

India Strategy

BSE Sensex: 59,085 Nifty-50: 17,605



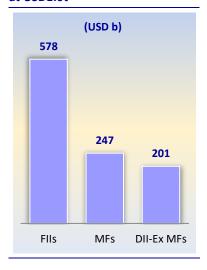
Flowing matters: Deciphering the 'In-N-Out' of Institutional Flows

Total Institutional ownership of Indian equities has remained stable at around one-third (~33%) over the last five years. However, the verve of institutional flows has transformed distinctly of late, with domestic institutional investor (DII) flows markedly outpacing foreign institutional investor (FII) flows over the last seven years. In this report, we delve deep into the character of the 'Institutional Flows'.

The tug of war: FIIs v/s DIIs – the contrasting trends

- Divergent trends can be detected in the dynamics of FII and DII flows in India with a large part of the period under study being dominated by FII flows. While FII flows ebbed post-FY15, DII flows accelerated meaningfully, especially mutual fund (MF) inflows.
- After witnessing massive inflows of USD38.5b over Apr'20-Sep'21, FII flows reversed the trend with an outflow of USD33.3b during Oct'21-Jun'22. However, despite FII outflows, the Nifty is up 1.4% in CY22YTD that underscores its resilience.
- FIIs: Over the last 30 years beginning FY93, FIIs have invested USD190.8b in the Indian Equity markets. The six-year period FY10-15 was the peak with cumulative FII inflows of USD114.5b. After peaking in FY15, FII inflows tapered off to a cumulative figure of USD11b over FY16-20. Inflows revived in FY21 at USD37.3b; post which, FY22 saw the highest ever outflows in a year at USD17.1b with USD8.6b of outflows being recorded in FY23YTD.
- **DIIs:** Over the last 23 years beginning FY00, DIIs have invested USD90.6b in Indian Equity markets. However, the breakup of DIIs into MFs and ex-MFs was made available in FY07; since then, DIIs have invested USD88.8b in the Indian markets. While Indian MFs invested USD81.3b, other domestic funds ex-MFs invested USD7.5b. Notably, a large part of the USD90.6b DII flows USD86.7b was recorded over the last eight years (FY16-23YTD).
- Consequently, DII ownership of Indian Equities increased to 14.2% in Jun'22 from 10.9% in Jun'12; while FII ownership diminished to 18.4% in Jun'22 from 22.5% in Mar'15. Notably, FII holding is the lowest since Dec'12. In terms of free-float, FII ownership declined to 38% from 46.2% over a similar period mentioned above, while DII ownership jumped meaningfully to 29.5% from 24.2%.

Institutional value in India stands at USD1.0t



Sectoral FII flows: 73% of outflows in 1QFY23 driven by five sectors

- We have used Nifty-500 as a proxy for a detailed analysis of the sector flows, as the index contributes 92% to India's current market cap.
- According to our analysis, FII outflows in Nifty-500 stood at USD16.8b in 1QFY23. Sectors recording the highest outflows were Technology (USD4.2b), Private Banks (USD3.8b), NBFC (USD2.5b), Oil & Gas (USD1b), and Metals (USD0.8b).
- Healthcare was the only sector to report nominal inflows of USD0.1b.
- **Key observations over the past few quarters:** Technology, Private Banks, and NBFCs continue to see steady outflows; while, Metals and Utilities that recorded inflows in 4QFY22 too saw outflows in 1QFY23. The extent of outflows subsided for Insurance, Consumer, and Chemicals.

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During the last three quarters, FIIs recorded cumulative outflows of USD44b from Nifty-500; of this, Private Banks topped with USD11.3b, followed by Technology at USD9.6b, and NBFCs at USD6.5b.

Sectoral DII flows: 82% record inflows; top 3 contributes 54% of inflows

- DII inflows in Nifty-500 stood at USD17.1b in 1QFY23. The Top 3 sectors contributing 54% of inflows are: Private Banks (USD3.8b), Technology (USD3.3b), and NBFC (USD2.3b).
- Flows in Insurance, Retail, Utilities, Infrastructure, and Textiles remained weak.
- Key observation over the past few quarters: Unlike FIIs, DIIs recorded strong inflows in Private Banks, Technology, and NBFCs.
- During the last three quarters, DIIs recorded inflows of USD43.5b from Nifty-500; of this, Private Banks topped with USD10b, followed by Technology at USD6.7b, and NBFCs at USD5.7b.

