

ASIAMONEY Brokers Poll 2020 (India)

Best Local Brokerage

Market snapshot

Equities - India	Close	Chg. %	CYTD. %
Sensex	48,440	-1.5	1.4
Nifty-50	14,325	-1.5	2.5
Nifty-M 100	22,859	-2.0	9.7
Equities-Global	Close	Chg. %	CYTD. %
S&P 500	3,910	0.5	4.1
Nasdaq	12,978	0.1	0.7
FTSE 100	6,675	-0.6	3.3
DAX	14,621	0.1	6.6
Hang Seng	10,744	-1.0	0.1
Nikkei 225	28,730	1.1	4.7
Commodities	Close	Chg. %	CYTD. %
Brent (US\$/Bbl)	61	-3.9	19.2
Gold (\$/OZ)	1,727	-0.4	-9.0
Cu (US\$/MT)	8,786	-2.1	13.4
Almn (US\$/MT)	2,220	-0.5	12.5
Currency	Close	Chg. %	CYTD. %
USD/INR	72.6	0.1	-0.6
USD/EUR	1.2	-0.4	-3.7
USD/JPY	109.2	0.4	5.8
YIELD (%)	Close	1MChg	CYTD chg
10 Yrs G-Sec	6.1	-0.02	0.3
10 Yrs AAA Corp	7.2	-0.02	0.6
Flows (USD b)	25-Mar	MTD	CY21
FII	-0.47	2.73	8.19
DII	0.31	-0.19	-4.38
Volumes (INRb)	25-Mar	MTD*	YTD*
Cash	743	727	799
F&O	95,136	47,069	41,838

Note: \*Average

Today's top research idea

Godrej Consumer: Recovery evident, long way to go for a turnaround

- ❖ The management of Godrej Consumer Products (GCPL) conducted an analyst meet (after holding one in Dec'20) to discuss the progress of its Africa business with Mr. Dharnesh Gordhon, who joined as Business Head – Africa, Middle East and USA on 1st Apr'20.
- ❖ While the Africa business has reported a promising rebound, turning around core geographies would be an 18-month process, with others following suit.
- ❖ His priority is to achieve double-digit sales growth and eventually 17-18% margin in 4-5 years.
- ❖ He feels the company needs to grow further in Nigeria (largest market in Africa) and wishes to tap the US market better by catering to the African-American population.
- ❖ He also sees a lot of under-realized potential in South Africa.
- ❖ Mr. Gordhon believes in placing onus on local management teams across geographies due to their local knowledge.
- ❖ We maintain our **Neutral** rating with a TP of INR720/share (35x Mar'23E EPS).

Research covered

Cos/Sector	Key Highlights
Godrej Consumer	Recovery evident, long way to go for a turnaround
4 <sup>th</sup> Ideation Conference (Day 1)	Key insights from the virtual conference.

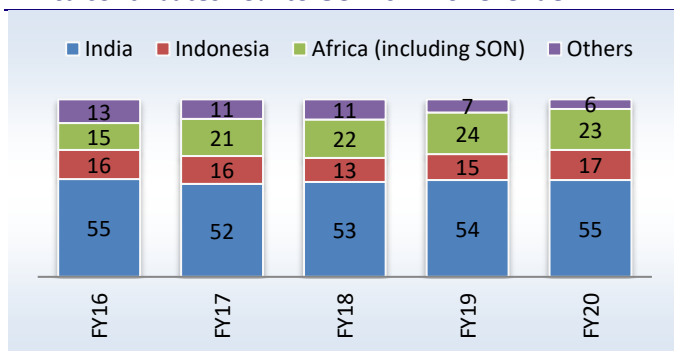
Piping hot news

Maruti Suzuki eyes record production for next financial year

Maruti Suzuki, the country's largest car maker, is eyeing record production levels for the next financial year, which may translate into its steepest growth since listing in 2003. It would mean Maruti driving overall market expansion by its ...

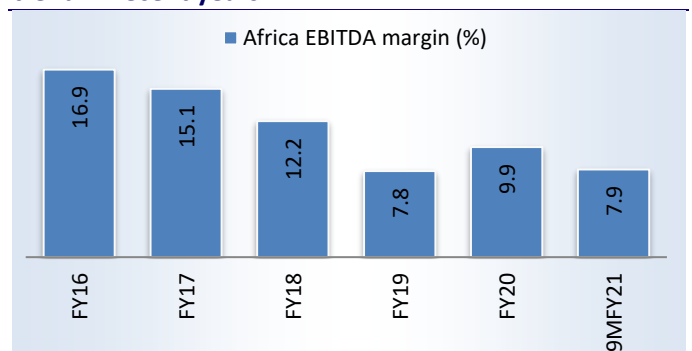
Chart of the Day: Godrej Consumer | Recovery evident, long way to go for a turnaround

Africa contributes 23% to GCPL's FY20 revenue



Source: Company, MOFSL

Africa business EBITDA margin has been on a declining trend in recent years



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

**Adani Enterprises enters the Copper business, incorporates Kutch Copper Limited**

Adani Enterprises, the flagship entity of the Adani Group, Thursday announced its entry into the copper business by incorporating a wholly-owned subsidiary, Kutch Copper Limited (KCL). "KCL is incorporated with the object to undertake copper business-related activities, such ...

2

**RIL to sell Hathway and Den Networks stake worth stake worth Rs1,122 cr**

Reliance Industries promoted Hathway Cable & Datacom Ltd and Den Networks to sell stakes via OFS on March 26 and March 30 for ₹853 crore and ₹269 crore respectively. Jio Content Distribution Holdings Pvt., Jio Internet Distribution Holdings Pvt. and Jio Cable and Broadband Holdings Pvt., promoter of Hathway Cable & Datacom Ltd will sell 338 million shares, or a 19.1% stake with a floor price of ₹25.25 aggregating to ₹853.45 crore.

3

**BPCL disinvestment process moving on well, to conclude sale by Sept-end: DIPAM Secy**

Disinvestment process of oil marketing firm is moving on well and expected to conclude by September-end, Department of Investment and Public Asset Management (DIPAM) Secretary Tuhin Kanta Pandey said on Thursday. The government is selling its entire 52.98 per cent stake in BPCL in the nation's biggest privatisation till date ...

4

**170 GW of renewable energy capacity either operational or under development: R K Singh**

As much as 170.14 gigawatts (GW) of renewable energy capacity, excluding large hydropower units, has either been installed or under various stages of development or bidding at February-end this year, Parliament was informed on Thursday. The statement assumes significance in view of India's ...

5

**GoAir plans Rs 2,500-cr IPO early FY22; may file preliminary papers in Apr**

Wadia group-owned GoAir plans to come out with a Rs 2,500 crore-initial share sale early next fiscal, according to sources. The no-frills airline has been working on expansion plans and an Initial Public Offer (IPO) will help in raising funds. In recent months, many companies have hit the capital market with their IPOs amid business activities slowly normalising after the pandemic blow. The carrier, which started operations in 2005, has been contemplating about going public in the last couple of years. The airline, which has also been witnessing frequent churns in the top management, could not come out with the IPO on a few occasions earlier. ...

6

**Sebi makes it easier for startups to list in India**

The markets regulator on Thursday made it easier for startups to go public in India as it moved to stanch a potential exodus of local companies to foreign capital markets. The Securities and Exchange Board of India (Sebi) approved several changes to the listing rules on the Innovators Growth ...

7

**Edelweiss' infra fund acquires 74% stake in Engie's solar assets in India**

Edelweiss Infrastructure Yield Plus (EIYP), a fund managed by Edelweiss Alternative Asset Advisors Ltd (EAAA) on Thursday said that it has concluded the acquisition of a controlling stake in French utility major Engie Group's solar energy assets in India.



# Godrej Consumer

BSE SENSEX 48,440 S&P CNX 14,325

**CMP: INR680 TP: INR720 (+6%) Neutral**



CONSUMER PRODUCTS

### Stock Info

Bloomberg	GCPL IN
Equity Shares (m)	1,022
M.Cap.(INRb)/(USD\$b)	695.2 / 9.6
52-Week Range (INR)	808 / 439
1, 6, 12 Rel. Per (%)	3/-33/-26
12M Avg Val (INR M)	1163

### Financials Snapshot (INR b)

Y/E March	2021E	2022E	2023E
Sales	109.2	118.4	132.4
Sales Gr. (%)	10.2	8.4	11.8
EBITDA	24.8	26.2	29.6
EBITDA mrg. (%)	22.7	22.2	22.4
Adj. PAT	17.2	18.2	21.1
Adj. EPS (INR)	16.8	17.8	20.6
EPS Gr. (%)	18.7	5.7	15.9
BV/Sh.(INR)	82.2	85.6	89.4

### Ratios

RoE (%)	21.1	21.2	23.6
RoCE (%)	16.1	16.3	18.5
Payout (%)	59.5	67.5	67.9

### Valuations

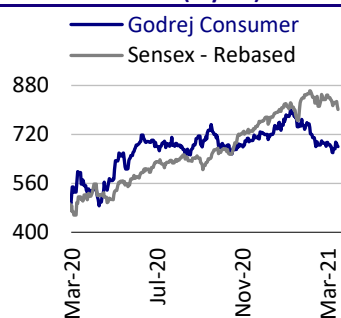
P/E (x)	40.4	38.3	33.0
P/BV (x)	8.3	7.9	7.6
EV/EBITDA (x)	28.7	27.0	23.8
Div. Yield (%)	1.5	1.8	2.1

### Shareholding pattern (%)

As On	Dec-20	Sep-20	Dec-19
Promoter	63.2	63.2	63.2
DII	3.1	3.1	2.2
FII	26.8	26.8	27.7
Others	6.9	6.9	6.8

FII Includes depository receipts

### Stock Performance (1-year)



## Recovery evident, long way to go for a turnaround

After the analyst meet to discuss the domestic business in [Dec'20](#), the management of Godrej Consumer Products (GCPL) conducted another analyst meet to discuss the progress in its Africa business with Mr. Dharnesh Gordhon, who joined as Business Head – Africa, Middle East and USA on 1<sup>st</sup> Apr'20. Before joining GCPL, he was President, Director, and CEO of PT Nestle Indonesia and Managing Director and CEO of Nestle Nigeria.

### Key highlights from the interaction

- The Africa business has reported a promising rebound, led by macro factors; better Go-to-Market (GTM) initiatives, leading to better terms for retailers; and getting the price-to-value equation right.
- Mr. Gordhon admitted that a lot of work still needs to be done. Work on turning around core geographies would be an 18-month process, with others scheduled for the next stage after that.
- The target is to first achieve double-digit sales growth and eventually 17-18% margin in 4-5 years (using levers like pricing, operating model changes, scale, and premiumization), thus ensuring that the business is not dilutive to consolidated margin (21.6% in FY20).
- From a geographical perspective, he feels the company needs to grow further in Nigeria as it is the largest market in Africa. He wishes to tap the US market better by catering to the African American population. He also sees a lot of under-realized potential in South Africa.
- Mr. Gordhon believes in placing a lot of onus on local management teams across geographies due to their local knowledge. He wants to encourage a mindset of collaborative work and discipline. He sees change as a natural process and looks to achieve more with less. He aims to ensure that there is discipline in execution.
- There are no changes to our forecasts. For a business that has: a) seen substantial deceleration in the pace of earnings growth in recent years, and b) where medium-term prospects aren't considerably better and RoCE (~15% in FY20) consistently below peers in recent years, valuations of 38.3x/33x FY22E/FY23E are fair. As highlighted in our detailed note in [Jun'19](#), GCPL's performance across geographies has been patchy, with overseas businesses performing particularly poorly on the RoCE front. Pace of domestic sales growth has weakened in recent years, including a patchy performance in 9MFY21 when two of its key segments – Soaps and Household Insecticides (HI) – witnessed favorable tailwinds. Maintain **Neutral**.

