started shrinking**

Sangeeta Datta - Research analyst (Sangeeta.Datta@MotilalOswal.com) +91 22 4129 1524  
Divya Manchanda - Research analyst (Divya.Manchanda@MotilalOswal.com) +91 22 4129 1524  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Motilal Oswal research is available on www.motilal.com/indianfinancial-equities, Bloomberg, Thomson Reuters, Factor and IIF Capital.

**MOTILAL OSWAL** Thematic | 20 March 2018  
**Automobiles**

**Batteries: Huge opportunities, but challenges too**

Neeraj Kamble - Research analyst (Neeraj.Kamble@MotilalOswal.com) +91 22 4129 1524  
Deepak Shah - Research analyst (Deepak.Shah@MotilalOswal.com) +91 22 4129 1524  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Motilal Oswal research is available on www.motilal.com/indianfinancial-equities, Bloomberg, Thomson Reuters, Factor and IIF Capital.

**MOTILAL OSWAL** January 2019  
**India Strategy**

**New Year, New Forces**

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.motilal.com/indianfinancial-equities, Bloomberg, Thomson Reuters, Factor and IIF Capital.

**MOTILAL OSWAL** October 2018  
**India Strategy**

Oil price shocks    Currency weakness    Liquidity tightening

Nifty-50: 11,130 (April), 11,739 (October)  
Nifty Smallcap-100: 5,580 (April), 7,669 (October)  
Nifty Midcap-100: 21,732 (April), 19,920 (October)

**Correction everywhere**

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.motilal.com/indianfinancial-equities, Bloomberg, Thomson Reuters, Factor and IIF Capital.

**MOTILAL OSWAL** June 2018  
**India Strategy**

**'Recovery' ball starts rolling**

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.motilal.com/indianfinancial-equities, Bloomberg, Thomson Reuters, Factor and IIF Capital.



# REPORT GALLERY

## RECENT INITIATING COVERAGE REPORTS

**MOTILAL OSWAL** Initiating Coverage | 24 December 2018  
Sector: Real Estate  
**Brigade Enterprises**



**Tactical Shift**

Chintan Modi - Research Analyst (Chintan.Modi@motilaloswal.com), +91 22 6129 1584  
Research Analyst - Usha Thakkar - Usha.Thakkar@motilaloswal.com, Darshik Shah - Darshik.Shah@motilaloswal.com  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Market Order research is available on www.motilaloswal.com/InstitutionalEquities, Bloomberg, Thomson Reuters, Factset and I&P Capital.

**MOTILAL OSWAL** Initiating Coverage | 21 November 2018  
Sector: Hospitality  
**Indian Hotels**



**Check-in now**

Suman Kumar - Research Analyst (Suman.Kumar@motilaloswal.com), +91 22 6129 1589  
Darshik Shah - Research Analyst (Darshik.Shah@motilaloswal.com), +91 22 6129 1546  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Market Order research is available on www.motilaloswal.com/InstitutionalEquities, Bloomberg, Thomson Reuters, Factset and I&P Capital.


**MOTILAL OSWAL** Initiating Coverage | 21 June 2018  
Sector: Financials  
**ICICI Prudential Life Insurance**



**Moving up the profitability curve**

Research Analyst - Him Aggarwal (Him.Aggarwal@motilaloswal.com), +91 22 6129 1542 - Anamika Sarker (Anamika.Sarker@motilaloswal.com), +91 22 6129 1548  
Rupam Mukherjee (Rupam.Mukherjee@motilaloswal.com), +91 22 6129 1539 - Parul Saha (Parul.Saha@motilaloswal.com), +91 22 6129 1547  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Market Order research is available on www.motilaloswal.com/InstitutionalEquities, Bloomberg, Thomson Reuters, Factset and I&P Capital.

**MOTILAL OSWAL** Initiating Coverage | 18 April 2018  
Sector: Real Estate  
**Phoenix Mills**



**The Specialist**

Chintan Modi - Research Analyst (Chintan.Modi@motilaloswal.com), +91 22 6129 1584  
Suman Kumar - Research Analyst (Suman.Kumar@motilaloswal.com), +91 22 6129 1589  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Market Order research is available on www.motilaloswal.com/InstitutionalEquities, Bloomberg, Thomson Reuters, Factset and I&P Capital.