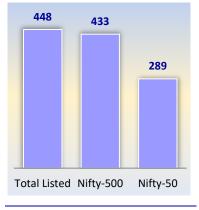
FII value (USD b) – Nifty-50 stocks form 70% of total holdings in

578 566 402 Total Listed Nifty-500 Nifty-50

Anatomy of FII holdings – USD578b, top 10 stocks account for 46% share

- At a cumulative investment of ~USD191b, the total market value of FII holdings in India stood at USD578b as of Jun'22. The ratio of total market value of FII holdings to cumulative investments of FIIs in India stands at 3x with a bottom of 1.8x in FY13 and a peak of 3.4x in FY22. The peak market value of FII holdings stood at USD677b in FY22.
- Over FY12-22, market value of FII holdings has clocked a CAGR of 11.5% in USD terms and 16.5% in INR terms.
- Sector-wise holdings: Nifty-50 stocks form 70% of total FII holdings in India while Nifty-500 accounts for 98% share. As of Jun'22 and on a sectoral basis, Private Banks (at USD116b) accounted for 20.1% of the USD578b market value of FII holdings. Oil & Gas (13.1% of the holdings) was second with USD76b (Reliance at 78.3% of total O&G holdings of FIIs), followed by Technology (11.7%) with USD67b. Consumer and Automobiles accounted for 7.3%, and 5.7% of holdings, respectively. Including NBFCs (10.3%), Insurance (1.9%) and PSU Banks (1.2% with SBI at 1%), Financials formed 33.6% of FII holdings in India. Cumulatively, these five sectors BFSI, O&G, IT, Consumer, and Auto contributed 71.4% to the total FII holdings in India.

DII Value (USD b) – Nifty-50 accounts for 64% of the value of total holdings in India



Anatomy of DII holdings – USD448b, top 10 stocks account for 38% share

- The total value of DII holdings in India stood at USD448b as of Jun'22. Nifty formed two-thirds of these holdings, while Nifty-500 accounted for 97% share.
- Sector-wise holdings: On a sectoral basis, at USD68b, Private Banks accounted for 15.2% of this USD448b market value of DII holdings as of Jun'22. Including NBFCs (7.1%), PSU Banks (3.7%) and Insurance (1.4%), Financials formed 27.4% of DII holdings in India. Oil & Gas was second with USD48b, followed by Technology at USD44b, Consumer at USD44b (ITC alone accounted for 43% of the holding), and Automobiles at USD32b. Cumulatively, these five sectors contributed 64.8% to the total DII holdings in India.

Note: FII figures are actual numbers reported by NSDL, DII figures are provisional numbers reported by the NSE as available since 2006, MF figures are actual numbers reported by SEBI since 2000, DII Ex-MFs are derived numbers (DII Provisional less actuals of MFs). Exhibit data is sourced from NSDL, SEBI, NSE, Capitaline and MOFSL database. Flows data for the month of Aug'22 is as of 22nd Aug'22.

FII flows: Led the charge until FY15; petered out subsequently

- In our detailed analysis of Institutional flows over the last 15 years, we see contrasting trends in the dynamics of FII and DII flows in India with a large part of the period under study being dominated by FII flows.
- While FII flows ebbed post-FY15, DII flows accelerated meaningfully, especially MF inflows.
- After witnessing massive inflows of USD38.5b over Apr'20-Sep'21, FII flows reversed the trend with an outflow of USD33.3b during Oct'21-Jun'22. However, despite FII outflows, the Nifty is up 1.3% in CY22YTD that underscores its resilience.
- Over the last 30 years beginning FY93, FIIs have invested USD190.8b in the Indian Equity markets. The six-year period FY10-15 was the peak with cumulative FII inflows of USD114.5b. After peaking in FY15, FII inflows tapered off to a cumulative figure of USD11b over FY16-20. Inflows revived in FY21 at USD37.3b; post which, FY22 saw the highest ever outflows in a year at USD17.1b with USD8.6b of outflows being recorded in FY23YTD.
- Notably, FIIs' trailing 12-month cumulative outflows were at the highest level as of Jul'22 at USD30.3b, way above the outflows of USD12.2b during GFC crisis. However, the recent inflows from FIIs in Aug'22 have brought down the cumulative outflows to USD25.8b. FIIs have also surpassed the longest stretch of selling since GFC, over the same period.

