

## Market snapshot

Equities - India	Close	Chg. %	CYTD. %
Sensex	72,568	1.2	17.9
Nifty-50	21,895	1.1	19.6
Nifty-M 100	47,513	0.4	50.2
Equities-Global	Close	Chg. %	CYTD. %
S&P 500	4,784	0.1	24.5
Nasdaq	14,973	0.0	43.0
FTSE 100	7,625	0.6	1.7
DAX	16,705	1.0	18.8
Hang Seng	5,482	-0.2	-18.1
Nikkei 225	35,577	1.5	34.3
Commodities	Close	Chg. %	CYTD. %
Brent (US\$/Bbl)	80	-0.6	-1.0
Gold (\$/OZ)	2,049	1.0	11.2
Cu (US\$/MT)	8,241	-0.3	-1.2
Almn (US\$/MT)	2,172	-0.7	-6.9
Currency	Close	Chg. %	CYTD. %
USD/INR	82.9	-0.1	0.4
USD/EUR	1.1	-0.2	2.5
USD/JPY	144.9	-0.3	10.8
YIELD (%)	Close	1MChg	CYTD chg
10 Yrs G-Sec	7.2	0.02	-0.1
10 Yrs AAA Corp	7.6	0.01	-0.1
Flows (USD b)	12-Jan	MTD	CY23YTD
FII's	0.0	6.98	21.4
DII's	0.35	1.90	22.3
Volumes (INRb)	12-Jan	MTD*	YTD*
Cash	1,146	1087	1087
F&O	1,51,793	3,87,402	3,87,402

Note: Flows, MTD includes provisional numbers.

\*Average



## Today's top research idea

### IndusInd Bank: Growth outlook steady; RoA to reach sustainable ~2% mark

- ❖ IIB has been delivering consistent performance with both asset quality and return ratios improving steadily. The bank is well poised to report further improvement in operating performance as all key vectors (credit cost, margins & opex) continue to move in the right direction, unlike for most other banks.
- ❖ The steady loan growth (of 19% CAGR over FY24-26E) and a more favorable asset mix toward retail will continue to support margins, especially with the shift in the interest rate cycle.
- ❖ The bank aims to improve upon its CASA mix to >45%, while increasing the mix of retail deposits to 45-50% of the overall deposits.
- ❖ Asset quality ratios have improved, while continued moderation in slippages, dissolution of restructured assets (have declined to 0.5% vs peak of 3.6% in 2QFY22), and contingency buffer of 0.5% of loans provide further comfort.
- ❖ IIB is well capitalized with CET-1 of 16.3% and any further capital infusion by promoters to increase the stake in the bank would further aid capitalization levels. We estimate IIB to report 22% earnings CAGR over FY24-26E, resulting in a RoA/RoE of 2.0%/17.3%.
- ❖ IIB remains our preferred BUY in the sector and we reiterate our BUY rating with a TP of INR1,900 (premised on 1.9x Sep'25E ABV).



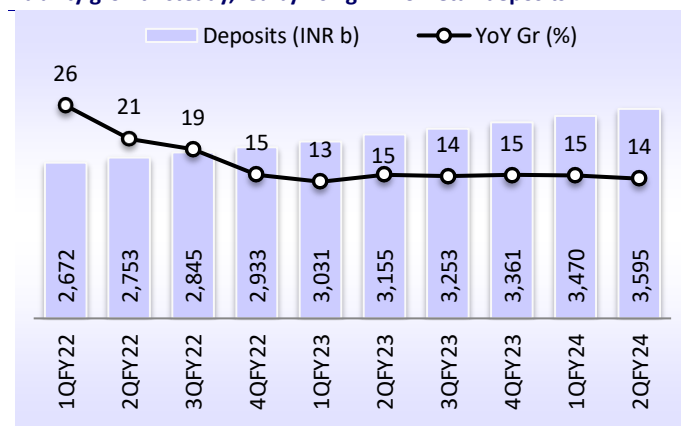
## Research covered

Cos/Sector	Key Highlights
IndusInd Bank	Growth outlook steady; RoA to reach sustainable ~2% mark
HCL Tech.	Exceptional all-round performance
Avenue Supermarts	Margins shielded through cost control
Wipro	Mixed quarter with good delivery but muted guidance
HDFC Life Ins.	VNB & APE miss estimates
Other updates	Tata Consumer   Fund Folio   EcoScope (CPI/IIP)



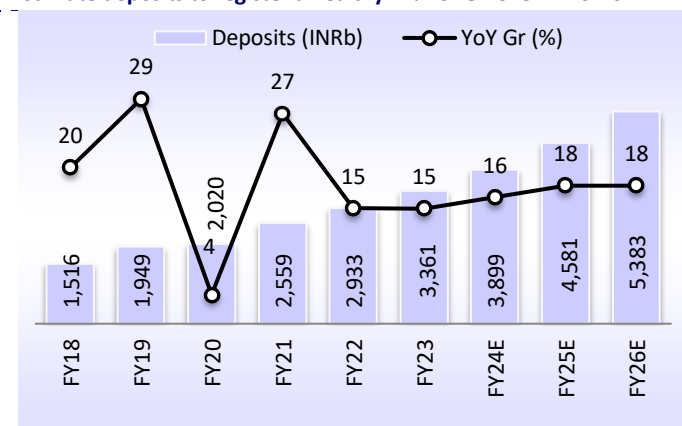
## Chart of the Day: IndusInd Bank (Growth outlook steady; RoA to reach sustainable ~2% mark)

Liability growth steady, led by rising mix of retail deposits



Source: MOFSL, Company

Estimate deposits to register a healthy 17% CAGR over FY23-26E



Source: MOFSL, Company

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



Kindly click on textbox for the detailed news link

1

**Go First's lenders seek investor bids by Jan 31**

Go First's bankruptcy filing lists Central Bank of India, Bank of Baroda, IDBI Bank and Deutsche Bank among creditors to which the carrier owes a total of 65.21 billion

2

**In a big push to India's energy security, ONGC makes two significant gas discoveries in Mahanadi basin block**

ONGC has discovered two significant natural gas reserves in the Mahanadi basin block in the Bay of Bengal, marking successful deep-water exploration efforts

3

**Decision on import management system for laptops, tablets to be given post-September after evaluating data: Official**

The government will evaluate import data in September to decide on the existing import management system for IT hardware products.

4

**Car sales in India drive past 4-million mark in 2023**

More than 4.1 million cars, sedans and utility vehicles were sold in the domestic market last year, an 8.2% increase from the 3.79 million vehicles sold in 2022, showed data from industry body Society of Indian Automobile Manufacturers (SIAM) issued on Friday.

5

**Super sports car segment in India to register 30 pc growth this year: McLaren Automotive**

Earlier the company, which entered the Indian market in November 2022, unveiled its super sports car the 750S, priced at Rs 5.91 crore.

6

**Panasonic Electric Works eyes 50 pc share in India's wiring devices market by 2030**

Panasonic Electric Works India (PEWIN), a subsidiary of Panasonic Life Solutions, aims to capture 50% of India's wiring devices market by 2030. The company plans to expand market share in India over the next five years, with a specific focus on the wiring device business.

7

**REITs, InvITs experience robust growth; fund mobilisation rises to Rs 11,474 crore in 2023**

According to data compiled by Prime Database.com, REITs and InvITs collectively raised Rs 11,474 crore in 2023 compared to a record low amount of Rs 1,166 crore clocked in 2022.

# IndusInd Bank

BSE SENSEX 72,568 S&P CNX 21,895

## IndusInd Bank

Bloomberg	IIB IN
Equity Shares (m)	776
M.Cap.(INRb)/(USD\$)	1301.9 / 15.7
52-Week Range (INR)	1678 / 990
1, 6, 12 Rel. Per (%)	7/9/16
12M Avg Val (INR M)	4569
Free float (%)	84.9

### Financials & Valuation (INR b)

Y/E MARCH	FY23	FY24E	FY25E
NII	175.9	207.6	249.7
OP	144.2	160.2	193.1
NP	74.4	91.1	111.7
NIM (%)	4.1	4.2	4.4
EPS (INR)	96.0	117.4	144.0
EPS Gr. (%)	54.7	22.3	22.7
BV/Sh. (INR)	707	809	937
ABV/Sh. (INR)	691	792	918

### Ratios

RoE (%)	14.5	15.5	16.5
RoA (%)	1.7	1.8	2.0

### Valuations

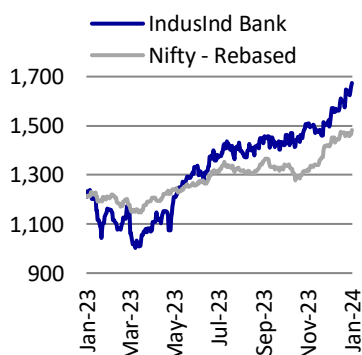
P/E (X)	17.4	14.3	11.6
P/BV (X)	2.4	2.1	1.8
P/ABV (X)	2.4	2.1	1.8

### Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	26.3	24.2	20.8
DII	46.3	47.4	51.3
FII	13.3	13.3	12.8
Others	15.1	15.1	15.2

FII Includes depository receipts

### Stock's performance (one-year)



CMP: INR1,674 TP: INR1,900 (+14%)

Buy

Growth outlook steady; RoA to reach sustainable ~2% mark

Multiple levers to enable 22% earnings CAGR over FY24-26E

- IIB has been delivering consistent performance with both asset quality and return ratios improving steadily. The bank is well poised to report further improvement in operating performance as all key vectors (credit cost, margins & opex) continue to move in the right direction, unlike for most other banks.
- The steady loan growth (of 19% CAGR over FY24-26E) and a more favorable asset mix toward retail will continue to support margins, especially with the shift in the interest rate cycle.
- The bank aims to improve upon its CASA mix to >45%, while increasing the mix of retail deposits to 45-50% of the overall deposits.
- Asset quality ratios have improved, while continued moderation in slippages, dissolution of restructured assets (have declined to 0.5% vs peak of 3.6% in 2QFY22), and contingency buffer of 0.5% of loans provide further comfort.
- IIB is well capitalized with CET-1 of 16.3% and any further capital infusion by promoters to increase the stake in the bank would further aid capitalization levels. We estimate IIB to report 22% earnings CAGR over FY24-26E, resulting in a RoA/RoE of 2.0%/17.3%.
- IIB remains our preferred BUY in the sector and we reiterate our BUY rating with a TP of INR1,900 (premised on 1.9x Sep'25E ABV).

