

ASIAMONEY Brokers Poll 2020 (India)

Best Local Brokerage

Market snapshot

Equities - India	Close	Chg. %	CYTD. %
Sensex	49,766	0.1	4.2
Nifty-50	14,895	0.2	6.5
Nifty-M 100	24,286	-0.1	16.5
Equities-Global	Close	Chg. %	CYTD. %
S&P 500	4,211	0.7	12.1
Nasdaq	14,083	0.2	9.3
FTSE 100	6,961	0.0	7.8
DAX	15,154	-0.9	10.5
Hang Seng	11,050	0.3	2.9
Nikkei 225	29,054	0.0	5.9
Commodities	Close	Chg. %	CYTD. %
Brent (US\$/Bbl)	68	2.3	32.9
Gold (\$/OZ)	1,772	-0.5	-6.6
Cu (US\$/MT)	9,889	0.1	27.6
Almn (US\$/MT)	2,421	1.1	22.7
Currency	Close	Chg. %	CYTD. %
USD/INR	74.0	-0.4	1.3
USD/EUR	1.2	0.0	-0.8
USD/JPY	108.9	0.3	5.5
YIELD (%)	Close	1MChg	CYTD chg
10 Yrs G-Sec	6.1	0.01	0.2
10 Yrs AAA Corp	6.7	0.00	0.2
Flows (USD b)	29-Apr	MTD	CY21
FII	0.11	-1.15	7.33
DII	-0.13	1.29	-3.17
Volumes (INRb)	29-Apr	MTD*	YTD*
Cash	805	738	780
F&O	99,440	47,997	42,726

Note: *Average

Today's top research idea

HINDUSTAN UNILEVER: Beat on all fronts; medium-term outlook promising

- ❖ Hindustan Unilever (HUVR) reported a good set of numbers on all fronts in 4QFY21, led by a recovery in its Discretionary portfolio and Detergents.
- ❖ Two-year average like-to-like sales growth has now improved to 5.8% in 4QFY21 from minor decline in 1QFY21.
- ❖ Ongoing lockdowns would result in a temporary impact on high-margin discretionary product sales, leading to a 4.3% EPS reduction in FY22E; we have retained our FY23E forecasts.
- ❖ We continue to monitor the situation as it unfurls.
- ❖ HUVR is likely to resume the strong earnings growth path from the pre-COVID era (~18% CAGR in the four years ended FY20), led by the same factors – a successful Winning in Many Indias (WIMI) strategy, a technological edge, and cost-saving plans, as well as newer factors such as expected synergies from GSKCH and sustained growth and premiumization in Skin Cleansing.
- ❖ Maintain BUY.



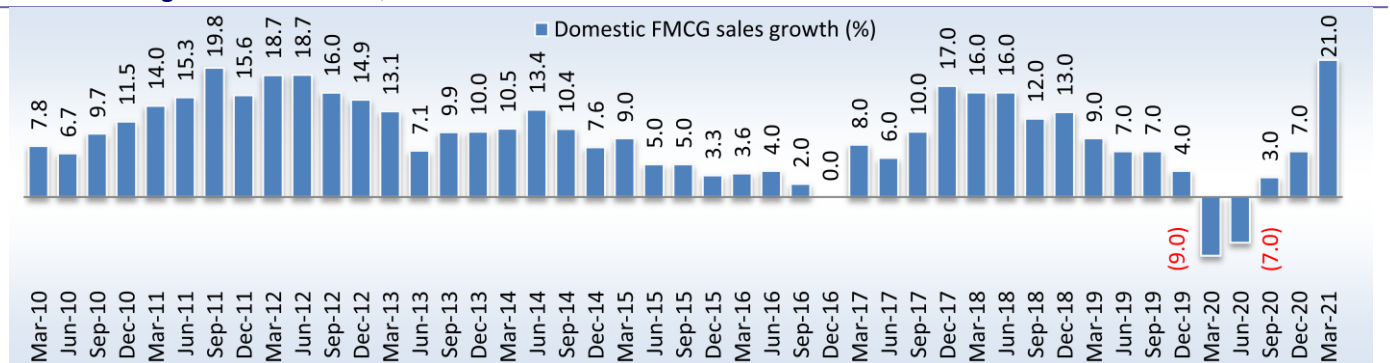
Research covered

Cos/Sector	Key Highlights
Hindustan Unilever	Beat on all fronts; medium-term outlook promising
Titan Company	Buoyant prospects beyond the near-term blip
Bajaj Auto	In line; higher RM cost keeps margin under pressure
Ambuja Cements	Expansion to improve near-term volumes...
Biocon	Approvals/faster traction to lead to better future growth
Shriram Transport Finance	Strong disbursement growth Stable asset quality Excess liquidity impacts NIMs
Other Notes	AUBANK TCOM INMART LAURUS LTFH CRIN AAVAS EXID PSYS ZENT MACA AUTOMOBILES



Chart of the Day: Hindustan Unilever | Beat on all fronts; medium-term outlook promising

Domestic sales growth of 21% in 4QFY21...



Source: Company, MOFSL

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

Motilal Oswal research is available on www.motilaloswal.com/Institutional-Equities, Bloomberg, Thomson Reuters, Factset and S&P Capital.



Kindly click on textbox for the detailed news link

1

Exit Polls show West Bengal too close to call, put ruling BJP ahead in Assam

Exit Polls were divided on whether Mamata Banerjee will get a third term as chief minister or BJP will be able to replace her in West Bengal. The margin of seats between the two parties shows it could be a close verdict. The Times Now- C-Voter survey shows BJP getting 115 seats...

2

ICICI eyes Rs 31 lakh cr merchant payment market through new offering

ICICI Bank, India's second largest private sector lender by assets is eyeing a large share of the potential Rs 31 lakh crore of payments and settlement market to more than 2 crore small, big, offline and online businesses by fiscal 2022 by offering these wholesalers and retailers payment systems bundled with cash management and credit facilities...

3

India installs 3.2 GW solar power projects in 2020: Report

According to India Solar Market Leaderboard 2021 report released on Thursday, during the calendar year 2020, India installed 3.2 GW of solar power projects across the country. The country also had a robust pipeline of 47.5 GW of utility-scale projects under development at the end of 2020, with another 24.5 GW of tenders pending auction, it said...

4

US directs 20 million of its AstraZeneca doses to India

The United States has agreed to send 20 million Covidshield doses from its own AstraZeneca order to India and will divert sufficient multipore filters that would enable production of 18 million more doses. Also, the first tranche of 20,000 doses of experimental Covid-19 drug Remdesivir is expected to reach India this week...

5

Tata to finally enter online grocery with CCI nod to BigBasket stake deal

The Tata Group is finally on its way to making an entry into the Indian online grocery segment. The Competition Commission of India (CCI) today permitted Tata Digital to acquire a majority stake in online grocery player BigBasket. The CCI has allowed Tata Digital, a wholly owned subsidiary of Tata Sons, to acquire up to 64.3 per cent of the total share capital of Supermarket Grocery Supplies Private Ltd (SGS) and also be the sole control over Innovative Retail Concepts Private Ltd, which operates BigBasket's online retail business...

6

Demand for work surges 89% under MGNREGA in April

Demand for work by households under the rural employment guarantee scheme increased by 89% to 2.54 crore households in April so far, against 1.34 crore a year earlier. The demand during the month has been the highest in any April since compilation of the data started in 2013, suggesting the pressure on...

7

Byju's to raise \$150 mn from UBS, to be valued at \$16.5 bn: Report

Byju's is raising about USD 150 million from UBS Group AG that will value the edtech major at about USD 16.5 billion, according to sources. UBS could also infuse additional funding into Byju's that has seen significant growth in the past few quarters on the back of strong uptake...



Hindustan Unilever

Estimate changes

TP change

Rating change



CMP: INR2,409

TP: INR2,780 (+15%)

Buy

Beat on all fronts; medium-term outlook promising

- Hindustan Unilever (HUVR) reported a good set of numbers on all fronts in 4QFY21, led by a recovery in its Discretionary portfolio and Detergents.
- Two-year average like-to-like sales growth has now improved to 5.8% in 4QFY21 from minor decline in 1QFY21. Ongoing lockdowns would result in a temporary impact on high-margin discretionary product sales, leading to a 4.3% EPS reduction in FY22E; we have retained our FY23E forecasts. We continue to monitor the situation as it unfurls.
- HUVR is likely to resume the strong earnings growth path from the pre-COVID era (~18% CAGR in the four years ended FY20), led by the same factors – a successful Winning in Many Indias (WIMI) strategy, a technological edge, and cost-saving plans, as well as newer factors such as expected synergies from GSKCH and sustained growth and premiumization in Skin Cleansing. Maintain **BUY**.

Performance ahead of expectations

- **Net sales grew 34.6% YoY to INR121.3b in 4QFY21** (est. INR117.2b). EBITDA grew by 43.2% YoY to INR29.6b (est. INR28.3b), PBT grew 37% YoY to INR28.1b (est. INR26.5b), and PAT (bei) was up 43.2% YoY to INR21b (est. INR18.1b).
- Domestic Consumer business sales grew 21% YoY, with underlying volume growth of 16% YoY excl. GSKCH (est. 14%) – we believe volume growth would have been 31% YoY incl. GSKCH (est. 28%).
- **Segmental performance: Home Care** (32% of total sales for 4QFY21) revenues were up 14.6% YoY. **Personal Care** sales (37% of total sales) were up 19.7% YoY. **Food & Refreshment** sales (29% of total sales) were up 96.4% YoY (+26% excluding the impact of the GSKCH merger and VWash acquisition).
- **Segmental EBIT margin: Home Care** margins expanded 220bp YoY to 21.1%. **Personal Care** margins expanded 270bp YoY to 27.5%. **Foods & Refreshments** margins expanded 380bp YoY to 16.4%.
- Overall gross margins for the quarter contracted 120bp YoY to 52.6%.
- As a percentage of sales, lower operating expenses (down 170bp YoY to 12.2%), lower ad spends (down 130bp YoY to 11.6%), and higher staff cost (up 40bp YoY to 4.3%) led to EBITDA margin expansion of 150bp YoY to 24.4%.
- FY21 sales/EBITDA/PAT growth stood at 18.6%/18%/21.3% YoY.
- The company has declared a final dividend of INR17 per share. This, along with interim dividend (INR14 per share) and special dividend (INR9.5 per share), leads to a total dividend of INR40.5 per share for FY21.

Bloomberg	HUVR IN
Equity Shares (m)	2,345
M.Cap.(INRb)/(USD\$b)	5660.2 / 76.4
52-Week Range (INR)	2504 / 1894
1, 6, 12 Rel. Per (%)	3/-12/-44
12M Avg Val (INR M)	7952

Financials & Valuations (INR b)

Y/E March	2021	2022E	2023E
Sales	460	502	576
Sales Gr. (%)	18.6	9.2	14.7
EBITDA	113	132	156
EBITDA mrg. (%)	24.6	26.4	27.0
Adj. PAT	82	94	115
Adj. EPS (INR)	34.8	39.8	48.9
EPS Gr. (%)	11.5	14.4	22.7
BV/Sh.(INR)	201.8	210.5	210.5

Ratios

RoE (%)	29.5	19.3	23.2
RoCE (%)	39.0	26.3	31.3
Payout (%)	116.3	100.0	100.2

Valuations

P/E (x)	69.2	60.5	49.3
P/BV (x)	11.9	11.4	11.4
EV/EBITDA (x)	49.6	42.3	35.8
Div. Yield (%)	1.7	1.7	2.0

Shareholding pattern (%)

As On	Mar-21	Dec-20	Mar-20
Promoter	61.9	61.9	67.2
DII	10.7	10.7	6.7
FII	15.0	14.9	12.1
Others	12.5	12.5	14.1

FII Includes depository receipts

Highlights from management commentary

- The company took price increases in Skin Cleansing in 3QFY21 and 4QFY21 and would take increases going forward as well.
- The company has also taken price increases in Tea and reversed the earlier price cuts in Detergents. In the GSKCH business, penetration and volume growth are the key focus areas; the company delivered volume growth in the high teens, with UVG growth (which includes the mix) in the early double digits.
- In FY21, the company introduced an INR2 sachet for Horlicks and Boost, increased grammage on the INR5 sachet, and increased distribution reach significantly – the benefits of which are likely to reflect in subsequent years.

Valuation and view

- While we have cut our EPS forecasts for FY22E by 4.3% on account of the COVID-led disruption and higher-than-anticipated tax rates, there is no material change to our FY23E EPS. We continue to monitor the situation as it unfurls.
- The company's earnings growth has gained further momentum in recent years before COVID (an ~18% EPS CAGR in the four years ended FY20 v/s a ~12% CAGR over the 10 years ended FY20). This is particularly impressive given the weak mid-single-digit earnings growth posted by (much smaller) peers in recent years.
- HUVR's best-of-breed analytics and execution capabilities (demonstrated via the successful implementation of the WIMI strategy, cost-saving plans, herbals, etc.) are key factors driving the pace of earnings growth. The strong outlook on rural, GSKCH synergies, and sustained growth and premiumization in Skin Cleansing offer further medium-term tailwinds.
- **Maintain Buy** with a TP of INR2,780.

Quarterly performance (Standalone)

Y/E March	FY20				FY21				FY20	FY21		Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		FY21	4QE	
Domestic volume growth (%)	5.0	5.0	5.0	-7.0	4.0	14.0	17.0	31.0	2.0	16.5	28.0	
Net sales	101.1	98.5	98.1	90.1	105.6	114.4	118.6	121.3	387.9	460.0	117.2	3.5%
YoY change (%)	6.6	6.7	2.6	-9.4	4.4	16.1	20.9	34.6	1.5	18.6	30.0	
Gross Profit	54.7	53.7	53.2	48.4	54.7	60.7	64.0	63.8	209.9	243.2	63.0	
Margin %	54.0	54.5	54.2	53.7	51.8	53.0	54.0	52.6	54.1	52.9	53.8	
EBITDA	26.5	24.4	24.5	20.7	26.4	28.7	28.5	29.6	96.0	113.2	28.3	4.4%
YoY change (%)	17.6	21.0	19.5	-11.0	-0.1	17.4	16.7	43.2	11.1	18.0	37.2	
Margins (%)	26.2	24.8	24.9	22.9	25.0	25.1	24.1	24.4	24.8	24.6	24.2	
Depreciation	2.1	2.4	2.3	2.6	2.4	2.5	2.7	2.5	9.4	10.1	2.7	
Interest	0.2	0.3	0.3	0.3	0.3	0.3	0.4	0.1	1.1	1.1	0.4	
Other income	1.5	1.8	1.4	2.7	1.6	1.5	1.0	1.1	7.3	5.1	1.3	
PBT	25.6	23.6	23.3	20.5	25.3	27.4	26.4	28.1	92.9	107.2	26.5	6.1%
Tax	8.1	5.2	6.4	5.8	5.3	6.5	6.8	6.8	25.5	25.4	8.4	
Rate (%)	31.5	22.2	27.4	28.3	21.0	23.8	25.6	24.2	27.4	23.7	31.7	
PAT bei	17.5	18.3	16.9	14.7	18.7	20.4	19.5	21.0	67.4	79.6	18.1	16.3%
YoY change (%)	11.7	20.4	20.7	-7.6	7.0	11.1	15.4	43.2	10.9	18.1	6.9	
Reported Profit	17.6	18.5	16.2	15.2	18.8	20.1	19.2	21.4	67.4	79.5	18.1	

E: MOFSL Estimates; Note: Quarterly PAT (bei) is as reported by the company while FY21 PAT (bei) is adjusted PAT



Titan Company

Estimate changes	
TP change	
Rating change	

CMP: INR1,506 TP: INR1,785 (+19%)

Buy

Buoyant prospects beyond the near-term blip

Bloomberg	TTAN IN
Equity Shares (m)	888
M.Cap.(INRb)/(USDb)	1337.3 / 18.1
52-Week Range (INR)	1621 / 810
1, 6, 12 Rel. Per (%)	-2/3/11
12M Avg Val (INR M)	3730

Financials & Valuations (INR b)

Y/E March	2021	2022E	2023E
Sales	216.4	240.5	316.0
Sales Gr. (%)	2.8	11.1	31.4
EBITDA	17.2	27.7	39.0
EBITDA Margin (%)	8.0	11.5	12.3
Adj. PAT	9.8	18.0	26.4
Adj. EPS (INR)	11.0	20.2	29.7
EPS Gr. (%)	-35.4	83.4	47.1
BV/Sh.(INR)	84.5	94.6	106.5

Ratios

RoE (%)	13.8	22.6	29.6
RoCE (%)	13.0	21.0	27.3
Payout (%)	36.5	50.0	60.0

Valuation

P/E (x)	136.6	74.5	50.6
P/BV (x)	17.8	15.9	14.1
EV/EBITDA (x)	75.7	46.7	33.1

Shareholding pattern (%)

As On	Mar-21	Dec-20	Mar-20
Promoter	52.9	52.9	52.9
DII	11.5	11.2	11.1
FII	18.1	18.6	17.7
Others	17.5	17.3	18.3

FII Includes depository receipts

- TTAN's 4QFY21 result was in line with our expectation (as guided by its end of quarter update). The factors that led to strong Jewelry demand were: a) decline in gold prices, b) robust wedding demand, c) absence of other avenues of spending on a wedding, thus boosting Jewelry sales, and d) gains from other organized and unorganized players. The latter would continue to boost Jewelry sales over the near to medium term.
- The three factors that affected margin in 4QFY21 were: 1) reversal of salary cuts made in 1QFY21, 2) lower proportion of studded sales, and 3) reduction in gold import duty. All the three factors are transient and would not affect margin in the medium term.
- Balance Sheet improvements, especially on the working capital front, were impressive. If sustained, these could significantly elevate medium to longer term RoCE, especially for a business that has prospects of ~20% topline growth beyond the near term COVID-related blip. Maintain **Buy**.

In line performance

- **Consolidated revenue grew 59.1% YoY to INR74.9b** (in line) in 4QFY21. EBITDA grew 33.4% YoY to INR8.2b (in line). PBT grew 43.3% YoY to INR7.3b (in line). Recurring PAT grew 65.5% YoY to INR5.7b (v/s our estimate of INR5.9b). **This has been the highest ever quarterly PAT.**
- Consolidated gross margin fell 830bp YoY to 22.1%.
- As a percentage of sales, other expenses/staff cost/ad spends was lower by 330bp/220bp/70bp YoY to 6%/3.9%/1.3%. Thus, **EBITDA margin fell 210bp YoY to 10.9% (in line) in 4QFY21.**
- **Segmental performance:** a) Jewelry sales grew 71.3% YoY to INR66.8b. Segment margin fell 290bp YoY to 10.7%. b) Sale of Watches were flat YoY at INR5.6b, with EBIT margin down 290bp to 6.8% in 4QFY21.
- **FY21 performance:** Sales/EBITDA/PAT grew by +2.8%/-30.8%/-35.4% YoY. EBITDA margin stood at 8% in FY21 v/s 11.8% in FY20.
- **Balance sheet:** On a year-end basis, inventory/debtor/creditor days rose by 2/1/46 days to 142/6/84 days.
- **Cash flows:** OCF increased to INR41.4b in FY21 from -INR3.3b in FY20 due to improvement in working capital. Accordingly, FCF increased to INR40b in FY21 from -INR6.9b in FY20.

Highlights from the management commentary

- Golden Harvest (GHS) sales were robust in FY21. However, Feb'21 and Mar'21 sales from GHS were lower as enrollments in 1QFY21 were weak. Since GHS enrollment picked up in 3Q and 4QFY21, demand in the GHS channel will be healthy going forward.
- The management expects buoyant wedding demand beyond the temporary lockdown led blip due to COVID-19.
- At present, 50% of its stores are shut due to localized lockdowns across India.

- A 360 degree strategy specifically designed for the Tamil Nadu market has yielded strong revenue growth recently in a very large market where Tanishq has had extremely limited success earlier.

Valuation and view

- Given the ongoing lockdown/restrictions across India, we have cut our FY22E EPS estimate by 12.2%. However, there is no material change to our FY23E EPS.
- Unlike other discretionary peers, TTAN can claw back some of this lost demand. This is because the underlying demand remains robust, led by decline in gold prices and strong wedding demand. Despite ~62% YoY sales decline in 1Q, it ended up reporting positive sales growth in FY21.
- TTAN's medium- to long-term earnings growth opportunity is best-of-breed, which is reflected in the EPS CAGR of ~24% over the past three years before the COVID-19 impact in FY21. There is a strong growth runway given TTAN's market share of less than 10% and the continuing struggles of unorganized and other organized peers.
- While valuations of 50.6x FY23E EPS are not cheap, the long runway for profitable growth deserves a premium multiple. We maintain our **Buy** rating with a TP of INR1,785 per share (60x FY23E EPS).