The Indian economy has successfully navigated the “Survive to Revive” phase over the past few quarters. Robust corporate earnings, after the pandemic-led disruption, and improving macroeconomic data indicate positive near-term prospects and have led the broader indices to new heights. Furthermore, with economic growth being the focal point, the government has rightly focused on infrastructure development.

Thus, inspired by the success of our traditional conferences, we rolled out the ‘Motilal Oswal 4<sup>th</sup> Ideation Conference’ – Our Emerging Companies Platform from 23<sup>rd</sup>–25<sup>th</sup> March, 2021.

The full-day virtual conference, with matching schedules across time zones, from Asia to the US, consists of interactive sessions with 60+ corporates – as they dwell on future challenges and opportunities in store in this disruptive world.

**Our guests shed light on how their respective industries are coping with the dual challenge of the pandemic and slowdown, and the way forward hereafter.**

We bring you key insights from the virtual conference.

## Automobiles

### Mahindra CIE | (MACA IN, Mkt Cap USD0.9b, CMP INR166)

- A. **Market overview – India business:** The PV industry is facing some supply-side issues. However, demand remains good. Demand for 2Ws has slowed a bit, but MCIE is better off as Bajaj Auto (export exposure) is a major customer. The management said CVs are growing on a very low base and that the recovery is slower than expected. Tractors continue to see higher growth. The Center’s **scrappage policy** will not impact demand much, except a minor push on the Trucks side. **Europe Business:** Demand for Cars and Trucks has returned, along with a recovery in the off-roading business.
- B. **Medium term growth drivers:** While the Indian Auto industry is expected to regain its CY18 peak in CY24, MCIE is expected to achieve its CY18 (normalized for AEL) peak at least 1-2 years earlier. The growth drivers would be: 1) new sales, and 2) export push. The management is targeting new sales to be ~25% of last year sales (v/s 15% so far). It also expects exports to constitute 20% of sales over the next 2-3 years (v/s 12-13% at present).
- C. **Margin growth strategy** – The management is targeting 200bp EBIDTA margin expansion in its **India business** over 4QCY20. Margin to touch 17% of CIE’s global average over the next 2-3 years. It will be driven by revenue growth and break-even reduction by operational efficiencies. For the EU business, it targets 200bp margin expansion over 4QCY20 base to reach 14% EBIDTA margin. The same will be driven by rationalization of revenue from the weak performing Truck Forging business. Revenue growth should be in mid-single digits in the near term.
- D. **M&A strategy:** The management is open to any opportunity which fills strategic gaps and provides exposure to: 1) plastics, 2) mirrors, 3) value added parts (Al or Fe), or 4) access to any large OEM, provided it should not impact its RONA expansion journey (15% target over the next 2-3 years v/s 10% in 4QCY20).
- E. **EV and India business:** MCIE is ready for the EV business with Composites, Stampings, Magnetics (more motors), and Gears (complex gears) used in EVs. The **Magnetics business** will benefit from the increasing shift towards EVs. With the recent improvement in efficiencies, it has become competitive with most Chinese suppliers. **Gears business** – The number of Gears will decrease in an EV, however, its value would be higher due to increased complexity. Currently, it is supplying to Mahindra Treo and e-Verito. The management expects to start supplying to the e-Chetak soon.
- F. **EV impact on Europe business and the strategy to mitigate it:** During 4QCY20, EV share in total cars sold was ~18%, of which pure EVs were 8%. It estimates pure EVs to be 15% of the industry by CY25. **EV impact on Europe**



**revenue:** Since one-third of Europe revenue is from crank shafts (and other IC engine parts) and with EVs expected to grow to ~15%, 5% of revenue will be at risk. **Strategy to mitigate revenue loss by EVs:** 1) With an increase in EV, some IC engine suppliers will exit the business. MCIE being a strong player will gain market share. 2) It will increase supply of non-powertrain parts in Forgings, which can be used in EVs as well. 3) The company plans to increase aluminum Forgings on the same presses for structural parts.

G. **China+1 strategy** – It continues to see traction in the Gears and Magnetics business where China is a competitor.

### Minda Corporation | (MDA IN, Mkt Cap USD0.3b, CMP INR96)

- A. **Vehicle access systems solution:** Keyless solutions are expected to drive strong revenues from FY23 – as it is working with seven OEMs on 13 programs. Led by technological evolution, the company is evolving from conventional locking systems to immobilizers to smart keyless systems to gesture-based systems. It enjoys over 30% market share in the conventional lock set space.
- B. **Information and connected solutions:** On the back of premiumization, the company is evolving from the mechanical cluster to LCD/TFT cluster to connected cluster and HUD. It has capabilities in wiring harnesses for 2Ws, 3Ws, CVs, Tractors, etc. It enjoys over 30% market share in the wiring harness space.
- C. **Electric and connect mobility solutions:** It has received shark fin antenna orders from MSIL, M&M, and TTMT, etc. Also, it has commercialized ITS (Intelligent Transport System for buses) and is doing 100–110 units/month (with realization of INR80–250k/unit). It has commercialized the DC-DC converter for EVs and is testing/validating the battery charger and motor controllers for EVs.
- D. **EV not a threat, but an opportunity:** Its current product portfolio is not likely to be impacted by the EV revolution, but see an increase in content. The DC-DC converter is already in the commercialization stage – the company is doing 9–10k units per month. Battery chargers are under testing/validation, similar to motor controllers. These products are developed in-house. Wiring harnesses for e-2Ws would see similar or more content. Minda Corp generates 55% of its revenues from 2Ws and would look to leverage the electrification of 2Ws. It is working with players in the e-2Ws space, including start-ups.
- E. **Wiring Harness:** Margins in this product category declined post BS6 (9–10% EBITDA margins for BS4 v/s 6–7% for BS6) due to a) commodity price inflation (1–2 quarters of lag in pass through – 100bp impact that would normalize in 1–2 quarters); b) 100bp impact from labor productivity deterioration due to the BS6 transition and lockdown, which would take 2–3 quarters to normalize; and c) higher imports under BS6 – the company is localizing some of the components.
- F. **Plastics and lightweighting solutions:** It is setting up a plant in Gujarat (operational in 4Q). It is supplying to PV (MSIL), UV (MM), and engine (Cummins) manufacturers. Currently, it is doing business of INR300m in this category; this would reach billions in three years. It expects exports of compressor housing for turbochargers to double from INR1–1.1b in the next three years – the use of turbochargers is increasing for meeting emission norms. The company aims to grow the Aluminum Die Casting business to 2x over the next two years.
- G. **Aftermarket:** It has seen good growth and would continue to report a 20% CAGR, driven by existing and new product launches as well as exports. It has recently ventured into 2W lubricants. The exports aftermarket accounts for <2% of the total aftermarket revenue (INR50–60m pa v/s INR1.5–2b for some peers).
- H. **Semi-conductor issues** are impacting the business, especially in the Diesel and LCV segments. However, the impact is lower than initially estimated in Dec'20.

## Capital Goods

### Engineers India | (ENGR IN, Mkt Cap USD0.7b, CMP INR76)

- A. **Capex:** Capex announcements have commenced in the domestic markets with companies announcing projects. On the other hand, the overseas markets are still seeing marginal slowdown (especially the Middle East).
- B. **Order inflows:** ENGR expects to close FY21 with ~INR16b worth of order inflows and targets ~INR18b worth of order inflows in FY22. Order inflows expected in FY22 include those from Kaveri Basin, Rasayani BPCL, and NRL (a couple of orders).

- C. **Segmental margins:** Margins in the Consultancy segment are expected at 25–27%. Moderation (from 28–30% levels) is partly attributable to higher competitive intensity. The company could take some provisions in the Turnkey segment over FY22–23; hence, it has maintained margin guidance at 3–4%.
- D. **Diversification:** The entire energy mix portfolio is shifting toward non-oil-based products. ENGR expects all oil companies to slowly evolve into petrochemical companies. Thus, in the next 10 years, oil companies could emerge as energy companies. Hence, EIL would accordingly modify its offering – such as entering into Hydro Fuels, Specialty Chemicals, etc.

### Symphony | (SYML IN, Mkt Cap USD1.2b, CMP INR1277)

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## Financials – Diversified

### IIFL Finance | (IIFL IN, Mkt Cap USD1.6b, CMP INR297)

- A. **Growth outlook:** Going forward, the management expects a steady growth in the MFI book and Home Loan segment. The company is confident of growing the Gold Loan portfolio at 10-15% if gold prices stabilize. It expects Business loans to grow the fastest from a low base.
- B. The Center’s Housing for All scheme has created enormous opportunities. The company has already passed on the subsidy to 43k customers (INR12.5b) and another 7k customers are due in coming weeks.
- C. It is working on strategic partnerships with Banks, and this is reaping good results. Aid is coming in the form of capital (assignment/co-lending) and effective sourcing of loans.
- D. Demand for retail credit is improving. Banks are more receptive to lend to retail NBFCs like IIFL Finance. Collection efficiencies are increasing across business segments.
- E. MFI book is poised to grow. The major challenge this industry faces is due to regional/political issues. The management’s focus on rural areas and not just suburban areas have helped cushion against major setbacks.
- F. Disbursements remained robust in the past few quarters despite a tough macro situation. Consolidation in the affordable housing segment and well managed liquidity aided the same.
- G. The management expects to carry existing liquidity despite the negative carry. It views this as a cost of running the business and targets to cover up the hit on margins in weighted average cost of capital.
- H. Most industry players had to face the brunt of negative ratings by agencies. Fitch has revised its outlook to stable now. None of the NCDs (offshore) are eligible for early redemptions.
- I. The management is likely to maintain securitized/assigned portfolio and does not see this pool reducing.

### Shriram City Union Finance | (SCUF IN, Mkt Cap USD1.3b, CMP INR1408)

- A. **Growth outlook:** Over the next 2-3 years, SCUF plans to grow AUM by mid to high teens. MSME, Small Business loans, and pre-owned 2W would be key growth drivers. 2W/Gold loans is expected to grow at 10-15%/14-15%. The Housing Finance portfolio is expected to grow by ~40% in the next two years. The management plans to scale AUM to INR60-65b by FY23.
- B. It expects credit cost/cost-to-income ratio to hover ~2.8%/39-40%. GS3 ratio is expected to be maintained at current levels.

- C. The management is targeting an additional 50-60 branches over the next 18 months. SCUF will operate on a hub and spoke model. The focus will be more on service centers (most likely in Northern and Central India).
- D. Business momentum continues in most targeted products, except the 2W segment, which has seen some moderation in Feb-Mar'21 (20-25% lower). Collection efficiency trends are reflecting positive sentiment in Jan-Feb'21.
- E. An immediate capital infusion of INR3b and INR2b via warrants is expected in the next six months in Shriram Housing via SCUF.
- F. CRISIL, which had downgraded its rating from AA stable to negative during the initial days of the COVID-19 pandemic, has re-instated its stable outlook now.