### Loan growth remains steady; estimate 19% CAGR over FY24-26E

IIB has reported steady growth in advances with the bank reporting 21% YoY growth in advances in FY23. This has been led by robust growth across both the Corporate as well as Consumer portfolio. The growth trend remains broad-based with the bank reporting steady 18% YoY growth in the Corporate portfolio and the Retail momentum holding strong at 25% YoY in 2QFY24. Besides healthy loan growth, the asset mix has been improving steadily with continued growth momentum in Vehicle financing, MFI, SME+ Mid-corporate, Mortgages, and Credit card segments. IIB has guided for 18-23% loan growth as a part of its PC-6 strategy (FY23-26) and we estimate the bank to deliver ~19% loan CAGR over FY24-26.

### Liability franchise improving gradually; retail deposit mix up 300bp to 44%

IIB has been making efforts to strengthen its liability franchise, with continued focus on garnering Retail deposits. Under PC-6, the bank aims to focus on bringing up its CASA mix to >45% from its current 39%, thereby further strengthening the liability franchise. IIB aims to increase its retail deposit mix to 45-50% over FY23-26 from 44%. Over the recent years, deposit growth trailed loan growth even as the quality of deposits improved. The bank's emphasis on deploying excess liquidity on the balance sheet has led to an increase of ~650bp in the CD ratio compared to FY21 levels. Incrementally, we estimate deposits to register a CAGR of 17-18% over FY24-26, while the bank maintains adequate liquidity on the balance sheet with LCR at 117%, which provides comfort.

### **Margins holding stable; shift in interest rate cycle to aid NIM trajectory**

IIB has been able to maintain a stable margin trajectory over the past many quarters with NIMs holding steady at 4.3%. This has been led by steady improvement in asset mix and continued deployment of surplus liquidity even as cost of deposits increased 175bp over Mar'22 levels. With significant part of the bank's loan book being fixed rate in nature, and new loans disbursed at better yields, we estimate margins to expand slightly over FY24-26, particularly with the shift in interest rate cycle and declining funding cost. IIB is thus positioned well to report a healthy margin trajectory unlike most banks in our coverage. We thus estimate NII to register a CAGR of 20% over FY24-26E.

### **Slippages to moderate further enabling further improvement in credit cost**

IIB has been reporting consistent improvement in asset quality over the past few years as stress pool continues to moderate, while restructured book has declined to 0.5% vs. 3.6% in 2QFY22. Over 1HFY24, the bank has reported slippages of ~INR26b (15% YoY decline) and we expect healthy improvement in slippage run-rate over 2HFY24 as SMA in MFI book and restructured pool has moderated significantly. The bank has prudently provided for its funded exposure toward a telecom account and we do not anticipate stress in any major corporate exposure. Additionally, IIB holds INR15b of contingent provisions (0.5% of loans), which it aims to build further toward any exigency as asset quality continues to improve further over the near term. We thus expect calibrated improvement to continue and estimate credit cost to moderate to 105-110bp over FY25-26.

### **Planning Cycle-6 (PC-6) to focus on Granularity, Growth, and Governance**

In PC-5, over FY20-23, the bank registered a mixed performance due to the challenges posed by the Covid pandemic. However, with the subsequent recovery in rural demand and the resilience of the CV cycle, IIB has delivered a healthy turnaround in growth and asset quality metrics. The bank is well positioned to maintain steady growth momentum, with a demonstrated track record of consistency in the recent quarters. Under PC-6, the bank aims at 18-23% loan growth with retail leading the race and retail loan mix aimed at 55-60%. The bank also aims to improve its retail deposit mix to 45-50% by FY26 from its current 44% and is thus additionally planning to add 800-1,000 branches by FY26 and aiming for a customer base of over 50m.

### **Valuation and view: To reach a sustainable RoA of 2%; reiterate Buy**

IIB has been delivering consistent performance with both asset quality and return ratios improving steadily. The bank is well poised to report further improvement in operating performance as all key vectors (credit cost, margins & opex) continue to move in the right direction unlike most other banks. The steady loan growth and a more favorable asset mix toward retail will continue to support margins, especially with the shift in the interest rate cycle. Asset quality ratios have improved while continued moderation in slippages, dissolution of restructured assets and additional contingency buffer of 0.5% of loans provides further comfort. IIB is well capitalized with CET-1 of 16.3% and any further capital infusion by promoters to increase the stake in the bank would further aid capitalization levels. We estimate IIB to report 22% earnings CAGR over FY24-26, resulting in a RoA/RoE of 2.0%/17.3%. IIB remains our preferred BUY in the sector and we reiterate our BUY rating with a TP of INR1,900 (premised on 1.9x Sep'25E ABV).

# HCL Technologies

Estimate change	↔
TP change	↑
Rating change	↔

**CMP: INR1,541 TP: INR1,880 (+22%) Buy**

## Exceptional all-round performance

### Implied 4Q guidance suggests a continuation of industry-leading growth

- HCL Technologies (HCLT) delivered a robust 3QFY24 performance, with a 6.0% QoQ revenue growth in constant currency (CC) terms, ahead of our estimate of +4.4%. This growth was driven by seasonal gains in HCL Software (P&P), which rose 34% QoQ. HCLT's Services grew 3.1% QoQ in CC terms (110bp ahead of MOFSLe), with healthy growth in both the IT and ER&D verticals. The TCV was at USD1.9b, down from 2Q's high base of USD4.0b. HCLT narrowed its FY24 USD revenue growth guidance to 5.0%-5.5% YoY in CC (vs. 5.0-6.0% YoY earlier, including ASAP) for both consolidated and Services segment.
- The EBIT margin also exceeded expectations at 19.8% (+130bp QoQ), led by HCL Software, which achieved 32.9% margin. The Services margin contracted 50bp QoQ though. HCLT retained its EBIT margin guidance band of 18-19%.
- We were impressed by the strong beat on both Services and P&P from the company, despite various macro headwinds that have led to a decline in growth among key competitors. More importantly, the implied 4Q guidance for the Services vertical indicates that it will grow next quarter despite lower deal wins and a high base. This is in contrast with peers who have indicated a tough quarter led by macro challenges. In our view, this should help HCLT narrow the valuation gap with our coverage universe.
- HCL Software delivered strong growth, even adjusted for the seasonality. The organic growth of 5.0% YoY was also one of the strongest performances it has delivered post-acquisition. With growth picking up in this business over the next two years, it can become a tailwind for the stock price.
- We forecast HCLT to deliver an FY24 USD CC revenue growth at the mid-point of its guidance, which should help it report a revenue CAGR of 9.8% over FY23-26. We project HCLT to deliver an FY24 margin near the mid-point of its guidance, and further improve it to 19.2% in FY26. This should lead to an INR PAT CAGR of 12.7% over FY23-26E.
- The strong growth guidance and margin performance in a weak demand environment should boost investor confidence on HCLT's business and reduce the valuation gap with larger Tier-1 peers. **HCLT remains our top pick in the IT Services coverage for 2024.**
- After the strong 3Q results and beat, we have raised our FY24-26E EPS by 3-4%. **We reiterate our BUY rating with a TP of INR1,880, as we roll forward our P/E-based valuation to FY26 and assign a multiple of 24x.**

### Strong operating performance, but guidance disappointed

- HCLT posted revenue of USD3.4b, up 6.0% QoQ in CC (+5.9% QoQ reported), beating our estimates of +4.4% QoQ.
- Services business grew 3.1% QoQ in CC, led by IT Services (+1.9% QoQ in CC) and ER&D (+8.7% QoQ in CC, including ASAP's inorganic impact).

Bloomberg	HCLT IN
Equity Shares (m)	2714
M.Cap.(INRb)/(USDb)	4181.2 / 50.4
52-Week Range (INR)	1555 / 1016
1, 6, 12 Rel. Per (%)	7/26/21
12M Avg Val (INR M)	3224

#### Financials & Valuations (INR b)

Y/E Mar	2024E	2025E	2026E
Sales	1,102	1,220	1,382
EBIT Margin (%)	18.5	18.8	19.2
PAT	160	183	213
EPS (INR)	58.9	67.5	78.3
EPS Gr. (%)	7.5	14.5	16.1
BV/Sh. (INR)	238	235	231

#### Ratios

RoE (%)	24.6	28.6	33.7
RoCE (%)	22.7	26.3	31.0
Payout (%)	90.0	90.0	90.0

#### Valuations

P/E (x)	26.2	22.9	19.7
P/BV (x)	6.5	6.6	6.7
EV/EBITDA (x)	16.8	14.9	12.9
Div Yield (%)	3.4	3.9	4.6

#### Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	60.8	60.8	60.7
DII	15.7	15.4	16.5
FII	19.0	19.2	17.4
Others	4.6	4.6	5.3

FII Includes depository receipts



- EBIT margin improved sharply by 120bp to 19.7%, beating our estimates of 60bp decline QoQ. The improvement was led by ER&D business (up 190bp QoQ), which largely offset the margin decline for the IT business (down 103bp QoQ) in 3QFY24.
- Services EBIT margin contracted 48bp QoQ, while P&P jumped 1,357bp QoQ (beating our estimates).
- Net employee count was up 3.7k post-two consecutive quarters of decline. Attrition at 12.8%, was down 140bp QoQ during the quarter.
- HCLT's PAT was at INR43.5b, up 13.5% QoQ and 120bp above our estimate of INR40b. This was fueled by HCLT's strong operating performance in 3Q.