**MOTILAL OSWAL** Initiating Coverage | 2 April 2018  
Sector: Chemicals  
**Tata Chemicals**



**Flight of rebirth**

Suman Kumar - Research Analyst (Suman.Kumar@motilaloswal.com), +91 22 6129 1589  
Research Analyst - Chintan Modi (Chintan.Modi@motilaloswal.com), 9822 5426 Ansh Vachhani (Ansh.Vachhani@motilaloswal.com)  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Market Order research is available on www.motilaloswal.com/InstitutionalEquities, Bloomberg, Thomson Reuters, Factset and I&P Capital.

**MOTILAL OSWAL** Initiating Coverage | 22 March 2018  
Sector: Consumer  
**Future Consumer**



**Company of the "Future"**

Vishal Purohit - Research Analyst (Vishal.Purohit@motilaloswal.com), +91 22 3990 4262  
Kishan Sambharwar - Research Analyst (Kishan.Sambharwar@motilaloswal.com), +91 22 3992 5426  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Market Order research is available on www.motilaloswal.com/InstitutionalEquities, Bloomberg, Thomson Reuters, Factset and I&P Capital.

**MOTILAL OSWAL** Initiating Coverage | 7 March 2017  
Sector: Logistics  
**Aegis Logistics**



**The Giant Kelp**

Ashish Dahiwal - Research Analyst (Ashish.Dahiwal@motilaloswal.com), +91 22 3992 4309  
Sourabh Bhambhani - Research Analyst (Sourabh.Bhambhani@motilaloswal.com), +91 22 6129 1529  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Market Order research is available on www.motilaloswal.com/InstitutionalEquities, Bloomberg, Thomson Reuters, Factset and I&P Capital.

**MOTILAL OSWAL** Initiating Coverage | 23 February 2018  
Sector: Agrochemicals  
**UPL**



**Reaping growth**

Suman Kumar - Research Analyst (Suman.Kumar@motilaloswal.com), +91 22 6129 1589  
Ansh Vachhani - Research Analyst (Ansh.Vachhani@motilaloswal.com), +91 22 6129 1553  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Market Order research is available on www.motilaloswal.com/InstitutionalEquities, Bloomberg, Thomson Reuters, Factset and I&P Capital.

**MOTILAL OSWAL** Initiating Coverage | 30 January 2018  
Sector: Healthcare  
**Laurus Labs**



**Angling for growth**

Tushar Wankhede - Research Analyst (Tushar.Wankhede@motilaloswal.com), +91 22 6129 1536  
Rishi Deshpande - Research Analyst (Rishi.Deshpande@motilaloswal.com), +91 22 6129 1623  
Investors are advised to refer through important disclosures made at the last page of the Research Report.  
Market Order research is available on www.motilaloswal.com/InstitutionalEquities, Bloomberg, Thomson Reuters, Factset and I&P Capital.



# DIFFERENTIATED PRODUCT GALLERY

## MOTILAL OSWAL

26 November 2018

### Annual Report Threadbare

#### ARVIND FY18

Arvind Limited's (ARVIND) FY18 annual report indicated a weak operating performance with EBITDA remaining muted at INR 202.20 Cr. ARVIND's EBITDA margin declined by 134bps to 16%, primarily on account of declining margins in the textiles business (15% vs 16% in FY17) and rising revenue share of lower margin branded apparel business (16% vs 13% in FY17), increasing capex over the years has led to rising capital intensity while earnings growth has remained muted, leading to ROCE declining to 7.7% (FY18: 12.7%). Our segmental analysis reveals asset turns for textiles marginally improved for 1.2x (FY18: 1.2x) and declined to 1x (FY18: 1.2x) for branded apparel. Cash flow generation remained weak with starting to cash flow conversion declining to 54% (FY17: 70%) due to rise in balance with government authorities for input tax credit. Free cash flow has been negative for the last few years with the cumulative free cash flow at INR -1063.36. Borrowing rose to INR 40.30 mcrs with 0% at risk, although finance cost has been declining and stood at 4% (FY18: 12%).

Revenue grew 21% to INR 202.20 Cr (FY17: INR 167.20 Cr) led by a high growth of 21% in branded apparel. A change in ownership structure led to INR 20.7% being consolidated as subsidiaries. After adjusting for this, the revenue growth stood at 11% to INR 181.50 Cr. However, EBITDA margin continued to decline to 16% from 18% in FY17, primarily due to a rise in the share of lower margin branded apparel (16% vs 13% in FY17) and softening margins in textiles over the last two years (margins at 15% vs 16% in FY17).