### UTI Asset Management Company | (UTIAM IN, Mkt Cap USD1b, CMP INR561)

- A. Issues in the Fixed Income segment commenced from CY18 (IL&FS crisis) onwards. Although the exposure was limited to INR900m, it led to a domino effect in other funds. The company did mark down some DHFL investments.
- B. Opex is likely to remain sustainably lower. All new offices have miniscule Real Estate expenses (stamp duty, etc.). Expense levels to be maintained at INR400m going forward. The management is confident of achieving cost savings of 10-12%. The company expects cumulative employee cost savings of ~INR700m over the next four years due to retirement of higher paid employees. All pension liability is duly recognized, hence these cost savings would reflect directly at the PBT level.
- C. Yields on ETF/Income Funds is 5bp/27-28bp, while in the Equity category it is 97-98bp. Gross yields are around 44-45bp.
- D. The management expects PAT margin to improve ahead as operating leverage is likely to come into play. On a normalized trend basis, PAT margin would be 21-22bp. Yields on new business are lower as against the back book.
- E. It witnessed improving traction with increasing inflows in the SIP category over the last few months (inflows of INR2.9b in Dec'20 v/s INR2.5b in Nov'20).

## Financials – Banks

### Equitas Small Finance Bank | (EQUITASB IN, Mkt Cap USD0.9b, CMP INR60)

- A. **Growth outlook:** Disbursements have been lower than pre-COVID levels in MFI and Vehicle loans, while Small Business loans has crossed pre-COVID levels. The management expects to grow at 25% going forward, with MFI at 20%, Small Business loans at 25%, and Vehicle Finance at 25%. New products should see higher growth given the low base, while used car and gold loans should see good traction. The bank targets to keep MFI book ~15% over the long term and investing in Mortgages business is likely to scale up.
- B. CASA has started to pick up and retail deposit is growing well. Most bulk deposits are non-callable and thus help in reducing the volatility.
- C. The management expects to open ~15-20 branches per year and target is to bring the C/I ratio to ~50% over the next 24 months. Productivity has improved. Minimum branch expansion has kept opex modest and would continue to do so. Cross selling would further drive operating leverage.
- D. The bank's focus remains on improving collections. It is not witnessing any issues in its core state of Tamil Nadu (~55% of total book). Vehicle Finance has rebounded and the initial anticipated stress of INR8b is likely to be controlled.
- E. Prior to the COVID outbreak – 94-95% were non delinquent, 2.5% was NPA, and the rest in the SMA0/1/2 category. Post COVID, this stood at 90% in non-delinquent, ~4% in NPA, and 6% in SMA0/1/2. **SMA book composition:** pre-COVID – ~4% are SMA 1-30 and 2% are SMA 30-90. Post COVID, this has moved to ~2% in SMA 1-30 and 4% in SMA 30-90.
- F. CE and billing efficiency, barring MFI, has moved to normal rates. MFI is likely to take some time to reach normalcy. Overall, write-offs would be higher in 4QFY21, particularly from the MFI book.
- G. The management expects credit cost to be within the guided range of 2.5% and has guided at RoA/RoE of 2.25%/16-18% for FY22. It would look for consistency in these ratios before raising its guidance.

## Healthcare

### Caplin Point Laboratories | (CLPL IN, Mkt Cap USD0.4b, CMP INR428)

- A. LATAM business:** On a decent base, Caplin intends to grow the business at a 15–20% CAGR over the next 2–3 years in the LATAM segment. In addition to 14–15k touch points, CAPLIN has also established a digital platform to supply medicines in key markets such as Guatemala. This has not only enhanced the service level for its customers but also improved the company's efficiency.
- B. New markets:** CAPLIN is progressing well on making in-roads into larger LATAM markets such as Chile and Columbia and is expanding in Mexico and Bolivia. It intends to acquire distributors to develop an end-to-end business model with control over exports/imports and distribution. Product registration is on track in Chile, Mexico, and Brazil. Particularly, the commercial benefit from Chile is expected to be reflected from 1QFY22.
- C. US business and expansion plan:** CAPLIN is on track to achieve cash flow breakeven in the near term with revenue of ~INR1.3b. The company has 12 ANDAs approved, of which seven have been launched and the remaining would be launched shortly. It intends to build an ANDA pipeline of 55–60 products to drive growth in the US segment over the next 4–5 years.
- D. Capex breakup:** Caplin intends to spend ~INR1b on API expansion, INR1b on the oncology plant, and INR500–700m on expanding vial lines. Injectables capacity would more than double once the new capacity becomes operational. The overall capex would be funded from internal accruals. The expanded capacity may provide opportunities in the Vaccine space as well.
- E. Backward integration:** Caplin intends to have 70–80% backward integration for its US products. Backward integration is also essential to ensure the continuous supply of APIs, which would enable it to deliver products without disruption. CAPLIN is exploring both the organic and inorganic routes to achieve backward integration. The exorbitant valuation for acquisition favors the organic route for setting up the API plant.
- F. R&D:** Caplin intends to increase its R&D spend going forward, while focusing on developing products related to PENEM/hormones. New product filings in the US are also expected to contribute to the increase in R&D spending.

## Infrastructure

### NBCC (India) | (NBCC IN, Mkt Cap USD1.2b, CMP INR47)

- A. EBITDA margins:** 6–7% EBITDA margins reported over FY17–18 were attributable to IND-AS 115 adjustments; this is expected to normalize in the immediate future. Expect margins to be 4–5% going ahead.
- B. Land parcel monetization:** The company plans to develop projects over its current land bank (40+ acres) and monetize these assets.
- C. Cash balance:** The current cash balance stands at INR16b. Of this, INR400m belongs to the company, while the rest belongs to customers in the form of advances.

## Technology

### Birlasoft | (BSOFT IN, Mkt Cap USD1b, CMP INR252)

- A. Demand outlook:** Pent-up demand from the last year is returning. Furthermore, the management is in talks with clients regarding net new deals and is confident to close them. Additionally, the momentum of tech adoption is expected to continue for the next 3–5 years – an advantage for the IT industry.
- B. Stabilization in Oil & Gas segment:** With an increase in oil prices, servicing Oil & Gas companies have been stabilizing. Birlasoft is in talks with them for new supply.
- C. Offshoring:** Offshoring is being pushed by clients, especially in Europe. This is mainly on account of cost reductions as well as faster go-to-market instances. This is expected to be a key tailwind in terms of margins.
- D. Hiring trends:** The management expects to do strong hiring on the back of a robust demand pipeline. It would continue to hire freshers and junior candidates.



- E. Strategy:** BirlaSoft is focusing on five micro verticals wherein it could compete with larger players – Medical Devices, Hi-Tech, Heavy Industries in Manufacturing, Oil & Gas Services company in the ENU vertical, and Lending & Risk Area in BFSI. The company believes focusing on these micro verticals would aid in faster growth for the company.

### Just Dial | (JUST IN, Mkt Cap USD0.8b, CMP INR897)

- A. Initial reaction on Jd Mart – positive:** Initial reactions from suppliers and buyers on the newly launched Jd Mart (B2B portal of Justdial) have been positive. The company would have a broad-based growth strategy for the portal across industries and verticals. JUST has appointed a new head for the B2B business.
- B. Pricing to be significantly lower v/s competitor:** The company would keep the base price lower (at INR15k per annum) for the Jd Mart application. This is much lower v/s IndiaMART, whose base price is ~INR30K per annum.
- C. Expect aggressive advertisement:** JUST expects to spend INR1.3–1.4b on advertising over the next fiscal (double the usual spend) to gain traction on the application. Advertising efforts would commence from next month. This would keep margins subdued.
- D. Additional features to be key differentiator:** JUST would launch additional features – such as logistics, insurance, and SME lending – through third-party vendors. This would happen in a phased manner. Logistics should start over the next few weeks. These features are currently not present on the IndiaMART portal.
- E. Capital allocation:** Expenses related to advertisement / product development for Jd Mart / Jd expert would be a part of operating expenditure; therefore, it would not incur capex on the same. JD’s board would decide on the buyback in Aug’21.

### Zensar Technologies | (ZENT IN, Mkt Cap USD0.9b, CMP INR289)

- A. Demand outlook:** The environment has been improving and demand is returning. However, due to furloughs at the top client and delay in DFS business deals, the company would continue to be impacted over the next couple of quarters.
- B. Margins in a narrow band:** The company’s margin profile has improved on the back of cost optimization and an increase in the offshore mix. Despite costs returning, the management is confident these would not be at previous levels. Furthermore, it is looking to invest back into the business, which would help maintain margins in a narrow band.
- C. New CEO strategy:** The CEO’s topmost priority is to build a consistent organization as well as manage and retain good talent – given that the industry has heated up in terms of talent acquisition.
- D. Offshoring:** The offshore mix has increased and the management expects this momentum to continue. Most of the deals the company is working on have an increased offshore element to them. This is expected to be a key tailwind in terms of margins.

## Utilities

### Indian Energy Exchange | (IEX IN, Mkt Cap USD1.4b, CMP INR350)

- A.** On a YTD basis, electricity volumes are up ~35% YoY. As Power demand increases, incremental demand should appear in the short term market and majority of that will be captured by exchanges.
- B.** Volumes on IGX have picked up a bit in Mar’21 despite the lack of enablers. Independent system operator, natural gas under GST, and transportation tariff rationalization are key enablers required for growth.
- C.** Cross border transactions are in advanced stages and should start in 1QFY22. Initial size though may not be too big.
- D.** The management’s strategy is to expand coverage through new product launches and diversification. Launch of longer duration contracts is one hearing away, while cross-border transactions should come soon. The company is also exploring the possibility of a coal exchange.
- E.** The management does not expect current growth of 60-70% YoY to continue. Bilateral transactions have dipped significantly in FY21, but should recover in FY22. It expects some shift may happen towards it.
- F.** Prices increased above INR5/kWh only for a few days. The sector was not well prepared for the demand growth witnessed in the first half of Mar’21. Many units were under annual overhauling/maintenance and did not

participate, but should be back soon. The sector should see an increase in hydro and wind generation in coming months. Expect prices to remain under check.

- G. The company has started providing bidding through the API (application program interface) route, with 75% of bids now cleared through API in RTM. It is working on opening API-based bidding for other product segments and creating an integrated pipeline across product segments.

## Others

### Century Textiles & Industries | (CENT IN, Mkt Cap USD0.7b, CMP INR485)

- A. **Paper segment:** Due to the gradual lifting of lockdown restrictions, the Tissue segment saw some relief in major consumption centers. Order flow from Pharma in the Board segment improved in comparison to 3QFY21 as OPD services in India reopened post issue of COVID-related unlock guidelines. In the Writing and Printing Paper segment, demand remained muted as consumption segments still remain shut to a large extent. An increase in soft wood pulp prices in the international market supported net realizations in the domestic market, while exports were impacted due to scarcity in container availability and increased freight rates. The short to medium-term outlook for the Indian Paper industry appears to be decent.
- B. Out-of-home Tissue consumption stood at 65% and the rest was in-home consumption. In the backdrop of the pandemic and increased significance of personal hygiene, in-home consumption of tissues increased significantly.
- C. **Textile segment:** The Home Textile segment (bed and bath linen) is doing well, both domestically as well as internationally, due to higher time spent by people at home. Apparel fabric demand is gradually picking up and the company managed to achieve 95% utilization level in Dec'20. Increase in RM prices was not passed-on to customers, hence margin remained under pressure. The situation is expected to balance out by next quarter.
- D. **Real estate:** In this segment, the company managed to sell residential inventory worth INR1.6b, with 9MFY21 sales at INR2.9b. It continues to see good traction in sales and collections across all launched projects, i.e. Birla Vanya at Kalyan, Birla Alokya at Bengaluru, and Birla Navya at Gurugram.