#### Key highlights from the management commentary

- The inorganic contribution (ASAP integration) to the topline was ~110bp QoQ in 3QFY24, which translated into a consolidated organic USD growth of 4.8%; while ER&D and IT Services' organic growth stood at 2.5% and 2.0% QoQ, respectively.
- Telecom and Media growth was fueled by a large deal ramp-up, followed by Manufacturing aided by ASAP integration. The FSI declined due to higher furloughs.
- Management expects small projects in Gen AI to ramp up going forward. The company reported 30 wins in Gen AI-related projects.
- The pipeline remained healthy and well distributed across the large and mid-sized deals. The strong bookings beyond the mega deal wins, coupled with vendor consolidation opportunities, are driving the overall growth momentum.
- Management was confident enough to sustain the margin band and even aspired to achieve and sustain a 20% margin trajectory in the longer term.

#### Valuation and view: Our top pick in the IT Services coverage for 2024

- Higher exposure to Cloud, which comprises a larger share of non-discretionary spending, offers better resilience to its portfolio in the current context, with higher demand for Cloud, Network, Security, and Digital workplace services.
- Given its capabilities in the IMS and Digital space, along with strategic partnerships and investments in Cloud, we expect HCLT to emerge stronger on the back of healthy demand for these services in the medium term. The stock is trading at ~20x FY26E EPS, which offers a margin of safety. Our TP of INR1,880 is based on 24x FY26E EPS. We reiterate our **BUY** rating.

**Quarterly performance**
**(INR b)**

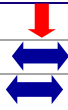
Y/E March	FY23				FY24E				FY23	FY24E	FY24	Var.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QE	(%/bp)
Revenue (USD m)	3,025	3,082	3,244	3,235	3,200	3,225	3,415	3,466	12,586	13,306	3,366	1.5
QoQ (%)	1.1	1.9	5.3	-0.3	-1.1	0.8	5.9	1.5	9.6	5.7	4.4	153bp
Revenue (INR b)	235	247	267	266	263	267	284	288	1,015	1,102	280	1.5
YoY (%)	16.9	19.5	19.6	17.7	12.1	8.0	6.5	8.1	18.5	8.6	5.0	153bp
GPM (%)	35.8	35.8	37.4	36.5	35.6	36.2	36.7	36.3	36.4	36.2	35.6	113bp
SGA (%)	12.9	12.2	12.0	12.8	13.6	12.4	11.5	12.3	12.5	12.4	12.6	-110bp
EBITDA	50	54	63	59	55	60	67	64	226	246	60	11.1
EBITDA margin (%)	21.1	22.0	23.7	22.3	20.8	22.3	23.6	22.4	22.3	22.3	21.5	204bp
EBIT	40	44	52	48	45	49	56	53	185	203	50	11.8
EBIT margin (%)	17.0	17.9	19.6	18.2	17.0	18.5	19.7	18.5	18.2	18.5	17.9	182bp
Other income	3	2	1	4	2	2	3	3	10	10	3	-7.6
ETR (%)	24.3	23.9	23.8	23.4	24.8	25.3	25.9	24.0	23.8	25.0	24.0	193bp
Adjusted PAT	33	35	41	40	35	38	44	43	148	160	40	7.9
QoQ (%)	-8.7	6.3	17.4	-2.8	-11.2	8.4	13.5	-2.0			5.2	834bp
YoY (%)	2.1	6.9	19.0	10.8	7.6	9.8	6.2	7.1	9.9	7.6	-1.6	781bp
EPS	12.1	12.9	15.1	14.7	13.0	14.1	16.0	15.7	54.8	58.9	14.9	7.9

# Avenue Supermarts

Estimate changes

TP change

Rating change



Bloomberg	DMART IN
Equity Shares (m)	648
M.Cap.(INRb)/(USDb)	2499.5 / 30.1
52-Week Range (INR)	4206 / 3292
1, 6, 12 Rel. Per (%)	-10/-12/-24
12M Avg Val (INR M)	1398

## Financials & Valuations (INR b)

Y/E March	FY23	FY24E	FY25E
Sales	428	508	631
EBITDA	36	42	56
Adj. PAT	24	26	36
EBITDA Margin (%)	8	8	9
Adj. EPS (INR)	37	40	55
EPS Gr. (%)	59	9	38
BV/Sh. (INR)	248	288	343

## Ratios

Net D:E	-0.2	-0.2	-0.2
RoE (%)	16.0	14.9	17.4
RoCE (%)	15.7	14.7	17.2
Payout (%)	0.0	0.0	0.0

## Valuations

P/E (x)	104.7	96.5	70.1
EV/EBITDA (x)	68.2	59.7	43.8
EV/Sales (X)	5.8	4.9	3.9
Div. Yield (%)	0.0	0.0	0.0

## Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	74.7	74.7	75.0
DII	8.3	7.7	7.1
FII	7.7	8.2	8.7
Others	9.5	9.5	9.2

FII Includes depository receipts

**CMP: INR3,843**
**TP: INR4,700 (+22%)**
**Buy**

## Margins shielded through cost control

### Revival in GM&A category remains a key monitorable

- Avenue Supermarts (DMART)'s consolidated/standalone revenue grew 17% YoY, led by 11% store adds. The stabilization in GM&A contribution, combined with controlled costs, cushioned GM, leading to a flat YoY performance – a sign of recovery. Controlled opex resulted in EBITDA/PAT growing by 16%/17% YoY. Revenue/EBITDA/PAT grew by 18%/10%/3% respectively for 9MFY24.
- The gap between revenue/sqft (up 4% YoY) and revenue/store (up 5% YoY) continue to shrink, indicating an improvement in the share of larger-format stores, marking a positive trend. Further, healthy cost efficiencies and a recovery in discretionary demand are likely to drive growth. We have marginally cut PAT estimates by 3%/1% for FY25E/FY26E. Subsequently, we arrive at our TP of INR4,700 and reiterate our BUY rating on the stock.

### In-line numbers; Revenue/PAT grew 17% YoY

- Consolidated/ Standalone revenue grew 17% YoY to INR135.7b/INR132.5b (in line), driven by 11% store additions and 5% revenue/store growth to INR1.56b (annualized).
  - The gap between revenue/store growth and revenue/sq.ft. continued to narrow over the past four quarters, implying that the larger stores are in the base.
- The company added five stores in 3QFY24 to reach 341 stores and added 0.29m sqft to reach 14.19m sqft. Stores added in the quarter was an average of 58k sqft, much higher than the average store size added (47.5k sqft) in FY23.
- Consol. Gross Margins remained flat YoY and stood at 14.9% (in line), led by stabilization in the SG&A segment. As a result, Gross profit reported a growth of 18% YoY to INR20.2b (in line). Standalone margins declined 10bp YoY to 14.2%.
- Consolidated EBITDA reported a growth of 16% YoY to INR11.2b (in line). EBITDA margins declined 10bp YoY to 8.3% (in line).
  - Standalone EBITDA margin declined 10bp YoY to 8.5%, in line with the decline in gross margin.
- Adjusted PAT grew 17% YoY to INR 6.9b (in line)

### Management commentary

- Contribution from General Merchandise and Apparel has stabilized and trends have been encouraging post Diwali.
  - Contribution from GM&A declined (down 150bp YoY) in 1HFY24 to 23.21% from 24.75% in 1HFY23, indicating weakness in the category. As per the management, the contribution has stabilized in 3QFY24.
- This time, the festive season sales were lower than expected in the Non-FMCG (contributing ~21% of sales) segment.
- Within FMCG, agri-staples (ex-edible oil) are going through significantly high inflation.



### Valuation and view

- DMART clocked a 19% revenue CAGR over FY20-23, led by 20% footprint additions. Subdued SSSG was mainly due to: 1) the addition of bigger stores over the last couple of years (20% rise in average store size), and 2) weak discretionary demand (share of discretionary items reduced to 23% in FY23 from 27% in FY20).
- However, despite its weak SSSG, DMART has managed to protect its EBITDA margin at pre-Covid levels through its strong cost-control measures (unlike most other retailers).
- The recovery in revenue/sqft and the reducing gap between revenue/store and revenue/sqft further implied that the share of larger-format stores improved and this remained a key positive. This, along with the moderating inflation may help revive discretionary demand and consequently improve the SSSG trend.
- However, recovery within the higher margin category of GM&A remains a key monitorable for margin improvement going forward.
- We marginally cut PAT estimates for FY24/FY25, reducing them by 3%/1%. We have factored in revenue/PAT CAGR of 26%/36% over FY24-26, supported by a 13%/12% growth in footprints/revenue productivity. Subsequently, we assign a 40x EV/EBITDA multiple on an FY26E basis to arrive at our TP of INR4,700. **We reiterate our BUY rating on the stock.**

### Consolidated - Quarterly Earning

(INR b)

Y/E March	FY23				FY24E				FY23	FY24E	FY24	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			3QE	Var (%)
<b>Revenue</b>	<b>100.4</b>	<b>106.4</b>	<b>115.7</b>	<b>105.9</b>	<b>118.7</b>	<b>126.2</b>	<b>135.7</b>	<b>127.1</b>	<b>428.4</b>	<b>507.7</b>	<b>135.9</b>	<b>(0.1)</b>
YoY Change (%)	93.7	36.6	25.5	20.6	18.2	18.7	17.3	20.0	38.3	18.5	17.5	
Total Expenditure	90.3	97.5	106.0	98.2	108.3	116.2	124.5	117.1	392.0	466.1	124.6	(0.1)
<b>EBITDA</b>	<b>10.1</b>	<b>8.9</b>	<b>9.7</b>	<b>7.7</b>	<b>10.4</b>	<b>10.0</b>	<b>11.2</b>	<b>10.0</b>	<b>36.4</b>	<b>41.6</b>	<b>11.3</b>	<b>(1.1)</b>
<b>EBITDA margin (%)</b>	<b>10.0</b>	<b>8.4</b>	<b>8.3</b>	<b>7.3</b>	<b>8.7</b>	<b>8.0</b>	<b>8.3</b>	<b>7.8</b>	<b>8.5</b>	<b>8.2</b>	<b>8.3</b>	
Change YoY (%)	349.7	33.4	11.4	4.4	2.7	12.7	16.0	29.2	45.6	14.3	17.3	
Depreciation	1.4	1.6	1.7	1.6	1.6	1.7	1.9	1.7	6.4	7.0	1.8	4.0
Interest	0.2	0.2	0.2	0.2	0.1	0.2	0.1	0.3	0.7	0.7	0.2	(6.7)
Other Income	0.3	0.4	0.3	0.3	0.4	0.4	0.3	0.6	1.3	1.7	0.4	
<b>PBT</b>	<b>8.8</b>	<b>7.5</b>	<b>8.1</b>	<b>6.2</b>	<b>9.0</b>	<b>8.5</b>	<b>9.5</b>	<b>8.5</b>	<b>30.6</b>	<b>35.5</b>	<b>9.8</b>	<b>(3.0)</b>
Tax	2.3	0.6	2.2	1.6	2.4	2.3	2.6	2.3	6.8	9.6	2.6	
Rate (%)	26.6	8.3	27.4	26.4	26.6	26.8	27.2	27.4	22.3	27.0	27.0	
<b>Reported PAT</b>	<b>6.4</b>	<b>6.9</b>	<b>5.9</b>	<b>4.6</b>	<b>6.6</b>	<b>6.2</b>	<b>6.9</b>	<b>6.2</b>	<b>23.8</b>	<b>25.9</b>	<b>7.1</b>	<b>(3.2)</b>
<b>Adj PAT</b>	<b>6.4</b>	<b>5.4</b>	<b>5.9</b>	<b>4.6</b>	<b>6.6</b>	<b>6.2</b>	<b>6.9</b>	<b>6.2</b>	<b>22.4</b>	<b>25.9</b>	<b>7.1</b>	<b>(3.2)</b>
YoY Change (%)	574.2	30.4	6.7	7.8	2.5	14.4	17.2	34.5	49.9	15.8	21.1	