Exhibit 1: FII investments in Indian Equity markets YTD stands at USD191b with only five years of outflows

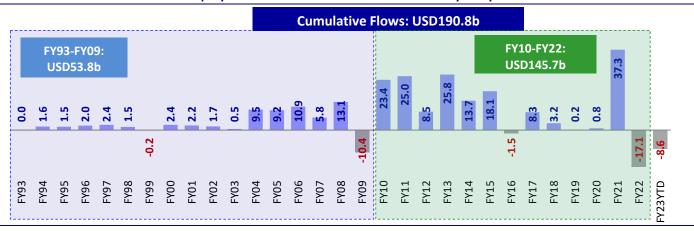


Exhibit 2: Surpassed the longest stretch of selling since GFC in Jun'22, cooled off from Jul'22

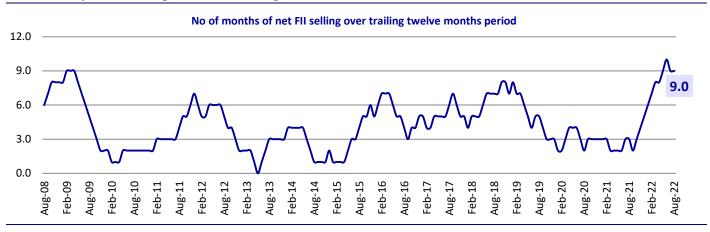


Exhibit 3: FIIs' trailing 12-month cumulative outflows at USD25.8b currently

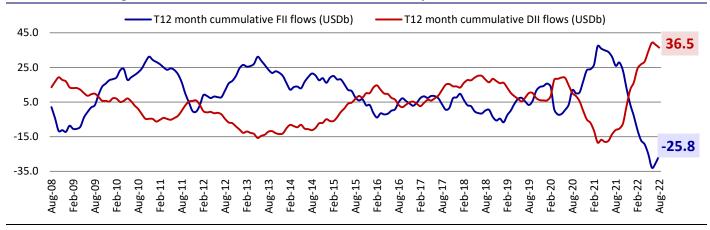


Exhibit 4: Cumulative FII flows since Oct'21 - to date v/s markets

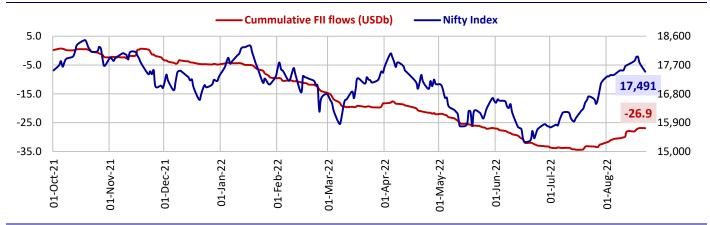
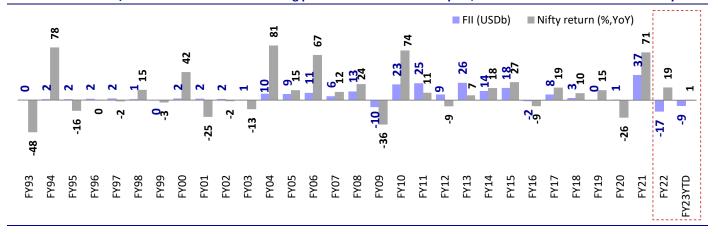


Exhibit 5: FII flows v/s market returns - had a strong positive correlation in the past, which has reversed in the last two years