### Century Plyboards (India) | (CPBI IN, Mkt Cap USD0.9b, CMP INR300)

- A. **Real estate:** Pick-up in Real Estate demand primarily due to reduction in stamp duty has resulted in a surge in Plywood demand. Higher traction has been observed towards purchase of residential property (with a larger carpet area).
- B. **RM prices** have gone up. However, the management aims to maintain profitability as it took a 2.5% price hike in Jan'21. It also plans another price hike in Apr'21 and on existing inventory.
- C. **Increase in inventory days:** During the COVID-19 led lockdown period, the company didn't build-up inventory. This led to a sharp depletion in inventory upon lifting of lockdown restrictions and increase in demand. Subsequently, inventory days reduced to 51. Going forward, the management aims to build inventory, which in turn will increase inventory days to 60.
- D. The company has hired Boston Consulting Group (BCG) to advise on how to improve operational efficiency. The management aims to achieve INR300-400m in additional profits by next year and also plans to reduce cost of logistics.

### Chalet Hotels | (CHALET IN, Mkt Cap USD0.5b, CMP INR160)

- A. **Supply** growth of 4-5% was expected on a pre-COVID basis. The same is expected to grow at 2-3% once the pandemic ends. A few Hotels have been converted into commercial office spaces and some have been cancelled.
- B. **Capex:** The management has planned a capex of INR8.5b over the next three years, of which INR6b will be funded via debt. Peak debt of INR24b will be reached in FY23E, post which it will reduce. Capex split of INR8.5b: i) INR2b for the Hotels segment will be used for renovation of the Pune property, balance for construction of the Westin Hyderabad hotel and maintenance capex, and ii) INR6.5b for two commercial project in Bengaluru and Powai.
- C. The Maharashtra government has announced lower property tax and power and water charges, which would save CHALET INR150m.

- D. The Orb Retail, Sahar: The management has re-strategized, wherein it is looking to convert two-third area into commercial office space and lease the balance to Retail/F&B segment as it sees huge demand.

#### EIH | (EIH IN, Mkt Cap USD0.9b, CMP INR99)

- A. **EBITDA margin guidance:** Post COVID, assuming same occupancies and ARR, EBITDA margin can touch 30-32% v/s an EBITDA margin of 18% in FY20. Cost saving measures would aid in reaching higher margin.
- B. In FY22, the company expects occupancies to touch pre-COVID levels, but ARR would be lower.
- C. In the next six months, the company would announce new hotel expansions and would enter into a new line of business.
- D. **Inorganic acquisition:** No new properties have come up for sale during the COVID-19 outbreak apart from the properties which were available on a pre-COVID basis. Some hotels have come up for sale in the mid-market segment. The management does not intend to acquire assets through the inorganic route.

#### Prince Pipes & Fittings | (PRINCPIP IN, Mkt Cap USD0.6b, CMP INR408)

- A. **Industry:** PVC prices are near record highs due to supply shortages; 50% of India's PVC demand requirement is imported. Increase or decrease in PVC prices is a pass-through for the industry with some lag. RM unavailability for smaller players has led to a consolidation in the market. The management expects 50% of smaller players to return back to the market post COVID.
- B. **EBITDA margin guidance:** EBITDA margin in 3QFY21 was aided by INR250m of inventory gain due to increase in PVC prices. However, the company has levers in place to increase EBITDA margin structurally by: i) better pricing power with increasing consolidation, ii) improving product mix, iii) decentralization of plants, and iv) operating leverage.
- C. **Demand impact due to increase in PVC prices:** Rising PVC prices has slightly impacted demand for Agri pipes. However, demand from Plumbing pipes has not been impacted materially as pipes for Real Estate developers constitute 1-2% of overall project cost. For the company, 30-35% of sales comes from Agri pipes and the balance from Plumbing pipes.

#### VIP Industries | (VIP IN, Mkt Cap USD0.7b, CMP INR367)

- A. **Price hikes:** VIP took a 6% price hike across all segments from Mar'21 onwards due to a sharp increase in RM prices. The price hike is expected to mitigate 50% of the RM price increase and the rest will be absorbed by it as passing-on the price rise entirely can affect demand dynamics. Reduction in discount offered to distributors, coupled with the price rise, will help maintain gross margin.
- B. **Business dynamics gradually improving:** The company was the worst affected due to the COVID-19 pandemic and 1HFY21 was extremely bad for it. With the gradual lifting of lockdown restrictions, demand dynamics improved. In 1QFY21 sales were 5% of pre-COVID levels, followed by 25%/54%/75-80% in 2Q/3Q/4QFY21, respectively.
- C. **Reduction in fixed cost:** It managed to reduce fixed costs by INR1.8b in FY21. Cost reduction was mainly in employee cost and rental expense. In FY21, VIP reduced exclusive outlets by 100 (to 150). It also plans to reduce warehouses to just six from 30, as higher lead distance is no longer a major issue. The management aims to permanently maintain 50% of this fixed cost reduction. As a result, fixed overheads will fall by INR800-900m in succeeding years.
- D. **Shift to Bangladesh from China:** The management plans to drastically reduce dependence on China and shift focus towards Bangladesh. Production contribution from China is expected to drop to just 5-10%. Around 70% of production dependence will be on Bangladesh as the cost of production is low.



### **Endurance Tech: Vehicle registrations dropping in Europe due to container, semiconductor issues; Ramesh Gehaney, ED & COO**

- Europe is facing multiple challenges
- Vehicle registrations are dropping month-on-month in Europe
- Europe situation is challenging with lockdowns, semiconductor and container issues
- Capacity utilisation in India at 70-75%
- Jan-March nos are reasonable, but not as strong as Oct-Dec 2020
- Company's revenue is higher as orders secured in the last few years are maturing

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### **Volvo Eicher: Container shortage continues; industry coping better; SS Gill, Sr. VP & Head-Intl Biz**

- Container shortage situation is still not sorted fully
- Industry is now managing the situation in a better way
- This is a good opportunity to think of starting manufacturing containers domestically
- Demand is picking up in export markets
- Demand in developing countries is back to pre-COVID levels

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### **Indigo Paints: Raw material costs plateauing; may ease in 2 months; Hemant Jalan, MD**

- Raw material prices for paints have shot up dramatically over the last 5 months
- See some plateauing of raw material costs
- Shortage in supply of monomers led to spike in input prices
- Expect raw material costs to ease in the next two quarters
- Demand surge for paints started in June, has sustained
- Increased prices for parts of our portfolio between November & now
- Have been able to pass on 50% of input spike to consumers
- Large paint companies have chosen to not increase prices

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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
<b>Automobiles</b>																
Amara Raja	Neutral	845	957	13	37.4	42.5	47.9	-3.3	13.7	12.6	19.9	17.7	3.2	2.8	16.8	16.9
Ashok Ley.	Buy	110	153	39	-0.6	4.0	7.1	-149.9	LP	77.4	27.3	15.4	4.1	3.4	15.8	24.1
Bajaj Auto	Neutral	3502	3875	11	164.1	203.0	215.3	-8.9	23.7	6.0	17.2	16.3	4.8	4.7	28.5	29.5
Bharat Forge	Buy	570	742	30	4.4	16.3	26.5	-52.1	269.9	62.3	34.9	21.5	4.4	3.9	13.3	19.1
Bosch	Neutral	13683	15650	14	291.0	469.7	558.7	-30.5	61.4	19.0	29.1	24.5	3.8	3.4	13.8	14.8
CEAT	Buy	1506	1575	5	99.5	113.0	131.3	74.4	13.5	16.2	13.3	11.5	1.7	1.5	13.3	13.7
Eicher Mot.	Buy	2581	3286	27	51.0	97.6	122.4	-23.7	91.1	25.4	26.5	21.1	5.3	4.4	22.1	22.9
Endurance Tech.	Buy	1384	1750	26	33.1	51.1	62.3	-13.1	54.4	22.0	27.1	22.2	5.1	4.4	20.0	21.2
Escorts	Neutral	1267	1484	17	85.7	91.8	98.1	58.8	7.1	6.8	13.8	12.9	2.2	1.9	17.2	15.7
Exide Ind	Buy	181	233	29	8.6	10.6	13.0	-12.9	22.6	22.6	17.1	13.9	2.1	1.9	12.4	13.7
Hero Moto	Buy	2942	3955	34	147.8	188.9	213.1	-3.4	27.9	12.8	15.6	13.8	3.6	3.3	24.0	24.9
M&M	Buy	793	1015	28	35.8	42.8	52.6	19.5	19.5	22.9	18.5	15.1	2.2	2.1	13.2	14.4
Mahindra CIE	Buy	162	223	38	2.8	11.4	14.4	-70.1	302.9	26.7	14.2	11.2	1.1	1.0	8.4	9.7
Maruti Suzuki	Buy	6786	8721	29	164.5	269.9	333.4	-12.5	64.1	23.5	25.1	20.4	3.6	3.2	14.0	15.5
Motherson Sumi	Buy	196	225	15	2.8	7.1	9.3	-25.4	157.7	31.2	27.5	21.0	4.6	4.0	17.8	20.4
Tata Motors	Buy	286	395	38	-8.5	23.4	32.8	-66.3	LP	40.3	12.2	8.7	1.9	1.6	17.3	20.2
TVS Motor	Neutral	558	602	8	11.4	21.0	26.6	-12.5	84.7	26.9	26.6	21.0	5.6	4.6	23.0	24.2
<b>Aggregate</b>								<b>20.1</b>	<b>119.8</b>	<b>25.5</b>	<b>20.5</b>	<b>16.3</b>	<b>3.4</b>	<b>2.9</b>	<b>16.4</b>	<b>18.0</b>
<b>Banks - Private</b>																
AU Small Finance	Buy	1146	1350	18	42.5	38.8	51.3	87.8	-9	32.0	29.5	22.3	5.1	4.2	19.0	20.6
Axis Bank	Buy	695	900	30	23.3	44.0	61.5	285.9	89	39.7	15.8	11.3	1.9	1.6	12.5	15.4
Bandhan Bank	Neutral	350	370	6	17.3	28.5	38.1	-19.7	65	33.7	12.3	9.2	2.7	2.2	24.1	26.3
DCB Bank	Neutral	105	110	5	10.2	12.3	16.4	-6.4	20.6	33.6	8.5	6.4	0.8	0.7	10.4	12.4
Equitas Hold.	Buy	87	65	-25	10.3	13.8	17.7	43.8	34.8	28.0	6.3	4.9	1.0	1.0	15.7	19.7
Federal Bank	Buy	76	110	44	8.0	11.2	14.3	3.3	39.9	27.8	6.8	5.3	0.8	0.7	13.2	14.8
HDFC Bank	Buy	1465	1800	23	57.1	69.1	82.5	18.8	21.1	19.4	21.2	17.7	3.5	3.0	17.8	18.2
ICICI Bank	Buy	571	770	35	25.8	31.0	39.0	109.9	20.3	25.7	18.4	14.7	2.4	2.1	13.8	15.2
IndusInd	Buy	958	1300	36	43.4	86.9	108.2	-36.4	100.2	24.6	11.0	8.9	1.6	1.4	15.3	16.5
Kotak Mah. Bk	Neutral	1764	2000	13	49.8	58.6	69.2	10.8	17.6	18.2	30.1	25.5	4.0	3.4	12.7	13.2
RBL Bank	Buy	210	300	43	9.5	16.8	25.3	-4.8	77.8	50.1	12.5	8.3	0.9	0.9	7.7	10.7
SBI Cards	Buy	924	1200	30	13.0	19.2	28.1	-7.5	47.7	46.6	48.3	32.9	10.7	8.3	24.8	28.4
<b>Aggregate</b>								<b>35.6</b>	<b>34.1</b>	<b>25.4</b>	<b>20.1</b>	<b>16.1</b>	<b>2.9</b>	<b>2.5</b>	<b>14.6</b>	<b>15.8</b>
<b>Banks - PSU</b>																
BOB	Neutral	70	75	7	5.9	10.3	17.3	397.7	75.5	67.5	6.8	4.1	0.4	0.4	6.3	9.8
SBI	Buy	355	500	41	31.4	42.1	53.9	41.8	34	28.0	8.4	6.6	1.1	0.9	12.6	14.5
<b>Aggregate</b>								<b>51.3</b>	<b>38</b>	<b>32</b>	<b>8</b>	<b>6.3</b>	<b>1.0</b>	<b>0.9</b>	<b>11.7</b>	<b>13.8</b>
<b>NBFCs</b>																
AAVAS Financiers	Neutral	2317	2000	-14	35.4	43.4	55.5	11.3	22.7	27.8	53.4	41.8	6.7	5.8	13.4	14.8
Aditya Birla Cap	Buy	118	140	19	4.5	6.1	7.6	17.3	36.4	24.6	19.4	15.6	1.9	1.7	10.2	11.4
Bajaj Fin.	Neutral	5122	5000	-2	73.2	147.0	186.7	-16.6	100.8	27.0	34.8	27.4	6.9	5.7	21.9	22.7
Can Fin Homes	Buy	567	650	15	35.3	36.2	40.3	25.1	2.6	11.3	15.6	14.1	2.5	2.1	17.2	16.4
Cholaman.Inv.&Fn	Buy	538	640	19	22.1	28.7	32.6	71.8	30.3	13.4	18.7	16.5	3.7	3.1	21.7	20.3
H D F C	Buy	2472	3300	33	54.6	63.2	72.7	11.0	15.7	15.2	39.1	34.0	3.7	3.4	12.4	13.1
HDFC Life Insur.	Neutral	668	650	-3	7.0	8.4	9.7	8.9	20.2	15.1	79.5	69.1	4.6	3.9	17.5	17.4
ICICI Pru Life	Buy	430	575	34	8.3	9.5	11.0	11.8	14.2	16.1	45.2	38.9	1.9	1.7	14.8	14.6
IIFL Wealth Mgt	Buy	1200	1250	4	41.5	49.4	61.7	79.6	19.1	25.0	24.3	19.4	5.2	4.8	19.1	25.6
IndoStar	Neutral	318	355	12	9.5	12.4	17.6	-127.1	29.7	42.6	25.8	18.1	0.9	0.9	3.7	5.1
L&T Fin Holdings	Buy	94	90	-4	4.7	10.8	15.2	-57.0	130.7	40.8	8.7	6.2	1.1	0.9	13.5	16.5
LIC Hsg Fin	Buy	413	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	148	210	42	20.7	24.6	28.7	18.2	18.7	16.8	6.0	5.2	1.4	1.1	25.6	24.2
MAS Financial	Buy	856	1020	19	26.4	32.4	38.0	-20.3	22.5	17.4	26.4	22.5	3.8	3.4	15.2	15.8
Max Financial	Buy	848	1000	18	14.6	16.6	18.7	0.6	13.6	12.9	51.2	45.3	2.6	2.2	17.9	18.1
M&M Fin.	Buy	196	185	-6	6.5	9.5	14.6	-55.8	46.4	53.2	20.5	13.4	1.5	1.4	7.5	10.7
Muthoot Fin	Buy	1187	1500	26	93.4	111.9	131.2	24.1	19.8	17.2	10.6	9.0	2.6	2.1	27.5	26.0





Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)		
		(INR)	(INR)	Downside	FY21E	FY22E	FY23E	FY21E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E	FY22E	FY23E	
Piramal Enterp.	Buy	1792	2170	21	119.6	127.2	156.6	-587.6	6.4	23.1	14.1	11.4	1.1	1.1	8.4	9.5	
PNB Housing	Neutral	370	400	8	63.0	70.5	87.7	64.0	11.9	24.3	5.2	4.2	0.6	0.6	12.8	14.2	
Repco Home Fin	Buy	325	430	32	49.7	51.3	55.6	10.9	3.2	8.4	6.3	5.8	0.9	0.8	14.4	13.7	
SBI Life Insurance	Buy	864	1050	21	13.5	19.2	24.2	-5.3	42.2	26.4	45.1	35.7	2.4	2.0	18.0	18.7	
Shriram City Union	Buy	1354	1400	3	146.0	182.3	224.7	-3.7	24.9	23.2	7.4	6.0	1.0	0.9	13.9	15.1	
Shriram Trans.	Buy	1371	1575	15	103.7	131.3	149.8	-6.0	26.6	14.1	10.4	9.2	1.4	1.2	14.2	14.3	
<b>Aggregate</b>									<b>18.6</b>	<b>31.0</b>	<b>20.1</b>	<b>21.4</b>	<b>17.8</b>	<b>2.9</b>	<b>2.6</b>	<b>13.5</b>	<b>14.4</b>
<b>Capital Goods/Consumer Durables</b>																	
ABB	Buy	1389	1565	13	11.9	20.6	27.1	-28.4	73.7	31.4	67.3	51.2	7.5	6.7	11.1	13.2	
Bharat Elec.	Buy	119	150	26	6.8	8.6	9.4	-7.2	25.4	9.7	13.9	12.7	2.4	2.1	17.1	16.9	
BHEL	Sell	48	26	-46	-2.5	1.3	1.9	-41.3	LP	43.5	36.6	25.5	0.6	0.6	1.6	2.3	
Blue Star	Sell	865	740	-14	9.2	18.0	25.3	-39.8	95.8	40.5	47.9	34.1	9.4	8.5	19.6	24.8	
CG Cons. Elec.	Buy	368	485	32	8.4	10.6	12.1	19.9	27.1	13.7	34.6	30.5	10.6	8.8	30.5	28.7	
Cummins	Sell	856	515	-40	19.0	22.5	25.8	-18.2	18.3	14.4	38.0	33.2	5.1	4.9	13.5	14.8	
Engineers India	Buy	74	85	15	5.6	7.5	7.6	-17.0	32.6	1.2	9.9	9.8	2.0	2.0	19.3	19.1	
Havells	Neutral	1027	1100	7	16.5	19.6	22.0	40.7	18.8	12.2	52.5	46.8	11.1	9.6	21.2	20.6	
K E C Intl.	Buy	410	450	10	22.0	26.3	30.0	0.0	19.5	14.2	15.6	13.7	2.7	2.3	17.5	16.9	
Larsen & Toubro	Buy	1371	1625	18	81.2	66.0	77.7	19.4	-18.7	17.7	20.8	17.7	2.4	2.1	11.4	12.2	
Orient Electric	Buy	304	350	15	5.3	6.5	7.7	42.8	23.1	18.8	46.6	39.3	13.2	11.2	28.2	28.6	
Siemens	Neutral	1802	1640	-9	21.3	35.0	36.9	-32.6	64.5	5.5	51.5	48.8	6.1	5.6	11.9	11.4	
Thermax	Neutral	1334	1100	-18	22.4	33.2	39.6	18.7	48.3	19.1	40.2	33.7	4.4	4.0	11.0	12.0	
Voltas	Neutral	960	1170	22	14.3	20.8	24.1	-14.7	45.9	15.9	46.1	39.8	6.2	5.6	13.5	14.1	
Whirlpool India	Buy	2157	3020	40	27.3	45.5	54.9	-27.4	66.8	20.8	47.4	39.3	8.3	7.0	17.4	17.8	
<b>Aggregate</b>									<b>-15.6</b>	<b>51.3</b>	<b>16.1</b>	<b>28.9</b>	<b>24.9</b>	<b>3.3</b>	<b>3.0</b>	<b>11.3</b>	<b>12.1</b>
<b>Cement</b>																	
Ambuja Cem.	Neutral	294	275	-7	9.0	8.8	10.4	24.2	-2.1	18.1	33.3	28.2	2.7	2.5	8.4	9.2	
ACC	Buy	1850	2100	13	78.4	93.0	98.4	8.5	18.6	5.8	19.9	18.8	2.5	2.2	13.1	12.4	
Birla Corp.	Buy	874	900	3	71.7	79.6	93.3	9.2	11.1	17.2	11.0	9.4	1.2	1.0	11.0	11.7	
Dalmia Bhar.	Buy	1512	1495	-1	44.6	45.1	66.7	288.3	1.2	47.7	33.5	22.7	2.4	2.2	7.3	10.0	
Grasim Inds.	Neutral	1375	1215	-12	82.3	97.4	112.8	-6.8	18.3	15.9	14.1	12.2	2.3	2.2	3.9	5.1	
India Cem	Neutral	162	160	-1	6.1	5.1	7.2	785.5	-15.7	39.7	31.6	22.6	0.9	0.9	2.8	3.8	
J K Cements	Buy	2780	2640	-5	81.3	100.6	124.1	30.0	23.7	23.4	27.6	22.4	5.2	4.3	20.3	20.9	
JK Lakshmi Ce	Buy	391	440	13	25.4	26.1	32.6	12.7	2.7	24.7	15.0	12.0	2.0	1.7	14.3	15.4	
Ramco Cem	Neutral	949	805	-15	33.1	32.6	38.7	29.6	-1.5	18.9	29.1	24.5	3.6	3.2	12.9	13.7	
Shree Cem	Neutral	27559	24300	-12	663.0	702.8	784.7	52.4	6.0	11.6	39.2	35.1	5.7	5.0	15.6	15.1	
Ultratech	Buy	6670	6650	0	189.0	225.6	277.8	42.2	19.4	23.2	29.6	24.0	3.6	3.3	13.8	14.9	
<b>Aggregate</b>									<b>22.9</b>	<b>13.2</b>	<b>18.8</b>	<b>24.9</b>	<b>21.0</b>	<b>3.1</b>	<b>2.8</b>	<b>12.6</b>	<b>13.6</b>
<b>Consumer</b>																	
Asian Paints	Neutral	2402	2790	16	34.8	40.1	46.4	20.2	15.1	15.9	59.9	51.7	17.8	15.8	31.4	32.4	
Britannia	Buy	3445	4120	20	82.1	79.4	91.5	40.0	-3.3	15.2	43.4	37.6	17.1	15.7	41.1	43.5	
Colgate	Buy	1531	1810	18	36.1	40.0	45.3	20.4	10.7	13.3	38.3	33.8	25.1	25.1	65.6	74.3	
Dabur	Buy	518	640	24	9.9	11.4	13.3	15.0	14.4	17.0	45.6	39.0	11.4	10.2	26.2	27.5	
Emami	Buy	464	560	21	16.9	17.0	18.7	36.5	0.2	10.1	27.4	24.9	9.7	9.7	35.5	39.0	
Godrej Cons.	Neutral	680	720	6	16.8	17.8	20.6	18.7	5.7	15.9	38.3	33.0	7.9	7.6	21.2	23.6	
HUL	Buy	2238	2690	20	34.1	41.7	48.9	9.3	22.1	17.3	53.7	45.8	10.4	10.4	19.7	22.6	
ITC	Neutral	211	220	4	10.3	13.1	14.8	-17.0	27.1	12.6	16.1	14.3	3.8	3.7	24.2	26.2	
Jyothy Lab	Neutral	138	151	9	5.7	5.9	6.2	25.7	3.8	4.9	23.4	22.3	4.0	3.9	17.2	17.6	
Marico	Buy	398	490	23	8.7	9.8	11.4	6.4	13.1	16.2	40.6	34.9	12.6	11.6	31.5	34.5	
Nestle	Neutral	16174	17500	8	217.4	253.7	291.8	5.2	16.7	15.0	63.8	55.4	71.4	65.6	116.4	123.4	
Page Inds	Neutral	29234	28800	-1	303.7	457.3	523.0	-1.3	50.6	14.4	63.9	55.9	36.0	34.9	56.4	62.5	
Pidilite Ind.	Neutral	1765	1635	-7	22.7	25.5	29.7	-1.6	12.3	16.4	69.1	59.4	13.8	11.9	21.3	21.4	
P&G Hygiene	Buy	12670	14000	10	180.8	232.9	280.4	32.5	28.8	20.4	54.4	45.2	31.0	27.2	60.3	64.1	
Tata Consumer	Buy	615	680	11	10.5	13.3	15.5	32.1	26.3	16.5	46.3	39.7	3.7	3.5	8.2	9.1	
United Brew	Sell	1217	972	-20	7.2	15.3	20.6	-55.8	113.9	34.5	79.5	59.1	8.1	7.5	10.6	13.2	
United Spirits	Buy	547	725	33	5.7	12.9	17.1	-47.6	126.8	32.5	42.3	31.9	7.8	6.3	18.5	19.7	