Consolidated quarterly performance

Y/E March	(INR b)											
	FY20				FY21				FY20	FY21	4Q Variance	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			FY21E	(%)
Net Sales	51.5	46.6	65.3	47.1	19.8	45.5	76.2	74.9	210.5	216.4	75.4	-0.6
YoY change (%)	15.7	2.1	11.2	-3.6	-61.6	-2.3	16.7	59.1	6.4	2.8	60.0	
Gross Profit	14.1	13.9	16.7	14.3	4.3	14.2	17.2	16.6	59.0	52.3	21.2	
Margin (%)	27.4	29.7	25.5	30.4	21.9	31.2	22.6	22.1	28.0	24.2	28.2	
EBITDA	5.7	5.2	7.8	6.1	-2.5	3.1	8.5	8.2	24.9	17.2	8.3	-1.8
EBITDA growth (%)	18.8	11.4	32.6	36.6	-144.1	-40.1	8.2	33.4	25.1	-30.8	35.9	
Margin (%)	11.1	11.2	12.0	13.0	-12.8	6.9	11.1	10.9	11.8	8.0	11.0	
Depreciation	0.8	0.8	0.9	1.0	0.9	0.9	1.0	0.9	3.5	3.8	1.0	
Interest	0.3	0.4	0.4	0.4	0.5	0.5	0.5	0.5	1.7	2.0	0.6	
Other Income	0.6	0.3	0.2	0.4	0.4	0.5	0.4	0.6	1.5	1.9	0.6	
PBT	5.2	4.3	6.7	5.1	-3.6	2.2	7.4	7.3	21.3	13.3	7.3	-0.6
Tax	1.6	1.1	1.8	1.7	-0.6	0.4	2.1	1.6	6.2	3.5	1.5	
Rate (%)	30.0	26.4	26.8	32.6	17.9	20.2	28.5	22.2	28.9	26.5	19.9	
Adjusted PAT	3.6	3.1	4.9	3.4	-2.9	1.7	5.3	5.7	15.2	9.8	5.9	-3.5
YoY change (%)	11.0	3.8	19.9	-1.5	-180.3	-44.6	7.5	65.5	8.9	-35.4	71.6	

E: MOFSL estimates



Bajaj Auto

Estimate changes



TP change



Rating change

CMP: INR3,834 TP: INR4,150 (+8%)

Neutral

Bloomberg	BJAUT IN
Equity Shares (m)	289
M.Cap.(INRb)/(USDb)	1109.5 / 15
52-Week Range (INR)	4361 / 2363
1, 6, 12 Rel. Per (%)	5/6/1
12M Avg Val (INR M)	3042

Financials & Valuations (INR b)

Y/E MARCH	2021	2022E	2023E
Sales	277	363	407
EBITDA	49.3	63.2	74.0
Consol PAT	48.6	58.6	66.9
EPS (INR)	168	203	231
EPS Gr. (%)	(6.8)	20.7	14.1
BV/Sh. (INR)	871	885	911
RoE (%)	21.5	23.1	25.8
RoCE (%)	19.7	20.9	23.3

Valuation

P/E (x)	22.8	18.9	16.6
P/BV (x)	4.4	4.3	4.2
EV/EBITDA (x)	17.9	13.9	11.8
Div. Yield (%)	3.7	4.6	5.0

Shareholding pattern (%)

As On	Mar-21	Dec-20	Mar-20
Promoter	53.7	53.7	53.7
DII	12.3	9.1	8.8
FII	12.0	13.1	13.9
Others	22.0	24.1	23.6

FII Includes depository receipts

In line; higher RM cost keeps margin under pressure

Exports to dilute impact of near term weakness in the domestic market

- Bajaj Auto's (BJAUT) 4QFY21 performance was supported by favorable mix and price hikes, which helped in diluting commodity inflation. It has both near (3W recovery) and long term (premiumization and exports) levers, which are fairly reflected in current valuations. Higher dividend yield will provide a floor to valuations.
- We upgrade our FY22E/FY23E EPS by 1%/6.5% to factor in mix and upgrades in KTM's PAT. We maintain our **Neutral** stance with a TP of INR4,150 per share.

Commodity inflation diluted by better mix and price hike

- Revenue/EBITDA/PAT fell 26%/21.7%/1.7% YoY and 7.3%/3.3%/10.7% YoY in 4Q and FY21, respectively.
- Realizations grew 7% YoY (7.8% QoQ) to INR73.5k (v/s our estimate of INR69.8k), driven by better mix and price hike of 2% from Jan'21.
- Gross margin fell 340bp YoY (-110bp QoQ) to 28.1% (v/s our estimate of 28.2%) due to commodity cost inflation of ~400bp, diluted by price hikes and mix.
- EBITDA margin contracted 60bp YoY (-170bp QoQ) to 17.7% (v/s our estimate of 17.8%). Lower other income restricted PAT growth to just ~2% YoY to INR13.3b (v/s our estimate of INR13b).
- BJAUT announced a dividend of INR140/share (~90% payout) based on its revised dividend policy.

Highlights from the management commentary

- The **domestic demand** situation remains ambiguous due to the COVID-19 led lockdown (25% dealerships are closed and 10% are operating with some restriction). The same is expected to remain weak during 1QFY22. **Export demand** remains strong on the back of stable crude prices and other commodities. Demand for Entry/Executive segment Motorcycles is impacted the most, whereas Premium offerings are doing relatively better.
- **RM cost:** The management expects a further 300bp impact in 1QFY22, for which it has taken a price hike of 1.5-2% in Apr'21. As demand normalizes, it would see the benefits of: a) mix as domestic 3W demand recovers, b) new export incentive schemes, and c) favorable forex.
- **EV:** It is very serious about the advent of e-2Ws and the transformation it ushers. For electric Chetak, the constraint is at the vendor end and not at the company level. It is expecting some improvement in supplies from Jun'21 onwards.
- The business case is currently not supportive for an e-3W. However, it expects this equation to change with a change in battery cost and support from the government (through regulation). The management is focused on building the most capable e-3Ws (towards which it would invest heavily), but doesn't want to go all out to sell an e-3W at any price and artificially drive electrification.

Valuation and view

- Margin would be impacted by commodity headwinds in the near term. However, in the long term, BJAUT would benefit from: a) premiumization trend, b) opportunity in exports, and c) potential entry into the 2W scooter market via an EV. While a domestic 3W recovery might be delayed, it is vulnerable to a possible disruption from electrification.
- Valuations at 18.9x/16.6x FY22E/FY23E consolidated EPS largely capture the strong growth momentum. We maintain our **Neutral** stance, with a TP of INR4,150/share (~18x Mar'23E consolidated EPS).

Quarterly performance

	FY20				FY21				FY20	FY21	4Q
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			
Net Sales	77,558	77,073	76,397	68,159	30,792	71,559	89,099	85,961	2,99,187	2,77,411	81,756
Change (%)	3.9	(4.1)	2.7	(8.1)	(60.3)	(7.2)	16.6	26.1	(1.4)	(7.3)	19.9
EBITDA	11,982	12,781	13,672	12,528	4,085	12,662	17,296	15,241	50,962	49,285	14,575
EBITDA margin (%)	15.4	16.6	17.9	18.4	13.3	17.7	19.4	17.7	17.0	17.8	17.8
Interest	5	12	5	9	10	27	10	20	32	67	30
Depreciation	601	613	617	633	638	643	650	662	2,464	2,593	663
Non-operating Income	4,413	3,934	3,662	5,327	3,379	2,858	3,692	2,836	17,336	12,765	3,128
PBT after EO	15,788	16,089	16,713	17,212	6,817	14,851	20,328	17,395	65,802	59,390	17,010
Effective Tax Rate (%)	28.7	12.8	24.5	23.9	22.5	23.4	23.4	23.4	22.5	23.3	23.7
Adj. PAT	11,257	14,024	12,616	13,103	5,280	11,382	15,563	13,321	51,000	45,546	12,981
Change (%)	0.9	21.7	14.5	22.8	(53.1)	(18.8)	23.4	1.7	15.0	(10.7)	(0.9)

Key performance indicators

	FY20				FY21				FY20	FY21	4QFY21E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			
Volumes ('000 units)	1,247	1,174	1,202	992	443	1,053	1,307	1,170	4,615	3,973	1,170
Growth YoY (%)	1.7	-12.4	-4.6	-16.9	-64.5	-10.2	8.7	17.9	-8.1	-13.9	17.9
Dom. M/Cycle Mkt Share (%)	18.3	17.9	20.1	17.9	20.7	17.5	18.6	17.3	18.5	18.1	
Realization (INR/unit)	62,187	65,673	63,532	68,711	69,493	67,935	68,180	73,492	64,826	69,826	69,897
Growth YoY (%)	2.2	9.5	7.6	10.5	11.7	3.4	7.3	7.0	7.2	7.7	1.7
Cost Break-up											
RM Cost (% of sales)	71.7	70.5	69.9	68.4	67.1	70.7	70.8	71.9	70.2	70.7	71.8
Staff Cost (% of sales)	4.6	4.4	4.6	5.0	11.0	4.5	3.6	3.6	4.6	4.6	3.9
Other Cost (% of sales)	8.2	8.6	7.8	8.2	8.7	7.1	6.2	6.9	8.2	7.0	6.7
Gross Margin (%)	28.3	29.5	30.1	31.6	32.9	29.3	29.2	28.1	29.8	29	28
EBITDA Margin (%)	15.4	16.6	17.9	18.4	13.3	17.7	19.4	17.7	17.0	17.8	17.8
EBIT Margin (%)	14.7	15.8	17.1	17.5	11.2	16.8	18.7	17.0	16.2	16.8	17.0

E: MOFSL estimates



Ambuja Cements

Estimate change	↑
TP change	↔
Rating change	↔

CMP: INR314 **TP: INR320 (+2%)** **Neutral**

Expansion to improve near-term volumes...

...but growth visibility remains weak beyond CY22

Bloomberg	ACEM IN
Equity Shares (m)	1,986
M.Cap.(INRb)/(USD\$b)	623.5 / 8.4
52-Week Range (INR)	330 / 162
1, 6, 12 Rel. Per (%)	5/-2/33
12M Avg Val (INR M)	1658
Free float (%)	36.9

- Ambuja Cements (ACEM)'s 1QCY21 results highlight the company's continued focus on cost reduction, leading to 62% YoY growth in EBITDA. Volumes grew 25% YoY on the lower base of Mar'20.
- The commissioning of the Marwar–Mundwa capacity (in 3QCY21) should result in a volume CAGR of 11%, in line with the industry, over CY20–23E. However, we maintain our **Neutral** rating on weak growth visibility beyond CY22.

Financial Snapshot (INR b)

Y/E Dec	2020	2021E	2022E
Sales	113.7	136.4	150.5
EBITDA	26.5	31.3	35.9
Adj. PAT	17.9	21.1	24.0
EBITDA Margin (%)	23.3	22.9	23.9
Adj. EPS (INR)	9.0	10.6	12.1
EPS Gr. (%)	24.2	18.0	13.7
BV/Sh. (INR)	102.3	111.0	120.6

Ratios

Net D:E	-0.1	-0.2	-0.2
RoE (%)	8.4	10.0	10.5
RoCE (%)	8.7	10.3	10.8
Payout (%)	205.2	18.8	20.7

Valuations

P/E (x)	24.9	21.1	18.5
P/BV (x)	2.2	2.0	1.9
EV/EBITDA(x)	14.9	12.9	10.8
EV/ton (USD)	186.1	179.1	172.9
Div. Yield (%)	5.9	0.6	0.8
FCF Yield (%)	2.4	1.7	3.3

Shareholding pattern (%)

As On	Mar-21	Dec-20	Mar-20
Promoter	63.1	63.1	63.1
DII	12.3	11.8	14.3
FII	18.0	18.3	15.9
Others	6.6	6.8	6.7

FII Includes depository receipts

Lower costs drive 30% beat on EBITDA

- Revenue / EBITDA / Adj. PAT was up 28%/62%/67% YoY to INR36.2b/INR9.8b/ INR6.6b, beating our estimates by +4%/+30%/+38% (led by lower cost).
- Volumes were up 25% YoY to 7.24mt (est.: 6.94mt) on account of the lower base of Mar'20. Specialty product volumes grew 82% YoY.
- Blended realization was flat QoQ (+2% YoY) at INR5,002/t, in line with our estimate.
- Blended cost per ton declined 6% QoQ to INR3,653/t (-5% YoY), below our est. of INR3,917/t. This was attributable to better fixed cost absorption and lower-than-expected freight and power and fuel costs (likely due to petcoke being substituted with cheaper coal).
- Thus, blended EBITDA/t rose 24% QoQ (+29% YoY) to INR1,349 (25% above est). The EBITDA margin stood at 27% (+564bps YoY, +513bps QoQ).

Highlights from management commentary

- Capacity utilization stood at 96% v/s 81% in 1QCY20.
- A focus on fixed cost optimization and operating leverage led to 17% YoY decline in other expenses per ton. Freight cost per ton also declined 5.6% YoY due to improved logistic efficiencies and MSA gains, partially offset by an increase in diesel prices.
- Specialty products accounted for 12% of sales volumes.
- The greenfield Marwar–Mundwa plant has been delayed by a quarter and is guided to be commissioned in 3QCY21.

Weak growth visibility beyond CY22; valuations fair

- The commissioning of the Marwar–Mundwa capacity (in 3QCY21) should result in a volume CAGR of 11%, in line with the industry, over CY20–23E. However, growth visibility remains weak beyond CY22 as no expansion has been announced.
- Therefore, valuations at 10.8x CY22 EV/EBITDA seem fair, and we maintain **Neutral**. We value ACEM at INR320/sh on 10x Mar'23 EV/EBITDA, and we do not ascribe any holding company discount for its stake in ACC.

Quarterly Perf. (S/A)											(INR m)	
Y/E December	CY20				CY21E				CY20	CY21E	Est.	Var.
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE		1QE	(%)	
Sales Volume (m ton)*	5.77	4.19	5.67	7.05	7.24	6.14	5.81	7.86	22.67	26.86	6.94	4
YoY Change (%)	-9.7	-28.6	7.8	7.8	25.5	46.6	2.5	11.5	-5.8	18.5	20.3	
Realization (INR/ton)	4,783	5,119	4,942	4,919	4,943	5,123	4,973	4,880	4,929	5,009	4,939	0
YoY Change (%)	7.4	3.2	1.7	5.9	3.3	0.1	0.6	-0.8	4.5	1.6	3.3	
QoQ Change (%)	3.0	7.0	-3.5	-0.5	0.5	3.6	-2.9	-1.9			0.4	
Net Sales	28,275	21,768	28,525	35,151	36,214	31,849	29,377	38,992	113,719	136,433	34,694	4
YoY Change (%)	-3.4	-26.9	8.6	12.1	28.1	46.3	3.0	10.9	-2.5	20.0	22.7	
Total Expenditure	-22,243	-15,815	-21,721	-27,473	-26,446	-24,002	-23,795	-30,897	-87,253	-105,140	-27,157	-3
EBITDA	6,033	5,952	6,803	7,678	9,768	7,847	5,582	8,096	26,466	31,293	7,537	30
Margins (%)	21.3	27.3	23.9	21.8	27.0	24.6	19.0	20.8	23.3	22.9	21.7	
Depreciation	1,379	1,289	1,287	1,257	1,254	1,260	1,450	1,457	5,212	5,421	1,280	
Interest	231	183	185	233	204	230	230	233	831	897	210	
Other Income	881	1,922	523	394	552	1,750	550	532	3,720	3,383	450	
PBT before EO Item	5,304	6,402	5,855	6,583	8,861	8,107	4,452	6,938	24,144	28,358	6,497	36
Extraordinary Inc/(Exp)	0	0	0	0	0	0	0	0	0	0	0	
PBT after EO Exp/(Inc)	5,304	6,402	5,855	6,583	8,861	8,107	4,452	6,938	24,144	28,358	6,497	36
Tax	1,313	1,868	1,450	1,612	2,215	2,067	1,135	1,813	6,243	7,231	1,689	
Rate (%)	24.8	29.2	24.8	24.5	25.0	25.5	25.5	26.1	25.9	25.5	26.0	
Reported Profit	3,991	4,534	4,405	4,971	6,646	6,040	3,317	5,125	17,901	21,127	4,807	38
Adj PAT	3,991	4,534	4,405	4,971	6,646	6,040	3,317	5,125	17,901	21,127	4,807	38
YoY Change (%)	-2.7	1.3	71.0	52.4	66.5	33.2	-24.7	3.1	24.2	18.0	20.4	



Estimate change	↓
TP change	↓
Rating change	↔

Bloomberg	BIOS IN
Equity Shares (m)	1,200
M.Cap.(INRb)/(USDb)	472.7 / 6.4
52-Week Range (INR)	488 / 321
1, 6, 12 Rel. Per (%)	-2/-28/-40
12M Avg Val (INR M)	2326

Financials & Valuations (INR b)

Y/E MARCH	2021	2022E	2023E
Sales	71.1	83.2	99.4
EBITDA	16.6	20.4	26.3
Adj. PAT	7.4	9.2	13.4
EBIT Margin (%)	13.2	15.4	18.3
Cons. Adj. EPS (INR)	5.5	7.7	11.2
EPS Gr. (%)	-10.6	39.2	45.3
BV/Sh. (INR)	63.6	69.0	76.9

Ratios

Net D:E	0.2	0.1	0.0
RoE (%)	10.4	11.6	15.3
RoCE (%)	6.5	7.2	9.7
Payout (%)	0.0	29.3	29.3

Valuations

P/E (x)	71.2	51.3	35.3
EV/EBITDA (x)	29.1	23.3	17.8
Div. Yield (%)	0.0	0.5	0.7
FCF Yield (%)	-0.8	2.2	2.6
EV/Sales (x)	6.8	5.7	4.7

Shareholding pattern (%)

As On	Mar-21	Dec-20	Mar-20
Promoter	60.7	60.7	60.7
DII	7.1	6.0	7.3
FII	17.2	18.6	16.2
Others	15.0	14.7	15.8

FII Includes depository receipts

CMP: INR394 TP: INR390 (-1%) Neutral

Approvals/faster traction to lead to better future growth

Leadership changes in place now for Biocon Biologics

- BIOS delivered lower-than-expected 4QFY21 result due to: a) moderation in performance of Biosimilars, and b) sluggish growth in Generics. While the business environment remains challenging on account of COVID-19, it continues to build a product pipeline of Biosimilars/Generics to create a foundation for growth over the next 4-5 years.
- We lower our FY22E/FY23E EPS estimate by 10%/3%, factoring in a delay in: a) approvals for Biosimilars in the US, b) award of tenders in emerging markets, c) gradual build-up of the insulin glargine business, and d) increased competition in already commercialized products. We value BIOS at 34x 12-month forward earnings to arrive at our TP of INR390. We maintain our **Neutral** stance as current valuations adequately captures potential Biosimilar-led upsides in earnings.

Revenue below our estimate, lower R&D spend led to in line EBITDA

- Revenue grew 18% YoY to INR18.4b in 4QFY21 (v/s our estimate of INR20.2b), led by: a) Biosimilars (36% of sales) up 53% to INR6.6b, b) Research Services (36% sales) up 8% to INR6.6b. Growth was dragged down by sales of Generics, which rose 3% YoY to INR5.8b (28% of sales).
- Gross margin expanded 360bp YoY to 65% due to superior product mix. Accordingly, EBITDA margin expanded 350bp YoY to 23.7% (v/s our estimate of 22.4%). As a percentage of sales, higher other expense (+170bp YoY) was offset by lower R&D cost (-110bp).
- EBITDA grew 37% YoY to INR4.4b (v/s our estimate of INR4.5b), partly on a lower base.
- BIOS saw an exceptional gain of INR130m (net of insurance claims for a fire incident at Syngene and severance cost on exit of certain key personnel), Adjusting for the same and gain of INR1.6b (fair valuation of investment in Bicara Therapeutics), PAT grew 30% YoY to INR1.6b (v/s our estimate of INR1.9b).
- Sales/EBITDA grew 13%/3% YoY to INR71b/INR16.6b in FY21, while adjusted PAT declined 10.6% to INR6.6b.

Highlights from the management interaction

- The considerable leadership team change is in place now at Biocon Biologics, with Ms. Shreehas Tambe being appointed as Deputy CEO and Mr. Susheel Umesh being appointed as Chief Commercial Officer. BIOS expects performance to improve going forward.
- The management guided at growth in the biologics segment to be higher in FY22 than that in FY21 (which was 21% YoY), led by new launches and better traction in already commercialized products. It indicated double-digit growth in formulations/flat to low single-digit growth in API within Generics.
- Insulin glargin offtake has been gradual on account of timing of approval, impacting formulary contracting cycles in CY21. Partner Viatrix is working to gain access in formularies for CY22.
- Gross R&D spend would be 12-14% of FY22 revenue, excluding Syngene.

Valuation and view

- We lower our FY22E/FY23E EPS estimate by 10%/3%, factoring in: a) gradual uptick in sales of Biosimilars, b) delay in approvals for products in the Generics segment, and c) lower operating leverage.
- We expect 42% earnings CAGR over FY21-23E, led by a 22%/16%/12% sales CAGR in Biologics/Research Services/small molecules and 320bp margin expansion.
- We value BIOS at 34x 12-month forward earnings to arrive at our TP of INR390. We maintain our **Neutral** stance as the stock is fairly valued, factoring in biologics led earnings growth over the next 2-3 years.

Quarterly performance (consolidated)

Y/E March	FY20				FY21				FY20	FY21	(INR m)	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QFY21E	v/s our estimate
Net Sales	14,589	15,720	17,170	15,575	16,713	17,448	18,510	18,387	63,005	71,058	20,226	-9.1%
YoY change (%)	29.8	19.0	11.4	1.9	14.6	11.0	7.8	18.1	14.3	12.8	29.9	
Total Expenditure	10,220	11,690	12,720	12,390	12,590	13,354	14,530	14,030	46,974	54,504	15,697	
EBITDA	4,369	4,030	4,450	3,185	4,123	4,094	3,980	4,357	16,031	16,554	4,529	-3.8%
YoY change (%)	83.7	18.9	9.5	-22.3	-5.6	1.6	-10.6	36.8	15.1	3.3	42.2	
Depreciation	1,242	1,320	1,440	1,524	1,668	1,777	1,860	1,840	5,522	7,145	1,888	
EBIT	3,127	2,710	3,010	1,661	2,455	2,317	2,120	2,517	10,509	9,409	2,641	
YoY change (%)	125.5	19.4	4.0	-42.8	-21.5	-14.5	-29.6	51.5	11.1	-10.5	59.0	
Interest	166	140	180	168	125	65	50	340	649	577	75	
Other Income	241	380	360	631	183	155	220	450	1,614	945	317	
Extraordinary income	0	675	0	0	0	-180	60	1,030	675	970	0	
PBT	3,202	3,625	3,190	2,124	2,513	2,227	2,350	3,657	12,149	10,747	2,883	26.8%
Tax	852	1,000	850	450	809	223	490	700	3,151	2,222	702	
Rate (%)	26.6	27.6	26.6	21.2	32.2	10.0	20.9	19.1	25.9	20.7	24.3	
Minority Interest	210	347	310	360	180	261	180	430	1,227	1,051	298	
PAT	2,061	2,448	2,030	1,230	1,488	1,743	1,680	2,527	7,769	7,438	1,883	34.2%
Adjusted PAT	2,061	2,089	2,030	1,230	1,488	1,905	1,633	1,598	7,410	6,624	1,883	-15.1%
YoY change (%)	72.7	14.2	-10.6	-42.7	-27.8	-8.8	-19.6	29.9	-0.4	-10.6	53.1	
Margin (%)	14.1	15.6	11.8	7.9	8.9	10.0	9.1	13.7	12.3	10.5	9.3	

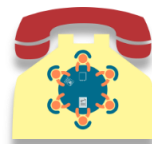
Shriram Transport Finance

BSE SENSEX 49,766 S&P CNX 49,766

CMP: INR1,416

Buy

Conference Call Details

Date: 30th Apr 2021

Time: 08:00am IST

Dial-in details:

+91 22 6280 1216

+91 22 7115 8117

Financials & Valuations (INR b)

Y/E March	2021	2022E	2023E
Net Inc.	83.8	92.6	109.6
PPP	64.0	69.8	83.6
PAT	24.9	32.5	37.5
EPS (INR)	98	128	148
EPS Gr. (%)	-10.9	30.5	15.6
BV/Sh (INR)	845	948	1,066

Ratios

NIM (%)	7.7	7.9	8.5
C/I ratio (%)	23.7	24.6	23.7
RoA (%)	2.0	2.5	2.8
RoE (%)	12.7	14.3	14.7
Payout (%)	22.0	24.0	24.0

Valuations

P/E (x)	14.4	11.0	9.6
P/BV (x)	1.7	1.5	1.3
Div. Yield (%)	1.3	1.8	2.1

Strong disbursement growth | Stable asset quality | Excess liquidity impacts NIMs

- Numbers: +91 22 6280 1216 +91 22 7115 8117 Shriram Transport (SHTF)'s 4QFY21 PAT grew 4% QoQ (+3.6x YoY on a low base) to INR7.5b, missing our estimates by 6%. Operationally, the company had a strong quarter, led by a) disbursement growth of 38% YoY (+19% QoQ) to INR150b, b) stable asset quality – with GS3% stable QoQ at 7.1%, and c) AUM growth of 2% QoQ and 7% YoY to INR1.17t.
- Reported NIMs (declined 8bp QoQ to 6.8%) were impacted by excess liquidity on the BS and interest reversals. Core NIMs were up 10–15bps QoQ.
- The company continues to carry COVID-related provisions of INR26b (v/s INR9b a year ago) – 2.2% of loans. ECL/EAD is among the highest in our coverage at ~6.8%.
- In FY21, SHTF's NII/PPOP/PAT came in largely flat on a YoY basis. Despite significant provisioning charges related to COVID-19 and negative carry related to excess liquidity, SHTF reported ROA of 2% and ROE of 12%+. We expect FY22 to be a normalized year and the company to report ROA/ROE of ~2.5/15%.