DII flows: imposing faith on domestic investors; solid run continues

- DIIs: Over the last 23 years beginning FY00, DIIs have invested USD90.6b in Indian Equity markets. However, the breakup of DIIs into MFs and ex-MFs was made available in FY07; since then, DIIs have invested USD88.8b in the Indian markets. While Indian MFs invested USD81.3b, other domestic funds ex-MFs invested USD7.5b. Notably, a large part of the USD90.6b DII flows USD86.7b was recorded over the last eight years (FY16-23YTD).
- MFs: Within DII flows, MF flows picked-up significantly in the last eight years. MFs have invested USD83b in Indian Equity markets. Over FY16-23 YTD, total Domestic MF inflows stood at USD81.8b while FY00-15 cumulatively resulted in an inflow of USD1.2b. We believe that the beginning of the SIP cult has catalyzed this to a large extent. In fact, FY18/FY19/FY20 together accounted for 57% of total flows with USD22b/USD12.5b/USD12.7b of inflows, respectively.
- **DIIs ex-MFs:** After six consecutive years of inflows amounting to USD27.5b over FY06-11, DII flows ex-MFs have seen seven consecutive years of outflows amounting to USD33.3b over FY12-19, except FY16 that saw an inflow of USD2b.

Exhibit 6: DIIs have invested USD90.6b to date; contributed majorly by MFs post-FY15

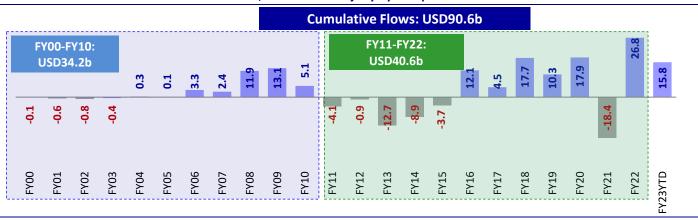
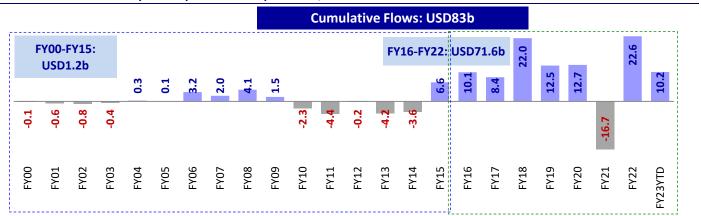


Exhibit 7: MF flows have picked up momentum post-FY15; FY18-FY20 contributed 57% to total flows



Note: DII figures are provisional numbers reported by the NSE as available since 2006, Mutual Fund figures are actual numbers reported by SEBI since 2000, DII Ex-MFs are derived numbers (DII Provisional less actuals of MFs).

Exhibit 8: DIIs ex-MFs have seen two consecutive years of inflows

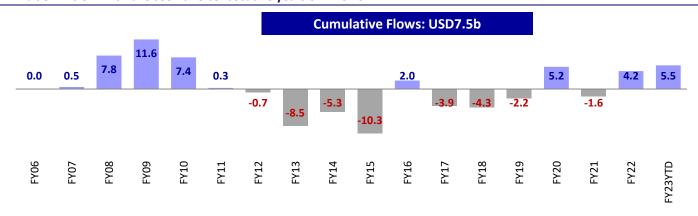


Exhibit 9: New record for the longest stretch of buying since GFC

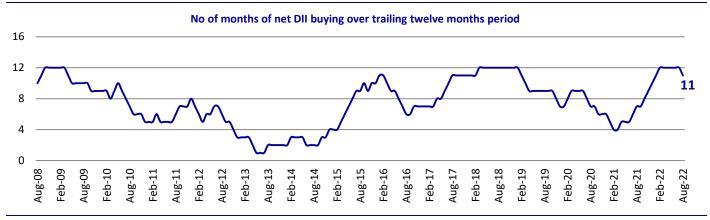
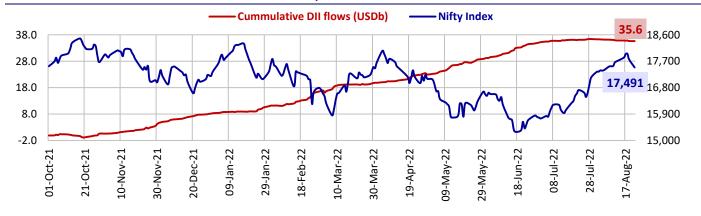