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
Varun Beverages	Buy	998	1150	15	13.7	28.7	38.1	-15.7	109.4	32.8	34.8	26.2	6.8	5.5	21.3	23.0
<b>Aggregate</b>								<b>1.6</b>	<b>21.1</b>	<b>15.4</b>	<b>40.3</b>	<b>34.9</b>	<b>9.5</b>	<b>9.0</b>	<b>23.5</b>	<b>25.7</b>
<b>Healthcare</b>																
Alembic Phar	Neutral	926	1070	16	59.4	52.4	57.3	35.1	-11.8	9.4	17.7	16.2	3.2	2.8	20.1	19.0
Alkem Lab	Buy	2640	3430	30	129.2	137.0	152.9	35.4	6.0	11.6	19.3	17.3	3.7	3.1	20.5	19.6
Ajanta Pharma	Buy	1798	2030	13	69.6	78.1	90.5	36.1	12.2	15.9	23.0	19.9	4.4	3.8	20.6	20.4
Aurobindo	Buy	841	1100	31	54.5	61.1	68.6	10.9	12.0	12.3	13.8	12.3	1.9	1.7	15.1	14.7
Biocon	Neutral	400	385	-4	6.0	9.3	12.0	-2.5	54.4	29.2	43.0	33.3	6.0	5.3	14.7	16.9
Cadila	Buy	420	550	31	20.0	23.3	24.7	36.1	16.4	6.0	18.0	17.0	2.7	2.4	16.2	15.2
Cipla	Neutral	787	900	14	33.6	36.6	41.8	71.1	9.0	14.3	21.5	18.8	3.0	2.6	14.0	13.9
Divis Lab	Buy	3445	4530	32	76.4	99.5	129.3	56.2	30.2	29.9	34.6	26.6	8.3	6.7	26.5	27.7
Dr Reddy's	Neutral	4383	5070	16	158.1	180.0	210.6	20.3	13.9	17.0	24.4	20.8	3.6	3.1	15.6	15.9
Gland Pharma	Buy	2456	2900	18	57.7	72.6	92.3	15.9	25.7	27.1	33.8	26.6	5.7	4.7	18.5	19.4
Glenmark	Neutral	444	540	22	34.3	35.6	40.7	39.4	3.8	14.3	12.5	10.9	1.6	1.4	13.6	13.7
GSK Pharma	Neutral	1401	1500	7	29.8	36.0	40.8	5.7	20.7	13.5	38.9	34.3	11.1	9.7	28.6	28.4
Granules India	Buy	305	460	51	22.5	26.3	30.3	72.5	17.1	15.1	11.6	10.1	2.7	2.2	26.0	24.2
IPCA Labs	Buy	1855	2420	30	95.2	95.5	102.7	85.2	0.3	7.6	19.4	18.1	4.1	3.5	23.3	20.8
Jubilant Pharmova	Buy	666	1120	68	58.7	60.3	69.1	-1.9	2.8	14.6	11.0	9.6	2.2	1.8	21.6	20.5
Laurus Labs	Buy	348	470	35	18.3	22.5	27.4	282.5	23.4	21.4	15.4	12.7	5.1	3.8	38.7	34.5
Lupin	Buy	992	1180	19	25.3	39.4	45.6	8.6	55.4	15.7	25.2	21.8	3.1	2.8	12.8	13.4
Strides Pharma	Buy	745	980	32	25.8	44.1	54.4	70.0	70.9	23.2	16.9	13.7	2.2	2.0	13.6	15.1
Sun Pharma	Buy	577	740	28	25.7	26.8	29.9	56.5	4.4	11.6	21.6	19.3	2.6	2.4	12.9	12.9
Torrent Pharma	Neutral	2445	2520	3	73.8	88.5	100.4	31.6	19.9	13.4	27.6	24.4	6.3	5.4	24.6	23.9
<b>Aggregate</b>								<b>38.0</b>	<b>14.0</b>	<b>15.2</b>	<b>22.5</b>	<b>19.5</b>	<b>3.5</b>	<b>3.1</b>	<b>15.6</b>	<b>15.7</b>
<b>Infrastructure</b>																
Ashoka Buildcon	Buy	94	145	54	13.2	11.2	12.8	-4.6	-15.0	14.6	8.4	7.3	0.8	0.7	10.2	10.7
IRB Infra	Neutral	104	122	17	3.9	5.9	9.7	-79.2	51.2	64.0	17.5	10.7	0.5	0.5	3.1	4.9
KNR Constructions	Buy	202	265	31	9.1	12.8	16.5	26.0	40.4	28.4	15.7	12.3	2.6	2.1	17.8	19.1
<b>Aggregate</b>											<b>13.9</b>	<b>10.6</b>	<b>1.0</b>	<b>0.9</b>	<b>7.2</b>	<b>8.8</b>
<b>Media</b>																
PVR	Neutral	1240	1620	31	-89.1	17.1	36.7	-376.7	LP	113.8	72.3	33.8	3.5	3.2	5.0	9.9
Sun TV	Buy	451	640	42	38.6	39.8	40.0	10.9	3.1	0.6	11.3	11.3	2.6	2.5	23.9	22.5
Zee Ent.	Neutral	196	265	35	7.3	17.1	19.4	32.5	135.2	13.8	11.5	10.1	1.7	1.5	15.9	15.9
<b>Aggregate</b>								<b>-21.6</b>	<b>70.0</b>	<b>10.7</b>	<b>13.9</b>	<b>12.6</b>	<b>2.3</b>	<b>2.1</b>	<b>16.6</b>	<b>16.6</b>
<b>Metals</b>																
Hindalco	Buy	313	390	24	23.1	32.9	36.9	31.9	42.6	12.2	9.5	8.5	1.5	1.3	16.8	16.2
Hind. Zinc	Neutral	267	268	0	18.8	27.2	26.7	16.6	44.7	-1.7	9.8	10.0	3.1	2.8	33.3	29.2
JSPL	Buy	309	385	24	54.5	33.8	35.3	-801.9	-38.1	4.7	9.2	8.8	0.9	0.8	10.6	10.0
JSW Steel	Buy	438	435	-1	30.7	43.9	40.2	239.7	43.1	-8.6	10.0	10.9	2.0	1.7	21.8	16.7
Nalco	Buy	52	59	13	3.4	5.1	5.4	357.1	49.8	5.5	10.3	9.7	0.9	0.9	9.3	9.6
NMDC	Buy	124	140	13	20.9	21.8	18.7	36.8	4.2	-14.5	5.7	6.6	1.1	1.0	20.6	16.0
SAIL	Buy	72	104	44	14.4	18.5	17.0	#####	28	-8.6	3.9	4.3	0.6	0.5	15.8	13.0
Tata Steel	Neutral	723	708	-2	64.6	85.7	89.0	613.3	33	3.8	8.4	8.1	1.0	0.9	12.7	11.9
Vedanta	Neutral	223	182	-18	24.4	24.4	24.1	177.9	0	-0.9	9.1	9.2	1.3	1.3	14.8	14.1
<b>Aggregate</b>								<b>162.8</b>	<b>20.8</b>	<b>-1.9</b>	<b>8.4</b>	<b>8.6</b>	<b>1.3</b>	<b>1.2</b>	<b>15.3</b>	<b>13.7</b>
<b>Oil &amp; Gas</b>																
Aegis Logistics	Buy	288	330	15	6.2	10.7	13.3	107.7	72.3	25.1	27.0	21.5	4.8	4.2	18.7	20.6
BPCL	Buy	419	520	24	42.6	34.0	41.5	67.9	-20.1	22.1	12.3	10.1	1.9	1.7	15.8	17.6
Castrol India	Buy	123	170	39	5.9	8.5	8.5	-29.6	44.4	-0.3	14.4	14.5	7.7	6.9	56.2	50.3
GAIL	Buy	128	170	33	9.9	15.6	16.6	-39.8	58.0	6.2	8.2	7.7	1.0	1.0	14.3	13.9
Gujarat Gas	Buy	511	560	10	17.8	19.9	23.3	2.9	11.8	17.0	25.7	21.9	6.4	5.2	28.0	26.1
Gujarat St. Pet.	Buy	265	390	47	14.8	16.8	17.9	-24.5	13.3	6.3	15.8	14.8	1.8	1.6	12.1	11.6
HPCL	Neutral	228	277	22	55.5	40.6	42.4	132.1	-26.8	4.5	5.6	5.4	1.0	1.0	18.6	18.7
IOC	Buy	91	142	56	15.8	15.6	19.0	53.6	-1.0	21.8	5.8	4.8	0.8	0.7	13.8	15.9
IGL	Neutral	503	520	3	14.9	17.6	18.8	-8.2	17.7	7.3	28.6	26.7	5.1	4.5	19.3	17.9