Disbursements improve sharply, but AUM growth moderates

- Disbursements grew 19 QoQ / 38% YoY to INR150b. ~95% of disbursements were in the Used Vehicle Financing segment v/s the trend rate of ~97% for the last three quarters.
- Overall AUM grew 2 QoQ / 7% YoY to INR1.17t. Note that the drag on AUM growth stems from the New Vehicles and Business Loans segments – the Used Vehicle Financing segment grew 4% QoQ / 11% YoY to INR1.05t.
- The share of used vehicle financing in total AUM has increased 600bp to 89% over the past two years.

Stable asset quality; healthy collection efficiency

- Collection efficiency stood at 95–97% over Sep–Nov 2020 (post the moratorium) and improved to 104% in Dec'20. The trend continued in 4Q as well, with CE coming in at ~103%. This resulted in a strong repayment rate of ~45% (opening AUM), above pre-COVID levels of ~43%.
- Given healthy collection trends, the GS3 ratio remained stable at ~7.1%. The company shored up its ECL provisions related to COVID-19 by INR0.8b, taking the total buffer to INR26b. Interestingly, at 4.1%, SHTF carries the highest Stage 1 and 2 provisions in our Coverage Universe.
- Our calculation suggests write-offs and termination losses for the quarter were back at pre-COVID levels at INR5.3b (~2% of annualized loans).
- Restructuring requests have been minimal for ~2% of loans (INR22.7b). Overall, ECLGS sanctions are also low at INR7.2b.

Miss on NII due to excess liquidity

- Reported NIMs declined 8bp QoQ to 6.8%, weighed by a) higher liquidity (INR171b v/s INR134b a quarter ago) and b) interest reversals of ~INR400m. Overall NII missed our estimates by ~4%. In our view, core NIMs, adjusted for these factors, will have been higher by 10–15bps.
- We expect the gradual deployment of excess liquidity in the ensuing quarters and a further fall in COF to drive NIM expansion in FY22.

Other highlights

- The company opened up 18 branches last quarter and 60 branches last year.
- The C/I ratio was largely stable on a QoQ/YoY basis at 24.8%.
- The tax rate stood at ~20%, aided by deferred tax reversal of INR5.3b. We await clarification on the same.
- CAR was healthy at ~22.5%, of which Tier I accounted for ~20%.
- Derivative FV accounting, which was changed in 4QFY20, had a positive impact of INR1.2b (~3.8%) on PBT; the impact was routed through OCI.

Valuation and view

Since the IL&FS crisis, the company has diversified into new borrowing sources, such as retail NCDs and ECBs. The share of ECBs in total borrowings has increased meaningfully to 21% (from 13% five quarters back). SHTF has also increased liquidity to 16% of borrowings. AUM growth has been weak for the past several quarters; however, there have been signs of a reversal in the last two quarters, especially in its core segment of Used Vehicle Financing. On the asset quality front, SHTF has done a good job of reducing the GNPL ratio over the past year. We look to revise our estimates and TP post the concall on 30th April.

Quarterly Performance

(INR m)

Y/E March	FY20				FY21				FY20	FY21	4QFY21E	Act v/s Est. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	39,721	41,099	41,154	40,922	41,026	42,997	43,815	44,033	1,62,675	1,71,281	44,115	0
Interest expenses	20,112	21,134	21,193	21,589	22,672	22,629	22,363	22,879	82,703	90,543	22,086	4
Net Interest Income	19,609	19,965	19,961	19,333	18,354	20,368	21,452	21,154	79,972	80,739	22,029	-4
Change YoY (%)	6.1	-3.3	-1.7	0.1	-6.4	2.0	7.5	9.4	1.6	1.0	13.9	
Other Operating Income	502	1,077	1,035	697	383	480	569	907	2,880	2,923	631	44
Other Income	89	23	33	46	38	35	48	39	203	160	82	-53
Net Income	20,200	21,064	21,029	20,076	18,775	20,883	22,069	22,100	83,055	83,821	22,743	-3
Change YoY (%)	7.6	0.4	1.4	0.8	-7.1	-0.9	4.9	10.1	3.4	0.9	12.9	
Operating Expenses	4,772	5,189	4,722	5,351	3,823	5,125	5,432	5,484	20,720	19,857	5,625	-3
Operating Profit	15,428	15,875	16,307	14,726	14,952	15,759	16,637	16,617	62,336	63,964	17,118	-3
Change YoY (%)	9.8	-2.2	0.7	-2.6	-3.1	-0.7	2.0	12.8	1.2	2.6	16.2	
Provisions	5,612	6,607	4,444	11,287	10,646	6,555	6,747	7,236	27,949	31,184	6,334	14
Profit before Tax	9,816	9,269	11,863	3,439	4,306	9,204	9,890	9,380	34,387	32,780	10,784	-13
Tax Provisions	3,473	1,618	3,072	1,205	1,105	2,359	2,613	1,831	9,368	7,908	2,777	-34
Net Profit	6,343	7,651	8,792	2,234	3,201	6,846	7,277	7,549	25,018	24,873	8,007	-6
Change YoY (%)	10.7	25.5	38.4	-70.1	-49.5	-10.5	-17.2	238.0	-2.4	-0.6	258.5	
Key Operating Parameters (%)												
Yield on loans (Cal)	16.2	16.5	16.3	16.0	16.0	16.6	16.7	16.4	16.0	15.8		
Cost of funds (Cal)	9.0	9.3	9.3	9.3	9.6	9.5	9.3	9.0	9.1	9.0		
Spreads (Cal)	7.2	7.1	6.9	6.8	6.4	7.1	7.4	7.4	6.9	6.7		
NIMs (Reported)	7.2	7.2	7.3	6.9	6.4	6.7	6.9	6.8	7.1	6.7		
Credit Cost	2.1	2.5	1.6	4.1	3.8	2.3	2.4	2.5	2.8	3.0		
Cost to Income Ratio	23.6	24.6	22.5	26.7	20.4	24.5	24.6	24.8	24.9	23.7		
Tax Rate	35.4	17.5	25.9	35.0	25.7	25.6	26.4	19.5	27.2	24.1		
Balance Sheet Parameters												
AUM (INR B)	1,063	1,081	1,089	1,097	1,118	1,133	1,149	1,172	1,097	1,172		
Change YoY (%)	5.8	3.6	4.9	5.0	5.1	4.8	5.5	6.8	5.0	6.8		
Loans (INR B)	988	1,007	1,018	1,022	1,034	1,043	1,059	1,083	1,022	1,083		
Change YoY (%)	4.0	2.1	5.7	5.7	4.6	3.6	4.0	5.9	5.7	5.9		
Disbursements (INR B)	123	133	114	109	10	65	126	150	479	350	118.8	
Change YoY (%)	-8.4	-3.7	19.2	-9.1	-92.0	-51.2	10.5	37.8	-1.3	-26.8		
Borrowings (INR B)	906	906	915	944	953	959	963	1,062	944	1,062		
Change YoY (%)	6.3	2.7	2.2	7.3	5.1	5.9	5.2	12.5	7.3	12.5		
Loans/Borrowings (%)	109.1	111.1	111.2	108.3	108.5	108.8	110.0	102.0	108.3	102.0		
Debt/Equity (x)	5.6	5.3	5.1	5.2	5.3	4.7	4.6	4.9	5.3	5.0		
Asset Quality Parameters (%)												
GS 3 (INR B)	89.3	94.0	93.9	91.8	89.3	82.2	81.7	83.0	91.8	83.0		
Gross Stage 3 (% on Assets)	8.5	8.8	8.7	8.4	8.0	7.3	7.1	7.1	8.5	7.1		
NS 3 (INR B)	60.9	63.8	63.7	59.9	54.9	49.5	48.0	48.1	59.9	48.1		
Net Stage 3 (% on Assets)	6.1	6.3	6.2	5.8	5.2	4.7	4.5	4.4	5.9	4.4		
PCR (%)	31.8	32.1	32.1	34.7	38.6	39.7	41.2	42.1	34.7	42.1		
ECL (%)	5.3	5.4	5.3	5.8	6.5	6.6	6.7	6.8	5.8	6.5		
Return Ratios (%)												
ROAA (Rep)	2.3	2.7	3.1	0.8	1.1	2.2	2.3	2.3	2.3	2.0		
ROAE (Rep)	15.8	18.4	20.2	5.0	7.1	14.2	14.1	14.2	15.0	12.7		

E: MOFSL Estimates

AU Small Finance Bank

BSE SENSEX
49,766S&P CNX
14,895

CMP: INR1,124 TP: INR1,350 (+20%)

Buy

Conference Call Details

Date: 30th Apr, 2021

Time: 9:00am IST

Dial-in details:

+91-22-7115 8379

Financials & Valuations (INR b)

Y/E March	FY21	FY22E	FY23E
NII	23.7	30.0	38.4
PPOP	21.6	21.8	27.3
PAT	11.7	12.4	16.2
NIM (%)	5.0	5.2	5.2
EPS (INR)	38.0	40.2	52.6
EPS Gr. (%)	67.9	-2.7	30.9
BV/Sh. (INR)	197.7	241.4	293.9
ABV/Sh. (INR)	184.1	233.6	286.9

Ratios

RoE (%)	22.3	18.1	19.6
RoA (%)	2.5	2.1	2.2

Valuations

P/E(X)	29.6	28.0	21.4
P/BV(X)	5.7	4.7	3.8
P/ABV(X)	6.1	4.8	3.9

Business momentum remains robust; asset quality deteriorates sequentially

- AUBANK reported a 4QFY21 PAT of INR1.69b (up 38% YoY; MOSLe: INR2.64b), impacted by higher opex and elevated provisions. NII grew 24% YoY to INR23.6b. PPOP/PAT grew 80%/74% to INR21.6b/INR11.7b, aided by gains of INR5.7b from stake sale in AAVAS in FY21.
- NII grew 18% YoY (+4% QoQ) to INR6.6b (5% below our estimate) affected by higher interest reversal of INR660m. Margin contracted 30bp QoQ to 5.3%. Other income grew ~51% YoY to INR2.77b, aided by PSLC fee income of INR1.04b in 4QFY21.
- Operating expenses rose sharply (~32% each QoQ/YoY) to ~INR5.6b due to one-off increase in ESOP expenses of INR590m. The core C/I ratio increased to 59.4% v/s 54.4% in 3QFY21. PPOP grew 18% YoY to INR3.74b, while core PPOP growth stood ~30% YoY.
- Total AUM grew 22% YoY (+14% QoQ) to INR377b, with retail AUM forming 91% of total AUM. Net advances grew ~28% YoY (+14% QoQ). Disbursements picked up well and grew 48% YoY to INR74.2b in 4QFY21, driven by growth across most segments.
- Total deposits grew strongly (~38% YoY/~21% QoQ) to INR360b. Retail deposits (CASA + Retail TD) mix increased sharply to 55% of deposits (v/s 43% in 4QFY20). CASA ratio (excluding CDs) increased to 23% v/s 22% in 3QFY21.
- On the asset quality front, GNPA/NNPA ratio increased to 4.3%/2.2% v/s pro forma GNPA/NNPA of 3.7%/1.3% as of Dec'20. Of the total GNPA, ~1.5% pertains to customers who are less than 90dpd and paying, but were once NPA ('ONAN') and have been tagged as NPA now. The management expects majority of this pool to regularize as collection efficiency stood at 118% in Mar'21, with ~88% having paid their EMIs in Mar'21. PCR moderated to ~50%. AUBANK carried additional contingent provisions of INR700m.
- Collection efficiency and customer activation rates have surpassed pre-COVID levels across most segments, with ~81% of loans at zero dpd - similar to FY20 levels. The total restructuring book stood at INR6.41b (~1.8% of total loans), on which the bank has made provisions of INR1.15b.
- **Other highlights:** 1) Capital adequacy stood strong at 23.4% (Tier I of 21.5%), and 2) incremental spread at 7.9%, with CoF declining to 6.5% (-20bp QoQ).
- **Valuation and view:** AUBANK's reported earnings were impacted by one-offs in the form of high interest reversals and increase in opex, led by ESOP-related expenses. While asset quality deteriorated sequentially, collection efficiency and customer activation rate remains above pre-COVID levels, with ~81% of loans at zero dpd - similar to FY20. On the business front, retail deposit mix continues to improve, while AUM growth remains strong. We will review our estimates and TP post the earning call scheduled on 30th Apr'21.

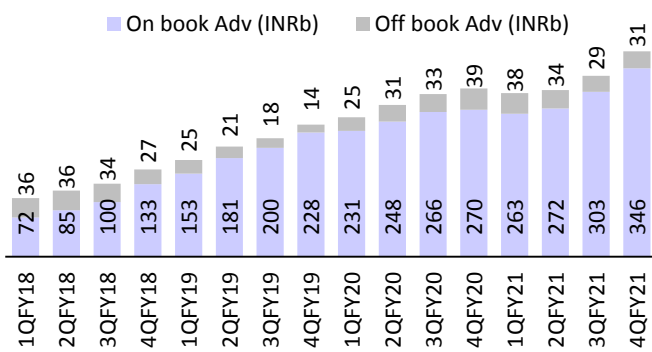
Quarterly performance

(INR m)

	FY20				FY21				FY20	FY21	4Q v/s our	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			FY21E	estimate
Net Interest Income	3,956	4,516	5,068	5,549	5,159	5,606	6,331	6,558	19,089	23,654	6,935	-5.4
% Change (YoY)	38.1	40.7	45.7	43.4	30.4	24.1	24.9	18.2	42.2	23.9	25.0	
Other Income	2,109	1,508	1,612	1,831	2,258	2,857	6,634	2,766	7,061	14,515	2,210	25.2
Total Income	6,065	6,024	6,681	7,381	7,416	8,463	12,965	9,325	26,150	38,170	9,145	2.0
Operating Expenses	3,157	3,247	3,552	4,223	2,961	3,800	4,237	5,587	14,179	16,584	4,540	23.1
Operating Profit	2,908	2,777	3,128	3,158	4,456	4,663	8,728	3,738	11,972	21,586	4,605	-18.8
% Change (YoY)	90.7	58.5	75.1	46.4	53.2	67.9	179.0	18.4	65.8	80.3	45.8	
Provisions	315	610	401	1,506	1,813	574	2,836	1,778	2,832	7,001	1,614	10.1
Profit before Tax	2,593	2,167	2,727	1,652	2,643	4,089	5,892	1,960	9,140	14,585	2,991	-34.5
Tax Provisions	690	447	825	429	635	870	1,102	271	2,392	2,878	347	-22.0
Net Profit	1,903	1,719	1,902	1,223	2,008	3,219	4,790	1,690	6,748	11,707	2,644	-36.1
% Change (YoY)	147.3	88.1	99.5	3.5	5.5	87.2	151.9	38.1	76.7	73.5	116.2	
Operating Parameters												
Deposit (INR b)	198.5	221.5	238.7	261.6	267.3	269.8	297.1	359.8	261.6	359.8	330	9
Loan (INR b)	231.0	248.1	265.7	269.9	262.5	272.3	302.9	346.1	269.9	346.1	334	4
Deposit Growth (%)	98.5	72.1	62.5	34.7	34.7	21.8	24.5	37.5	34.7	37.5	26.0	1,151
Loan Growth (%)	51.3	36.9	32.9	18.3	13.6	9.8	14.0	28.2	18.3	28.2	23.8	444
Asset Quality												
GNPA (%)	2.1	2.0	1.9	1.7	1.7	1.5	1.0	4.3	1.7	4.3	3.2	101
NNPA (%)	1.3	1.1	1.0	0.8	0.6	0.5	0.2	2.2	0.8	2.2	1.2	102
PCR (%)	40.5	43.9	46.8	52.5	63.5	71.0	76.0	49.7	52.5	49.7	64.2	-1,449

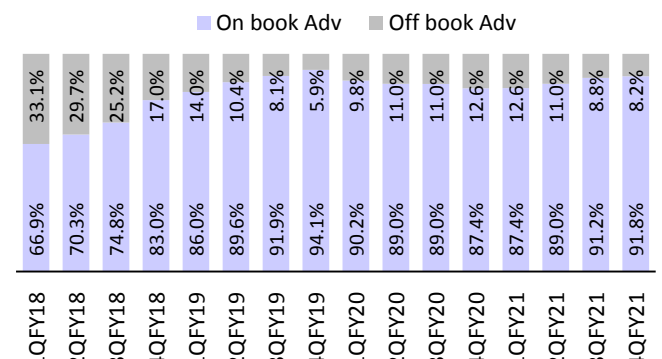
Source: MOFSL, Company

Overall AUM grew 22% YoY (+13.5% QoQ)



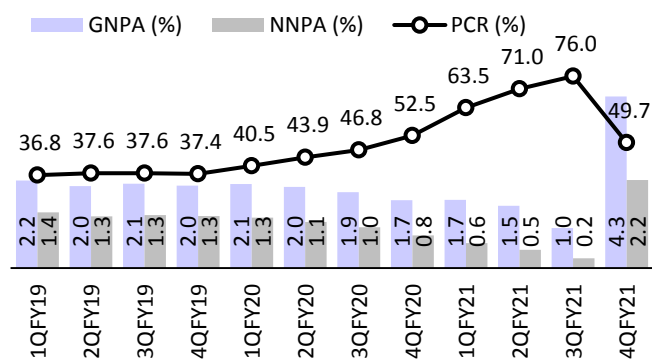
Source: Company, MOFSL

Mix of on-book advances ~92%



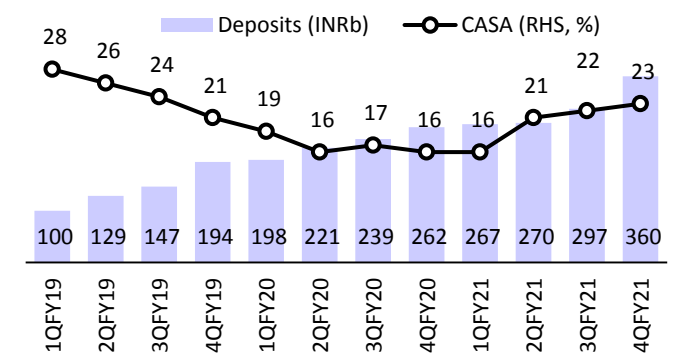
Source: Company, MOFSL

PCR moderates to ~59%; GNPA/NNPA ratio at 4.3%/2.2% v/s pro forma GNPA/NNPA of 3.7%/1.3% as of Dec'20



Source: Company, MOFSL

Robust traction in deposit mobilization (~38% YoY); CASA ratio stands ~23%



Source: Company, MOFSL



Tata Communications

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	TCOM IN
Equity Shares (m)	285
M.Cap.(INRb)/(USD\$b)	316.1 / 4.3
52-Week Range (INR)	1365 / 368
1, 6, 12 Rel. Per (%)	-2/-1/122
12M Avg Val (INR M)	354

Financials & Valuations (INR b)

Y/E March	FY21	FY22E	FY23E
Sales	171.0	174.2	192.1
EBITDA	42.6	45.2	51.5
Adj. PAT	13.3	14.4	19.0
EBITDA Margin (%)	24.9	25.9	26.8
Adj. EPS (INR)	46.5	50.6	66.7
EPS Gr. (%)	340.2	8.8	31.9
BV/Sh. (INR)	4.1	54.7	121.4

Ratios

Net D:E	57.5	2.8	0.5
RoE (%)	-227.9	172.4	75.8
RoCE (%)	19.5	16.4	18.6
Payout (%)	10.6	9.2	7.0

Valuations

EV/EBITDA (x)	9.5	8.5	7.0
P/E (x)	24.0	22.1	16.7
P/BV (x)	275.5	20.4	9.2
Div. Yield (%)	0.4	0.4	0.4

Shareholding pattern (%)

As On	Mar-21	Dec-20	Mar-20
Promoter	58.9	75.0	75.0
DII	7.5	1.4	1.8
FII	24.4	17.7	17.5
Others	9.2	6.0	5.8

FII Includes depository receipts

CMP: INR1,116 TP: INR1,045 (-6%) Neutral

Deal conversions remain lackluster

- Tata Communications (TCOM)'s 4QFY21 revenue/EBITDA missed our estimates by 5%/8% on lower-than-expected revenues in both the Data and Voice segments – due to slower deal to revenue conversion cycles.
- We have marginally revised down our revenue/EBITDA estimates for FY22/FY23E on lower earnings expectations and slower traction in revenue. Maintain Neutral.