Exhibit 10: Cumulative DII flows since Oct'21 - to date v/s market



Sectoral FII flows: 73% of outflows in 1QFY23 driven by five sectors

- Our analysis showed FII outflows in Nifty-500 stood at USD16.8b in 1QFY23.
 Sectors recording the highest outflows were Technology (USD4.2b), Private Banks (USD3.8b), NBFC (USD2.5b), Oil & Gas (USD1b), and Metals (USD0.8b).
- Healthcare was the only sector to report nominal inflows of USD0.1b.
- Key observations over the past few quarters: Technology, Private Banks, and NBFCs continue to see steady outflows; while, Metals and Utilities that recorded inflows in 4QFY22 too saw outflows in 1QFY23. The extent of outflows subsided for Insurance, Consumer, and Chemicals.
- During the last three quarters, FIIs recorded cumulative outflows of USD44b from Nifty-500; of this, Private Banks topped with USD11.3b, followed by Technology at USD9.6b, and NBFCs at USD6.5b.

Exhibit 11: Sectoral flows by FIIs in 1QFY23

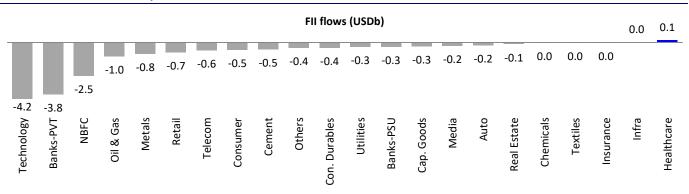


Exhibit 12: Trend in quarterly FII flows in Nifty-500 – Cumulative outflows of USD44b over the last three quarters

	FII Flows (USD b)										
Sector	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	FY21	FY22
Automobiles	-0.3	0.2	1.5	0.4	-0.2	-0.9	-0.2	-1.5	-0.2	1.8	-2.7
Banks-Private	1.4	5.4	5.3	0.4	-0.2	-2.0	-4.1	-3.4	-3.8	12.5	-9.7
Banks-PSU	-0.4	-0.1	0.8	0.2	0.3	0.2	-0.1	-0.1	-0.3	0.5	0.2
Insurance	0.7	0.0	0.5	0.7	-0.2	0.4	0.1	-0.7	0.0	2.0	-0.4
NBFC	-0.1	1.2	2.4	1.5	0.3	-0.6	-1.0	-3.1	-2.5	5.1	-4.3
Capital Goods	0.3	-0.2	0.7	0.5	0.4	0.3	0.3	-0.3	-0.3	1.3	0.7
Cement	-0.1	-0.2	0.7	0.4	0.0	0.0	-0.8	-0.9	-0.5	0.8	-1.7
Chemicals	-0.1	0.1	0.5	0.2	0.1	-0.1	-0.1	0.0	0.0	0.6	-0.1
Consumer	2.7	0.0	1.5	-0.4	0.3	0.2	-1.3	-1.0	-0.5	3.8	-1.8
Consumer Durables	-0.1	0.3	0.5	0.4	0.2	0.7	0.2	-0.3	-0.4	1.0	0.7
Healthcare	-0.2	0.5	0.9	0.0	0.0	-0.2	-0.3	-0.4	0.1	1.2	-0.8
Infrastructure	-0.1	0.0	0.1	0.2	-0.4	0.0	0.7	-0.2	0.0	0.2	0.1
Media	0.0	0.0	0.0	0.1	-0.2	0.0	-0.1	-0.2	-0.2	0.0	-0.5
Metals	-0.2	0.0	0.6	0.5	-0.1	0.0	-0.6	1.2	-0.8	0.8	0.5
Oil & Gas	2.8	0.9	0.5	1.2	-1.0	0.8	-0.9	-0.7	-1.0	5.4	-1.9
Real Estate	0.0	0.1	0.0	0.5	-0.1	0.0	0.4	-0.3	-0.1	0.5	0.0
Retail	0.2	0.2	0.3	0.3	0.1	0.0	-0.5	-0.7	-0.7	1.0	-1.1
Technology	-0.4	0.4	1.0	-0.6	0.0	-0.9	-2.0	-3.4	-4.2	0.4	-6.3
Telecom	-0.2	-1.0	0.0	0.7	-0.2	0.8	0.4	0.1	-0.6	-0.6	1.0
Textiles	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.1
Utilities	-0.5	0.1	0.2	-0.1	-0.1	-0.5	-0.2	0.2	-0.3	-0.3	-0.5
Others	-0.2	0.4	0.9	0.4	-0.1	-0.3	-0.2	-1.3	-0.4	1.4	-2.0
Nifty-500	5.3	8.1	19.0	7.2	-1.2	-2.2	-10.4	-16.7	-16.8	39.7	-30.6