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
Mahanagar Gas	Buy	1140	1290	13	67.2	78.5	80.6	-16.3	16.8	2.7	14.5	14.1	3.0	2.7	12.0	13.0
MRPL	Neutral	39	38	-3	-2.2	4.0	7.2	-85.5	LP	81.2	9.9	5.5	0.9	0.8	9.0	14.8
Oil India	Buy	118	170	45	27.9	17.7	20.5	22.2	-36.7	15.7	6.6	5.7	0.5	0.5	7.7	8.6
ONGC	Buy	102	135	32	9.5	18.7	20.2	-27.9	98.0	8.0	5.4	5.0	0.6	0.5	10.7	10.7
PLNG	Buy	221	325	47	18.2	22.5	24.8	-1.5	23.8	10.3	9.8	8.9	2.6	2.4	27.5	27.9
Reliance Ind.	Buy	1993	2325	17	68.2	100.7	121.9	2.5	47.8	21.0	19.8	16.3	2.3	2.0	12.0	13.0
<b>Aggregate</b>								<b>10.0</b>	<b>32.2</b>	<b>16.9</b>	<b>13.9</b>	<b>11.9</b>	<b>1.7</b>	<b>1.5</b>	<b>12.0</b>	<b>12.8</b>
<b>Retail</b>																
Avenue Supermarts	Neutral	2795	2850	2	17.6	30.5	38.4	-12.4	73.5	25.8	91.6	72.8	12.3	10.5	15.0	16.1
Aditya Birla Fashion	Buy	194	230	19	-2.2	-0.1	0.3	1,107.2	Loss	LP	NM	609.6	22.1	21.3	-1.8	3.6
Jubilant Food.	Neutral	2824	2920	3	15.8	38.3	53.1	-30.1	143.1	38.5	73.7	53.2	24.2	19.0	32.8	35.8
Shoppers Stop	Neutral	212	220	4	-34.1	-15.4	-15.0	131.8	Loss	Loss	NM	NM	-67.2	-11.6	-338.3	141.0
Titan Company	Buy	1451	1800	24	9.7	23.0	30.0	-43.0	136.6	30.1	63.0	48.4	16.4	14.4	27.8	31.6
Trent	Neutral	757	660	-13	-3.5	4.5	8.0	-218.0	LP	79.8	169.6	94.3	10.4	9.3	6.8	11.1
V-Mart Retail	Buy	2695	3500	30	-10.6	25.0	43.4	-139.0	LP	73.8	108.0	62.1	10.1	8.7	9.8	15.0
Westlife Develop	Neutral	450	520	16	-6.3	1.6	6.1	#####	LP	274.8	274.9	73.3	13.8	11.6	5.1	17.2
<b>Aggregate</b>								<b>-67.7</b>	<b>351.5</b>	<b>37.3</b>	<b>88.1</b>	<b>64.1</b>	<b>13.5</b>	<b>11.8</b>	<b>15.3</b>	<b>18.3</b>
<b>Technology</b>																
Cyient	Buy	650	660	2	33.2	43.7	47.3	-1.5	31.5	8.3	14.9	13.7	2.3	2.0	16.1	15.6
HCL Tech.	Buy	957	1300	36	48.0	56.5	65.0	18.0	17.5	15.1	17.0	14.7	4.0	3.7	24.6	25.9
Infosys	Buy	1334	1600	20	46.4	56.9	67.2	19.3	22.6	18.0	23.4	19.9	8.0	7.6	34.8	39.2
L & T Infotech	Neutral	3827	3780	-1	107.3	128.2	151.1	23.9	19.5	17.8	29.8	25.3	8.3	6.8	30.6	29.7
L&T Technology	Buy	2495	2830	13	64.3	91.0	109.0	-17.0	41.5	19.7	27.4	22.9	6.8	5.7	27.3	27.4
Mindtree	Neutral	1972	1930	-2	65.9	75.3	84.1	71.9	14.2	11.7	26.2	23.4	7.0	5.9	29.3	27.2
Mphasis	Buy	1673	1950	17	65.1	79.5	91.8	3.1	22.1	15.4	21.0	18.2	4.3	3.9	22.0	22.7
Coforge	Neutral	2758	2690	-2	78.9	102.1	116.9	4.4	29.4	14.5	27.0	23.6	5.3	4.6	20.9	20.7
Persistent Sys	Buy	1801	1800	0	56.5	70.0	81.9	26.8	23.9	17.1	25.7	22.0	4.7	4.1	19.4	19.8
TCS	Neutral	3068	3175	3	87.9	111.9	127.0	2.0	27.3	13.5	27.4	24.2	12.5	11.8	47.6	50.8
Tech Mah	Neutral	971	1095	13	52.6	60.4	68.6	8.8	14.8	13.6	16.1	14.1	3.0	2.6	20.1	20.0
Wipro	Neutral	400	450	13	18.5	21.6	23.9	12.5	17.1	10.6	18.5	16.7	4.3	4.3	23.2	25.8
Zensar Tech	Neutral	277	265	-4	15.6	17.9	20.3	33.6	14.7	13.4	15.5	13.7	2.3	2.1	16.3	16.3
<b>Aggregate</b>								<b>10.3</b>	<b>22.4</b>	<b>14.6</b>	<b>24.1</b>	<b>21.0</b>	<b>7.5</b>	<b>7.0</b>	<b>31.1</b>	<b>33.3</b>
<b>Telecom</b>																
Bharti Airtel	Buy	508	720	42	0.8	4.6	8.2	-110.6	483.5	76.2	109.7	62.3	4.2	3.9	3.9	6.5
Indus Towers	Neutral	242	245	1	18.2	20.8	20.0	17.6	14.5	-3.8	11.6	12.1	4.0	3.8	35.8	32.1
Vodafone Idea		9			-8.5	-7.3	-6.8	12.2	Loss	Loss	NM	NM	-0.6	-0.4	72.8	39.6
Tata Comm	Neutral	1074	950	-12	48.1	58.7	68.8	355.4	22.0	17.2	18.3	15.6	18.1	8.4	196	73.4
<b>Aggregate</b>								<b>Loss</b>	<b>Loss</b>	<b>Loss</b>	<b>-35</b>	<b>-51.1</b>	<b>8.9</b>	<b>12.1</b>	<b>-25.4</b>	<b>-23.8</b>
<b>Utilites</b>																
Coal India	Buy	128	178	39	18.0	24.7	29.5	-33.7	37.2	19.8	5.2	4.3	1.8	1.5	34.5	33.9
CESC	Buy	596	873	46	97.3	96.9	103.9	-0.5	-0.4	7.2	6.2	5.7	0.7	0.7	12.1	12.2
Indian Energy Exchange	Buy	333	355	7	6.8	8.4	9.8	14.5	22.3	17.8	39.8	33.8	18.9	16.2	51.0	51.5
JSW Energy	Neutral	84	85	2	4.8	5.9	6.9	-5.8	22.2	18.4	14.3	12.1	1.1	1.0	7.7	8.8
NHPC	Neutral	23	26	11	2.9	2.9	3.4	-0.2	1.0	19.0	8.1	6.8	0.7	0.6	8.6	9.8
NTPC	Buy	103	141	37	15.4	16.8	18.1	11.3	9.6	7.7	6.1	5.7	0.8	0.7	12.8	13.1
Power Grid	Buy	217	248	14	23.9	25.9	27.2	13.0	8.5	5.0	8.4	8.0	1.5	1.4	18.7	18.2
Torrent Power	Buy	411	463	13	22.6	30.9	31.7	-19.4	37.1	2.3	13.3	13.0	1.8	1.6	14.0	13.0
Tata Power	Buy	99	123	25	4.3	5.4	5.6	15.5	23.8	4.0	18.3	17.6	1.4	1.3	7.7	7.6
<b>Aggregate</b>								<b>-6.4</b>	<b>15.7</b>	<b>11.5</b>	<b>7.1</b>	<b>6.4</b>	<b>1.2</b>	<b>1.1</b>	<b>16.3</b>	<b>16.8</b>
<b>Others</b>																
BSE	Buy	540	750	39	31.8	45.9	52.1	27.7	44.3	13.5	11.8	10.4	1.0	0.9	8.2	8.9
Concor	Buy	550	555	1	13.4	15.9	19.7	-19.5	19.0	24.0	34.5	27.9	3.1	3.0	9.1	10.9
Coromandel Intl	Buy	753	1071	42	49.5	55.1	59.5	36.2	11.2	8.0	13.7	12.7	3.5	3.0	27.8	25.3
EPL	Buy	217	333	53	8.6	11.3	13.3	25.8	31.4	18.4	19.3	16.3	3.6	3.1	20.0	20.5
Indiamart Inter.	Buy	7799	9000	15	105.1	120.4	145.3	104.9	14.5	20.7	64.8	53.7	16.7	11.5	49.8	40.4



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
Indian Hotels	Buy	103	143	39	-6.8	0.8	2.0	-348.7	LP	165.4	133.4	50.3	3.4	3.2	2.5	6.5
Interglobe	Neutral	1663	1525	-8	-143.5	45.2	95.3	2,122.5	LP	111	37	17.5	34.0	12.5	156.3	105.0
Info Edge	Neutral	4408	5440	23	21.5	28.6	39.1	28.6	33.0	36.5	154.1	112.9	12.3	11.5	8.1	10.5
Godrej Agrovet	Buy	485	645	33	16.4	20.2	23.8	23.8	23.0	17.8	24.1	20.4	4.1	3.7	18.2	19.0
Kaveri Seed	Buy	488	633	30	52.2	53.2	57.6	21.1	2.1	8.1	9.2	8.5	2.4	2.2	27.9	27.4
Lemon Tree Hotel	Buy	37	50	37	-1.7	0.0	0.6	1,306.7	LP	9,400.75	5,534.9	58.3	4.1	3.9	0.1	6.9
MCX	Buy	1519	2050	35	46.6	48.3	64.2	0.4	3.8	32.8	31.4	23.7	5.4	4.8	17.9	21.5
Qess Corp	Buy	687	745	8	13.3	34.1	43.9	-27.0	156.3	28.7	20.1	15.6	2.6	2.2	17.9	19.2
PI Inds.	Buy	2293	2659	16	51.0	66.8	80.6	69.6	31.0	20.6	34.3	28.5	5.6	4.8	17.7	18.1
SIS	Buy	394	620	57	22.7	23.4	29.1	40.6	3.1	24.5	16.8	13.5	1.3	1.1	18.4	18.9
SRF	Buy	5253	6315	20	193.0	233.3	282.3	24.4	20.9	21.0	22.5	18.6	3.9	3.3	18.6	19.0
Tata Chemicals	Buy	731	547	-25	16.1	34.7	44.3	-49.0	115.0	27.7	21.1	16.5	1.4	1.3	6.7	8.2
Team Lease Serv.	Buy	3478	3090	-11	52.6	84.0	113.6	7.6	59.7	35.3	41.4	30.6	7.4	5.9	19.6	21.5
Trident	Buy	14	19	38	0.7	1.0	1.3	5.6	53.4	29.2	13.2	10.2	1.8	1.5	14.4	16.2
UPL	Neutral	595	631	6	41.4	49.0	57.4	19.0	18.2	17.2	12.2	10.4	1.4	1.2	18.8	18.9