E: MOFSL Estimates

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	WPRO IN
Equity Shares (m)	5693
M.Cap.(INRb)/(USDb)	2431.7 / 29.3
52-Week Range (INR)	484 / 352
1, 6, 12 Rel. Per (%)	6/6/-5
12M Avg Val (INR M)	2259

#### Financials & Valuations (INR b)

Y/E Mar	2024E	2025E	2026E
Sales	896	951	1,056
EBIT Margin (%)	15.3	15.6	16.7
PAT	111	121	143
EPS (INR)	20.6	22.9	27.3
EPS Gr. (%)	(0.6)	11.5	19.2
BV/Sh. (INR)	138.2	137.4	140.8

#### Ratios

RoE (%)	14.7	16.7	19.7
RoCE (%)	11.9	13.4	15.8
Payout (%)	120.0	90.0	70.0

#### Valuations

P/E (x)	22.7	20.3	17.0
P/BV (x)	3.4	3.4	3.3
EV/EBITDA (x)	12.9	11.8	9.9
Div Yield (%)	5.3	4.4	4.1

#### Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	72.9	72.9	73.0
DII	8.0	7.6	8.0
FII	9.0	8.7	9.1
Others	10.8	10.8	10.0

FII Includes depository receipts

**CMP: INR465 TP: INR520 (+12%) Neutral**

### Mixed quarter with good delivery but muted guidance

#### Positive commentary on Consulting is encouraging

- WPRO reported IT Services revenue of USD2.66b in 3QFY24, down 1.7% QoQ CC, near the upper end of its guidance and 100bp ahead of our estimate. It reported an order intake of USD3.8b (flat QoQ), with large deal TCV of USD0.9b (down 8.3% QoQ). Despite four straight quarters of revenue decline, WPRO has provided muted guidance for 4Q, with USD CC revenue performance to be in the range of -1.5% to +0.5% QoQ.
- Despite revenue growth in 3Q, WPRO maintained its IT Services EBIT margin at 16.1% (flat QoQ), ahead of our expectation of 15.1% due to better cost control and lower employee count.
- We see WPRO's 3Q performance as positive given that the company struggled to deliver on expectation over the last few quarters due to macro headwinds. Moreover, the management commentary on higher deal wins in the Consulting vertical indicates that the drag from that segment is now bottoming out, which should help improve overall growth.
- But we believe that WPRO's weak 4QFY24 revenue growth guidance is a concern, along with unchanged commentary on demand and discretionary spending. While we expect WPRO to return to growth in FY25 after posting a decline in FY24, the weak base should result in revenue growth lower than that of peers. We expect the company to deliver a 3.9% CAGR in IT Services revenue over FY23-26.
- EBIT margin stood at 16.1% (IT service), beating our estimate by 100bp QoQ, despite two months of wage hikes. The management remains confident of reverting to its 17% EBIT margin guidance in the medium term. We expect WPRO to revert to this level of profitability in FY25, which should translate to an 8.0% CAGR in INR PAT over FY23-26E.
- We have kept our FY24-FY26 EPS estimates broadly unchanged after its 3Q print. We maintain our **Neutral** stance as we view the current valuation as fair. Our TP of INR520 is based on 19x FY26E EPS.

#### Steady performance beat our estimates, weak 4Q guidance

- IT services USD rev stood at USD2.65b, down 1.7% QoQ in CC (reported USD down 2.1% QoQ) and better than our estimate of a 2.7% QoQ CC decline.
- BFS (-4.3% QoQ CC), Mfg (-6.1% QoQ CC), Comms (-8.6% QoQ CC) and Technology (-1.9% QoQ CC) were adversely impacted.
- IT Services EBIT margin was stable at 16.0% (down 10bp QoQ) despite wage hike in 3Q, above our estimate of a 100bp QoQ decline.
- 3Q deal TCV came in at USD3.8b, flat QoQ and down 13.5% YoY CC. Large deal TCV of USD0.9b (down 8.3% QoQ).
- Net profit stood at INR27b, down 11.7% YoY but above our estimate of INR25b due to a beat in margins.

### Key highlights from management commentary

- The management alluded that the market has not changed fundamentally in terms of demand. It is witnessing some stabilization in technology-related spending. While a major slowdown is seen in discretionary areas, especially in smaller projects.
- The short-term demand environment remains cautious, with enterprise clients still being conservative on investment decisions. They continue to look for optimization and cost saving opportunities, while return on investments remains a common theme across clients.
- EN&U is performing well and is witnessing progressive investments in the areas of plant engineering and IT services. Additionally, GenAI is also supporting the overall demand trend and getting embedded into remote equipment
- The management indicated that GenAI is now moving from an experimental stage to a commercial stage, where every large deals has some components of GenAI to develop use cases and AI models.

### Valuations & View

- Given WPRO's weak 3QFY24 revenue growth and muted 4Q guidance, we expect its FY24 revenue growth rate to be one of the lowest among Tier-1 IT Services peers, with margin below the management's medium-term guided range of 17.0-17.5%.
- We maintain our **Neutral** rating as we await: 1) further evidence of the execution of WPRO's refreshed strategy, and 2) a successful turnaround from its struggles over the last decade before turning more constructive on the stock. Our TP of INR520 is based on 19x FY26E EPS.

### Quarterly performance (IFRS)

Y/E March	FY23				FY24E				FY23	FY24E	FY24E	Var. (% / bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE			3QFY24	
IT Services Revenue (USD m)	2,756	2,817	2,821	2,840	2,779	2,713	2,656	2,671	11,234	10,818	2,633	0.9
QoQ (%)	1.3	2.2	0.1	0.6	-2.1	-2.3	-2.1	0.5	8.5	-3.7	-2.9	83bp
Overall Revenue (INR b)	215	225	232	232	228	225	222	223	905	896	221	0.6
QoQ (%)	3.2	4.7	3.1	-0.2	-1.5	-1.4	-1.4	0.3			-2.0	60bp
YoY (%)	17.9	14.6	14.4	11.2	6.0	-0.1	-4.4	-4.0	14.4	-0.9	-5.0	58bp
GPM (%)	27.7	27.3	29.7	29.8	29.4	29.3	30.7	30.9	28.7	30.0	27.5	322bp
SGA (%)	13.4	13.4	14.1	14.0	14.2	14.6	16.0	14.6	13.7	14.9	13.8	224bp
EBITDA	40	40	47	46	42	42	42	45	173	171	39	9.1
EBITDA Margin (%)	18.4	18.0	20.2	19.9	18.4	18.8	19.0	20.1	19.1	19.1	17.5	148bp
IT Serv. EBIT (%)	14.9	15.1	16.3	16.3	16.0	16.1	16.0	17.9	15.7	16.5	15.1	92bp
EBIT Margin (%)	14.8	14.4	16.2	16.2	15.1	14.8	14.8	16.4	15.4	15.3	13.8	98bp
Other income	2	2	2	3	3	2	3	2	8	10	2	6.3
ETR (%)	23.6	22.5	22.9	23.0	24.0	24.0	24.0	24.0	23.0	24.0	24.0	-3bp
PAT	26	27	31	31	29	26	27	29	114	111	25	8.1
QoQ (%)	-17.0	3.7	14.8	0.7	-6.6	-7.8	1.8	9.4			-5.8	766bp
YoY (%)	-20.7	-9.3	2.9	-0.4	12.0	-0.5	-11.7	-4.2	-7.1	-2.0	-18.4	664bp
EPS (INR)	4.7	4.9	5.6	5.6	5.1	5.0	5.2	5.6	20.7	20.6	4.7	8.4

E: MOFSL estimates

# HDFC Life Insurance

Estimate change	↓
TP change	↔
Rating change	↔

Bloomberg	HDFCLIFE IN
Equity Shares (m)	2153
M.Cap.(INRb)/(USD\$)	1385 / 16.7
52-Week Range (INR)	711 / 458
1, 6, 12 Rel. Per (%)	-7/-16/-14
12M Avg Val (INR M)	2474

## Financials & Valuations (INR b)

Y/E MARCH	FY23	FY24E	FY25E
Net Premiums	567.6	640.1	761.6
Surplus / Deficit	13.6	9.6	18.8
Sh. PAT	13.6	16.0	24.3
NBP gr- unwt'd (%)	20.4	0.0	20.0
NBP gr - APE (%)	35.5	-0.9	21.2
Premium gr (%)	25.2	12.8	19.0
VNB margin (%)	27.6	27.3	28.3
RoEV (%)	19.9	17.8	17.5
Total AUMs (INRt)	2.4	3.0	3.4
VNB (INRb)	36.7	35.5	44.6
EV per share	184	216	254

## Valuations

P/EV (x)	3.5	2.9	2.5
P/EVOP (x)	21.1	19.7	16.4

## Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	50.4	50.3	50.3
DII	6.9	6.2	6.9
FII	30.6	30.9	28.8
Others	12.6	12.6	14.0

FII Includes depository receipts

**CMP: INR637** **TP: INR700 (+12%)** **Neutral**

## VNB & APE miss estimates

### Growth outlook remains steady

- HDFC Life Insurance (HDFCLIFE) in 3QFY24 reported lower-than-expected performance with total APE at INR31.9b (missed our estimates by 7.3%).
- Total APE declined marginally by 2% YoY to INR31.9b as Non-PAR/annuity/term products declined 35%/45%/16% YoY, offset by 74%/96% surge in ULIPs/group products.
- VNB margins, at 26.8%, fell 70bp below expectations (missing estimates by 9.6%). Nevertheless, EV grew 20% YoY to INR452b.
- 3QFY24 PAT at INR 3.6b was broadly in line with estimates and saw a 16% YoY growth.
- For 9MFY24, APE/VNB/PAT grew 5%/5%/16% to INR86b/22.6b/11.5b.
- We estimate HDFCLIFE to deliver ~15% VNB CAGR over FY23-26 and margin to improve to ~29.4% by FY26E. We **retain our Neutral stance on the stock with a TP of INR700 (premised on 2.6x Sep'25E EV)**.