Sectoral DII flows: 82% record inflows; top 3 contributes 54% of inflows

- DII inflows in Nifty-500 stood at USD17.1b in 1QFY23. The Top 3 sectors contributing 54% of inflows are: Private Banks (USD3.8b), Technology (USD3.3b), and NBFC (USD2.3b).
- Flows in Insurance, Retail, Utilities, Infrastructure, and Textiles remained weak.
- **Key observation over the past few quarters:** Unlike FIIs, DIIs recorded strong inflows in Private Banks, Technology, and NBFCs.
- During the last three quarters, DIIs recorded inflows of USD43.5b from Nifty-500; of this, Private Banks topped with USD10b, followed by Technology at USD6.7b, and NBFCs at USD5.7b.

Exhibit 13: Sectoral flows by DIIs in 1QFY23

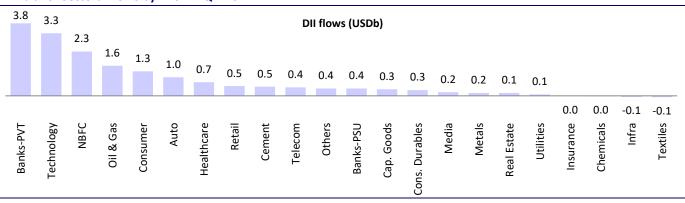
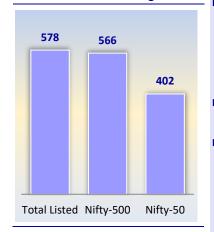


Exhibit 14: Trend in quarterly DII flows in Nifty-500 – DII inflows matched FII outflows over the last three quarters

	DII Flows (USD b)										
Sector	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	FY21	FY22
Automobiles	0.5	0.0	-1.3	0.1	0.5	0.8	0.4	0.7	1.0	-0.7	2.4
Banks-Private	1.3	1.9	-2.5	-0.7	1.2	2.1	3.2	3.1	3.8	0.0	9.6
Banks-PSU	0.1	0.1	0.2	0.0	0.2	0.4	-0.1	0.4	0.4	0.4	0.9
Insurance	0.3	-0.1	-0.2	-0.1	0.2	0.5	0.2	0.5	0.0	-0.1	1.3
NBFC	0.1	0.9	-0.2	-0.3	0.6	1.2	0.7	2.6	2.3	0.5	5.1
Capital Goods	-0.3	0.3	-0.5	0.0	-0.3	-0.8	0.6	0.3	0.3	-0.6	-0.2
Cement	-0.1	0.3	-0.8	-0.2	0.0	0.3	0.4	0.6	0.5	-0.9	1.3
Chemicals	0.0	0.3	-0.4	-0.2	-0.2	-0.1	0.0	0.0	0.0	-0.3	-0.2
Consumer	1.0	2.0	-1.3	-0.2	-1.0	0.4	0.6	0.3	1.3	1.5	0.3
Consumer Durables	0.1	0.0	0.1	-0.3	-0.1	-0.4	-0.2	0.2	0.3	-0.1	-0.4
Healthcare	0.3	0.0	-0.6	0.4	0.5	1.3	1.0	0.9	0.7	0.1	3.7
Infrastructure	0.0	-0.1	-0.1	-0.1	0.1	0.2	0.0	0.0	-0.1	-0.3	0.3
Media	-0.1	0.0	0.0	0.0	0.2	-0.1	0.2	0.1	0.2	0.0	0.5
Metals	0.1	-0.3	-0.6	-0.1	-1.4	0.2	0.0	0.2	0.2	-0.9	-1.0
Oil & Gas	1.1	-1.0	-0.5	-0.4	0.6	-0.6	1.5	1.0	1.6	-0.9	2.5
Real Estate	0.0	0.1	0.0	0.0	0.1	0.1	0.1	0.2	0.1	0.2	0.6
Retail	-0.2	0.0	-0.1	-0.1	-0.3	0.2	0.2	0.4	0.5	-0.4	0.5
Technology	0.6	-0.2	-1.5	-0.4	-0.2	-7.6	1.7	1.8	3.3	-1.5	-4.3
Telecom	1.0	1.1	0.0	-0.3	0.1	-0.6	1.0	0.1	0.4	1.8	0.6
Textiles	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.1	0.0	0.0
Utilities	0.4	-0.2	-0.4	-0.4	-0.4	-0.7	-0.4	1.7	0.1	-0.6	0.2
Others	0.2	0.2	-0.3	-0.3	0.2	0.0	-0.5	0.6	0.4	-0.2	0.3
Nifty-500	6.2	5.4	-11.2	-3.6	0.8	-3.2	10.7	15.7	17.1	-3.1	23.9