- Revenue grew, but EBITDA margin continues to shrink: Revenue grew 21% to INR 202.20 Cr (FY17: INR 167.20 Cr) led by a high growth of 21% in branded apparel. A change in ownership structure led to INR 20.7% being consolidated as subsidiaries. After adjusting for this, the revenue growth stood at 11% to INR 181.50 Cr. However, EBITDA margin continued to decline to 16% from 18% in FY17, primarily due to a rise in the share of lower margin branded apparel (16% vs 13% in FY17) and softening margins in textiles over the last two years (margins at 15% vs 16% in FY17).
- Rising capital intensity pulls down return ratios: Increasing capex over the past few years has led to rising capital intensity, resulting in a decline in return ratios. While capital employed has been increasing (CAGR of 7% over FY14-18 to INR 74.56 Cr), earnings have remained muted (CAGR of INR 19.28 vs INR 36.30 in FY18), thereby pulling down the return ratios (ROCE down from 13% in FY14 to 8% in FY18). Also, declining profitability (ROE margin at 3% vs 6% in FY18) has led to a decline in ROE to 3% (FY18: 15%).
- Earnings to cash flow generation remains weak: Rising investment in working capital has led to earnings to cash flow conversion remaining subdued and declining to 54% (FY17: 70%). Operating cash flow declined 22% to INR 3.30 Cr due to a significant rise in balance deposited with authorities for input tax credit. This was despite the improvement in cash conversion cycle from 105 days to 83 days.
- FCI remains negative, debt rises further: High capex over the past few years has led to free cash flow (FCI) remaining negative and a rise in borrowings. In FY18, capex stood at INR 40.30 Cr (FY17: INR 36.30 Cr), while FCI deteriorated further to INR 2.79 Cr (FY17: INR 7.91 Cr) and cumulative FCI over the last five years stood at INR 13.19 Cr. This led to debt increasing by INR 40.30 Cr to INR 1063.36 Cr with 0% standing at risk. Finance cost however has been declining and stood at 4% (FY18: 12%).

#### The ART of annual report analysis

- Adjusted for change in ownership structure, revenue grew at 11% vs INR 181.50 Cr vs reported 21% to INR 202.20 Cr.
- Continued rise in working capital intensity keeps cash conversion low at 54% (FY17: 70%).
- High capex over the years has led to free cash flow negative and pulled down ROCE to 8% (FY18: 15%).

Stock Info	ARVIND IN
Shareholding	308
Chair (Mn)	258
Equity (Mn)	258
M.Cap (INR)(USD)	82 / 1.2
52 Week Range (IN)	476 / 288
1 Yr. 12 Mo. Per (%)	-01-50 / -30
20M Avg Yr (INR Mn)	776
Free Res (%)	37.8

Shareholding pattern (%)	Step 18	Jun-18	Sep-17
Promoters	43.0	42.8	42.8
QFI	18.7	18.6	18.4
FI	21.8	21.8	19.8
Others	18.7	18.6	18.6



Auditor's name: Deloitte Haskins & Sells LLP  
Sandeep Ashok Gupta (Sandeep@MotilalOswal.com) +91 22 39825544  
Nikhil Gupta (Nikhil@MotilalOswal.com) +91 22 39825582

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](http://www.motilaloswal.com/institutional/Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

## MOTILAL OSWAL

20 FY19 | November 2018

### VOICES



### VOICES

#### India Inc on Call

VOICES, a quarterly product from Motilal Oswal Research, provides a ready reference for all the post results earnings/attended by our research analysts during the quarter. Besides making available to readers our key takeaways from these interactions, it also provides links to relevant research updates, transcripts and audio files of the respective conference calls. This quarterly report contains:

- Key takeaways from the post results management commentary for 132 companies, with links to the full earnings call transcripts.
- Links to our Results Updates on each of the companies included.