### Strong growth of 74% YoY in ULIPs

- HDFCLIFE's total premium rose 6% YoY to INR152b (7% miss), within which, new business premium declined 3.5% YoY, while renewal premium grew 16.8% YoY.
- Total APE declined marginally by 2% YoY to INR31.9b (7% miss) in 3QFY24 with individual APE at INR 27.9b (flat YoY). Within total APE, ULIPs/Group products spiked 74%/96% YoY, while Non-PAR/annuity/term products declined 35%/45%/16% YoY in 3QFY24.
- VNB declined 2% YoY (9.6% miss) with margins missing our estimates by 70bp at 26.8% (flat YoY).
- On the distribution front, the share of banca improved to 64% while agency channel constituted 18% share for 9MFY24 (based on individual APE). This increase was at the cost of direct and broker channel as it continues to face headwind in the form of heightened competition and its share moderated to 11% and 6% respectively for 9MFY24. EV grew 20% YoY to INR452b. Total AUM increased 20% YoY to INR2.8t, while solvency ratio stood at 190% (400bp QoQ decline).

### Highlights from the management commentary

- Growth in the tier 2 and tier 3 towns has been 2x that of the company and has accounted for 65% of the overall topline.
- The company remains optimistic about its growth prospects, driven by 1) sustained growth in less than INR0.5m ticket size, 2) anticipated stability in the macro environment leading to increased allocation to insurance products, 3) the forthcoming full-year impact of counter share at HDFC Bank developments, 4) the expansion of new relationships (most relationships in the past HDFC Life have achieved a counter share of 30-35% within 15 months) and 5) the expected benefits for the agency channel through the addition of new branches.

### Valuation and view

HDFCLIFE remains focused on maintaining a balanced product mix, with an emphasis on product innovation and superior customer service. While protection has picked up momentum, the growth in the Non-PAR segment is likely to be concentrated in the later part of the year. Growth in lower tier cities will be the key focus areas with expansion of HDFC Bank's branch network and deepening of HDFCLIFE's branch network. Persistency trend improved across all cohorts, keeping the renewal premium growth healthy. The final regulation on changes in surrender charges will continue to be an overhang. We have cut our VNB margins assumptions based on 9MFY24 performance and we now estimate HDFCLIFE to deliver ~15% VNB CAGR over FY23-26 and margin to improve to ~29.4% by FY26. We reiterate our **Neutral** rating with a TP of INR700 (premised on 2.6x Sep'25E EV).

### Quarterly performance

(InR m)

Policy holder's A/c (INR b)	FY23				FY24E				FY23	FY24E	FY24E 2Q	V/s est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
First year premium	17.1	24.2	27.2	44.7	18.5	25.7	26.8	41.0	113.2	112.0	29.7	-9.7
Growth (%)	32.9%	16.6%	28.8%	73.5%	8.4%	5.9%	-1.7%	-8.2%	40.6%	-1.1%	8.9%	
Renewal premium	51.0	69.1	71.9	92.5	58.0	78.4	84.0	137.6	284.5	357.9	89.5	-6.2
Growth (%)	31.1%	37.2%	29.7%	26.1%	13.8%	13.5%	16.8%	48.6%	30.4%	25.8%	24.5%	
Single premium	32.4	39.5	46.6	59.0	40.2	45.4	44.5	48.8	177.6	178.9	47.4	-6.1
Growth (%)	30.6%	-12.5%	1.5%	31.1%	24.0%	14.7%	-4.6%	-17.3%	10.3%	0.7%	1.7%	
Gross premium inc.	100.5	132.8	145.8	196.3	116.7	149.4	155.3	227.4	575.3	648.8	166.6	-6.8
Growth (%)	31.3%	14.2%	18.9%	36.1%	16.2%	12.5%	6.5%	15.9%	25.2%	12.8%	14.3%	
PAT	3.6	3.3	3.2	3.6	4.2	3.8	3.7	4.4	13.6	16.0	3.5	4.2
Growth (%)	19.1%	19.0%	15.2%	0.3%	15.4%	15.5%	15.8%	22.5%	12.6%	17.7%	11.2%	
<b>Key metrics (INRb)</b>												
New business APE	20.6	28.5	32.6	51.6	23.3	30.5	31.9	45.9	131.0	129.9	34.4	-7.3
Growth (%)	32.2	11.7	25.5	69.3	12.8	6.8	-2.1	-11.1	35.5	-0.9	5.6	
VNB	5.2	7.7	8.8	15.1	6.1	8.0	8.6	12.8	36.7	35.5	9.5	-9.6
Growth (%)	27.0	13.6	26.1	68.8	17.8	4.0	-2.2	-15.1	37.4	-3.4	8.2	
AUM (INR b)	2,134	2,249	2,338	2,388	2,533	2,649	2,797	2,960	2,388	2,960	2,773	0.9
Growth (%)	17.7	17.6	20.1	17.0	18.7	17.8	19.6	23.9	17.0	23.9	18.6	
<b>Key Ratios (%)</b>												
VNB Margins (%)	25.1	27.0	26.8	29.3	26.2	26.2	26.8	28.0	27.6	27.3	27.5	-67
Solvency ratio (%)	183.0	210.0	209.0	203.0	200.0	194.0	190.0	195.5	203.3	195.5	198.0	-800



# Tata Consumer

BSE SENSEX

72,568

S&amp;P CNX

21,895



Bloomberg	TATACONS IN
Equity Shares (m)	922
M.Cap.(INRb)/(USDb)	1076.7 / 13
52-Week Range (INR)	1166 / 685
1, 6, 12 Rel. Per (%)	17/24/31
12M Avg Val (INR M)	1209
Free float (%)	65.6

## Financials Snapshot (INR b)

Y/E MARCH	2024E	2025E	2026E
Sales	152.6	166.2	181.4
Adj EBITDA	21.7	25.7	27.7
Adj. PAT	13.7	17.8	19.8
EBITDA Margin (%)	14.2	15.5	15.3
Cons. Adj. EPS (INR)	14.4	19.3	21.5
EPS Gr. (%)	23.0	34.3	11.7
BV/Sh. (INR)	185.7	204.8	219.8

## Ratios

Net D:E	-0.1	-0.2	-0.2
RoE (%)	8.1	9.7	10.1
RoCE (%)	11.0	13.0	13.5
Payout (%)	45.8	35.1	32.2

## Valuations

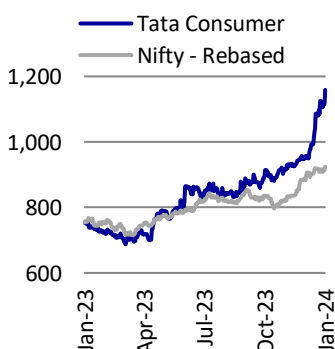
P/E (x)	80.7	60.1	53.8
P/BV (x)	48.2	40.4	37.0
EV/EBITDA(x)	0.6	0.6	0.6
Div. Yield (%)	0.3	1.2	1.3

## Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	34.4	34.4	34.7
DII	16.9	16.3	14.9
FII	25.3	25.5	25.7
Others	23.8	23.8	24.8

FII Includes depository receipts

## Stock performance (one-year)



CMP: INR1,159

TP: INR1,330 (+15%)

Buy

## Increasing presence in kitchen shelf

TATACONS has acquired 100% equity stake in Capital Foods Pvt. Ltd (owner of 'Ching's Secret' and 'Smith & Jones' brands) and Organic India Pvt Ltd (a 'better for you' organic brand spanning Food & Beverages and Nutraceutical categories) for a total consideration of INR70b. Key highlights are as follows:

- Capital Foods is the market leader of Desi Chinese products in India with an estimated revenue of ~INR7.5b in FY24 (accounting for ~5% of the incremental revenue in FY24E), while Organic India products span across Food & Beverages and Herbal & Traditional Supplements with an estimated revenue of INR3.6b in FY24 (accounting for ~2.4% of the incremental revenue in FY24E).
- These acquisitions will enable TATACONS to move forward in its journey to emerge as the leading FMCG player with offerings spanning across pantry, liquid, mini meals and sustainable categories. The incremental total addressable market (TAM), India and International, from these new additions will be ~INR1t.
- The acquisition is expected to be EPS accretive for the company from the third year of operations. It has been executed at industry-standard valuations, with Capital Foods/Organic India acquisition valued at ~6.8x/5.2x EV/sales on FY24E sales vs. ~6.4x for TATACONS.