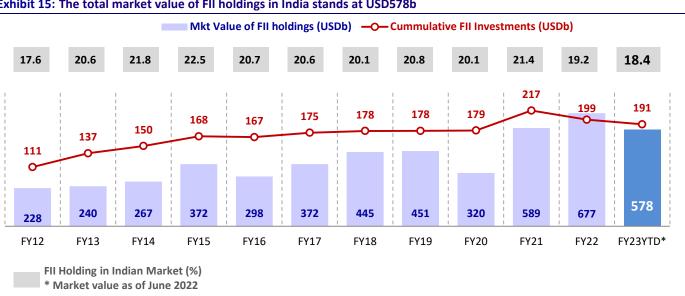
FII value (USD b) - Nifty-50 stocks form 70% of total holdings in India



Anatomy of FII holdings – USD578b, Top-10 stocks account for 46% share

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- Top-10 stocks form 46% of total FII holdings: From a top-down perspective, FII holdings seem concentrated – the top-25 stocks account for 62% of total India holdings with the top-10 stocks alone accounting for 46%. In fact, the HDFC twins – HDFC Bank and HDFC Ltd – the top two FII positions in India, form 13.5% of total FII holdings in terms of market value. The rest eight stocks in the top-10 holdings are Reliance Industries, ICICI Bank, Infosys, TCS, Kotak Mahindra Bank, Axis Bank, Bharti Airtel and HUL.

Exhibit 15: The total market value of FII holdings in India stands at USD578b

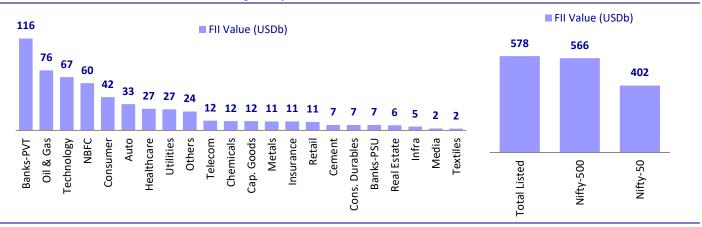


Note: FII value and holding includes Custodians (against Depository Receipts)

24 August 2022

Motilal Oswal

Exhibit 16: Sector value of FII market holdings - Top 5 contributes ~71%



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Exhibit 17: Top 25 FII stocks by market value - Top 25 accounts for 62% of total FII holdings in India

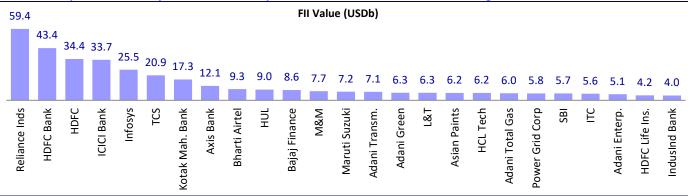


Exhibit 18: Trends in FII & DII holdings of India Inc. (%) – FII holding is the lowest since Dec'12