Research & Quant Team (Devan@MotilalOswal.com) | Tel: +91 22 3982 5404

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](http://www.motilaloswal.com/institutional/Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

## MOTILAL OSWAL

30 November 2018

### The Corner Office

Interviews with the CEO



Mr. Sander Genesial  
MD

#### Structural growth opportunity remains high

But, channel issues could lead to moderate near-term volumes

We met Mr. Sander Genesial (MD), Mr. Vinay Tanna (COO) and Mr. Chandanbhar (COO) of Page Industries (PAGES), key takeaways:

- Structural opportunity remains extremely strong: Industry data suggests that 1.30m adults in India can afford jockey products (DEC A+, SEC A and part B). Considering the company's current volume and assuming five pieces per person annually, then of 1.30m people currently only 20% men and 4% women are wearing jockey products. The target market of 1.30m adults and the company's volume are growing in tandem (double-digit). Therefore, despite the pace of growth, the market remains as attractive as before. Page is adding distributors, Exclusive Brand Outlets (EBOs) and improving on design, thus sustaining competitive advantages.
- Management expects margins to be consistent around 21% as plans are set to reinvest operating leverage benefits through lower pricing, which would further boost growth prospects.

#### What has changed for the better recently?

- Initial reaction to this year was good. Extending the date point of huge structural opportunity further, we see a high potential of converting 1.30m of children of the 1.30m adults into customers, especially through EBOs which facilitate cross-selling. EBOs should double to 1,000 in two years and sales are expected to increase from the current 10% to over 20%.
- The company is consulting a business transformation project with Deloitte encompassing design to operations, and marketing and sales. Working Capital has already reduced sharply and is likely to decline further. Auto replenishment is likely to be introduced shortly, and reduction is expected on all components of working capital.
- Last year, online sales grew 140%. However, it has grown faster this year despite no discounting and is already 13x of sales. Page is among the top-3 apparel brands in the country with 70% share in the underwear segment.

#### What about near-term risks?

- Volumes should completely get back on track in a couple of quarters. Partial recovery is expected from Q3 onwards.
- Our channel checks indicate that post Q3, apparel retailers who had 'bearish' (understocked) businesses are now under stocks. Many retailers in apparel had 4-6 weeks inventory and paying taxes on only 1-2 entities. Most retailers are from the urban or semi-urban areas (where inventory levels are higher) and are facing questions from authorities on their 5x-6x increase in revenues. The situation is now stabilizing, but has been slow over the past year. Some loss occurred due to a temporary supply chain glitch in March/April, but there were no quality issues due to a sharp increase in outsourcing.

#### Circle of issues where Mr. Genesial was non-committal

- Dividend: Stated dividend payout policy is 50%. With massive cash flows due to growth, outsourcing (lower incremental investment in capex) and working capital improvement, it was imperative that payout was increased. It is notable that the company gave INR 110 special dividend along with HMFY18 results, and if the

Krishnan Sambamurthy - Research Analyst (Krishnan.Sambamurthy@motilaloswal.com) | +91 22 3982 5039  
Vishal Punmia - Research Analyst (Vishal.Punmia@motilaloswal.com) | +91 22 3982 4261  
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](http://www.motilaloswal.com/institutional/Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

## MOTILAL OSWAL

24 August 2018

### EcoKnowledge

Diving Into Trending Themes

#### How sustainable is the leverage of Indian households?

Household debt market is only 20-30% of its potential size

Between FY12 and FY18, non-food credit (NFC) of scheduled commercial banks (SCBs) grew at a CAGR of 13.1%, while personal/retail loans grew at a CAGR of 14.2%. In the subsequent three years (up to FY21), while NFC growth eased to 8.6%, personal loans grew faster at 17.8%. Consequently, the latter has become the key driving force of bank loans, and thus, almost all banks are now pushing personal loans. Personal loans now account for 75% of NFC, as against 18% in FY12. This trend has obviously raised doubts over the sustainability of such a high growth in personal loans, and, thus, reliance of banks on them.

In the first two parts of our BI-part series, we discussed in detail the balance sheet of Indian households and how it compares with its foreign counterparts. We explained in Part I that personal loans are only a part of the total household debt in India, which has risen to an all-time high of 48.3% of its income in FY18. In Part II, we confirmed that notwithstanding the recent growth, India's household debt is still much lower compared to its counterparts in other developing economies. In this final Part-III, we present two arguments debating the ongoing rise in household/personal debt that could continue for many more years to come.