## Scaling up its product basket and brand portfolio

- TATACONS is actively expanding its product portfolio through strategic acquisitions. It acquired **Capital Foods Pvt Ltd**, renowned for condiments, food products, and ingredients, and marketed under the Ching's Secret and Smith & Jones brands. Additionally, TATACONS has acquired **Organic India Pvt Ltd**, a company specializing in organic teas and health products. It is backed by Fabindia. TATACONS has acquired 100% stake in Capital Foods for an enterprise value (no cash/no debt) of INR51b in an all-cash deal. The company was valued at 6.8x of its FY24E sales. Of this, 75% of the equity shareholding will be acquired upfront and the remaining 25% will be acquired within the next three years.
- In an another deal, TATACONS has acquired a 100% stake in Organic India at an enterprise value (no cash/no debt) of INR19b. The company was valued at 5.2x of its FY24E sales. Also, there is an additional earnout for the shareholders linked to FY25-26 audited financials of the target company. This acquisition aligns with TATACONS' strategy to expand the Horizon 3 segment, providing substantial growth opportunities.
- The combined deal value of both the acquisitions stands at INR70b. It will be financed through a combination of available cash reserves, debt, and equity issuance through rights issue or any other mode (subject to Board approval).
- The deal is expected to get completed in 4QFY24, with operational integration set to commence shortly after the closing (to be completed within three to four months). The integration of both the companies with TATACONS is scheduled to take place in FY25.

### Expanding TAM both in domestic and international markets

- **Capital Foods** excels with robust flagship brands within rapidly expanding market segments. Ching's Secret leads the Desi Chinese genre, dominating across various product categories - Chutneys, Blended Masalas, Sauces, and Soups. Meanwhile, Smith & Jones meets the demand for the fast growing trend of in-home cooking and specializes in Italian and other Western cuisines. Capital Foods secures top positions (#1 or #2) in five key categories: Chutneys (Schezwan), Blended Masalas (Desi Chinese), Sauces, Ginger Garlic Paste, and Soups.
- Capital Foods has a strong distribution network of over 0.35m stores, bolstered by a high level of brand awareness. With TATACONS' distribution network of over 3.8m stores, the company has the potential to exponentially scale up the reach of Capital Foods brands through its own established distribution network.
- Rapid expansion of the distribution network coupled with a healthy margin profile (over 50%/20% gross/EBITDA margins) will provide value accretion to TATACONS.
- Also, the relevant **TAM** for the Capital Foods products as on CY22 stood at INR214b, and it is expected to register a CAGR of 13% by CY27 to INR416b. This will take care of the strong growth trajectory of the brands in the Indian in-home consumption segment. Relevant TAM includes chutneys, Chinese sauces, instant noodles, blended masalas, and soups.
- Key drivers fueling growth in this industry include the evolving preferences toward diverse cuisines and flavors; the rise in consumption in rural/Tier 2+; the growing significance of 'in-home' cooking, and the increase in income levels, particularly among a younger demographic.
- **Organic India** is a 25+ years brand with global presence in 48+ countries, mainly in India and the USA and long standing relationships with 12,000+ farmers. Emphasizing on sustainable living, its product range includes Herbal Supplements, Tea & Infusions, and Organic Packaged Foods.
- Organic India operates in categories with a TAM of INR70b in India and INR750b in international markets, where TATACONS holds a strong presence. This TAM is expected to register a CAGR of 11%/8% in India/International to INR120b/INR1,110b by FY28.
- Major growth drivers of Organic India's TAM are the rising number of health-conscious individuals, increasing awareness, higher demand for natural and traditional herbal products, preference for preventive over-curative approach, increasing research & product development, rising lifestyle ailments and obesity leading to wellbeing management.
- Together, the TAM for TATACONS will increase by INR1,034b.

### Strong Synergistic benefits to flow in from this deal

- The acquisition of Capital Foods and Organic India is in line with the company's strategy to expand its TAM into adjacent, high-margin, high-growth categories.
- With Sampann, Ching's Secret, and Smith & Jones, TATACONS will cater to a wide gamut of the Indian culinary palate.
- This acquisition led to multiple synergies in both the revenue and cost side.
- In terms of revenue, Capital Foods has witnessed ~20% CAGR over FY20-23 with margins of over 15% in FY23. It is estimated to touch INR9.5b of net sales with

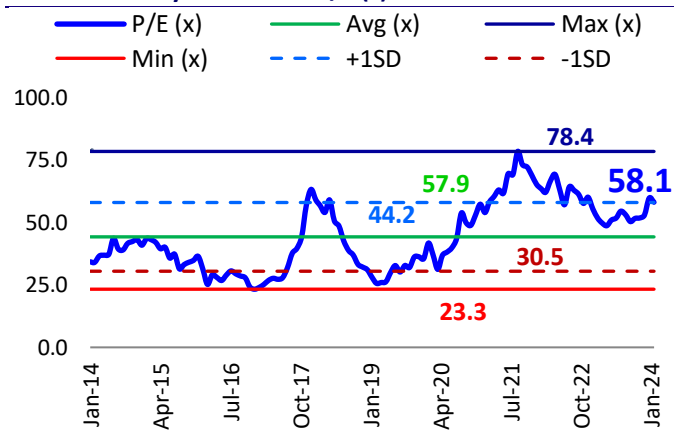
over 50%/20% gross/EBITDA margins in FY24. Similarly, Organic India is estimated to end FY24 with a revenue of over INR3.5b and gross margins of over 55%. This will lead to high growth and higher margin mix in the overall financials of TATACONS.

- Similarly, both Capital Foods and Organic India have strong brand presence in the international markets with exports contributing ~17%/48% in FY23. TATACONS can leverage this to scale up its in house brands such as Tata Raasa, Joyfull Millets, and Tata Sampann.
- In terms of cost synergies, TATACONS can optimize its trade margins with increasing shelf space, and thereby, optimize its selling expenses. Also, higher sales will result in better operating leverages, which will in turn lead to margin expansion.
- The management is expecting the company to be cash EPS accretive in the first full year of operations. Further, it anticipates that this deal will achieve EPS breakeven in the second year of operations and become EPS accretive thereafter.

### Valuation and View

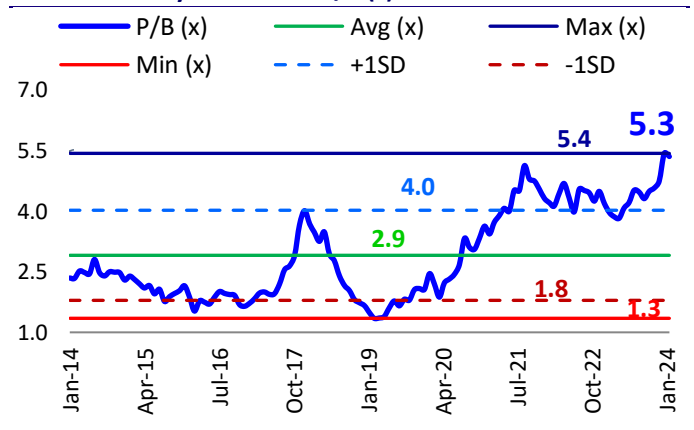
- The acquisition of Capital Foods and Organic India will contribute ~8%/9% of the incremental PAT for FY25/26 and is expected to aid in margin expansion on the back of synergies discussed above.
- The acquisition is EPS accretive for the company from the third year of operations and is undertaken at industry standard valuations (~6.8x/5.2x EV/sales of FY24E vs. EV/Sales of ~6.4x for TATACONS). Further, this acquisition will improve the brand offerings and product portfolio of the company in both the domestic as well as the international market.
- In terms of financing, rights issue will be more EPS accretive than debt funding (Refer exhibit 4)
- We had not factored in the numbers of this acquisition within the financials of TATACONS and the same will be incorporated post more clarification.
- We expect a CAGR of 10%/14%/22% in revenue/EBITDA/PAT over FY23-26. We arrive at our SoTP-based TP of INR1,330 and reiterate our **BUY** rating on the stock.

**Exhibit 1: One-year forward P/E (x)**



Source: Company, MOFSL

**Exhibit 2: One-year forward P/B (x)**



Source: Company, MOFSL

### Valuation

SOTP			
EV/EBITDA	FY26 EBITDA	Multiple (x)	EV
India Branded Business*	19,891	51	10,12,450
Coffee India (ex-Starbucks)	1,265	13	17,017
Coffee Overseas	4,211	16	69,278
Overseas tea (Tetley UK)	2,374	16	39,050
DCF			
Starbucks JV			86,713
<b>Enterprise value</b>			<b>12,24,508</b>
Less: Net debt			(42,656)
<b>Market value (INRm)</b>			<b>12,67,164</b>
No. of shares (m)			953
<b>Target price (INR)</b>			<b>1,330</b>

Source: Company, MOFSL

### Incremental PAT and EPS working

(In INR m)	Existing Business			Capital Foods			Organic India			Acq though debt Consolidated Business		Acq though Right issue Consolidated Business	
Particulars	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY25E	FY26E	FY25E	FY26E
Purchase consideration				51,000*			19,000			70,000		70,000	
Revenue	1,52,583	1,66,165	1,81,386	7,690	8,844	10,171	3,633	4,178	4,805	1,79,187	1,96,362	1,79,187	1,96,362
YoY Growth (%)	10.7	8.9	9.2	9.0	15.0	15.0	12.0	15.0	15.0	7.8	8.3	7.8	8.3
Incremental Revenue (%)				5.0	5.3	5.6	2.4	2.5	2.6	7.8	8.3	7.8	8.3
EBITDA	21,674	25,674	27,741	1,307	1,769	2,034	291	418	577	27,861	30,352	27,861	30,352
EBITDA margin	14.2	15.5	15.3	17.0	20.0	20.0	8.0	10.0	12.0	15.5	15.5	15.5	15.5
Incremental EBITDA (%)				6.0	6.9	7.3	1.3	1.6	2.1	8.5	9.4	8.5	9.4
Depreciation	3,700	3,798	3,952	169	194	223	160	168	176	4,160	4,352	4,160	4,352
Interest	938	737	737	25	30	35	90	85	80	852	852	852	852
Other Income	2,746	3,020	3,322	90	95	100	100	110	120	3,225	3,542	3,225	3,542
PBT	19,781	24,159	26,374	1,203	1,639	1,876	141	275	441	26,074	28,691	26,074	28,691
Tax	5,267	6,523	7,121	303	413	472	36	69	111	7,005	7,704	7,005	7,704
Tax rate (%)	26.9	27.0	27.0	25.2	25.2	25.2	25.2	25.2	25.2	26.9	26.9	26.9	26.9
After Tax Interest @7.5%		-	-	-	-	-	-	-	-	3,929	3,929	-	-
Minority interest	791	-125	-588	-	-	-	-	-	-	-125	-588	-125	-588
Profit after tax	13,724	17,762	19,841	900	1,227	1,404	106	206	330	15,266	17,646	19,194	21,574
Incremental PAT (%)				6.9	7.1		1.2	1.7		-14.1	-11.1	8.1	8.7
No. of equity shares (existing)	953	953	953							953	953	953	953
Rights Issue										-	-	75	75
No. of shares post issue										-	-	1,028	1,028
EPS	14.4	18.6	20.8							16.0	18.5	18.7	21.0
EPS Accretion/Dilution										-14%	-11%	0%	1%