Revenue/EBITDA miss by 5%/8% due to subdued deal conversion

- Voice segment revenue was down 17.2% QoQ to INR5.6b, while Data segment revenue was largely in-line at INR35.2b (-1% QoQ) – due to slower deal conversions and moderation in UCC traffic.
- EBITDA was also down 3% QoQ to INR10.2b (8.3% miss) due to 4.6% decline in the Data segment to INR9.8b; this was partially offset by 80% growth in the Voice segment to INR360m. Voice EBITDA growth was attributable to recovery in segmental margins to 6.4% (v/s 2.9% QoQ). Subsequently, however, the overall EBITDA margin expanded 10bp to 24.9%.
- TCOM reported exceptional gains of INR12m in 4QFY21. Gains were attributable to insurance claims worth INR242.5m. This was partially offset by exceptional loss of INR41.6m toward interest on unpaid provisions for licensee fees and INR189.4m in staff optimization costs.
- Other income stood at INR577m in 4QFY21 v/s INR82m in 3QFY21. Subsequently, TCOM's PAT decreased 3.2% QoQ to INR3b, and adjusted PAT (for exceptional items) was down 7% QoQ to INR2.9b (13% miss).
- Capex for 4QFY21 stood at INR3.9b v/s INR3.4b in 3QFY21. Full-year FY21 capex was at INR14.2b, down 11% v/s INR16b in FY20.
- Net debt declined by INR1.9b QoQ to INR78b. The company also made a payment of INR3.8b to DoT due to a difference in the accounting of costs.
- FY21 revenue/EBITDA increased 0%/30% YoY to INR171b/INR43b; FCF increased 77% YoY (on account of lower profits in FY20).

Highlights from management commentary

- The management targets double-digit data revenue growth in the medium term, and margins are expected to remain healthy.
- The revenue conversion cycle for larger deals has further stretched to 258 days in FY21 from 203 days in FY20 (due to COVID), but this is expected to be short-lived.
- Healthy growth of 4% is seen in the deal funnel, with a better quality pipeline; the share of large deals is up 12%.
- The company paid INR3.8b to DoT toward AGR dues, for which the company had made provisions in FY20.
- Capex in FY22 is expected to be ~USD250m.

Valuation and view

- The management commentary on deal wins and demand for networking solutions have been bullish since the onset of the COVID-19 pandemic in Mar'21. However, overall revenue has been flat YoY, while EBITDA has increased 30% YoY, led by cost optimization & operational efficiency, leading to EBITDA margin improvement of 560bps.
- Incremental margin improvement may be limited; therefore, deal wins and deal-to-revenue conversions would be the key monitorables to achieve double-digit earnings growth going ahead in FY22.
- We have marginally revised down our revenue/EBITDA estimates for FY22/FY23E on lower-than-expected earnings. We maintain Neutral, with TP of INR1,045 (earlier INR950), marginally improving the multiple (7x/2x assigned to Data/Voice business EBITDA) – given the company's improving leverage and return profile.

Cons. Quarterly Earning Model

(INR m)

Y/E March	FY20				FY21E				FY20	FY21	4Q	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue	41,686	42,728	42,287	43,979	44,029	44,011	42,228	40,733	170,680	171,001	42,896	-5
YoY Change (%)	5.7	5.0	-1.0	3.6	5.6	3.0	-0.1	-7.4	3.3	0.2	1.4	
Total Expenditure	33,430	34,391	34,679	35,291	33,612	32,436	31,767	30,581	137,790	128,395	31,825	-4
EBITDA	8,256	8,337	7,608	8,688	10,418	11,575	10,461	10,152	32,890	42,606	11,070	-8
YoY Change (%)	40.7	32.3	-9.7	26.8	26.2	38.8	37.5	16.8	19.8	29.5	27.4	-1057bps
Depreciation	5,522	5,583	5,605	6,867	5,899	5,719	5,570	5,950	23,577	23,139	5,833	2
Interest	1,157	1,157	1,161	1,232	1,163	1,064	1,044	931	4,707	4,202	1,007	-8
Other Income	88	95	140	373	147	761	82	577	697	1,568	357	62
PBT before EO expense	1,666	1,692	981	963	3,503	5,553	3,929	3,848	5,302	16,833	4,587	-16
Exceptional (gain)/loss	65	59	0	3,781	105	540	114	-12	3,905	747	0	
PBT	1,601	1,632	981	-2,818	3,398	5,013	3,815	3,859	1,397	16,085	4,587	-16
Tax	852	1,107	406	-98	812	1,153	711	872	2,267	3,549	1,193	
Rate (%)	53.2	67.8	41.3	3.5	23.9	23.0	18.6	22.6	162.3	22.1	26.0	
MI & P/L of Asso. Cos.	-18	-14	-9	30	8	15	12	-5	-11	30	46	
Reported PAT	766	539	585	-2,750	2,578	3,845	3,092	2,992	-860	12,505	3,440	-13
Adj PAT	796	598	585	1,031	2,683	4,384	3,206	2,980	3,011	13,253	3,440	-13
YoY Change (%)	NM	NM	NM	-479.8	236.9	632.8	447.6	189.1	-582.2	340.2	487.6	

E: MOFSL Estimates

BSE SENSEX
49,766S&P CNX
14,895

CMP: INR8,794

Conference Call Details

Date: 30th Apr 2021

Time: 15:30 IST

Dial-in details:

<https://indiamart.floor.bz/>

Financials & Valuations (INR b)

Y/E Mar	2021	2022E	2023E
Net Sales	6.7	8.4	10.3
EBITDA	3.3	3.6	4.3
NP	2.8	3.4	4.0
EPS (INR)	96.7	115.2	137.7
EPS Gr. (%)	88.4	19.2	19.5
BV/Sh. (INR)	556.5	653.8	776.5
RoE (%)	30.0	19.1	19.3
RoCE (%)	30.4	19.3	19.5
PE (x)	82.4	69.2	57.9
PB (x)	14.3	12.2	10.3

Strong collections lead to beat on margins

- 4QFY21 revenues grew 5.6% YoY (in-line), EBIT grew 77% YoY (est. 71% YoY), and PAT rose 24% YoY (est. 74% YoY).
- FY21 revenue was up 4.9% YoY, EBIT grew 112% YoY, and PAT stood at 90% YoY.

In-line revenue; robust increase in collections

- Revenues were up 5.6% YoY and 3.5% QoQ to INR1.8b (in line with our estimates).
- Total collections surged 53% sequentially to INR2.7b, implying a YoY increase of 35%.

Beat on margins

- While the EBIT margin declined 280bp sequentially to 45.6%, it came in above our estimate of 44%.
- All of the traffic on the platform was organic in nature; therefore, the company has not incurred any advertisement expenses.
- PAT stood at INR557m (up +24% YoY), missing our estimates. The miss was attributable to higher ETR on the de-recognition of deferred tax assets on goodwill. Barring this (INR109m impact), PAT was up 50% YoY to INR666m.

Other highlights

- IndiaMART posted 43% YoY growth in traffic to 257m in 4QFY21 v/s 180m in 4QFY20.
- The total no of suppliers on the platform rose 9% YoY to 6.5m.
- The total no of paid suppliers stood at 152k (in line with estimates), implying an increase of 3% YoY and 5% QoQ. ARPU increased 4.5% YoY to INR47k (in-line).
- Deferred revenue was up 6% YoY and 15% QoQ to INR7260m.
- Total cash and investments stood at INR23.6b, v/s INR11.4b last quarter. The increase in cash was on the completion of QIP amounting to INR10.7b.
- OCF was up 76% YoY to INR1650m, implying OCF/PAT of 296%. For FY21, OCF was up 24% YoY to INR3230m.
- The company has recently acquired an 11% equity stake in Legistify Services Private Limited, a 25% equity stake in TruckHall Private Limited, and a 26% equity stake in Shipway Technologies Private limited (in the business of running SAAS solutions).
- The company declared a dividend of INR15/share.
- **Valuation and view:** We would revisit our estimates post the earnings call. The outlook on growth in paid suppliers, ARPU, and cost structure would be keenly observed.

Consolidated - Quarterly Earnings Model

(INR m)

Y/E March	FY20				FY21				FY20	FY21	Est. 4QE	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Gross Sales	1,470	1,566	1,649	1,701	1,531	1,632	1,736	1,797	6,386	6,696	1,805	-0.4
YoY Change (%)	30.1	28.4	23.1	23.3	4.1	4.2	5.3	5.6	26.0	4.9	6.1	-50bp
Total Expenditure	1,110	1,203	1,213	1,178	798	815	858	943	4,704	3,414	972	-3
EBITDA	360	363	436	523	733	817	878	854	1,682	3,282	833	3
Margins (%)	24.5	23.2	26.4	30.7	47.9	50.1	50.6	47.5	26.3	49.0	46.2	140bp
Depreciation	40	50	58	59	44	44	38	35	207	161	40	-11
Interest	0	7	5	17	18	18	16	15	29	67	16	-6
Other Income	140	205	166	172	337	179	246	104	683	866	258	-60
PBT before EO expense	460	511	539	619	1,008	934	1,070	908	2,129	3,920	1,036	-12
PBT	460	511	761	612	1,004	932	1,065	892	2,344	3,893	1,036	-14
Tax	140	422	141	169	263	234	263	335	872	1,095	255	32
Rate (%)	30.4	82.6	18.5	27.6	26.2	25.1	24.7	37.6	37.2	28.1	24.6	1300bp
Minority Interest & P/L of Asso. Cos.	0	0	0	0	0	0	0	0	0	0	0	0
Reported PAT	320	89	620	443	741	698	802	557	1,472	2,798	781	-29
Adj PAT	320	89	398	450	745	700	802	557	1,257	2,804	781	-29
YoY Change (%)	-156.1	-55.5	37.2	55.2	132.8	686.5	101.5	23.8	498.6	123.1	73.6	-4980bp
Margins (%)	21.8	5.7	24.1	26.5	48.7	42.9	46.2	31.0	19.7	41.9	43.3	-1230bp

BSE SENSEX	S&P CNX
49,766	14,8950

CMP: INR454

Buy

Conference Call Details



Date: 30th Apr 2021
Time: 11:00am IST
Dial-in details:
+91-22-6280 1148

Financials & Valuations (INR b)

Y/E MARCH	2021	2022E	2023E
Sales	48.1	59.0	69.2
EBITDA	15.5	19.2	22.9
Adj. PAT	9.8	12.1	14.7
EBIT Margin (%)	28.0	27.8	28.1
Cons. Adj. EPS (INR)	18.4	22.6	27.4
EPS Gr. (%)	285.4	22.6	21.6
BV/Sh. (INR)	48.7	67.8	91.1
Ratios			
Net D:E	0.5	0.3	0.2
RoE (%)	45.0	38.8	34.5
RoCE (%)	30.6	28.7	28.3
Payout (%)	15.1	15.1	15.1
Valuations			
P/E (x)	24.7	20.1	16.5
EV/EBITDA (x)	16.5	13.3	10.9
Div. Yield (%)	0.5	0.6	0.8
FCF Yield (%)	0.2	1.5	3.3
EV/Sales (x)	5.3	4.3	3.6

Strong performance in API/FDF drives 4QFY21 earnings

Execution momentum remains robust

- Revenue for Laurus Labs (LAURUS) grew 68% YoY to INR14.1b in 4QFY21 (v/s our estimate of INR13.2b).
- The YoY growth was mainly backed by: a) 88% YoY growth in API revenue to INR8b (57% of sales), b) 61% growth in Formulation sales to INR4.3b (30% of sales) on better volume offtake in LMICs, the US, and the EU, and c) 17.4% growth in Synthesis (CDMO division) to INR1.8b (12% of sales).
- The ARV-API segment more than doubled YoY to INR5.7b and other API grew 80% to INR1.7b.
- Gross margin expanded 530bp YoY to 55.5% due to superior product mix. EBITDA margin expanded 1,050bp YoY to 33.4% (v/s our estimate of 34.2%) on better gross margin and operating leverage (employee cost/other expenses fell 240bp/280bp YoY as a percentage of sales).
- EBITDA grew ~2.9x in 4QFY21 to INR4.2b (v/s our estimate of INR4b).
- PAT grew 2.7x YoY to INR3b on strong sales growth and superior margin.
- Sales/EBITDA/PAT grew 70%/135%/285% YoY to INR48b/INR15.5b/INR9.8b.

Key highlights for 4QFY21

- Gross debt: INR14.5b; net debt: INR14b.
- R&D spent stood at INR1.8b and constituted 3.8% of sales in 4QFY21.

Consolidated quarterly earning model

Y/E March	FY20				FY21				FY20	FY21	4QFY21E	v/s our est. (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Net Sales	5,506	7,124	7,296	8,391	9,743	11,388	12,884	14,119	28,317	48,135	13,157	7.3
YoY change (%)	2.1	21.1	37.8	32.1	77.0	59.9	76.6	68.3	23.6	70.0	56.8	
Total Expenditure	4,673	5,746	5,814	6,474	6,960	7,650	8,621	9,397	22,672	32,628	8,658	
EBITDA	833	1,378	1,482	1,918	2,783	3,739	4,263	4,722	5,645	15,507	4,499	4.9
YoY change (%)	-2.7	51.2	68.9	71.2	234.3	171.3	187.7	146.2	50.0	174.7	134.6	
Margin (%)	15.1	19.3	20.3	22.9	28.6	32.8	33.1	33.4	19.9	32.2	34.2	
Depreciation	458	478	476	461	488	510	516	536	1,873	2,051	538	
EBIT	374	900	1,006	1,457	2,295	3,229	3,747	4,186	3,773	13,456	3,961	5.7
YoY change (%)	-21.0	75.4	123.6	112.7	513.3	258.9	272.3	187.2	77.8	256.7	171.8	
Margin (%)	6.8	12.6	13.8	17.4	23.6	28.4	29.1	29.6	13.3	28.0	30.1	
Interest	225	256	208	207	151	137	174	219	896	682	145	
Other Income	45	14	19	17	71	51	69	45	59	237	44	
PBT before EO expense	194	658	817	1,267	2,215	3,143	3,642	4,012	2,936	13,011	3,860	3.9
Extra-Ordinary expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	194	658	817	1,267	2,215	3,143	3,642	4,012	2,936	13,011	3,860	3.9
Tax	43	92	82	166	497	720	913	1,043	383	3,173	892	
Rate (%)	22.1	14.0	10.1	13.1	22.4	22.9	25.1	26.0	13.1	24.4	23.1	
Reported PAT	151	566	735	1,102	1,718	2,423	2,729	2,969	2,553	9,838	2,969	0.0
Adjusted PAT	151	566	735	1,102	1,718	2,423	2,729	2,969	2,553	9,838	2,969	0.0
YoY change (%)	-25.2	104.4	312.4	155.1	1,038.0	328.4	271.4	169.6	132.6	285.4	169.5	
Margin (%)	2.7	7.9	10.1	13.1	17.6	21.3	21.2	21.0	9.0	20.4	22.6	

L&T Finance Holdings

BSE SENSEX
49,766S&P CNX
14,895

CMP: INR90

Buy

Conference Call Details

Date: 30th Apr 2021

Time: 11:00 IST

Dial-in details:

+91 22 6280 1486 /

+91 22 7115 8867

[Link for call](#)

Financials & Valuations (INR b)

Y/E March	2021	2022E	2023E
Total Income	68.8	65.7	74.9
PPP	49.1	44.0	51.1
Adj. PAT	9.5	16.8	24.8
EPS (INR)	3.8	6.8	10.0
EPS Gr. (%)	-64.6	77.6	47.3
BV/Sh. (INR)	76	82	91
Ratios			
NIM (%)	6.1	5.3	5.6
C/I ratio (%)	28.7	33.1	31.9
RoAA (%)	0.9	1.5	2.1
RoE (%)	5.7	8.6	11.6
Payout (%)	11.3	12.0	12.0
Valuation			
P/E (x)	23.4	13.2	8.9
P/BV (x)	1.2	1.1	1.0
Div. Yield (%)	0.4	0.9	1.3

Pick up in disbursements, improved CE, and lower provisioning

- L&T Financial Holdings (LTFH) reported a 4QFY21 PAT of INR2.7b (31% miss). The company accounted for a one-off taxation provision, excluding which PAT would be at INR4.3b (v/s our estimate of INR3.8b). While PPOP missed our estimate by 9%, lower credit costs led to the PBT beat.
- In FY21, loan book declined 4% YoY, while operating profit was flattish. PAT more than halved to INR9.5b on the back of accelerated credit costs (up 58% YoY).

Rural segment drives recovery in disbursements

- Disbursements are almost back to pre-COVID levels, led by Vehicle/Micro finance. With **disbursements of INR12b in 4QFY21, LTFH is the largest Tractor financier in India**. 2W disbursements reached YoY levels of INR11b. In MFI, it disbursed INR32b – the highest in several quarters.
- Disbursements in Housing/Real Estate finance remained muted, while those in Infrastructure finance are at the lowest ever at INR12b.
- Due to elevated sell-downs in the Infrastructure lending segment, **total loan book declined by 4% QoQ to INR940b**.

Collections at pre-COVID levels; building up provision buffer

- Collection efficiency (CE) improved significantly across product segments. Total collections (focused business) rose 23% QoQ to INR139b.
- With improving CE, credit costs declined from an average of ~INR10b in the past three quarters to INR6.5b in 4QFY21. **Total additional provision buffer now stands at INR10b (1.2% of loans)**.
- **The GNPL ratio was largely unchanged at 5%. The NNPL ratio reduced by 30bp QoQ to 1.6%**. Note that the Rural finance book witnessed a 50bp QoQ rise in the GNPL ratio to 4%.

Spreads improve; AMC AUM records a growth

- Spreads (calculated) improved 30bp QoQ to 6.2% as the CoF fell by a similar quantum to 7.1%.
- Average AUM in the AMC segment increased 5% QoQ to INR728b, led by an 8% increase in equity AUM to INR405b. PAT came in at INR560m in 4QFY21 (v/s INR510m QoQ).

Valuation and view

The key retail business of LTFH has witnessed an improving trend MoM on disbursements as well as collections. LTFH has been consolidating its loan book over the past few quarters. The same is expected to remain so for the next 2-3 quarters. Margin should see some benefit as the company reduces excess liquidity on the Balance Sheet and is able to reduce its CoF. We look to revise our estimates post the analyst call on 30th Apr'21.

LTFH: Quarterly performance

(INR M)

Y/E March	FY20				FY21				FY20	FY21	4QFY21E	v/s our estimate
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Income from Operations	35,945	36,113	36,289	33,537	33,871	34,081	34,678	34,152	141,041	136,781	35,816	-5
Interest Expenses	19,229	18,980	18,896	18,031	19,782	18,888	17,238	16,091	75,136	71,999	16,962	-5
Net Interest Income	16,716	17,134	17,393	15,506	14,089	15,193	17,439	18,060	65,905	64,782	18,854	-4
Change YoY (%)	4.9	9.1	16.4	5.4	-15.7	-11.3	0.3	16.5	7.5	-1.7	21.5	
Other income	950	1,005	1,052	720	105	1,008	1,187	1,720	3,726	4,020	1,333	29
Total Income	17,666	18,139	18,445	16,225	14,193	16,201	18,627	19,781	69,632	68,802	20,187	-2
Change YoY (%)	6.5	9.7	16.8	4.6	-19.7	-10.7	1.0	21.9	8.1	-1.2	24.3	
Operating Expenses	4,435	4,791	5,299	5,261	4,175	4,583	4,913	6,078	19,785	19,749	5,125	19
Change YoY (%)	-12.1	-8.5	15.0	21.7	-5.9	-4.3	-7.3	15.5	3.0	-0.2	-2.6	
Operating Profit	13,231	13,349	13,146	10,965	10,019	11,618	13,713	13,703	49,846	49,053	15,062	-9
Change YoY (%)	14.7	18.2	17.6	-2.0	-24.3	-13.0	4.3	25.0	10.3	-1.6	37.2	
Provisions	5,804	5,786	5,894	6,405	11,282	8,328	10,227	6,520	23,046	36,357	10,316	-37
Profit before Tax	7,426	7,563	7,252	4,559	-1,264	3,290	3,487	7,182	26,801	12,696	4,746	51
Tax Provisions	1,932	1,084	1,338	711	-482	813	609	4,523	5,064	5,463	906	399
Profit after tax	5,494	1,745	5,915	3,849	1,474	2,477	2,878	2,660	21,736	9,489	3,840	-31
Change YoY (%)	1.8	-68.8	1.8	-30.3	-73.2	42.0	-51.4	-30.9	-2.6	-56.3	-0.2	
Key Operating Parameters (%)												
Cost-to-Income Ratio	25.1	26.4	28.7	32.4	29.4	28.3	26.4	30.7	28.4	28.7	25.4	704 BPS
Tax Rate	26.0	14.3	18.4	15.6	38.1	24.7	17.5	63.0	18.9	43.0	19.1	-350 BPS
Balance Sheet Parameters												
Gross Customer Assets (INR b)	999	1,003	995	984	989	988	1,001	940	984	940	1,094	-10
Change YoY (%)	15.7	9.9	5.0	-0.7	-1.0	-1.4	0.6	-4.4	-0.7	-4.4	11.2	
Borrowings (INR b)	929	901	930	939	941	929	937	886	939	886	1,004	-7
Change YoY (%)	20.3	3.8	5.9	2.6	1.3	3.2	0.8	-5.7	2.6	-5.7	7.0	
Customer Assets/Borrowings (%)	108	111	107	105	105	106	107	106	105	106	109	
Debt/Equity (x)	7	6	6	6	6	6	6	5				
Asset Quality Parameters (%)												
GS 3 (INR b)	54.6	57.5	56.6	50.4	49	49	49	45	50.4	59.1		
Gross Stage 3 (%)	6	6	6	5	5.2	5.2	5.1	5.0	5.3	6.5		
NS 3 (INR b)	22.9	26.3	24.6	20.8	16	15	18	14	20.8	25.3		
Net Stage 3 (%)	2	3	3	2	2	2	2	2	2.3	2.9		
PCR (%)	58	54	57	59	68.6	68.9	63.7	69.4	58.7	57.3		
Return Ratios (%)												
RoAA	2	2	2	1	1	1	1	2	2.0	0.9		
RoAE	16.0	18.1	16.5	10.4	4	8	8	10	15.6	5.7		

Coromandel International

BSE SENSEX 49,766
S&P CNX 14,895

CMP: INR737

Buy

Conference Call Details



Date: 30th April 2021
Time: 2:30pm IST
Dial-in details:
+91-22-6280 1145

Lower Fertilizer margins drag down overall performance

- Coromandel International (CRIN) reported overall revenue of INR28.6b in 4QFY21 (flat YoY; est.: INR26.2b). The Crop Protection segment grew 17% YoY to INR5.2b, while the Nutrient & Other Allied Business segment de-grew 3% YoY to INR23.7b.
- EBITDA margins contracted 450bp to 9.1% (est.: 13.3%), primarily due to decline in gross margins – RM cost as a percentage of sales stood at 68.7% in 4QFY21 (v/s 65.0% in 4QFY20), employee cost came in at 4.8% (v/s 4.1%), freight cost stood at 6.4% (v/s 7.4%), and other expenses were 11% (v/s 9.9%).
- EBITDA was down 33% YoY to INR2.6b (est.: INR3.5b).
- The EBIT margin contracted 430bp to 8.5% in Nutrient & Other Allied Business and 100bp to 12.5% in Crop Protection.
- Adj. PAT was down 33% YoY to INR1.6b (est.: INR2.2b).
- FY21 revenue / EBITDA / adj. PAT grew 8%/16%/25%. CRIN generated CFO of INR41.5b (v/s INR18.6b last year); higher cash generation was attributable to the government releasing subsidies of INR17.3b (v/s 0.8b last year).