- One, for the first time in the past two decades, the growth in household debt (and personal loans also) is driven by credit extending (number of accounts), rather than 'credit deepening' (loan amount). Such trends are beneficial to all - the lenders, the borrowers and the economy - and make the growth sustainable.
- Two, an estimate of the potential size of the household debt in the country and the potential base of creditworthy borrowers confirm that the current market and the tax base also is only 20-30% of its potential size. It implies that there is a large room for the lenders (banks or other lending institutions) to grow its personal/household debt for at least a few years, which would also continue to support economic growth.

In this final and Part-III of our series on Indian households, we discuss in detail the sustainability of household debt in India, which has been a key driver for banking loans in the economy. As we explained in Part I of our series, personal loans are only a portion of the total household loans in the banking system. Roughly, personal loans represent about half of the household loans. Since FY16, while total loans have grown at a

CAGR of 3%, household loans have increased at a CAGR of ~15% (Exhibit 2)

“Since FY16, while total loans have grown at a CAGR of 3%, household loans have increased at a CAGR of ~15%.”

Exhibit 1: Household loans have grown at a much faster pace than total loans.

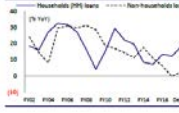


Exhibit 2: Due to which the share of household loans has risen to ~48% as of December 2017.



Source: Reserve Bank of India (RBI), DEC, 2018.

Nikhil Gupta - Research Analyst (Nikhil.Gupta@MotilalOswal.com) | +91 22 3982 5405  
Nikhil Gupta - Research Analyst (Nikhil.Gupta@MotilalOswal.com) | +91 22 3982 5405  
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](http://www.motilaloswal.com/institutional/Equities), Bloomberg, Thomson Reuters, Factset and S&P Capital.

**BULLS & BEARS**  
INDIA VALUATION'S HANDBOOK

Highlights of November edition

- Nifty bounces back in Nov'18 to close at 10,877, delivering a return of 4.7% MoM
- Top performers are Private Financials, Cement, and Capital Goods
- Mid-caps underperform large-caps
- FII's buying after three months of consecutive selling

**FUND FOLIO**  
Indian Mutual Fund Tracker

SIP contribution up by ~29% in last one year and 2x in last two years

SIP contribution (INR b)

Equity AUM rises for fifth consecutive year (+9.5% in CY18)

INR 4t

INR 1,288b

Net inflows in equities down by 15% in CY18

**BEST PERFORMERS MoM (%)**

IFCI	18
Adani Power	15
UltraTech	14
IFIL	14
IFIL	14
IFIL	14
IFIL	14
IFIL	14
IFIL	14
IFIL	14
IFIL	14

**WORST PERFORMERS MoM (%)**

IFIL	-13
IFIL	-14
IFIL	-14
IFIL	-14
IFIL	-14
IFIL	-14
IFIL	-14
IFIL	-14
IFIL	-14
IFIL	-14

Research & Quant Team (Devan@MotilalOswal.com) | +91 22 6129 1575

December 2018

Devan Mistry - Research Analyst (Devan@MotilalOswal.com) | +91 22 6129 1575

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

January 2019

## Explanation of Investment Rating

<b>Investment Rating</b>	<b>Expected return (over 12-month)</b>
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

\* In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

## Disclosures:

The following Disclosures are being made in compliance with the SEBI Research Analyst Regulations 2014 (herein after referred to as the Regulations).

Motilal Oswal Securities Ltd. (MOSL\*) is a SEBI Registered Research Analyst having registration no. INH000000412. MOSL, the Research Entity (RE) as defined in the Regulations, is engaged in the business of providing Stock broking services, Investment Advisory Services, Depository participant services & distribution of various financial products. MOSL is a subsidiary company of Motilal Oswal Financial Service Ltd. (MOFSL). MOFSL is a listed public company, the details in respect of which are available on [www.motilaloswal.com](http://www.motilaloswal.com). MOSL is registered with the Securities & Exchange Board of India (SEBI) and is a registered Trading Member with National Stock Exchange of India Ltd. (NSE) and BSE Limited (BSE), Multi Commodity Exchange of India (MCX) & National Commodity & Derivatives Exchange Ltd. (NCDEX) for its stock broking activities & is Depository participant with Central Depository Services Limited (CDSL) & National Securities Depository Limited (NSDL) and is member of Association of Mutual Funds of India (AMFI) for distribution of financial products. Details of associate entities of Motilal Oswal Securities Limited are available on the website at <http://onlinereports.motilaloswal.com/Dormant/documents/Associate%20Details.pdf>