\*Of total consideration of INR51b for Capital Foods, currently only 75% of the stake is being purchased, balance within next three years

Note for acquired business: Depreciation is assumed to be 5% of Purchase consideration;

Tax rate is considered as 25.17% (standard corporate tax rate);

Interest rate is assumed to be ~7.5% on INR70b of purchase consideration

Source: Company, MOFSL

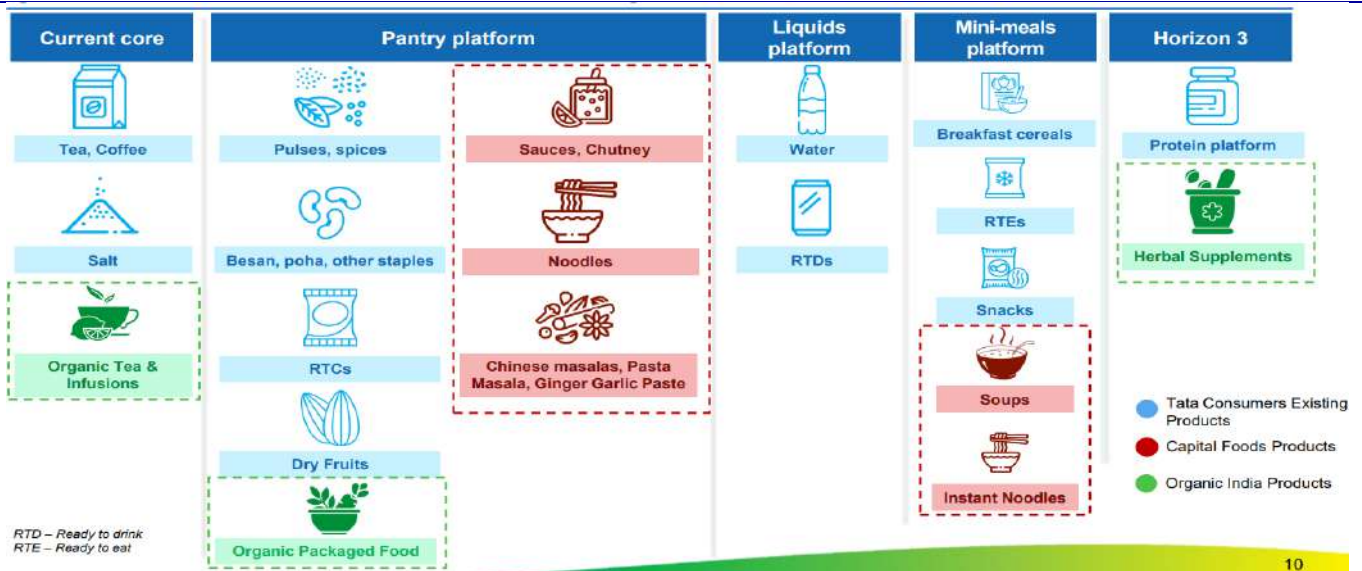


## Increasing presence in kitchen shelf



Source: Company, MOFSL

## New products to complement TATACONS' existing F&B portfolio



Source: Company, MOFSL

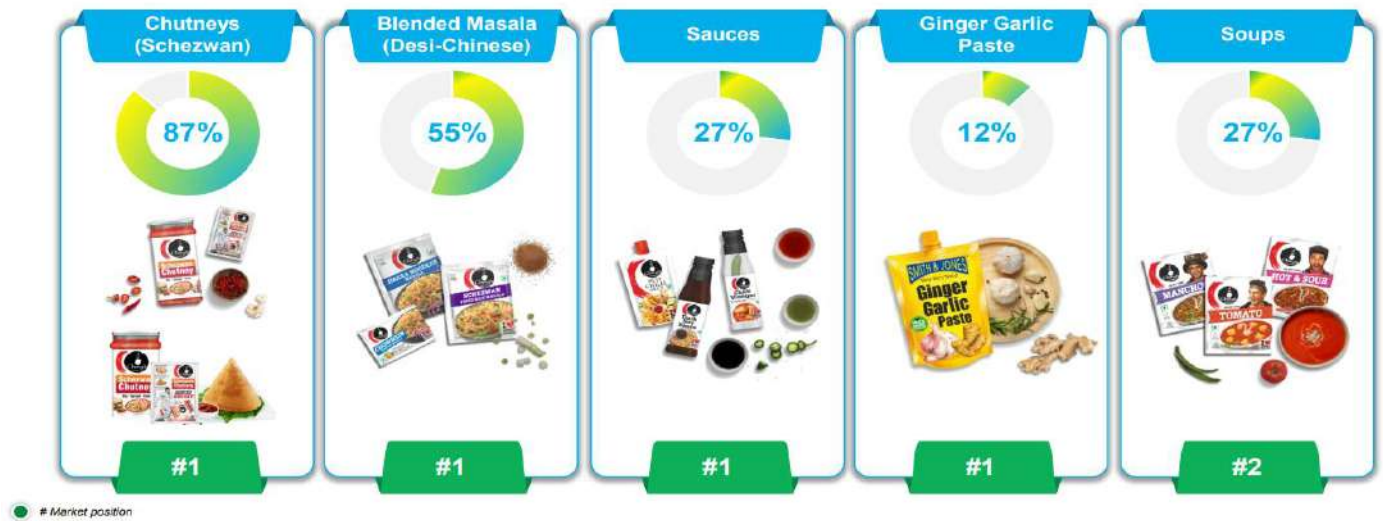
## Product portfolio of acquired companies