Quarterly Performance

(INR m)

Y/E March	FY20				FY21				FY20	FY21E	FY21 Var	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				4QE
Consolidated												
Net Sales	21,307	48,580	32,787	28,693	32,132	46,113	35,330	28,560	1,31,367	1,42,135	26,200	9
YoY Change (%)	-15.7	-3.0	7.5	8.8	50.8	-5.1	7.8	-0.5	-0.7	8.2	-8.7	
Total Expenditure	19,354	41,450	28,467	24,786	28,007	37,682	30,338	25,950	1,14,057	1,21,977	22,719	
EBITDA	1,953	7,130	4,320	3,907	4,125	8,431	4,993	2,610	17,310	20,158	3,481	-25
Margins (%)	9.2	14.7	13.2	13.6	12.8	18.3	14.1	9.1	13.2	14.2	13.3	
Depreciation	305	417	408	451	421	420	423	467	1,580	1,731	460	
Interest	796	664	459	434	434	253	205	164	2,353	1,057	150	
Other Income	100	95	91	115	107	82	89	158	400	435	130	
PBT before EO expense	952	6,145	3,544	3,137	3,376	7,841	4,453	2,136	13,778	17,806	3,001	
Extra-Ord expense	0	0	0	0	0	0	0	0	0	0	0	
PBT	952	6,145	3,544	3,137	3,376	7,841	4,453	2,136	13,778	17,806	3,001	
Tax	326	1,110	899	800	896	1,967	1,130	575	3,135	4,568	755	
Rate (%)	34.3	18.1	25.4	25.5	26.5	25.1	25.4	26.9	22.8	25.7	25.2	
Minority Interest & P/L of Asso. Cos.	2	-4	-1	-4	-26	-15	-16	2	-8	-54	-5	
Reported PAT	624	5,039	2,645	2,342	2,506	5,889	3,338	1,559	10,651	13,292	2,250	-31
Adj PAT	624	5,039	2,645	2,342	2,506	5,889	3,338	1,559	10,651	13,292	2,250	-31
YoY Change (%)	-30.8	30.8	71.0	105.3	301.4	16.9	26.2	-33.5	43.1	24.8	-3.9	
Margins (%)	2.9	10.4	8.1	8.2	7.8	12.8	9.4	5.5	8.1	9.4	8.6	

BSE SENSEX	S&P CNX
49,766	14,895

Financials & Valuations (INR b)

INR b	2021	2022E	2023E
NII	5.2	6.3	7.4
PPP	3.9	4.9	6.0
PAT	2.9	3.8	4.6
EPS (INR)	36.9	48.1	59.0
EPS Gr. (%)	15.9	30.4	22.7
BV/Sh. (INR)	306	354	413
Ratios (%)			
NIM	7.6	7.7	7.7
C/I ratio	39.7	38.1	36.4
Credit cost	0.54	0.36	0.35
RoA	3.5	3.9	4.0
RoE	12.9	14.6	15.4
Payout (%)	0.0	0.0	0.0
Valuation			
P/E (x)	62.2	47.7	38.9
P/BV (x)	7.5	6.5	5.5
Div. Yield (%)	0.0	0.0	0.0

Shareholding pattern (%)

As On	Mar-21	Dec-20	Mar-20
Promoter	50.1	50.2	53.5
DII	8.5	9.4	13.5
FII	31.9	31.0	23.6
Others	9.6	9.4	9.4

FII Includes depository receipts

CMP: INR2,293

Neutral

Strong pickup in disbursements; asset quality healthy

- Aavas Financiers (AAVAS)'s 4QFY21 PAT grew 46% YoY to INR876m (16% beat). While operating profit missed our estimates by 8%, lower-than-expected credit costs and tax rate led to the PAT beat.
- Contrary to initial expectations, AAVAS had a healthy FY21, with 21% YoY AUM growth, only a ~50bp increase in the GNPL ratio, and healthy RoA of 3.5%. NII/PAT grew 20%/16% YoY in FY21.

Sharp uptick in disbursements; AUM mix stable

- **Disbursements picked up sharply in the quarter by 32% QoQ and 17% YoY to INR10.1b.** As a result, AUM grew 7% QoQ / 21% YoY to INR95b.
- The AUM mix remained stable, with the share of LAP at 27%. The share of salaried customers was also stable at 40%.
- AAVAS sold down INR1.6b worth of loans in the quarter (v/s INR2.4b QoQ) and recorded upfront income of INR274m.
- The company opened up 17 branches in the quarter, seven of which are in Rajasthan.

Asset quality stable

- **The GNPL/NNPL ratio remained sequentially stable at 1%/0.7%.** The company did not restructure any loans during the quarter.
- On a positive note, the 1dpd+ ratio improved 180bp QoQ to 6.4%. However, it was still higher than the 3–4% levels pre-COVID.

Sharp decline in yields; reduced liquidity on the balance sheet

- **The calculated yield on loans declined 130bp QoQ and 75bp YoY to 13.8%. We await clarity from the management on the same.**
- At the same time, the company continues to reap benefits on the liability side – it borrowed INR7.3b at 6.3% in 4QFY21. The weighted-average cost of funds declined 30bp to 7.2%.
- AAVAS reduced liquidity on the BS from INR18b to INR11b on a sequential basis. Liquidity now amounts to 18% of borrowings.

Valuation and view

We believe AAVAS has built a sustainable business model to scale up profitably across geographies over the long term. Its technology adoption and relentless focus on asset quality have made it a standout among peers. This is evident in the healthy asset quality performance in FY21. On the business front, disbursements have now exceeded YoY levels – we expect the company to deliver healthy AUM growth in FY22. While margins remain at risk, we believe the potential risk would be offset by improvement in the expense ratio. We look to revise our estimates post the analyst concall on 30th April.

Quarterly performance

Y/E March									INR m	
	FY20				FY21				FY20	FY21
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	1,816	1,881	2,020	2,148	2,286	2,430	2,577	2,470	7,864	9,764
Interest Expenses	804	833	949	974	1,118	1,144	1,169	1,152	3,561	4,582
Net Income	1,012	1,047	1,070	1,174	1,168	1,287	1,408	1,318	4,304	5,182
YoY Growth (%)	37	38	16	23	15	23	32	12	27	20
Other income	159	432	374	202	49	274	523	443	1,167	1,289
Total Income	1,171	1,479	1,444	1,376	1,218	1,560	1,932	1,761	5,470	6,471
YoY Growth (%)	32	45	9	4	4	6	34	28	20	18
Operating Expenses	495	524	627	650	526	634	665	742	2,296	2,566
YoY Growth (%)	13	19	29	23	6	21	6	14	21	12
Operating Profits	676	955	817	726	692	927	1,267	1,019	3,174	3,905
YoY Growth (%)	50	65	-2	-9	2	-3	55	40	19.1	23.0
Provisions	32	45	13	63	60	81	162	70	153	371
Profit before Tax	643	910	804	664	632	846	1,105	950	3,020	3,533
Tax Provisions	190	150	125	64	131	184	249	74	529	638
Profit after tax	453	760	679	599	501	662	856	876	2,491	2,895
YoY Growth (%)	51	115	21	10	11	-13	26	46		
Key Parameters (%)										
Yield on loans	13.9	13.8	13.7	13.6	13.6	13.5	13.4	13.2	13.5	13.2
Cost of funds	8.8	8.8	8.7	8.4	8.1	7.9	7.7	7.4	7.9	7.8
Spread	5.1	5.0	5.1	5.2	5.5	5.6	5.7	5.8	5.6	5.4
NIM - YTD	8.1	8.7	8.7	8.2	6.2	6.8	7.4	7.7	7.9	7.6
Credit cost	0.2	0.3	0.1	0.3	0.3	0.4	0.8	0.3	0.3	0.5
Cost to Income Ratio (%)	42.3	35.5	43.4	47.2	43.2	40.6	34.4	42.1	42.0	39.7
Tax Rate (%)	29.6	16.4	15.5	9.7	20.8	21.8	22.5	7.8	17.5	18.1
Balance Sheet Parameters										
AUM (INR B)	63.6	67.5	72.0	78.0	79.4	83.7	88.2	94.5	78.0	93.6
Change YoY (%)	46.0	41.9	36.2	31.2	24.7	23.9	22.6	21.3	31.2	20.1
AUM mix (%)										
Home loans	75.0	74.6	73.9	73.5	73.4	73.5	73.4	73.5	73.5	73.5
Mortgage loans	25.0	25.4	26.1	26.5	26.6	26.5	26.6	26.5	26.5	26.5
Loans (INR B)	51.1	53.1	56.2	61.8	63.6	66.9	69.7	73.5	61.8	73.5
% of AUM	80.4	78.7	78.2	79.3	80.1	79.9	79.0	77.7	30.8	18.9
Disbursements (INR B)	6.7	6.4	7.5	8.6	2.1	6.7	7.6	10.1	29.3	25.7
Change YoY (%)	22.7	18.9	6.0	-1.2	-68.3	3.5	1.5	17.5	9.7	-12.3
Borrowings (INR B)	37.6	42.2	45.6	53.5	56.8	60.3	64.8	63.5	53.5	63.5
Change YoY (%)		38.2	44.6	46.5		42.9	42.2	18.6	46.5	18.6
Borrowings/Loans (%)	73.6	79.4	81.0	86.6	89.3	90.1	93.0	86.4	86.6	86.4
Debt/Equity (x)	2.0	2.1	2.2	2.6	2.6	2.7	2.8	2.6	2.6	2.6
Asset Quality (%)										
GS 3 (INR M)	299.4	328.2	323.4	284.1	294.8	312.7	704.6	739.1		
G3 %	0.6	0.6	0.6	0.5	0.5	0.5	1.0	1.0		
NS 3 (INR M)	244.2	260.8	256.9	210.2	205.4	211.5	503.8	537.7		
NS3 %	0.5	0.5	0.5	0.3	0.3	0.3	0.7	0.7		
PCR (%)	18.4	20.5	20.6	26.0	30.3	32.4	28.5	27.2		
ECL (%)	0.3	0.3	0.3	0.3	0.4	0.5	0.7	0.7		
Return Ratios - YTD (%)										
ROA (Rep)	3.2	4.0	4.1	3.8	2.6	2.9	3.2	3.5		
ROE (Rep)	9.7	12.8	13.0	12.7	9.4	10.8	12.2	12.9		

E: MOFSL Estimates



Exide

Estimate changes	↔
TP change	↔
Rating change	↔

Bloomberg	EXID IN
Equity Shares (m)	850
M.Cap.(INRb)/(USD\$b)	151.4 / 2
52-Week Range (INR)	221 / 142
1, 6, 12 Rel. Per (%)	-4/-12/-37
12M Avg Val (INR M)	762

Financials & Valuations (INR b)

Y/E MARCH	2021	2022E	2023E
Net Sales	100.4	115.7	130.3
EBITDA	13.6	15.1	18.2
Adj. PAT	7.6	8.7	11.1
Adj. EPS (INR)	8.9	10.2	13.1
EPS Gr. (%)	-10.0	14.3	28.6
BV/Sh. (INR)	81.1	88.1	98.0

Ratio

Net D:E	-0.1	-0.3	-0.3
RoE (%)	11.0	11.6	13.4
RoCE (%)	11.8	12.2	14.2
Payout (%)	22.4	31.4	24.4

Valuations

P/E (x)	20.0	17.5	13.6
P/BV (x)	2.2	2.0	1.8
Div Yield (%)	1.1	1.8	1.8
FCF Yield (%)	7.1	9.1	6.8

Shareholding pattern (%)

As On	Mar-21	Dec-20	Mar-20
Promoter	46.0	46.0	46.0
DII	24.6	27.3	23.5
FII	12.0	10.4	9.4
Others	17.5	16.4	21.1

FII Includes depository receipts

CMP: INR178

TP: INR220 (+24%)

Buy

Above est.; strong revenue growth drives beat

Captive smelters dilute higher lead prices

- Exide (EXID)'s 4QFY21 performance was driven by all-round strong growth. We expect strength in the aftermarket to continue with the shift from the unorganized to the organized segment, whereas FY22 would see cyclical recovery in demand from the OEM segment.
- We largely maintain our earnings estimate. Maintain **Buy**, with TP of ~INR220/share (~15x FY23 EPS + INR25/share for the Insurance business).

Beat in EBITDA led by operating leverage, partially offset by high RM costs

- 4QFY21 revenues/EBITDA/PAT grew 43%/53%/45% YoY to INR29.4b/INR4.1b/INR2.4b. FY21 revenues grew 1.9% to INR100.4b, while EBITDA / adj. PAT declined -0.7%/10% to INR13.5b/INR7.6b.
- Strong revenue growth was driven by good growth in auto OEMs and the Replacement segment as well as the Industrial segment (led by UPS).
- The gross margin contracted 160bp QoQ (-390bp YoY) to 34.3% (v/s est. 35.3%) due to the lag impact of RM cost inflation in plastics and an adverse mix (OEM-led).
- EBITDA margins grew 90bp YoY (-40bp QoQ) to 14% (v/s est. 13.7%), benefitting from operating leverage. EBITDA grew 52.6% YoY (+2.4% QoQ) to INR4.1b (v/s est. INR3.7b).
- Adj. PAT grew 45% YoY (flat QoQ) to ~INR2.4b (v/s est. ~INR2.1b).
- It announced dividend of INR2/share.

Highlights from the press release

- Revenue growth was attributable to volume improvement in both the Automotive and Industrial divisions. Aftermarket demand for automotive and UPS batteries was strong.
- In 4Q, demand from OEMs and other institutional customers improved.
- The company is focusing on sales transformation and various cost control measures as core strategies to boost the bottom line.
- Mr Subir Chakraborty would assume the MD & CEO position from May'21 for three years. He has been Deputy MD of the company since May'19. Mr Gautam Chatterjee (outgoing MD & CEO) has been appointed Whole-time Advisor to the board for three years starting May'21.

Valuation and view

- We largely maintain our earnings estimates. EXID would see lower impact from lead price inflation on account of its captive smelter. It should also have a better mix owing to a higher aftermarket share.
- We prefer EXID as it offers superior risk-reward considering its market leadership, technological alliances, backward integration, and better mix.
- There is a risk from lithium batteries in the 2W and 3W segments (~15% of revenues) as well as Industrial segment (~26% of revenues).
- The stock trades at 17.5x/13.6x FY22/FY23E S/A EPS. Maintain **Buy**, with TP of ~INR220 (~15x S/A Mar'23E EPS + INR25/share for the Life Insurance business).

S/A Quarterly Performance

(INR m)

Y/E March	FY20				FY21				FY20	FY21E	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE
Net Sales	27,793	26,109	24,115	20,551	15,476	27,534	28,010	29,388	98,567	100,408	26910
Growth YoY (%)	0	-4	-3	-21	-44	5	16	43	-7	1.9	31
EBITDA	4,077	3,672	3,198	2,702	1,485	3,920	4,028	4,123	13,650	13,556	3687
Change (%)	4	10	2	-28	-64	7	26	53	-3	(0.7)	36
Depreciation	864	898	925	939	914	953	953	974	3626	3,794	969
Interest	18	18	21	37	14	63	76	85	94	238	77
Non-Operating Income	164	56	251	169	70	148	201	235	639	654	209
PBT after EO Exp	3,359	2,812	2,286	1,895	627	3,052	3,200	3,300	10,352	10,179	2850
Tax	1116	439	326	215	188	764	786	859	2097	2,596	677
Effective Tax Rate (%)	33	16	14	11	30	25	25	26	20	25.5	24
Adj. PAT	2,243	2,373	2,132	1,680	440	2,288	2,414	2,441	8,428	7,583	2173
Change (%)	2	31	32	-19	-80	-4	13	45	9	(10.0)	29

Key performance indicators

Cost Break-up											
RM(%)	64.5	63.8	63.8	61.8	68.8	65.0	64.1	65.7	63.6	65.5	64.7
Employee cost (%)	6.0	6.7	6.9	7.7	9.0	6.9	7.4	6.3	6.8	7.2	7.5
Other Exp(%)	14.9	15.5	16.0	17.3	12.6	13.9	14.1	14.0	15.8	13.8	14.1
Gross Margin (%)	35.5	36.2	36.2	38.2	31.2	35.0	35.9	34.3	36.4	34.5	35.3
EBITDA Margin(%)	14.7	14.1	13.3	13.1	9.6	14.2	14.4	14.0	13.8	13.5	13.7
EBIT Margin(%)	11.6	10.6	9.4	8.6	3.7	10.8	11.0	10.7	10.2	9.7	10.1
Lead Price (INR/Kg)	131.1	142.8	145.5	133.5	127.4	139.2	140.3	147.2	138.2	137.3	147.2
Change (%)	-18.0	-2.4	2.7	-6.9	-2.8	-2.5	-3.6	10.3	-6.5	-0.7	10.3

BSE SENSEX
49,766S&P CNX
14,895

CMP: INR1,998

Buy

Conference Call Details

Date: 30th Apr 2021

Time: 17:00 IST

Dial-in details:

+91-22 7115 8006

Financials & Valuations (INR b)

Y/E Mar	2021	2022E	2023E
Sales	41.9	49.2	56.7
EBIT Margin (%)	12.1	13.7	13.8
PAT	4.5	5.7	6.7
EPS (INR)	59.0	75.1	87.4
EPS Gr. (%)	32.4	27.3	16.5
BV/Sh. (INR)	365.9	418.5	479.7
Ratios			
RoE (%)	17.4	19.1	19.5
RoCE (%)	14.1	16.2	16.4
Payout (%)	33.9	30.0	30.0
Valuations			
P/E (x)	33.9	26.6	22.8
P/BV (x)	5.5	4.8	4.2
EV/EBITDA (x)	20.0	16.0	13.5
Div yld (%)	1.0	1.1	1.3

Broad-based beat on Services-led growth

- 4QFY21 USD revenues grew 20.3% YoY (est. 19.2% YoY) to USD153m, EBIT grew 70.9% YoY (above our est. of 59% YoY) to INR1.5b, and PAT grew 64% YoY to INR1.4b (est. 39% growth).
- FY21 USD revenue grew 13% YoY, EBIT grew 55% YoY, and PAT grew 32% YoY.

P&L highlights

- PSYS USD revenues grew 4.6% QoQ to USD152.8m, above our estimate of 3.6% QoQ growth.
- Growth was led by 8.6% QoQ growth in Services, partially offset by 13.8% decline in IP (seasonality).
- TSU grew 8.3% QoQ, while Alliance declined 7.3% QoQ.
- The EBITDA margin stood at 16.9%, -10bps QoQ and 20bp above our estimate, despite a one-month wage hike impact.
- PAT stood at INR1.4b (+13.9% QoQ), +18% v/s our estimates, on higher operational and other income.

Good beat on margins

- The company reported strong headcount additions of +1,242 QoQ, while utilization levels fell 200bps.
- Attrition inched up to 11.7% TTM (+140bps QoQ).
- 4Q TCV stood at USD246.5m (-18% YoY), with 56% new TCV. ACV stood at USD200.7m – decline of 21% QoQ.
- Growth was led by non-top 10 accounts, which grew at 5.9% QoQ, above the company growth rate.
- For FY21, OCF stood at INR7,359m (+109% YoY), indicating OCF/EBITDA of 108%; FCF stood at INR6,078m (+120% YoY), indicating FCF/PAT of 135%.

Valuation and view

We would revisit our estimates post the earnings call. Commentary on the near-term outlook, verticals, and IP business would be keenly watched. Maintain Buy.

Quarterly Performance (IFRS)											(INR m)	
Y/E March	FY20				FY21				FY20	FY21	Est.	Var. (% /
(Consolidated)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QFY21	bp)
Revenue (USD m)	119.6	125.5	129.4	127.1	131.0	136.1	146.2	152.8	502	566	151.5	0.9
QoQ (%)	1.1	4.9	3.1	-1.8	3.1	3.9	7.4	4.6	4.3	12.9	3.6	93bp
Revenue (INR m)	8,321	8,846	9,227	9,264	9,914	10,077	10,754	11,134	35,658	41,879	11,042	0.8
QoQ (%)	0.0	6.3	4.3	0.4	7.0	1.7	6.7	3.5			2.7	85bp
YoY (%)	-0.3	5.9	6.8	11.4	19.1	13.9	16.5	20.2	5.9	17.4	19.2	99bp
GPM (%)	34.7	34.7	33.3	33.8	33.0	34.7	34.3	33.9	34.1	34.0	34.2	-33bp
SGA (%)	20.3	21.0	19.9	20.0	18.2	18.3	17.3	17.0	20.3	17.7	17.5	-55bp
Reported EBITDA	1,202	1,216	1,234	1,277	1,464	1,658	1,825	1,883	4,930	6,830	1,844	2.1
Reported EBITDA Margin (%)	14.4	13.8	13.4	13.8	14.8	16.4	17.0	16.9	13.8	16.3	16.7	22bp
Adj. EBITDA	1,202	1,216	1,234	1,277	1,560	1,729	1,860	1,885	4,930	7,034	1,844	2.2
Adj. EBITDA Margin (%)	14.4	13.8	13.4	13.8	15.7	17.2	17.3	16.9	13.8	16.8	16.7	23bp
Reported EBIT	816	792	806	857	1,029	1,218	1,364	1,464	3,270	5,075	1,362	7.5
Reported EBIT Margin (%)	9.8	8.9	8.7	9.2	10.4	12.1	12.7	13.2	9.2	12.1	12.3	82bp
Adj. EBIT	816	792	806	857	1,124	1,290	1,399	1,466	3,270	5,279	1,362	7.6
Adj. EBIT Margin (%)	9.8	8.9	8.7	9.2	11.3	12.8	13.0	13.2	9.2	12.6	12.3	83bp
Other income	282	364	334	274	192	157	286	385	1,254	1,020	212	81.0
ETR (%)	24.9	25.5	22.9	25.9	26.2	25.8	26.7	25.5	24.8	26.1	26.0	
PAT	825	861	879	838	900	1,020	1,209	1,378	3,403	4,507	1,165	18.2
QoQ (%)	-2.4	4.4	2.2	-4.7	7.4	13.3	18.6	13.9			-3.6	1757bp
YoY (%)	-5.6	-2.3	-4.1	-0.8	9.1	18.5	37.5	64.3	28.4	32.4	39.0	2534bp
EPS (INR)	10.7	11.3	11.5	11.0	11.8	13.3	15.8	18.0	44.5	59.0	15.2	18.3

BSE SENSEX
49,766S&P CNX
14,895

CMP: INR268

Neutral

Conference Call Details

Date: 30th Apr 2021

Time: 09:00 IST

Dial-in details:

+91-22 6280 1366

Financials & Valuations (INR b)

Y/E Mar	2021	2022E	2023E
Sales	36.7	39.3	45.3
EBIT Margin (%)	13.9	16.3	16.5
PAT	3.5	4.6	5.3
EPS (INR)	15.3	19.8	23.1
EPS Gr. (%)	31.0	29.3	16.6
BV/Sh. (INR)	105.7	114.4	132.4
Ratios			
RoE (%)	15.5	18.3	18.8
RoCE (%)	5.6	6.6	7.1
Payout (%)	41.8	20.2	20.2
Valuations			
P/E (x)	17.6	13.6	11.7
P/BV (x)	2.6	2.4	2.0
EV/EBITDA (x)	7.4	6.2	4.9
Div yld (%)	2.4	1.5	1.7

Weaker topline, but in-line margin performance

Revenue declined 11% YoY to USD120m (est. -10% YoY), EBIT grew 27% YoY to INR1,298m (est. +31% YoY), and PAT rose 28% YoY to INR905m (est. +34% YoY). FY21 revenue declined 12.7% YoY, while EBIT grew 7% YoY and PAT 33% YoY.