MOSL, its associates, Research Analyst or their relative may have any financial interest in the subject company. MOSL and/or its associates and/or Research Analyst may have actual/beneficial ownership of 1% or more securities in the subject company at the end of the month immediately preceding the date of publication of the Research Report. MOSL and its associate company(ies), their directors and Research Analyst and their relatives may: (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein. (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the associates of MOSL even though there might exist an inherent conflict of interest in some of the stocks mentioned in the research report. Research Analyst may have served as director/officer, etc. in the subject company in the last 12 month period. MOSL and/or its associates may have received any compensation from the subject company in the past 12 months.

In the last 12 months period ending on the last day of the month immediately preceding the date of publication of this research report, MOSL or any of its associates may have:

- managed or co-managed public offering of securities from subject company of this research report,
- received compensation for investment banking or merchant banking or brokerage services from subject company of this research report,
- received compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company of this research report.
- Subject Company may have been a client of MOSL or its associates during twelve months preceding the date of distribution of the research report.

MOSL and its associates have not received any compensation or other benefits from the subject company or third party in connection with the research report. To enhance transparency, MOSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report. MOSL and / or its affiliates do and seek to do business including investment banking with companies covered in its research reports. As a result, the recipients of this report should be aware that MOSL may have a potential conflict of interest that may affect the objectivity of this report. Compensation of Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

### Terms & Conditions:

This report has been prepared by MOSL and is meant for sole use by the recipient and not for circulation. The report and information contained herein is strictly confidential and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of MOSL. The report is based on the facts, figures and information that are considered true, correct, reliable and accurate. The intent of this report is not recommendatory in nature. The information is obtained from publicly available media or other sources believed to be reliable. Such information has not been independently verified and no guaranty, representation of warranty, express or implied, is made as to its accuracy, completeness or correctness. All such information and opinions are subject to change without notice. The report is prepared solely for informational purpose and does not constitute an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments for the clients. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. MOSL will not treat recipients as customers by virtue of their receiving this report.

### Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report.

### Disclosure of Interest Statement

- Analyst ownership of the stock

No

A graph of daily closing prices of securities is available at [www.nseindia.com](http://www.nseindia.com), [www.bseindia.com](http://www.bseindia.com). Research Analyst views on Subject Company may vary based on Fundamental research and Technical Research. Proprietary trading desk of MOSL or its associates maintains arm's length distance with Research Team as all the activities are segregated from MOSL research activity and therefore it can have an independent view with regards to subject company for which Research Team have expressed their views.

### Regional Disclosures (outside India)

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

### For Hong Kong:

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

### For U.S.

Motilal Oswal Securities Limited (MOSL) is not a registered broker - dealer under the U.S. Securities Exchange Act of 1934, as amended (the "1934 act") and under applicable state laws in the United States. In addition MOSL is not a registered investment adviser under the U.S. Investment Advisers Act of 1940, as amended (the "Advisers Act" and together with the 1934 Act, the "Acts"), and under applicable state laws in the United States. Accordingly, in the absence of specific exemption under the Acts, any brokerage and investment services provided by MOSL, including the products and services described herein are not available to or intended for U.S. persons. This report is intended for distribution only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the Exchange Act and interpretations thereof by SEC (henceforth referred to as "major institutional investors"). This document must not be acted on or relied on by persons who are not major institutional investors. Any investment or investment activity to which this document relates is only available to major institutional investors and will be engaged in only with major institutional investors. In reliance on the exemption from registration provided by Rule 15a-6 of the U.S. Securities Exchange Act of 1934, as amended (the "Exchange Act") and interpretations thereof by the U.S. Securities and Exchange Commission ("SEC") in order to conduct business with Institutional Investors based in the U.S., MOSL has entered into a chaperoning agreement with a U.S. registered broker-dealer, Motilal Oswal Securities International Private Limited. ("MOSIPL"). Any business interaction pursuant to this report will have to be executed within the provisions of this chaperoning agreement.