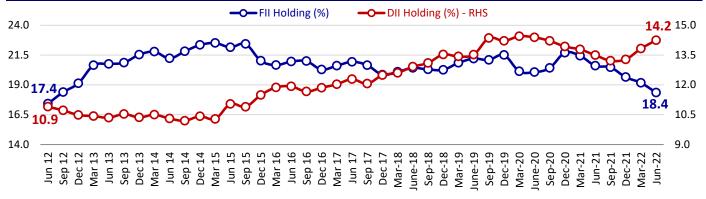
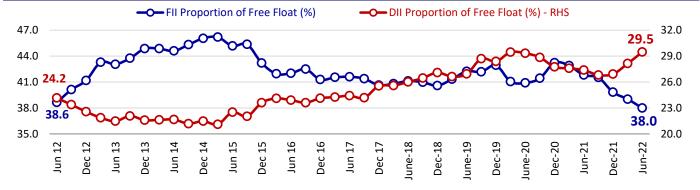
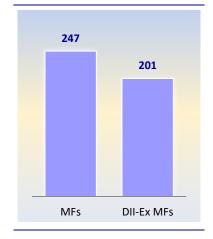


Exhibit 19: In terms of ownership of free float, FII is the lowest since Sep'10 while DII is at an all-time high



DII Value in India stands at USD448b



Anatomy of DII holdings - USD448b, Top-10 stocks account for 38%

- The total value of DII holdings in India stood at USD448b as of Jun'22. Nifty formed two-thirds of these holdings, while Nifty-500 accounted for 97% share.
- Sector-wise holdings: On a sectoral basis, at USD68b, Private Banks accounted for 15.2% of this USD448b market value of DII holdings as of Jun'22. Including NBFCs (7.1%), PSU Banks (3.7%) and Insurance (1.4%), Financials formed 27.4% of DII holdings in India. Oil & Gas was second with USD48b, followed by Technology at USD44b, Consumer at USD44b (ITC alone accounted for 43% of the holding), and Automobiles at USD32b. Cumulatively, these five sectors contributed 64.8% to the total DII holdings in India.
- Top-10 stocks form 38% of total DII holdings: DII holdings seem relatively less concentrated v/s FII holdings; top-25 stocks account for 55% of the holdings with the top-10 stocks alone accounting for 38%. Reliance Industries is the single largest holding of DIIs with USD32.7b of holdings. The other stocks in the top-10 holdings are ICICI Bank, HDFC Bank, ITC, Infosys, SBI, TCS, HDFC, Bharti Airtel, and L&T. The HDFC twins HDFC Bank and HDFC Ltd form 7.2% of the total DII holdings in terms of market value.

Exhibit 20: Market value of DII holdings stands at USD448b; top 5 contributes 65%

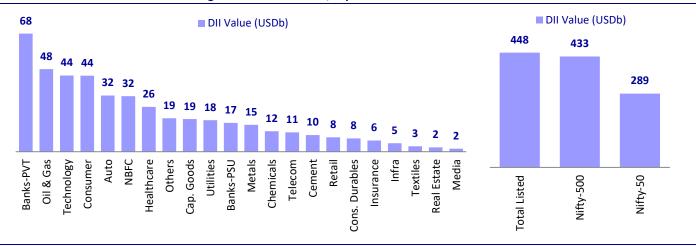
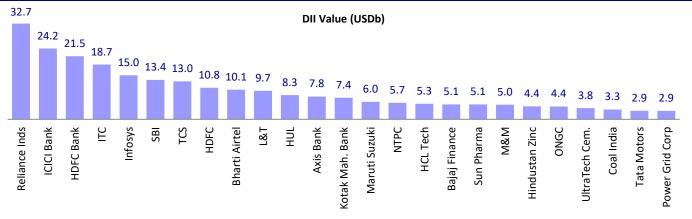
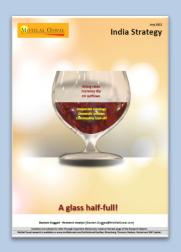


Exhibit 21: Top 25 stocks by DII value – Top-10 stocks form 38% of total DII holdings by market value



REPORT GALLERY

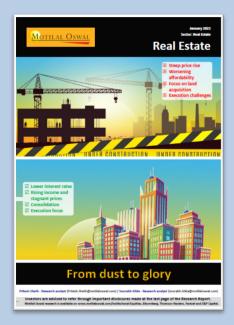
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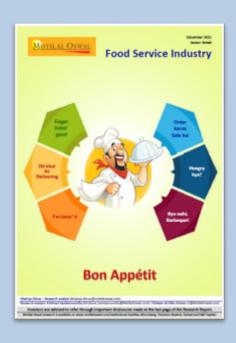


















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