Topline miss across service lines

- ZENT's revenue fell 3.4% QoQ CC to USD120m, below our expectation of 1.8% QoQ CC decline. In reported terms, revenue declined 2.1% QoQ CC.
- Decline in revenue was led by 1.9% decline due to revenue mix and volume and 1.5% from the Hi-Tech segment (top client weakness); this was offset by 1.3% gains from the exchange impact.
- The decline was consistent across DAS and DFS (2% QoQ decline each).

Marginal miss in profitability

- The EBITDA margin stood at 19.9% (-70bps QoQ), 30bp above our estimates.
- The decline was largely due to the wage hike impact and an increase in SG&A.
- PAT stood at INR905m (-8.3% QoQ), -5% v/s our estimates, on lower operational income.

Company announces new operational strategy

- Five strategic growth opportunities (SGO) were announced in Experience Services, Advanced Engineering Services, Data Engineering & Analytics, Application Services, and Foundation Services.
- The company would overlay these SGOs on its existing three industries (BFSI, Consumer, and Hi-Tech & Manufacturing) and three regions (the US, Europe, and South Africa).

Other highlights

- 4Q TCY stood at USD100m and FY21 TCY at USD623m (book to bill of 1.3x).
- The company made strong gross headcount additions of +1,332 QoQ despite reporting an increase in utilization levels by 120bps QoQ.
- Attrition inched up to 14.8% (+200bps QoQ).
- Revenue from the US declined 3.1% QoQ, and Africa fell 6.2% QoQ, which was partially offset by a 4.6% QoQ increase in Europe
- The revenue decline was largely contributed by 4.3% QoQ decline in the Top 5 accounts. The top 5–20 accounts grew at 5.9% QoQ.
- For FY21, OCF stood at INR8,580m (+25% YoY), implying OCF/EBITDA of 125%; FCF stood at INR8,185m (+35% YoY), implying FCF/PAT of 234%.

Valuation and view

We await the earnings call tomorrow for the outlook and would revisit our estimates accordingly. Based on current estimates, the stock trades at 12x FY23E EPS. Maintain **Neutral**.

Quarterly Performance

(INR m)

Y/E March	FY20				FY21				FY20	FY21	Est. 4QFY21	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Revenue (USD m)	147	146	138	135	125	126	123	120	566	494	122	-1.5
QoQ (%)	-0.9	-0.9	-5.5	-2.2	-7.2	0.5	-2.4	-2.1	1.6	-12.7	-0.6	-149bp
Revenue (INR m)	10,244	10,277	9,819	9,763	9,485	9,364	9,065	8,767	40,102	36,681	8,902	-1.5
YoY (%)	16.0	8.6	-3.9	-6.8	-7.4	-8.9	-7.7	-10.2	2.9	-8.5	-8.8	-138bp
GPM (%)	29.8	29.3	23.9	30.0	29.6	34.8	34.6	34.9	28.3	33.4	33.8	109bp
SGA (%)	15.2	15.4	17.1	15.4	14.6	15.4	14.1	15.0	15.7	14.8	14.2	81bp
EBITDA	1,500	1,435	672	1,429	1,418	1,818	1,863	1,743	5,037	6,842	1,745	-0.1
EBITDA Margin (%)	14.6	14.0	6.8	14.6	14.9	19.4	20.6	19.9	12.6	18.7	19.6	28bp
EBIT	1,127	1,056	266	1,020	979	1,390	1,442	1,298	3,470	5,109	1,335	-2.8
EBIT Margin (%)	11.0	10.3	2.7	10.5	10.3	14.8	15.9	14.8	8.7	13.9	15.0	-19bp
Other income	-20	41	269	-11	28	-171	-82	-56	279	-281	-18	214.5
ETR (%)	28.4	28.5	25.5	27.3	26.2	26.5	26.5	25.3	27.7	26.1	26.5	
Adj. PAT	780	757	383	709	727	878	987	905	2,629	3,497	954	-5.1
QoQ (%)	-10.2	-3.0	-49.4	85.4	2.6	20.7	12.3	-8.3			-3.4	
YoY (%)	-6.6	-20.5	-34.8	-18.4	-6.8	16.1	157.9	27.6	-18.9	33.0	34.4	
EPS (INR)	3.3	3.5	1.7	3.0	3.2	3.9	4.3	3.9	11.7	15.3	4.1	-5.3

Mahindra CIE

BSE SENSEX 49,766 S&P CNX 14,895

CMP: INR172

Buy

Conference Call Details

Date: 30th April 2021

Time: 01:00 PM IST

Concall registration: [Link](#)

Financials & Valuations (INR b)

INR b	CY21E	CY22E	CY23E
Sales	77.9	86.0	92.9
EBITDA (%)	12.8	13.3	13.4
Adj. PAT	4.6	5.5	6.2
EPS (INR)	12.3	14.7	16.5
EPS Growth (%)	334.7	19.7	12.5
BV/Share (INR)	142	157	173
Ratio			
RoE (%)	9.0	9.8	10.0
RoCE (%)	7.2	7.9	8.2
Payout (%)	0.0	0.0	0.0
Valuations			
P/E (x)	14.0	11.7	10.4
P/BV (x)	1.2	1.1	1.0
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	-0.3	6.6	7.4

Above our estimate led by all round strong performance

- Consolidated revenue grew ~31.7% YoY to ~INR21.8b in 1QCY21 (v/s our estimate of ~INR17.5b), driven by a strong recovery in EU (22% YoY growth) and India (+43% YoY).
- EBITDA stood ~INR2.9b (v/s our estimate of INR2.2b), a growth of 57.4% YoY. EBITDA margin stood at 13.1% (v/s our expectation of 12.4%).
- Adjusted PAT stood at INR101m (v/s our estimate of INR984m), a decline of 84% YoY due to one-time tax expense relating to goodwill of the business being not considered as a depreciable asset.
- India business performance was above our expectation, with revenue growing by 43% YoY to ~INR11.1b (v/s our estimate of ~INR9.4b). India EBITDA margin stood at 13.7% (v/s our expectation of 14%).
- The operating performance of the EU business was above our estimate. EU revenue grew ~22% YoY to ~INR10.7b (v/s our estimate of ~INR8b). Reported EBITDA margin stood at 12.5% (v/s our expectation of 10.5%).

Key highlights from the presentation

- Strong sales and margin improvement trend is continuing from 4QCY20.
- Europe business vertical performance is reaching pre-COVID margin levels and is expected to perform positively in the second half of the year.
- Based on our current estimates, the stock trades at 14x/11.7x CY21E/CY22E consolidated EPS. Maintain Buy.

Quarterly performance (consolidated)

(INR m)	CY20				CY21				(INR m)	
	1Q	2Q	3Q	4Q	1Q	2QE	3QE	4QE	CY21E	1QCY21E
Y/E December										
Net Sales	16,627	7,355	16,943	19,576	21,894	17,418	21,176	17,419	77,907	17,485
YoY Change (%)	-23.5	-65.7	-9.3	13.6	31.7	136.8	25.0	-11.0	28.8	5.2
EBITDA	1,822	-963	1,508	2,475	2,868	2,173	2,882	2,060	9,983	2,164
Margin (%)	11.0	-13.1	8.9	12.6	13.1	12.5	13.6	11.8	12.8	12.4
Depreciation	815	518	849	882	883	880	950	902	3,615	830
Interest	182	167	142	57	142	125	140	79	486	100
Other Income	49	179	420	74	194	130	130	89	543	130
PBT before EO expense	873	-1,468	937	1,611	2,037	1,298	1,922	1,168	6,425	1,364
EO Exp./(Inc.)	-1	2	0	0	0	0	0	0	2	0
PBT after EO exp.	874	-1,470	937	1,611	2,037	1,298	1,922	1,168	6,423	1,364
Tax Rate (%)	28.3	12.5	35.2	30.6	95.0	27.9	27.9	-89.4	27.9	27.9
Adj. PAT	626	-1,286	607	1,119	101	936	1,386	2,212	4,636	984
YoY Change (%)	-59.1	-201.9	4.2	500.2	-83.9	-172.8	128.3	97.7	334.7	57.1
Margin (%)	3.8	-17.5	3.6	5.7	0.5	5.4	6.5	12.7	6.0	5.6
Revenue										
India	7,819	2,650	8,560	10,272	11,144	8,480	10,700	9,671	39,995	9,383
Growth (%)	-8	-72.6	-6	18	43	220.0	25.0	-5.9	36.5	20.0
EU	8,807	4,704	8,381	9,304	10,750	8,938	10,476	7,737	37,901	8,102
Growth (%)	-34	-59.9	-12	9	22	90.0	25.0	-16.8	21.5	-8.0
EBITDA Margin										
India	12.4	-17.9	12.6	14.1	13.7	13.5	14.5	12.4	13.6	14.0
EU	10.1	-10.4	5.2	11.1	12.5	11.5	12.7	10.9	12.0	10.5

E: MOSL estimates; AEL merged w.e.f 2QCY19



Automobiles

“We are producing at full capacity. There is no shortage, and labor is also available. The demand for personal mobility will strengthen further due to the second COVID-19 wave in the country. It is not going to weaken. More and more people would now like to have personal

Second wave of COVID-19 hits hard

2Ws worst hit; Strong order book supports PVs, but new bookings decline

- **Regional lockdowns (in nine states) and the uncertainties due to the second wave of COVID-19 has led to a slowdown in the demand momentum in Apr'21. PVs are better off on the back of a strong order book. Supply-chain constraints are leading to lower inventories for PVs and Tractors, leaving scope to replenish inventory in coming months. Wholesales are expected to decline MoM due to the impact of COVID-19.**
- **Our interaction with leading industry channel partners reflects caution. 2W demand has been slowing, with inventory of 30-60 days at the dealers' end, especially since the key marriage season and mini festive season were impacted due to COVID-19. PV demand momentum has slowed, with people postponing their purchases. Inventory levels for PVs are below normal (less than 20 days), with a waiting period of 6-8 weeks in fast selling models. Demand for M&HCVs remain strong in the Infrastructure segment, while the Cargo segment has slowed down. Supply-side constraints remain, leading to a waiting period of almost 30 days. Tractor demand has largely sustained.**
- **Considering the impact of COVID-19 from Apr'20, a YoY comparison doesn't make sense. In Apr'21, 2W wholesale volumes are estimated to decline by ~17% MoM, ~7% for PVs (on a strong order book), ~23% for CVs (LCVs/M&HCVs by ~19.5%/~26%; MoM decline is higher due to seasonality), 13% for 3Ws, and ~8% for Tractors.**
- **2W sales have been the worst hit as they missed the mini festive and marriage season, resulting in inquiries declining by ~50%. Rural demand is still better-off than urban due to a bountiful Rabi harvest. Dealers are holding 1-2 months of inventory. We expect 2W wholesales for BJAUT to fall by 6% MoM, TVSL by ~20%, HMCL by ~22% and RE by ~6%.**
- **PVs:** Demand momentum slowed due to the COVID-19 impact. New bookings declined by 30-50%, while cancellations were ~10%. The waiting period has increased due to supply chain constraints at the OEM level. Dealers are holding 10-20 days of inventory. Volumes are expected to decline by ~5% MoM for MSIL, ~3% MoM for MM, and 19% MoM for TTMT (impacted by restricted production at its Pune plant).
- **CVs:** As most CV dealerships are on highways, they are least impacted by the lockdown. However, disruption on the human resource front and supporting activities like staff, labor movement, finance representatives, etc., impacted 30-40% of retails MoM. Demand for M&HCVs from the Infrastructure segment remains strong, while the same from the Cargo segment slowed due to the ensuing COVID-19 lockdown. M&HCVs now have an up to 30-day waiting period due to supply-side constraints (many other parts including semiconductors). LTV is stable at 85-90%. However, the time taken to process a loan has increased due to COVID-19. Higher tonnage segments continue to dominate due to higher demand from the Infrastructure segment. LCV and SCV demand has also slowed due to restrictions on sale of non-essential goods by e-commerce players in certain regions. We expect AL's wholesales to decline by ~27.5% MoM (~28% for M&HCVs) and that for TTMT by ~21% (~25% for MHCVs).
- **Tractors:** Demand remains strong due to a bountiful Rabi harvest and ahead of Kharif sowing, supported by an expected normal monsoon. Both MM and ESC

are operating at full capacity. Sales remain skewed towards higher HP tractors due to greater demand from the Agriculture segment. Commercial use of Tractors is also picking up. The seasonally weak period of Jan-Apr'21 is used for building inventory ahead of the busy season starting in May'21 (inventory less than 30 days at present). We expect Tractor volumes to decline by ~6%/11% MoM for MM/ESC.

- Valuation and view:** Increase in COVID-19 cases impacted demand across segments in Apr'21. Current valuations largely factor in a sustained recovery (our base case), leaving a limited margin of safety for any negative surprises. We prefer 4Ws over 2Ws as PVs are the least impacted segment currently and offer a stable competitive environment. We expect the CV cycle recovery to sustain and gain momentum. We prefer companies with: a) higher visibility in terms of a demand recovery, b) a strong competitive positioning, c) margin drivers, and d) balance sheet strength. MSIL and MM are our top OEM picks. Among Auto Component stocks, we like ENDU. We prefer TTMT as a play on global PVs.

Snapshot of volumes for Apr'21

Company sales	YoY			MoM		FY22E estimate	Growth (%)	Residual growth (%)	Residual monthly run-rate
	Apr'21	Apr'19	Two-year CAGR (%)	Mar'21	Change (%)				
Maruti Suzuki	1,58,457	143,245	5.2	1,67,014	-5.1	18,75,975	28.7	17.9	1,56,138
LCVs	3,000	2,319	13.7	3,315	-9.5	56,156	90.0	79.8	4,832
Vans	11,000	11,649	-2.8	11,547	-4.7	1,36,605	30.0	19.5	11,419
Mini Segment	23,000	22,766	0.5	24,653	-6.7	2,83,102	25.2	15.0	23,646
Compact (including Dzire Tour)	83,000	72,510	7.0	84,938	-2.3	9,32,756	25.7	14.5	77,251
Mid-size - Ciaz	1,300	2,789	-31.7	1,628	-20.1	15,930	15.0	5.6	1,330
UVs	28,000	22,035	12.7	29,336	-4.6	3,27,076	33.5	22.1	27,189
Domestic	1,49,300	134,068	5.5	1,55,417	-3.9	17,51,625	28.6	17.7	1,45,666
Export	9,157	9,177	-0.1	11,597	-21.0	1,24,350	29.3	20.6	10,472
Mahindra & Mahindra	66,500	72,273	-4.1	71,373	-6.8	8,56,085	21.1	12.6	71,780
UV (including pick-ups)	34,000	38,368	-5.9	35,150	-3.3	4,25,732	30.0	19.9	35,612
LCV and M&HCV	500	1,037	-30.6	792	-36.9	6,446	51.0	39.2	541
Three-Wheelers	3,000	4,316	-16.6	4,461	-32.8	41,050	100.0	85.4	3,459
Tractors	29,000	28,552	0.8	30,970	-6.4	3,82,858	8.0	1.2	32,169
Tata Motors	56,000	43,909	12.9	70,322	-20.4	7,05,172	45.3	33.7	59,016
HCVs	13,000	12,771	0.9	17,313	-24.9	1,41,497	56.9	42.5	11,682
LCVs	19,000	18,392	1.6	23,296	-18.4	2,15,773	25.0	14.0	17,888
CV's	32,000	31,163	1.3	40,609	-21.2	3,57,270	36.0	23.8	29,570
Cars	13,000	6,128	45.7	16,598	-21.7	1,83,414	34.9	25.4	15,492
UV's	11,000	6,618	28.9	13,115	-16.1	1,64,488	89.8	77.1	13,953
Hero MotoCorp	4,50,000	574,366	-11.5	5,76,957	-22.0	69,49,847	20.0	12.2	5,90,895
Bajaj Auto	3,44,300	242,575	19.1	3,69,448	-6.8	50,48,862	27.1	19.6	4,27,687
Motorcycles	3,10,000	210,976	21.2	3,30,133	-6.1	44,53,471	23.5	15.9	3,76,679
Two-Wheelers	3,10,000	210,976	21.2	3,30,133	-6.1	44,53,471	23.5	15.9	3,76,679
Three-Wheelers	34,300	31,599	4.2	39,315	-12.8	5,95,391	62.2	55.4	51,008
Ashok Leyland	12,500	13,626	-4.2	17,231	-27.5	1,69,069	67.9	55.5	14,234
M&HCV	8,000	9,346	-7.5	11,101	-27.9	93,373	80.2	64.8	7,761
LCV	4,500	4,280	2.5	6,130	-26.6	75,696	54.8	45.6	6,472
TVS Motor	2,59,144	318,987	-9.9	3,22,683	-19.7	37,16,432	21.8	13.6	3,14,299
Eicher Motors									
Royal Enfield	62,000	60,831	1.0	66,058	-6.1	8,91,770	45.6	35.5	75,434
VECV	5,220	8,676	-22.4	7,037	-25.8	59,362	43.8	31.5	4,922
Escorts	11,025	11,905	-3.8	12,337	-10.6	1,15,280	8.0	-1.7	9,478



Biocon: Remdesivir supply to ease by mid-May; ramping up Itolizumab production; Kiran Mazumdar Shaw, Executive Chairperson

- Started Bicara Therapeutics as a novel therapeutic company; Bicara was established as a biotech startup
- No direct involvement with 'Bicara Therapeutics' operations
- Company's stake in Bicara Therapeutics will also be diluted post fund raising
- Strong Q4 vs last year; QoQ decline due to many reasons such as inability to introduce new products
- Awaiting approval for Bevacizumab from US FDA
- Insuline Glargine market share at 2% currently
- Have seen some headwinds in Biosimilars
- Had to undertake a management change in Biosimilar business in Q4
- Confident of delivering a stronger Biosimilar growth in FY22
- \$1 bn revenue target will take a few more quarters to forecast
- Company is the sole manufacturer of Itolizumab worldwide; unable to cope with the demand for Itolizumab
- Doing everything to ramp up production of Itolizumab; expect production of Itolizumab to be ramped up by June
- Expect Remdesivir shortage to ease by mid-May; have increased Remdesivir production
- Hopeful of virtual inspection soon for Bevacizumab
- COVID 19 headwinds are there; hope that won't see much disruption

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Poly Medicure: Demand up 6-7 times; launching nebulisers; Himanshu Baid, MD

- Company makes oxygen and nebuliser masks and tubes. Demand for our products is up 6-7x
- Looking to roll out syringes for vaccination within a couple of months
- Need a big ramp-up in capacity if we need to speed things up
- Coming up with nebuliser products which patients can use at home
- Company was selected for PLI scheme for renal products

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KPIT Technologies: Will see higher increments, promotions, increase in hiring in FY22; Kishor Patil, Co-Founder, MD & CEO

- Increase in offshoring revenue aided margin expansion
- Confident about the business environment to guide double-digit growth
- Will see higher increments, promotion and increase in hiring in FY22
- Expect attrition to decline in H2FY22; expect mid-teen attrition in FY22
- Expect engineering spend from OEMs to increase 10-122%

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SIS: Will continue to deliver around 6% margins; Rituraj Kishore Sinha, Group MD

- Situation is definitely worse than last year
- On ground situation is tough, gotten worse in last 7 days
- Will continue to deliver around 6% margins