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

### For Singapore

In Singapore, this report is being distributed by Motilal Oswal Capital Markets Singapore Pte Ltd ("MOCMSPL") (Co.Reg. NO. 201129401Z) which is a holder of a capital markets services license and an exempt financial adviser in Singapore, as per the approved agreement under Paragraph 9 of Third Schedule of Securities and Futures Act (CAP 289) and Paragraph 11 of First Schedule of Financial Advisors Act (CAP 110) provided to MOCMSPL by Monetary Authority of Singapore. Persons in Singapore should contact MOCMSPL in respect of any matter arising from, or in connection with this report/publication/communication. This report is distributed solely to persons who qualify as "Institutional Investors", of which some of whom may consist of "accredited" institutional investors as defined in section 4A(1) of the Securities and Futures Act, Chapter 289 of Singapore ("the SFA"). Accordingly, if a Singapore person is not or ceases to be such an institutional investor, such Singapore Person must immediately discontinue any use of this Report and inform MOCMSPL.

### Disclaimer:

The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent. This report and information herein is solely for informational purpose and may not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. Each recipient of this document should make such investigations as it deems necessary to arrive at an independent evaluation of an investment in the securities of companies referred to in this document (including the merits and risks involved), and should consult its own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors. Certain transactions -including those involving futures, options, another derivative products as well as non-investment grade securities - involve substantial risk and are not suitable for all investors. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information and opinions contained in this document. The Disclosures of Interest Statement incorporated in this document is provided solely to enhance the transparency and should not be treated as endorsement of the views expressed in the report. This information is subject to change without any prior notice. The Company reserves the right to make modifications and alternations to this statement as may be required from time to time without any prior approval. MOSL, its associates, their directors and the employees may from time to time, effect or have effected an own account transaction in, or deal as principal or agent in or for the securities mentioned in this document. They may perform or seek to perform investment banking or other services for, or solicit investment banking or other business from, any company referred to in this report. Each of these entities functions as a separate, distinct and independent of each other. The recipient should take this into account before interpreting the document. This report has been prepared on the basis of information that is already available in publicly accessible media or developed through analysis of MOSL. The views expressed are those of the analyst, and the Company may or may not subscribe to all the views expressed therein. This document is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly, to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MOSL to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction. Neither the Firm, nor its directors, employees, agents or representatives shall be liable for any damages whether direct or indirect, incidental, special or consequential including lost revenue or lost profits that may arise from or in connection with the use of the information. The person accessing this information specifically agrees to exempt MOSL or any of its affiliates or employees from, any and all responsibility/liability arising from such misuse and agrees not to hold MOSL or any of its affiliates or employees responsible for any such misuse and further agrees to hold MOSL or any of its affiliates or employees free and harmless from all losses, costs, damages, expenses that may be suffered by the person accessing this information due to any errors and delays.

Registered Office Address: Motilal Oswal Tower, Rahimullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025; Tel No.: 022-3980 4263; [www.motilaloswal.com](http://www.motilaloswal.com). Correspondence Address: Palm Spring Centre, 2nd Floor, Palm Court Complex, New Link Road, Malad (West), Mumbai- 400 064. Tel No: 022 3080 1000. Compliance Officer: Neeraj Agarwal, Email id: [na@motilaloswal.com](mailto:na@motilaloswal.com), Contact No.:022-30801085.

Registration details of group entities: MOSL: SEBI Registration: INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL: IN-DP-16-2015; NSDL: IN-DP-NSDL-152-2000; Research Analyst: INH000000412. AMFI: ARN 17397. Investment Adviser: INA000007100. Motilal Oswal Asset Management Company Ltd. (MOAMC): PMS (Registration No.: INP00000670) offers PMS and Mutual Funds products. Motilal Oswal Wealth Management Ltd. (MOWML): PMS (Registration No.: INP000004409) offers wealth management solutions. \*Motilal Oswal Securities Ltd. is a distributor of Mutual Funds, PMS, Fixed Deposit, Bond, NCDs, Insurance and IPO products. \* Motilal Oswal Real Estate Investment Advisors II Pvt. Ltd. offers Real Estate products. \* Motilal Oswal Private Equity Investment Advisors Pvt. Ltd. offers Private Equity products

\*MOSL has been amalgamated with Motilal Oswal Financial Services Limited (MOFSL) w.e.f August 21, 2018 pursuant to order dated July 30, 2018 issued by Hon'ble National Company Law Tribunal, Mumbai Bench. The existing registration no(s) of MOSL would be used until receipt of new MOFSL registration numbers.