Index	1 Day (%)	1M (%)	12M (%)
<b>Sensex</b>	-1.5	-5.1	69.8
<b>Nifty-50</b>	-1.5	-5.1	72.2
<b>Nifty Next 50</b>	-2.2	-4.1	73.0
<b>Nifty 100</b>	-1.6	-5.0	72.3
<b>Nifty 200</b>	-1.7	-4.8	75.1
Company	1 Day (%)	1M (%)	12M (%)
<b>Automobiles</b>	-2.8	-8.1	95.5
Amara Raja Batt.	-1.6	-5.0	103.2
Ashok Leyland	-2.1	-16.3	218.7
Bajaj Auto	-2.9	-11.1	80.1
Bharat Forge	-1.8	-8.2	125.0
Bosch	-2.3	-9.3	47.6
CEAT	-0.6	-9.1	141.9
Eicher Motors	-2.9	1.1	77.9
Endurance Tech.	-4.0	-3.8	110.8
Escorts	-4.2	-3.2	95.9
Exide Inds.	-1.4	-13.0	37.3
Hero Motocorp	-3.1	-14.4	76.1
M & M	-2.3	-7.7	185.5
Mahindra CIE	-2.2	-10.7	158.2
Maruti Suzuki	-4.0	-2.0	34.8
Motherson Sumi	-2.8	-10.2	223.0
Tata Motors	-3.0	-14.3	306.7
TVS Motor Co.	-1.5	-6.4	67.0
<b>Banks-Private</b>	-0.8	-9.1	81.0
AU Small Fin. Bank	-6.5	-1.7	141.3
Axis Bank	-1.7	-9.9	112.5
Bandhan Bank	-2.0	2.3	126.3
DCB Bank	2.4	-11.1	30.5
Equitas Holdings	-1.5	-1.9	127.3
Federal Bank	0.9	-11.5	99.1
HDFC Bank	-1.0	-8.8	71.2
ICICI Bank	0.7	-9.0	80.2
IndusInd Bank	-0.1	-13.6	218.2
Kotak Mah. Bank	-1.0	-6.9	36.7
RBL Bank	-2.8	-15.7	30.0
SBI Cards	0.3	-16.7	47.9
<b>Banks-PSU</b>	-2.6	-15.8	58.0
BOB	-2.4	-22.1	20.4
SBI	-1.3	-12.8	87.0
Company	1 Day (%)	1M (%)	12M (%)
<b>NBFCs</b>	-0.8	-8.5	68.1
Aditya Birla Cap	1.9	-2.1	194.0
Bajaj Fin.	-2.8	-7.4	98.1
Cholaman.Inv.&Fn	-2.2	2.3	241.1
Can Fin Homes	-2.1	15.9	88.7
HDFC	0.2	-7.9	50.4
HDFC Life Insur.	-1.3	-9.0	54.0
Indostar Capital	-1.5	-6.1	28.9
L&T Fin.Holdings	-2.9	-11.7	82.8
LIC Hsg Fin	0.8	-8.6	96.5
M&M Fin.	-3.6	-10.5	94.3
Muthoot Fin	-2.7	-10.7	97.8
Manappuram Fin.	-3.2	-17.3	45.3
MAS Financial Serv.	-0.7	2.7	81.9
Max Financial	0.4	-4.6	138.2
ICICI Pru Life	0.0	-10.1	34.9
ICICI Sec	-0.7	-2.5	62.8

Note: Sectoral performance are of NSE/BSE Indices

Index	1 Day (%)	1M (%)	12M (%)
<b>Nifty 500</b>	-1.7	-4.6	78.4
<b>Nifty Midcap 100</b>	-2.0	-3.3	99.1
<b>Nifty Smallcap 100</b>	-2.2	-3.2	129.3
<b>Nifty Midcap 150</b>	-1.8	-2.9	99.4
<b>Nifty Smallcap 250</b>	-1.9	-3.1	121.9
Company	1 Day (%)	1M (%)	12M (%)
IIFL Wealth Mgt	0.4	0.5	33.6
PNB Housing	-4.2	-19.0	148.2
Repco Home	1.7	-6.5	166.2
SBI Life Insuran	-1.8	-0.9	47.4
Shriram City Union	-2.8	-15.9	58.1
Shriram Trans.	-2.2	-0.6	148.0
<b>Capital Goods</b>	-1.0	-6.7	97.1
ABB	0.8	-9.6	66.2
Bharat Elec.	-2.6	-16.0	90.1
BHEL	-3.2	2.1	142.2
Cummins	-1.0	6.3	131.2
Engineers India	-2.0	-1.7	28.4
K E C Intl	-4.1	-4.7	133.9
L&T	0.2	-9.0	78.9
Siemens	-0.2	-5.5	71.2
Thermax	-2.6	3.3	84.1
<b>Consumer Durables</b>	-2.3	-3.5	65.9
Blue Star	-2.4	3.1	63.2
CG Cons. Elec.	-0.7	-4.0	93.0
Havells	-0.3	-12.6	116.7
Voltas	-2.5	-8.5	95.5
Whirlpool India	-4.4	-11.0	19.3
Orient Electric	0.3	12.8	98.8
<b>Cement</b>	-1.0	0.8	131.9
Ambuja Cem.	-3.2	5.2	111.4
ACC	-2.2	2.7	101.9
Birla Corp.	-0.1	1.3	101.3
Dalmia Bhar.	-3.1	4.8	243.7
Grasim Inds.	-1.0	8.1	205.0
India Cem	-2.1	-2.5	69.4
J K Cements	0.3	6.0	188.5
JK Lakshmi Ce	-2.7	4.0	92.0
Ramco Cem	-2.1	-3.6	88.5
Shree Cem	-0.8	0.3	58.0
Ultratech	-2.8	4.2	106.7
<b>Consumer</b>	-2.3	0.6	35.7
Asian Paints	-1.7	1.2	50.7
Britannia	-2.6	1.2	40.6
Colgate	-1.5	-2.6	36.4
Dabur	-2.1	1.7	28.0
Emami	-2.2	0.2	199.1
Godrej Cons.	-0.5	-2.3	44.1
HUL	-3.5	3.4	7.8
ITC	-2.2	1.0	43.4
Jyothy Lab	-1.4	-7.2	52.1
Marico	-0.8	-3.0	60.1
Nestle	-1.7	0.4	12.1
Page Inds	-1.8	1.5	75.8
Pidilite Ind.	-1.6	2.5	39.1
P&G Hygiene	-2.6	-2.7	38.6
Tata Consumer	-2.3	-2.1	122.3
United Brew	-2.3	1.6	38.3





Company	1 Day (%)	1M (%)	12M (%)
United Spirits	-0.8	0.4	17.3
Varun Beverages	0.6	-3.6	78.9
<b>Healthcare</b>	<b>-0.8</b>	<b>-2.7</b>	<b>76.5</b>
Alembic Phar	-1.2	3.1	80.8
Alkem Lab	2.5	-3.5	15.8
Ajanta Pharma	-0.7	2.9	64.9
Aurobindo	-1.8	-2.6	152.1
Biocon	-0.7	0.5	46.9
Cadila	-2.6	-4.1	59.1
Cipla	-0.7	-2.7	109.0
Divis Lab	-1.1	0.2	79.6
Dr Reddy's	0.7	-2.1	49.9
Gland Pharma	-1.2	1.8	
Glenmark	-3.4	-6.1	131.5
GSK Pharma	-0.1	-4.9	17.6
Granules	-4.1	-6.6	125.9
IPCA Labs	0.8	-0.6	42.1
Jubilant Pharmo	-2.0	-12.2	202.0
Laurus Labs	-2.2	-2.6	435.5
Lupin	-2.0	-3.1	75.4
Strides Pharma	-5.5	-12.8	133.0
Sun Pharma	-1.3	-5.3	66.4
Torrent Pharma	-0.7	-0.8	36.6
<b>Infrastructure</b>	<b>-2.2</b>	<b>-6.3</b>	<b>76.6</b>
Ashoka Buildcon	-3.6	-17.0	112.5
IRB Infra.Devl.	-2.4	-2.5	115.1
KNR Construct.	-2.2	-3.2	108.0
<b>Media</b>	<b>-3.1</b>	<b>-7.5</b>	<b>46.3</b>
PVR	-4.1	-12.3	-4.4
Sun TV	-3.8	-12.1	47.7
Zee Ent.	-4.3	-5.9	56.2
<b>Metals</b>	<b>0.0</b>	<b>-5.4</b>	<b>141.3</b>
Hindalco	-1.3	-10.7	230.8
Hind. Zinc	0.7	-12.3	93.7
JSPL	0.7	-10.3	234.7
JSW Steel	0.1	3.9	190.3
Nalco	-2.3	-9.0	80.7
NMDC	-2.2	-3.1	87.4
SAIL	2.7	-1.4	228.9
Tata Steel	2.8	-2.7	153.1
Vedanta	-0.4	7.0	246.1
<b>Oil &amp; Gas</b>	<b>-2.5</b>	<b>-9.8</b>	<b>56.7</b>
Aegis Logistics	2.3	-5.2	149.0
BPCL	-2.6	-9.2	53.2
Castrol India	1.2	-4.3	19.5
GAIL	-2.3	-15.2	69.7
Gujarat Gas	0.0	3.0	142.4
Gujarat St. Pet.	-2.2	4.7	64.4
HPCL	-2.3	-9.8	28.4
IOC	-3.9	-9.9	16.6
IGL	-2.4	-1.7	46.7
Mahanagar Gas	-1.7	-4.8	53.0
MRPL	-1.1	-0.3	71.7
Oil India	1.1	-8.0	53.8
ONGC	-2.7	-14.3	65.8
PLNG	-2.0	-14.7	25.8
Reliance Ind.	-2.7	-7.1	86.0
Aditya Bir. Fas.	-0.3	6.3	14.9

Company	1 Day (%)	1M (%)	12M (%)
<b>Retail</b>			
Avenue Super.	-2.1	-9.4	46.8
Jubilant Food	-1.6	-7.6	109.7
Shoppers St.	-0.6	1.5	6.4
Titan Co.	-2.5	1.0	64.2
Trent	-3.7	-7.5	69.5
V-Mart Retail	-0.6	-0.5	96.4
Westlife Develop	-1.9	-9.2	44.4
<b>Technology</b>	<b>-2.2</b>	<b>1.5</b>	<b>106.3</b>
Cyient	-2.3	-1.1	184.0
HCL Tech.	-1.9	3.1	113.5
Infosys	-1.5	4.6	120.1
L&T Infotech	-3.6	4.6	168.9
L&T Technology	-0.1	-4.8	115.1
Mindtree	-0.3	22.9	138.5
Mphasis	0.0	1.3	130.4
Coforge	-2.4	9.6	120.5
Persistent Sys	-4.9	9.9	246.4
TCS	-1.7	2.5	75.1
Tech Mah	-2.4	1.3	83.3
Wipro	-2.7	-5.1	128.3
Zensar Tech	-4.2	-6.7	300.0
<b>Telecom</b>	<b>-3.1</b>	<b>-12.1</b>	<b>35.2</b>
Bharti Airtel	-3.0	-12.3	18.2
Indus Towers	-2.5	-11.6	63.8
Idea Cellular	-8.7	-23.4	167.1
Tata Comm	-1.8	-2.1	376.1
<b>Utilites</b>	<b>-2.8</b>	<b>0.9</b>	<b>87.0</b>
Coal India	-3.2	-18.1	2.9
CESC	-1.1	-2.8	57.4
Indian Energy Ex	-4.7	10.5	178.7
JSW Energy	0.5	14.0	77.4
NHPC Ltd	-2.5	-3.7	23.5
NTPC	-2.8	-4.6	29.2
Power Grid	-2.1	-4.9	44.3
Tata Power	-2.6	2.7	181.7
Torrent Power	-1.8	4.5	48.3
<b>Others</b>			
BSE	-3.5	-7.1	80.1
Coromandel Intl	0.0	-3.4	49.9
Concor	-1.7	-4.5	93.2
EPL Ltd	-0.5	-3.7	42.0
Indiamart Inter.	-0.1	-10.3	343.6
Godrej Agrovet	-1.1	0.3	64.2
Indian Hotels	-4.8	-13.7	36.6
Interglobe	-4.0	0.2	64.4
Info Edge	-5.8	-11.1	140.2
Kaveri Seed	-1.2	-4.0	51.4
Lemon Tree Hotel	-2.5	-11.1	66.3
MCX	-1.4	-0.1	62.2
Piramal Enterp.	-2.9	-8.1	162.7
PI Inds.	-0.4	3.4	112.6
Quess Corp	-0.3	-12.2	208.6
SIS	-2.2	-9.9	-3.7
SRF	-1.1	-5.2	88.1
Tata Chemicals	-0.8	-0.2	246.2
Team Lease Serv.	-0.8	1.4	102.5
Trident	-2.3	-1.4	304.4
UPL	-2.2	0.5	103.5

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