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Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E
Automobiles																
Amara Raja	Neutral	803	945	18	37.1	42.0	47.3	-4.1	13.2	12.6	19.1	17.0	3.0	2.7	16.6	16.8
Ashok Ley.	Buy	115	160	39	-0.8	3.8	7.0	-172.3	LP	82.7	30.0	16.4	4.3	3.6	15.2	24.1
Bajaj Auto	Neutral	3834	4150	8	167.8	202.6	231.2	-6.8	20.7	14.1	18.9	16.6	4.3	4.2	231.0	25.8
Bharat Forge	Buy	605	721	19	4.2	16.0	25.8	-54.2	278.2	61.3	37.9	23.5	4.7	4.1	13.0	18.6
Bosch	Neutral	13541	15550	15	289.1	481.1	555.4	-31.0	66.4	15.4	28.1	24.4	3.8	3.4	14.1	14.6
CEAT	Buy	1367	1970	44	103.8	118.7	140.7	81.9	14.3	18.6	11.5	9.7	1.5	1.3	13.8	14.4
Eicher Mot.	Buy	2463	3284	33	50.5	96.5	122.3	-24.6	91.3	26.6	25.5	20.2	5.1	4.2	21.7	22.7
Endurance Tech.	Buy	1297	1767	36	32.2	51.5	62.9	-15.5	60.3	22.0	25.2	20.6	4.8	4.1	20.3	21.4
Escorts	Neutral	1130	1509	34	86.6	92.8	100.6	60.5	7.1	8.4	12.2	11.2	1.9	1.7	17.3	16.1
Exide Ind	Buy	178	220	24	8.9	10.2	13.1	-10.2	14.6	28.4	17.5	13.6	2.0	1.8	11.6	13.4
Hero Moto	Buy	2862	3900	36	143.5	181.8	209.0	-6.2	26.7	14.9	15.7	13.7	3.5	3.3	23.4	24.9
M&M	Buy	775	960	24	34.0	39.7	50.0	13.5	16.6	25.9	19.5	15.5	2.2	2.1	12.4	14.0
Mahindra CIE	Buy	172	-		2.8	12.3	14.7	-70.1	336.1	19.5	11.7	10.4	1.1	1.0	9.8	10.0
Maruti Suzuki	Buy	6568	8450	29	145.3	236.2	312.5	-22.7	62.5	32.3	27.8	21.0	3.5	3.1	12.3	14.7
Motherson Sumi	Buy	219	242	10	2.5	7.5	9.8	-32.0	197.5	30.4	29.3	22.4	5.2	4.5	18.7	21.3
Tata Motors	Buy	302	415	37	-1.0	28.6	38.5	-95.9	LP	34.7	10.6	7.8	1.9	1.5	19.7	21.6
TVS Motor	Neutral	634	635	0	12.9	22.2	30.4	-0.9	72.2	36.9	28.6	20.9	6.0	4.9	23.0	25.8
Aggregate								30.8	104.2	27.2	20.1	15.8	3.3	2.9	16.3	18.1
Banks - Private																
AU Small Finance	Buy	1124	1350	20	38.0	32.2	36.5	68.0	-15	13.4	34.9	30.8	4.9	4.2	15.0	14.7
Axis Bank	Buy	720	925	29	22.4	51.5	67.3	271.0	130	30.7	14.0	10.7	1.9	1.6	14.5	16.4
Bandhan Bank	Neutral	332	370	11	15.8	24.8	36.5	-26.7	57	47.1	13.4	9.1	2.7	2.2	21.6	26.3
DCB Bank	Neutral	92	110	20	10.3	13.0	17.1	-5.5	26.1	31.7	7.1	5.4	0.7	0.6	10.9	12.8
Equitas Hold.	Buy	81	105	29	10.9	15.1	20.2	53.3	37.7	33.9	5.4	4.0	0.9	0.9	17.3	22.9
Federal Bank	Buy	78	110	42	7.8	11.3	14.4	1.0	43.8	28.2	6.9	5.4	0.9	0.8	13.2	15.0
HDFC Bank	Buy	1472	1800	22	56.6	67.6	82.6	17.8	19.4	22.2	21.8	17.8	3.4	3.0	17.0	17.8
ICICI Bank	Buy	621	750	21	24.2	30.9	38.8	97.0	27.9	25.4	20.1	16.0	2.6	2.3	13.9	15.2
IndusInd	Buy	939	1300	38	39.9	83.0	103.0	-41.5	108.2	24.0	11.3	9.1	1.6	1.4	14.7	15.9
Kotak Mah. Bk	Neutral	1807	2000	11	49.8	59.6	69.8	10.8	19.7	17.1	30.3	25.9	4.1	3.5	13.0	13.3
RBL Bank	Buy	190	300	58	9.9	17.5	24.7	-0.3	76.8	40.7	10.9	7.7	0.8	0.8	8.0	10.4
SBI Cards	Buy	989	1200	21	10.5	18.6	26.9	-25.3	77.9	44.2	53.0	36.8	11.8	9.1	24.7	28.0
Aggregate								31.7	39.6	25.5	20.3	16.2	3.0	2.6	14.6	15.8
Banks - PSU																
BOB	Neutral	67	75	12	6.1	9.5	16.2	412.7	57.3	69.7	7.0	4.1	0.4	0.4	5.8	9.3
SBI	Buy	359	500	39	30.9	45.2	54.7	39.3	47	20.9	7.9	6.6	1.1	0.9	13.8	14.6
Aggregate								49.3	48	26	8	6.3	1.0	0.9	12.3	13.7
NBFCs																
AAVAS Financiers	Neutral	2293	-		36.9	48.1	59.0	16.0	30.4	22.7	47.7	38.9	6.5	5.5	14.6	15.4
Aditya Birla Cap	Buy	116	140	21	4.5	6.1	7.6	17.3	36.4	24.6	19.1	15.3	1.9	1.7	10.2	11.4
Bajaj Fin.	Buy	5485	5865	7	73.5	148.2	182.6	-16.3	101.7	23.2	37.0	30.0	7.4	6.1	22.1	22.2
Can Fin Homes	Buy	580	730	26	35.3	36.2	40.3	25.1	2.6	11.3	16.0	14.4	2.5	2.2	17.2	16.4
Cholaman. Inv.&Fn	Buy	593	650	10	22.1	28.7	32.6	71.8	30.3	13.4	20.6	18.2	4.1	3.4	21.7	20.3
H D F C	Buy	2531	3300	30	55.3	63.8	73.5	12.4	15.3	15.3	39.7	34.4	3.8	3.5	12.6	13.2
HDFC Life Insur.	Neutral	675	730	8	6.7	7.7	9.1	4.7	15.2	17.2	87.1	74.3	4.4	3.7	17.5	17.7
ICICI Pru Life	Buy	525	600	14	6.7	8.7	9.4	-10.1	30.2	7.8	60.2	55.9	2.3	2.0	14.7	14.6
IIFL Wealth Mgt	Buy	1100	1540	40	41.5	49.4	61.7	79.6	19.1	25.0	22.3	17.8	4.7	4.4	19.1	25.6
IndoStar	Neutral	310	355	15	9.5	12.4	17.6	-127.1	29.7	42.6	25.1	17.6	0.9	0.9	3.7	5.1
L&T Fin Holdings	Buy	90	-		3.8	6.8	10.0	-65.0	78.9	47.1	13.2	8.9	1.1	1.0	8.6	11.6
LIC Hsg Fin	Buy	411	520	26	60.7	67.6	72.7	27.5	11.4	7.5	6.1	5.7	0.9	0.8	15.7	14.9
Manappuram Fin.	Buy	147	205	39	20.7	24.1	28.1	18.1	16.4	16.9	6.1	5.2	1.4	1.1	25.1	23.8
MAS Financial	Buy	818	1020	25	26.4	32.4	38.0	-20.3	22.5	17.4	25.3	21.5	3.6	3.2	15.2	15.8
Max Financial	Buy	915	1000	9	15.9	21.7	27.5	9.8	36.3	26.5	42.1	33.3	2.8	2.4	18.8	19.2
M&M Fin.	Buy	165	215	30	2.7	15.3	17.7	-81.5	460.8	15.9	10.8	9.3	1.3	1.1	12.2	12.8



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E
Muthoot Fin	Buy	1166	1500	29	92.9	106.3	124.1	23.4	14.4	16.7	11.0	9.4	2.6	2.1	16.3	25.0
Piramal Enterp.	Buy	1690	2210	31	119.6	129.5	159.6	-587.6	8.3	23.3	13.1	10.6	1.1	1.0	8.6	9.7
PNB Housing	Neutral	375	400	7	55.3	83.0	89.2	43.8	50.1	7.6	4.5	4.2	0.6	0.6	14.7	14.1
Repco Home Fin	Buy	330	430	30	49.7	51.3	55.6	10.9	3.2	8.4	6.4	5.9	0.9	0.8	14.4	13.7
SBI Life Insurance	Buy	928	1050	13	12.9	13.3	17.8	-9.2	3.3	33.6	69.5	52.0	2.6	2.1	18.3	19.0
Shriram City Union	Buy	1446	1650	14	156.3	193.1	246.7	3.1	23.6	27.7	7.5	5.9	1.0	0.9	14.6	16.2
Shriram Trans.	Buy	1416	-		98.0	128.0	148.0	-11.2	30.6	15.6	11.0	9.6	1.5	1.3	14.3	14.7
Aggregate								18.1	36.4	17.8	21.3	18.1	2.9	2.6	13.7	14.3
Capital Goods																
ABB	Buy	1383	1565	13	11.9	20.1	27.0	-28.4	69.3	34.6	68.8	51.1	7.4	6.7	10.8	13.2
Bharat Elec.	Buy	130	150	16	6.9	8.5	9.4	-5.9	23.3	9.6	15.2	13.9	2.6	2.3	17.1	16.8
BHEL	Sell	47	26	-45	-2.5	1.3	1.9	-41.3	LP	43.5	35.8	24.9	0.6	0.6	1.6	2.3
Cummins	Sell	859	515	-40	19.0	22.5	25.8	-18.2	18.3	14.4	38.1	33.3	5.2	4.9	13.5	14.8
Engineers India	Buy	73	85	17	5.6	7.5	7.6	-17.0	32.6	1.2	9.7	9.6	2.0	2.0	19.3	19.1
K E C Intl.	Sell	868	740	-15	9.8	20.3	26.8	-36.0	107.4	32.1	42.7	32.3	9.3	8.3	21.8	25.8
Larsen & Toubro	Buy	1359	1685	24	81.4	66.1	77.8	19.7	-18.8	17.6	20.5	17.5	2.3	2.1	11.4	12.2
Siemens	Neutral	1878	1640	-13	21.3	35.0	36.9	-32.6	64.5	5.5	53.7	50.9	6.4	5.8	11.9	11.4
Thermax	Neutral	1496	1190	-20	22.4	33.2	39.6	18.7	48.3	19.1	45.0	37.8	5.0	4.5	11.0	12.0
Aggregate								-19.4	54.8	16.1	25.1	21.7	2.6	2.4	10.4	11.1
Consumer Durables																
Blue Star	Buy	381	485	27	8.4	10.6	12.1	19.9	27.1	13.7	35.9	31.5	10.9	9.1	30.5	28.7
CG Cons. Elec.	Neutral	1011	1100	9	16.5	19.6	22.0	40.7	18.8	12.2	51.7	46.1	10.9	9.5	21.2	20.6
Havells	Buy	400	450	12	22.0	26.3	30.0	0.0	19.5	14.2	15.2	13.3	2.7	2.3	17.5	16.9
Orient Electric	Buy	277	365	32	5.3	6.5	8.1	42.8	23.1	25.0	42.6	34.1	12.0	10.2	28.2	29.8
Voltas	Neutral	967	1170	21	14.3	21.5	24.6	-14.6	50.3	14.5	45.0	39.3	6.3	5.6	13.9	14.3
Whirlpool India	Buy	2172	3020	39	27.3	45.5	54.9	-27.4	66.8	20.8	47.8	39.6	8.3	7.1	17.4	17.8
Aggregate								6.4	36.1	16.0	46.2	39.8	9.1	7.9	19.8	19.9
Cement																
Ambuja Cem.	Neutral	314	320	2	9.0	10.6	12.1	24.2	17.6	14.2	21.1	18.5	2.0	1.9	10.0	10.5
ACC	Buy	1876	2205	18	78.4	101.1	106.4	8.5	28.9	5.2	18.5	17.6	2.5	2.2	14.1	13.3
Birla Corp.	Buy	918	1305	42	73.0	82.2	101.0	11.3	12.6	22.9	11.2	9.1	1.2	1.1	11.4	12.6
Dalmia Bhar.	Buy	1536	1860	21	45.4	45.8	70.6	295.4	0.9	54.1	33.5	21.8	2.4	2.2	7.4	10.6
Grasim Inds.	Neutral	1351	1510	12	83.9	99.0	113.0	-5.0	18.1	14.1	13.6	11.9	2.2	2.2	4.1	5.0
India Cem	Neutral	166	167	0	6.5	5.0	6.5	847.1	-23.8	31.9	33.5	25.4	0.9	0.9	2.7	3.5
J K Cements	Buy	2787	3360	21	86.2	105.0	123.4	37.7	21.8	17.6	26.6	22.6	5.1	4.2	20.9	20.4
JK Lakshmi Ce	Buy	402	550	37	25.7	27.6	36.4	14.1	7.1	32.2	14.6	11.0	2.0	1.7	15.0	17.0
Ramco Cem	Neutral	987	970	-2	33.4	34.9	41.4	30.8	4.4	18.7	28.3	23.9	3.7	3.3	13.8	14.5
Shree Cem	Neutral	28426	27500	-3	645.3	740.3	861.1	48.3	14.7	16.3	38.4	33.0	5.9	5.1	16.4	16.5
Ultratech	Buy	6375	8110	27	190.8	229.4	287.0	43.6	20.2	25.1	27.8	22.2	3.5	3.2	14.0	15.3
Aggregate								24.0	15.9	19.7	23.5	19.6	3.1	2.7	13.0	14.0
Consumer																
Asian Paints	Neutral	2614	2750	5	34.5	39.5	45.8	18.9	14.7	16.0	66.1	57.0	19.5	17.4	31.1	32.2
Britannia	Buy	3471	4450	28	76.8	77.2	88.9	31.0	0.5	15.1	44.9	39.0	17.4	16.0	44.5	42.7
Colgate	Buy	1486	1810	22	36.1	40.0	45.3	20.4	10.7	13.3	37.1	32.8	24.4	24.4	65.6	74.3
Dabur	Buy	542	665	23	9.8	11.3	13.3	13.4	16.0	17.0	47.7	40.8	11.9	10.7	26.2	27.6
Emami	Buy	497	580	17	17.2	17.0	18.7	38.8	-1.5	10.3	29.3	26.6	10.3	10.3	35.3	38.8
Godrej Cons.	Neutral	703	720	2	16.8	17.7	20.6	18.4	5.8	15.9	39.6	34.2	8.2	7.9	21.2	23.5
HUL	Buy	2409	2780	15	34.8	39.8	48.9	11.5	14.4	22.9	60.5	49.3	11.4	11.4	19.3	23.2
ITC	Neutral	204	220	8	10.3	13.1	14.8	-17.0	27.1	12.6	15.6	13.8	3.7	3.6	24.2	26.2
Jyothy Lab	Neutral	148	158	7	5.7	5.9	6.2	25.7	3.8	4.9	25.1	23.9	4.3	4.2	17.2	17.6
Marico	Buy	410	490	20	9.0	9.8	11.4	10.4	9.0	16.2	41.8	36.0	12.8	11.8	31.1	34.2
Nestle	Neutral	16507	18300	11	217.4	249.2	291.9	7.6	14.6	17.1	66.2	56.6	74.3	68.2	115.5	125.8
Page Inds	Neutral	29942	28800	-4	301.9	457.3	523.0	-1.9	51.5	14.4	65.5	57.2	36.9	35.8	56.4	62.5



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E
Pidilite Ind.	Neutral	1848	1675	-9	22.6	24.4	29.3	-2.4	8.3	20.1	75.6	63.0	14.6	12.6	20.5	21.4
P&G Hygiene	Buy	13460	14580	8	180.8	232.9	280.4	32.5	28.8	20.4	57.8	48.0	32.9	28.9	60.3	64.1
Tata Consumer	Buy	672	680	1	10.3	13.0	15.2	29.6	26.3	16.3	51.5	44.2	4.0	3.8	8.1	8.9
United Brew	Sell	1196	960	-20	4.6	12.3	19.2	-71.8	169.2	55.9	97.4	62.4	8.4	7.8	8.8	12.9
United Spirits	Buy	525	725	38	5.7	12.9	17.1	-47.6	126.8	32.5	40.6	30.6	7.5	6.0	18.5	19.7
Varun Beverages	Buy	938	1140	22	13.7	27.5	36.7	-15.7	100.4	33.8	34.1	25.5	6.4	5.2	20.4	22.4
Aggregate								1.1	21.1	15.7	41.4	35.8	9.7	9.2	23.4	25.7
Healthcare																
Alembic Phar	Neutral	984	1050	7	58.6	51.7	56.6	33.3	-11.8	9.4	19.0	17.4	3.4	3.0	19.9	18.9
Alkem Lab	Buy	2760	3400	23	126.6	135.6	151.3	32.7	7.1	11.6	20.4	18.2	3.8	3.3	20.4	19.5
Ajanta Pharma	Buy	1890	2060	9	70.5	78.6	91.1	37.9	11.4	15.9	24.1	20.8	4.6	4.0	20.7	20.5
Aurobindo	Buy	967	1100	14	53.0	60.7	68.1	7.9	14.4	12.3	15.9	14.2	2.2	2.0	15.1	14.7
Biocon	Neutral	394	390	-1	5.5	7.7	11.2	-10.6	39.5	45.5	51.3	35.3	5.7	5.1	11.6	15.3
Cadila	Buy	561	670	19	20.0	24.8	26.0	36.1	23.9	4.9	22.7	21.6	3.6	3.2	17.1	15.8
Cipla	Neutral	907	900	-1	33.7	36.7	41.9	71.6	9.0	14.2	24.7	21.6	3.5	3.0	14.0	14.0
Divis Lab	Buy	3910	4450	14	75.9	98.0	127.3	55.0	29.2	29.9	39.9	30.7	9.5	7.6	26.2	27.5
Dr Reddy's	Neutral	5101	5410	6	153.7	188.2	213.8	17.0	22.4	13.6	27.1	23.9	4.1	3.6	16.3	16.1
Gland Pharma	Buy	2651	2900	9	57.7	72.6	92.3	15.9	25.7	27.1	36.5	28.7	6.2	5.1	18.5	19.4
Glenmark	Neutral	566	525	-7	35.4	36.1	41.1	44.0	1.9	14.0	15.7	13.8	2.0	1.8	13.7	13.8
GSK Pharma	Neutral	1461	1480	1	29.0	35.3	40.1	2.9	21.8	13.5	41.3	36.4	11.7	10.3	28.4	28.3
Granules India	Buy	331	430	30	21.7	25.5	29.3	66.5	17.3	15.3	13.0	11.3	3.0	2.4	25.4	23.8
IPCA Labs	Buy	2076	2480	19	94.4	94.3	101.4	83.8	-0.1	7.6	22.0	20.5	4.6	3.9	23.1	20.7
Jubilant Pharmova	Buy	782	910	16	56.6	60.3	69.1	-5.3	6.5	14.6	13.0	11.3	2.6	2.1	21.7	20.6
Laurus Labs	Buy	458	-		18.4	22.6	27.4	285.4	22.8	21.1	20.1	16.5	6.7	5.0	38.8	34.5
Lupin	Buy	1054	1200	14	25.3	39.4	45.6	8.6	55.4	15.7	26.8	23.1	3.3	3.0	12.8	13.4
Strides Pharma	Buy	879	970	10	24.8	43.3	53.6	63.6	74.3	23.7	20.3	16.4	2.6	2.3	13.4	14.9
Sun Pharma	Buy	645	740	15	25.6	26.8	29.9	56.2	4.4	11.6	24.1	21.6	2.9	2.6	12.9	12.9
Torrent Pharma	Neutral	2500	2510	0	73.0	88.0	99.8	30.1	20.6	13.4	28.4	25.1	6.5	5.5	24.5	23.8
Aggregate								36.7	15.5	14.9	24.9	21.6	3.9	3.4	15.7	15.7
Infrastructure																
Ashoka Buildcon	Buy	84	145	74	13.2	11.2	12.8	-4.6	-15.0	14.6	7.5	6.5	0.7	0.7	10.2	10.7
IRB Infra	Neutral	107	122	14	3.9	5.9	9.7	-79.2	51.2	64.0	18.0	11.0	0.5	0.5	3.1	4.9
KNR Constructions	Buy	200	265	33	9.1	12.8	16.5	26.0	40.4	28.4	15.6	12.1	2.6	2.1	17.8	19.1
Aggregate											13.0	9.9	0.9	0.9	7.2	8.8
Media																
PVR	Neutral	1187	1300	9	-92.2	17.1	36.7	-386.6	LP	113.8	69.3	32.4	3.4	3.1	5.0	10.0
Sun TV	Buy	519	565	9	38.6	40.0	40.0	10.9	3.6	0.1	13.0	13.0	3.0	2.8	24.0	22.5
Zee Ent.	Neutral	187	220	18	8.9	17.4	19.8	62.1	95.7	13.6	10.7	9.4	1.6	1.4	15.9	15.9
Aggregate								-16.1	60.7	10.4	13.5	12.3	2.3	2.0	16.7	16.6
Metals																
Hindalco	Buy	372	430	16	23.5	35.9	41.0	34.6	52.7	14.0	10.4	9.1	1.7	1.5	18.1	17.5
Hind. Zinc	Neutral	307	290	-6	18.9	25.8	27.4	17.3	36.3	6.3	11.9	11.2	3.7	3.5	32.5	32.3
JSPL	Buy	454	539	19	57.1	47.1	43.2	-835.5	-17.6	-8.2	9.7	10.5	1.3	1.2	14.4	11.6
JSW Steel	Buy	727	610	-16	31.7	62.2	59.4	251.0	96.1	-4.5	11.7	12.2	3.0	2.5	29.6	22.5
Nalco	Buy	65	71	10	4.1	6.9	6.6	450.3	68.5	-4.4	9.4	9.9	1.2	1.1	12.5	11.7
NMDC	Buy	154	170	10	21.9	24.6	20.0	42.8	12.5	-18.6	6.3	7.7	1.4	1.3	23.4	17.2
SAIL	Buy	112	106	-6	13.8	18.5	16.8	#####	35	-9.3	6.1	6.7	0.9	0.8	15.8	13.0
Tata Steel	Neutral	1032	891	-14	69.3	103.0	93.3	665.4	49	-9.5	10.0	11.1	1.4	1.3	14.9	12.0
Vedanta	Neutral	255	221	-13	26.7	29.9	29.1	204.4	12	-2.6	8.5	8.8	1.5	1.4	17.7	16.4
Aggregate								174.9	35.4	-3.6	9.2	9.5	1.6	1.4	17.4	15.2
Oil & Gas																
Aegis Logistics	Buy	308	350	13	7.1	10.7	13.3	139.6	49.3	25.1	28.9	23.1	5.0	4.4	18.5	20.4
BPCL	Buy	420	520	24	41.9	34.4	42.0	65.5	-18.0	22.1	12.2	10.0	1.9	1.7	16.0	17.8



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E
Castrol India	Buy	127	170	34	5.9	8.5	8.5	-29.6	44.8	-0.2	14.8	14.9	7.9	7.1	56.3	50.5
GAIL	Buy	135	170	26	10.2	15.8	16.7	-38.1	55.0	6.1	8.5	8.1	1.1	1.1	14.9	14.7
Gujarat Gas	Buy	529	560	6	17.0	20.0	23.3	-1.8	17.2	17.0	26.5	22.7	6.7	5.4	28.3	26.3
Gujarat St. Pet.	Buy	269	390	45	15.0	16.8	17.9	-23.5	11.9	6.3	16.0	15.0	1.8	1.7	12.1	11.6
HPCL	Neutral	230	277	21	56.3	40.3	42.0	135.5	-28.3	4.2	5.7	5.5	1.0	1.0	18.4	18.5
IOC	Buy	89	142	60	15.8	15.5	18.9	53.5	-1.8	22.1	5.7	4.7	0.8	0.7	13.7	15.8
IGL	Neutral	505	520	3	14.5	18.1	18.8	-10.6	24.6	4.1	28.0	26.9	5.2	4.5	19.9	17.9
Mahanagar Gas	Buy	1099	1290	17	63.4	78.4	80.6	-21.1	23.8	2.8	14.0	13.6	2.9	2.6	22.0	20.1
MRPL	Neutral	43	39	-9	-1.0	4.0	7.2	-93.7	LP	81.1	10.7	5.9	0.9	0.8	8.8	14.5
Oil India	Buy	119	155	30	17.9	19.7	22.0	-21.8	10.4	11.6	6.0	5.4	0.5	0.5	8.7	9.3
ONGC	Buy	104	125	20	10.7	21.8	23.8	-18.4	104.3	9.0	4.8	4.4	0.6	0.5	12.4	12.3
PLNG	Buy	235	325	38	18.0	22.1	23.9	-2.6	22.9	8.0	10.6	9.8	2.8	2.5	27.1	26.9
Reliance Ind.	Buy	2023	2330	15	65.9	101.6	122.8	-0.9	54.2	20.9	19.9	16.5	2.3	2.0	12.1	13.1
Aggregate								9.1	38.0	16.6	13.1	11.3	1.6	1.5	12.5	13.1
Retail																
Avenue Supermarts	Neutral	2900	2900	0	16.9	28.8	37.8	-15.7	70.1	31.3	100.7	76.7	12.9	11.0	14.2	16.0
Aditya Birla Fashion	Buy	178	230	30	-2.4	0.0	0.4	1,208.1	LP	2,039.9	#####	469.8	20.3	19.4	0.2	4.2
Jubilant Food.	Neutral	2939	2915	-1	18.0	38.2	53.0	-19.9	111.9	38.5	76.9	55.5	24.7	19.5	32.1	35.2
Shoppers Stop	Neutral	199	220	10	-34.1	-13.9	-15.0	131.8	Loss	Loss	NM	NM	-120.1	-11.9	-262.6	163.8
Titan Company	Buy	1506	1785	19	11.0	20.2	29.7	-35.5	83.6	47.0	74.5	50.6	15.9	14.1	22.6	29.6
Trent	Neutral	776	660	-15	-3.5	4.7	8.4	-217.4	LP	79.1	166.1	92.8	10.6	9.5	7.1	11.5
V-Mart Retail	Buy	2702	3500	30	-12.0	22.6	40.9	-144.1	LP	80.5	119.4	66.1	10.2	8.9	9.0	14.4
Westlife Develop	Neutral	435	455	5	-5.9	1.7	6.2	#####	LP	256.5	249.4	70.0	13.1	11.0	5.4	17.1
Aggregate								-65.4	317.9	38.3	90.0	65.0	13.7	11.9	15.2	18.3
Technology																
Cyient	Buy	735	810	10	33.8	42.6	50.6	0.1	26.1	18.7	17.2	14.5	2.8	2.5	16.0	18.2
HCL Tech.	Buy	910	1190	31	43.8	50.3	59.7	7.5	14.9	18.6	18.1	15.2	3.7	3.4	21.2	23.3
Infosys	Buy	1356	1600	18	45.6	53.2	63.5	17.1	16.8	19.4	25.5	21.3	6.9	6.3	28.3	30.9
L & T Infotech	Neutral	3851	3715	-4	107.0	121.1	142.8	23.6	13.1	17.9	31.8	27.0	8.4	7.0	29.1	28.4
L&T Technology	Buy	2626	3040	16	63.7	88.8	108.6	-17.8	39.3	22.3	29.6	24.2	7.2	6.1	26.7	27.5
Mindtree	Neutral	2100	2180	4	67.4	77.7	90.6	75.7	15.3	16.7	27.0	23.2	6.9	5.9	27.4	27.5
Mphasis	Buy	1771	2020	14	64.4	75.7	91.4	2.0	17.5	20.8	23.4	19.4	4.6	4.1	21.0	22.8
Coforge	Neutral	2846	2735	-4	77.2	98.7	113.9	2.1	27.9	15.4	28.8	25.0	5.5	4.8	20.3	20.3
Persistent Sys	Buy	1998	-		59.0	75.1	87.4	32.5	27.3	16.4	26.6	22.8	4.8	4.2	19.1	19.5
TCS	Neutral	3113	3250	4	86.7	109.0	124.9	0.6	25.7	14.6	28.6	24.9	12.5	11.8	45.4	49.1
Tech Mah	Neutral	977	1050	7	51.7	59.1	66.0	6.9	14.3	11.7	16.5	14.8	3.1	2.8	19.9	20.1
Wipro	Neutral	490	455	-7	18.8	20.0	23.9	14.3	6.5	19.9	24.5	20.5	4.9	4.9	20.2	24.0
Zensar Tech	Neutral	268	-		15.3	19.8	23.1	31.0	29.4	16.7	13.6	11.7	2.4	2.0	18.3	18.8
Aggregate								7.5	17.8	16.8	26.0	22.2	7.3	6.8	27.9	30.4
Telecom																
Bharti Airtel	Buy	541	720	33	0.8	4.5	7.9	-111.3	435.8	73.8	119.7	68.9	4.5	4.2	3.8	6.3
Indus Towers	Neutral	252	260	3	18.5	21.6	21.5	-1.0	16.8	-0.5	11.7	11.8	3.9	3.6	35.0	32.0
Vodafone Idea		8			-8.5	-7.5	-6.8	12.9	Loss	Loss	NM	NM	-0.6	-0.4	73.2	39.1
Tata Comm	Neutral	1109	1045	-6	46.5	50.6	66.7	340.2	8.9	31.7	22.1	16.7	20.4	9.2	172	75.8
Aggregate								Loss	Loss	Loss	-34	-52.8	9.1	12.4	-26.3	-23.4
Utilities																
Coal India	Buy	128	178	39	18.3	24.5	30.9	-32.4	34.0	25.7	5.2	4.1	1.8	1.5	34.3	35.1
CESC	Buy	623	777	25	97.4	97.1	104.3	-0.4	-0.3	7.4	6.4	6.0	0.8	0.7	12.1	12.3
Indian Energy Exchange	Buy	376	355	-6	7.1	8.3	9.8	19.2	17.1	17.9	45.1	38.3	21.2	18.2	50.6	51.2
JSW Energy	Neutral	109	85	-22	4.8	5.9	6.9	-5.8	22.2	18.4	18.7	15.8	1.4	1.4	7.7	8.8
NHPC	Neutral	24	26	7	2.9	3.0	3.5	0.5	4.1	17.9	8.1	6.9	0.7	0.7	9.0	10.0
NTPC	Buy	103	141	37	15.5	16.8	18.1	12.0	9.0	7.7	6.1	5.7	0.8	0.7	12.8	13.1



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E
Power Grid	Buy	220	248	13	23.9	25.9	27.2	13.0	8.5	5.0	8.5	8.1	1.5	1.4	18.7	18.2
Torrent Power	Buy	395	463	17	22.8	31.1	31.7	-18.5	36.4	1.9	12.7	12.4	1.7	1.5	14.1	13.0
Tata Power	Buy	98	120	23	3.8	5.4	5.5	1.5	40.7	3.2	18.2	17.6	1.4	1.3	7.9	7.7
Aggregate								-5.7	15.0	13.2	7.1	6.3	1.2	1.1	16.3	17.1
Others																
BSE	Buy	605	770	27	33.0	47.5	53.9	32.4	43.9	13.5	12.8	11.2	1.1	1.0	8.5	9.1
Concor	Buy	558	662	19	12.6	16.0	19.9	-24.1	27.2	24.0	34.8	28.0	3.1	3.0	9.2	11.0
Coromandel Intl	Buy	733	-		47.7	55.9	60.6	31.3	17.2	8.3	13.1	12.1	3.4	2.9	28.4	25.8
EPL	Buy	228	334	46	8.5	11.3	13.4	24.6	33.0	18.3	20.2	17.1	3.8	3.3	20.0	20.6
Indiamart Inter.	Buy	8794	-		96.7	115.2	137.7	88.5	19.1	19.5	69.2	57.9	12.2	10.3	19.1	19.3
Indian Hotels	Buy	111	139	26	-6.9	0.6	1.9	-354.6	LP	197.8	173.8	58.4	3.6	3.5	2.1	6.1
Interglobe	Neutral	1655	1530	-8	-143.5	45.1	95.6	2,123.6	LP	112	37	17.3	34.0	12.5	156.5	105.4
Info Edge	Neutral	5004	4600	-8	21.9	30.2	41.0	31.0	37.7	35.9	165.8	122.0	13.8	12.9	8.5	10.9
Godrej Agrovet	Buy	499	640	28	16.3	20.0	23.6	23.1	22.6	17.8	24.9	21.2	4.3	3.8	18.0	18.9
Kaveri Seed	Buy	603	633	5	52.2	53.2	57.6	21.1	2.1	8.1	11.3	10.5	3.0	2.7	27.9	27.4
Lemon Tree Hotel	Buy	35	49	40	-1.7	0.0	0.6	1,308.3	Loss	LP	NM	61.3	4.0	3.7	-0.4	6.3
MCX	Buy	1532	1970	29	44.7	45.3	61.7	-3.6	1.3	36.1	33.8	24.9	5.5	4.9	16.9	20.9
Qess Corp	Buy	623	745	20	12.4	33.3	43.0	-32.1	168.3	29.4	18.7	14.5	2.4	2.0	17.6	18.9
PI Inds.	Buy	2572	2612	2	51.1	65.6	79.2	69.9	28.3	20.7	39.2	32.5	6.3	5.4	17.4	17.9
SIS	Buy	356	620	74	23.7	22.0	27.8	-1.7	-7.2	26.5	16.2	12.8	1.1	0.9	16.5	17.5
SRF	Buy	6442	6317	-2	194.8	233.3	282.3	25.5	19.8	21.0	27.6	22.8	4.7	4.0	18.6	19.0
Tata Chemicals	Buy	763	552	-28	16.3	34.8	44.5	-48.6	113.9	27.6	21.9	17.2	1.4	1.4	6.7	8.2
Team Lease Serv.	Buy	3310	3980	20	51.7	72.9	99.5	5.8	40.9	36.5	45.4	33.3	7.2	5.9	17.2	19.5
Trident	Buy	14	19	38	0.7	1.0	1.4	6.8	52.5	29.1	13.2	10.2	1.8	1.5	14.4	16.3
UPL	Neutral	616	583	-5	42.1	49.8	58.3	21.0	18.2	17.0	12.4	10.6	1.4	1.2	19.0	19.1



Index	1 Day (%)	1M (%)	12M (%)
Sensex	0.1	1.5	52.1
Nifty-50	0.2	2.7	55.9
Nifty Next 50	0.0	2.8	47.8
Nifty 100	0.2	2.7	54.8
Nifty 200	0.1	2.9	57.8
Company	1 Day (%)	1M (%)	12M (%)
Automobiles	-1.0	0.0	76.3
Amara Raja Batt.	-1.2	-4.6	48.5
Ashok Leyland	-1.5	1.0	140.1
Bajaj Auto	-1.4	6.5	53.4
Bharat Forge	2.3	3.0	114.2
Bosch	-2.1	-1.5	35.1
CEAT	-1.6	-9.7	74.4
Eicher Motors	-2.3	-3.8	72.0
Endurance Tech.	-0.4	-10.2	97.4
Escorts	-1.5	-11.1	58.1
Exide Inds.	0.7	-2.3	14.7
Hero Motocorp	-2.2	-2.6	45.2
M & M	-1.0	-3.3	122.5
Mahindra CIE	-1.6	4.5	91.5
Maruti Suzuki	0.0	-3.2	29.6
Motherson Sumi	-1.0	10.2	169.5
Tata Motors	-1.3	1.9	286.2
TVS Motor Co.	-1.9	11.0	105.9
Banks-Private	0.2	0.9	57.2
AU Small Fin. Bank	-2.2	-4.7	109.1
Axis Bank	1.7	3.1	64.0
Bandhan Bank	1.0	-3.9	41.7
DCB Bank	-0.5	-10.5	15.0
Equitas Holdings	1.2	-6.5	55.7
Federal Bank	-0.4	1.0	66.6
HDFC Bank	-0.3	-1.3	50.7
ICICI Bank	0.0	7.4	67.8
IndusInd Bank	1.3	-1.4	99.5
Kotak Mah. Bank	-0.3	1.9	36.2
RBL Bank	-1.7	-9.9	51.3
SBI Cards	-0.5	4.5	71.2
Banks-PSU	-1.1	-1.8	57.9
BOB	-1.6	-5.7	38.8
SBI	-1.1	0.6	89.1
Company	1 Day (%)	1M (%)	12M (%)
NBFCs	0.0	2.1	55.9
Aditya Birla Cap	-2.2	-5.7	132.3
Bajaj Fin.	3.9	5.8	139.2
Cholaman.Inv.&Fn	1.5	6.8	294.2
Can Fin Homes	-2.1	0.8	85.1
HDFC	-1.8	0.0	37.8
HDFC Life Insur.	0.2	0.4	36.9
Indostar Capital	0.1	-2.0	16.8
L&T Fin.Holdings	-2.1	-5.3	49.6
LIC Hsg Fin	-1.0	-2.0	44.6
M&M Fin.	-1.4	-20.1	72.9
Muthoot Fin	-1.0	-5.7	41.6
Manappuram Fin.	-1.1	-2.6	16.9
MAS Financial Serv.	0.1	-6.0	33.0
Max Financial	-0.5	5.9	93.5
ICICI Pru Life	0.7	21.9	30.3
ICICI Sec	0.2	18.2	36.3

Note: Sectoral performance are of NSE/BSE Indices

Index	1 Day (%)	1M (%)	12M (%)
Nifty 500	0.1	3.2	60.7
Nifty Midcap 100	-0.1	4.6	83.6
Nifty Smallcap 100	0.7	7.7	112.3
Nifty Midcap 150	-0.2	4.2	81.3
Nifty Smallcap 250	0.3	6.8	103.1
Company	1 Day (%)	1M (%)	12M (%)
IIFL Wealth Mgt	-1.1	-8.8	24.2
PNB Housing	-0.7	0.8	86.6
Repco Home	-0.3	0.5	170.7
SBI Life Insuran	-0.3	6.2	30.1
Shriram City Union	-0.9	5.6	98.5
Shriram Trans.	0.8	-0.9	108.4
Capital Goods	-0.5	-2.5	71.6
ABB	0.0	-4.8	57.3
Bharat Elec.	0.9	6.0	77.5
BHEL	-2.0	-3.1	125.3
Cummins	-2.7	-0.9	126.2
Engineers India	-1.0	-1.2	8.2
K E C Intl	0.1	-2.9	114.3
L&T	-1.2	-2.8	55.0
Siemens	0.4	3.7	66.7
Thermax	0.0	12.9	103.7
Consumer Durables	-0.5	2.0	63.3
Blue Star	-0.9	-3.2	62.5
CG Cons. Elec.	-5.0	-0.6	75.2
Havells	-0.7	-3.7	86.4
Voltas	0.5	-1.2	96.8
Whirlpool India	1.1	-0.1	5.8
Orient Electric	0.0	-10.9	55.4
Cement	2.4	13.6	128.7
Ambuja Cem.	1.7	6.4	85.3
ACC	0.2	0.7	67.1
Birla Corp.	0.0	1.0	124.2
Dalmia Bhar.	1.8	-1.2	194.8
Grasim Inds.	0.6	-3.9	169.2
India Cem	1.6	2.4	65.5
J K Cements	-0.1	-0.5	155.3
JK Lakshmi Ce	-0.7	-2.0	100.5
Ramco Cem	0.9	3.0	79.9
Shree Cem	-0.9	1.2	48.1
Ultratech	0.2	-5.4	85.6
Consumer	-0.4	0.6	18.6
Asian Paints	-0.1	4.4	47.8
Britannia	-0.3	-0.9	10.0
Colgate	-0.4	-3.5	0.8
Dabur	0.1	2.3	13.2
Emami	-0.3	5.4	153.7
Godrej Cons.	-1.2	-1.0	31.0
HUL	0.1	4.1	7.9
ITC	-0.6	-3.1	12.2
Jyothy Lab	-1.5	7.8	30.0
Marico	-0.3	2.0	41.6
Nestle	-0.7	-0.4	-5.7
Page Inds	-0.4	-0.2	66.6
Pidilite Ind.	-1.7	2.7	21.8
P&G Hygiene	0.4	5.6	27.9
Tata Consumer	-0.8	7.0	89.7
United Brew	-0.9	-3.4	26.8



Company	1 Day (%)	1M (%)	12M (%)
United Spirits	-2.1	-5.3	-1.4
Varun Beverages	-0.4	-5.7	42.5
Healthcare	0.3	11.9	41.7
Alembic Phar	-0.4	5.2	29.0
Alkem Lab	-0.5	4.2	4.0
Ajanta Pharma	3.9	6.6	25.0
Aurobindo	0.6	13.8	54.7
Biocon	0.8	-0.3	11.9
Cadila	-0.3	33.7	71.9
Cipla	-0.4	15.1	51.9
Divis Lab	0.7	12.7	65.1
Dr Reddy's	1.1	15.8	31.5
Gland Pharma	-0.5	10.0	
Glenmark	0.4	25.5	71.8
GSK Pharma	0.3	3.9	1.5
Granules	0.0	10.0	96.4
IPCA Labs	1.4	11.6	30.4
Jubilant Pharmo	-1.7	17.7	116.9
Laurus Labs	-3.5	28.9	344.8
Lupin	0.0	7.7	23.4
Strides Pharma	-0.5	2.7	95.6
Sun Pharma	0.2	9.8	34.9
Torrent Pharma	-0.1	1.6	3.3
Infrastructure	0.0	0.6	52.7
Ashoka Buildcon	0.3	-12.1	38.9
IRB Infra.Devl.	0.9	4.0	48.7
KNR Construct.	3.0	-3.1	90.6
Media	-0.3	0.6	33.2
PVR	-1.6	-2.7	19.8
Sun TV	3.0	14.3	32.1
Zee Ent.	-1.3	-6.7	17.1
Metals	4.5	25.9	181.7
Hindalco	2.7	13.8	220.0
Hind. Zinc	-0.3	10.6	79.3
JSPL	2.3	40.0	412.2
JSW Steel	9.8	63.4	342.8
Nalco	6.1	20.6	109.5
NMDC	4.3	21.5	104.1
SAIL	8.6	46.5	272.2
Tata Steel	6.2	34.6	265.2
Vedanta	4.5	12.5	222.1
Oil & Gas	0.3	0.9	28.3
Aegis Logistics	-1.6	2.7	83.9
BPCL	0.5	-1.1	16.2
Castrol India	0.1	3.0	-1.2
GAIL	1.1	2.2	51.3
Gujarat Gas	-2.1	2.3	105.9
Gujarat St. Pet.	3.8	1.2	35.6
HPCL	-0.8	-0.1	10.3
IOC	-0.7	-2.4	10.2
IGL	-1.0	0.4	6.2
Mahanagar Gas	-1.0	-3.3	16.1
MRPL	12.5	10.1	33.0
Oil India	0.7	0.8	30.2
ONGC	0.2	1.7	47.6
PLNG	-0.9	4.8	-0.1
Reliance Ind.	1.4	1.5	43.2
Aditya Bir. Fas.	-1.1	-11.9	60.6

Company	1 Day (%)	1M (%)	12M (%)
Retail			
Avenue Super.	-1.3	1.6	24.5
Jubilant Food	1.2	2.1	89.2
Shoppers St.	2.9	-6.1	10.7
Titan Co.	-0.1	0.0	62.8
Trent	0.3	2.1	59.4
V-Mart Retail	2.0	-1.1	57.5
Westlife Develop	-0.8	-5.1	46.6
Technology	-0.3	1.9	92.7
Cyient	4.0	14.4	253.6
HCL Tech.	-1.5	-5.1	85.1
Infosys	0.0	1.4	100.0
L&T Infotech	-1.0	-2.4	162.5
L&T Technology	0.1	3.0	126.0
Mindtree	-1.3	6.1	138.1
Mphasis	1.3	8.1	150.3
Coforge	-0.8	1.8	141.2
Persistent Sys	1.9	9.5	323.3
TCS	-0.3	1.5	63.4
Tech Mah	-0.1	-1.5	84.7
Wipro	0.1	21.3	171.1
Zensar Tech	-0.7	-3.9	212.5
Telecom	-1.0	3.4	23.6
Bharti Airtel	-0.5	3.7	9.1
Indus Towers	-1.2	5.0	54.9
Idea Cellular	-3.0	-7.8	99.5
Tata Comm	-3.5	-0.8	174.4
Utilities	-0.2	0.3	72.9
Coal India	-0.4	-1.2	-8.5
CESC	1.6	3.1	-0.1
Indian Energy Ex	1.6	10.8	141.4
JSW Energy	2.1	25.1	167.2
NHPC Ltd	-0.2	4.7	15.1
NTPC	-0.7	-1.1	14.1
Power Grid	-0.4	2.6	39.3
Tata Power	-0.3	-5.6	214.1
Torrent Power	0.6	-4.9	22.5
Others			
BSE	-2.1	9.5	60.3
Coromandel Intl	1.7	-2.4	28.6
Concor	-1.1	-5.4	52.4
EPL Ltd	0.8	2.6	29.9
Indiamart Inter.	0.8	13.0	288.5
Godrej Agrovet	-0.2	1.3	22.6
Indian Hotels	-2.9	2.1	46.7
Interglobe	0.5	2.6	79.6
Info Edge	-0.3	12.0	104.9
Kaveri Seed	1.9	23.2	58.9
Lemon Tree Hotel	-1.6	-5.2	96.6
MCX	0.3	-2.3	46.7
Piramal Enterp.	-1.1	-6.2	76.9
PI Inds.	0.2	13.2	68.6
Qess Corp	1.6	-9.2	207.0
SIS	-1.2	-9.4	-14.1
SRF	0.3	22.3	75.8
Tata Chemicals	-0.2	2.5	167.6
Team Lease Serv.	2.1	-5.5	111.9
Trident	-1.4	0.8	181.5
UPL	1.3	5.1	70.9

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