Source: Company, MOFSL



## Capital Foods – Market leadership across categories



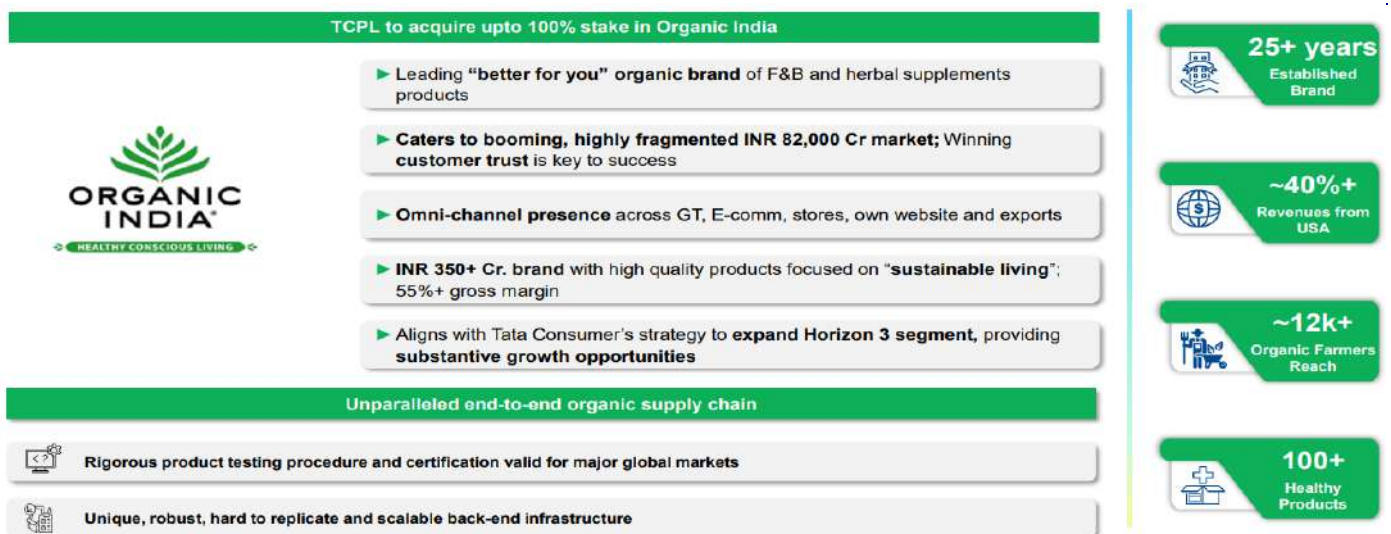
Source: Company, MOFSL

## Combined International presence to boost export opportunities



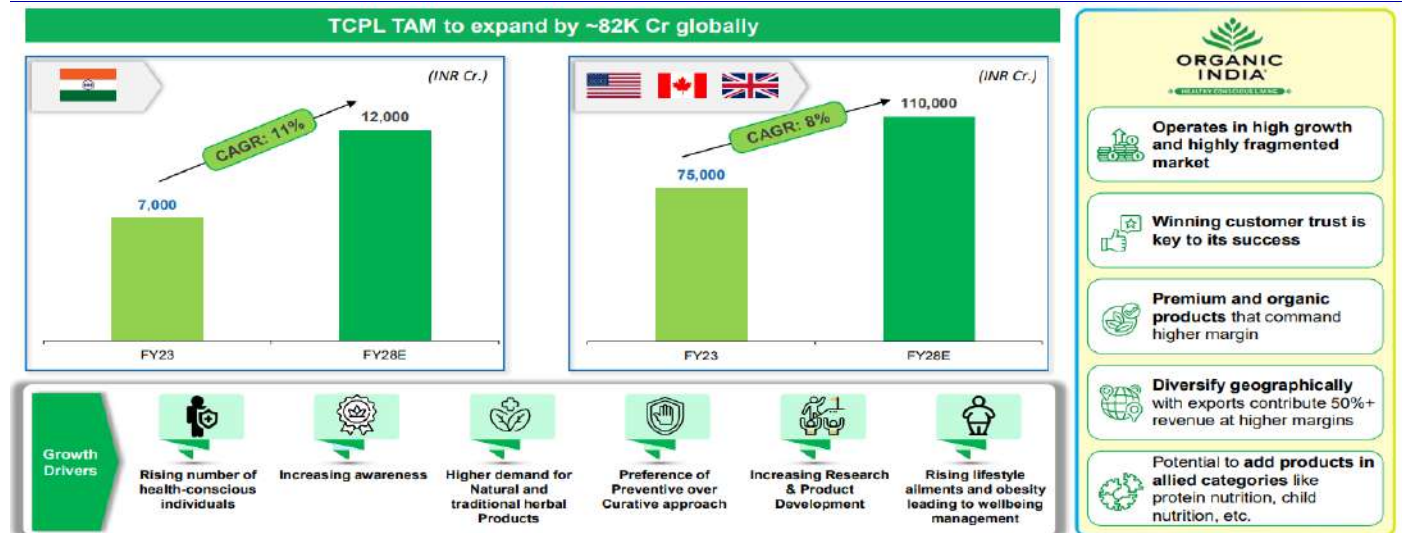
Source: Company, MOFSL

## Organic India – a leading platform of 'better for you' organic products



Source: Company, MOFSL

## Additions of new categories to significantly expand TATACONS' TAM



Source: Company, MOFSL

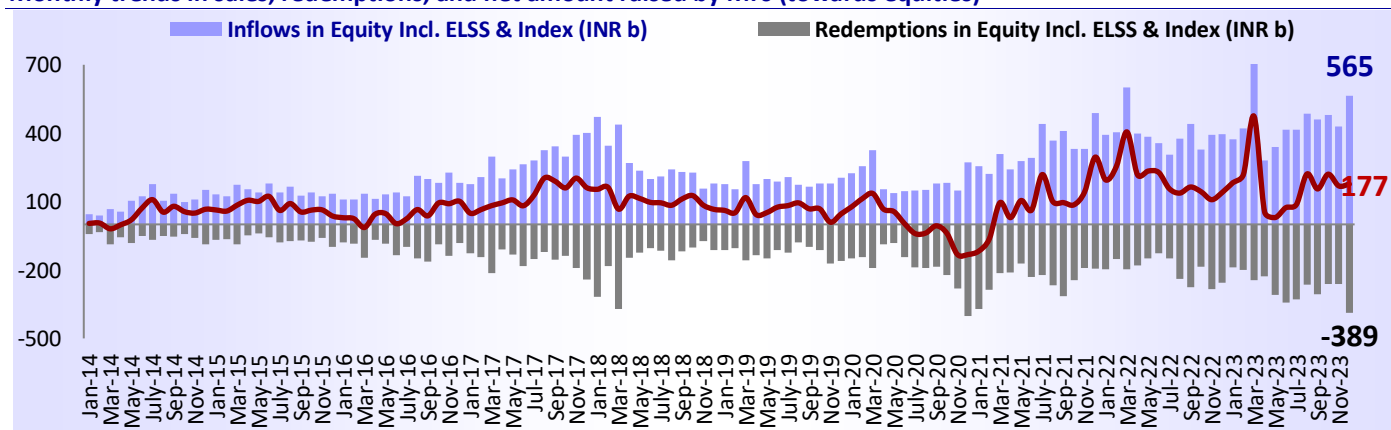
## Key observations

- India ended the eventful CY23 on a high note, with the Nifty delivering 20% returns, marking the eighth consecutive year of a positive return! The expectations of the peaking of the rate hike cycle, moderating inflation, improving liquidity, and consistently rising retail participation in equities, along with strong corporate earnings, drove this performance. FII flows rebounded in CY23 (USD21b of inflows vs. USD17b of outflows in CY22); the domestic flows remained resilient with USD22b of inflows (+USD32b in CY22) amid the hectic primary and secondary market activities.
- However, countering the challenges, domestic MFs' equity AUM rose for the 10<sup>th</sup> consecutive year to reach INR23.8t (+43% YoY) in CY23. The rise in AUM was fueled by an uptrend in market indices (Nifty: +20% YoY) and higher equity scheme sales (at INR5,386b; +13% YoY). However, redemptions also increased 39% YoY to INR3,323b, leading to a decline in net inflows to INR2,063b in CY23 from INR2,383b in CY22.
- The MF industry's total AUM increased 27% YoY (INR10.9t) to INR50.8t in CY23, propelled by the growth in equity funds (INR7,224b), other ETFs (INR1,255b), balanced funds (INR1,109b), and arbitrage funds (INR595b).
- Investors continued to park their money in mutual funds, with inflows and contributions in systematic investment plans (SIPs) reaching a new high of INR176.1b in Dec'23 (up 3.1% MoM and 29.7% YoY).

## Some interesting facts

- The year saw a notable change in the sector and stock allocation of funds. The weight of defensives improved 120bp to 29.6%, propelled by an increase in the weights of Utilities, Healthcare, and Telecom; while Technology, and Consumer moderated.
- The weight of Domestic Cyclical declined 110bp to 62.1%, pulled down by BFSI, and Chemicals.
- Global Cyclical's weightage, too, decreased 20bp to 8.2%, led by Oil & Gas.
- Capital Goods improved its position to fourth from eighth a year ago, with the weight increasing 130bp to 7.5% in CY23.
- The BFSI pack, however, saw a massive 360bp contraction in weight to 29%.
- Technology' position remained unchanged over the last one year, with the weightage moderating 30bp to 9.4%.
- Healthcare saw a rise in weight to 6.9% (+60bp YoY) in CY23.
- Utilities witnessed a surge in weight to 4.3% (+110bp YoY).

## Monthly trends in sales, redemptions, and net amount raised by MFs (towards equities)



## Inflation inches up but lower than expected; industrial output remains muted

### Prospects of interest rate cuts still far away

- **Headline CPI inflation** came in at 5.7% YoY in Dec'23 vs. 5.6% in Nov'23, mainly led by 48-month low core inflation at 3.8% (vs. 4.1% in Nov'23). It was partly offset by higher food inflation at 9.5% in Dec'23 vs. 8.7% in Nov'23 (Exhibit 1). The number was lower than the Bloomberg consensus of 5.9% and our forecast of 6.3% as inflation in core components and vegetables came in lower than our expectations. CPI inflation averaged 5.4% in 3QFY24, which is lower than the RBI expectations of 5.6%.
- **Food inflation** came in at 9.5% YoY in Dec'23 vs. 8.7% in Nov'23 and 4.2% in Dec'22. It decreased 0.9% MoM in Dec'23. Details suggest that the acceleration in food inflation was mainly due to vegetable prices (weight = 6%), which rose 27.6% YoY, following a 17.7% YoY increase in Nov'23. CPI ex-veggies slid to a 48-month low of 4.4% YoY (lowest since Dec'19) from 4.7% last month. At the same time, inflation in cereals, pulses, and spices remained sticky in double digits.
- **Notably, core CPI** (excluding food & beverages and fuel & light) came down to 3.8% in Dec'23 from 4.1% in Nov'23, the lowest in almost 48 months. The deceleration was broad-based.
- **Other details suggest that:** (1) Goods inflation remained firm at 6.4% in Dec'23 (6.2% in Nov'23), while services inflation came in at 3.4% (vs. 3.5% in Dec'23), lowest since 2015. Core services inflation slid to 3.3%, the lowest since 2015 (Exhibit 3). (2) Details of 299 items suggest that 64% of the basket posted less than 5% inflation in Dec'23 (vs. 58% in Nov'23), the highest since Feb'20 (Exhibit 4). (3) Prices of imported items declined further by 2.1% YoY in Dec'23 (vs. -1.7% in Nov'23), while domestically generated inflation increased to 6.9% YoY in Dec'23 vs. 6.6% in Nov'23, the highest in four months.
- **IIP decelerated** to a 13-month low of 2.4% YoY in Nov'23 (vs. 11.6% in Oct'23, revised lower from 11.7%). The deceleration in growth was mainly led by a high base (7.6% in Nov'22) and fewer working days in Nov'23 due to Diwali holidays. The number is lower than the Bloomberg consensus of 4% and our forecast of 4.9%. During Apr-Nov'23, industrial output grew 6.5%.
- **Growth in manufacturing activity** decelerated to 1.2% in Nov'23 vs. 10.2% in Oct'23 and 6.7% in Nov'22. Lower growth in manufacturing output was mainly due to lower factory activity in Nov'23 during Diwali holidays. Details of the manufacturing sector confirm that as much as 80.6% of the items within the sector grew at a lower rate than last year (vs. 1% in Oct'23) and 55.3% of the items posted a contraction (vs. 4.1% growth in Oct'23).
- **According to the use-based classification**, output of capital goods and infra & construction goods contracted in Nov'23. Capital goods output contracted by 1.1% in Nov'23 (worst in 13 months) vs. 21.3% growth in Oct'23 and 20.7% in Nov'22. Growth in infra & construction goods decelerated to 1.5% in Nov'23 vs. 11.3% in Oct'23 and 14.3% in Nov'22. Consumer goods contracted by 4.3% in Nov'23 vs. a growth of 11.7% in Oct'23 and 8.1% in Nov'22.
- **Overall, inflation** came in much better than expected; however, industrial output growth remained weak. With the Dec'23 print at 5.7%, CPI averaged 5.4% in 3QFY24, lower than the RBI forecast of 5.6%. Though the inflation number is better than expected, we believe that the prospects of rate cuts are still far away. Going forward, we expect moderation in 3QFY24 real GDP growth and expect inflation to remain at ~5.8% YoY in 4QFY24. Poor rabi sowing and deteriorating reservoir levels are upside risks to the food inflation trajectory and need to be monitored.

#### ■ **CPI inflation at 5.7% in Dec'23, much lower than market expectations:**

Headline CPI inflation came in at 5.7% YoY in Dec'23 vs. 5.6% in Nov'23, mainly led by 48-month low core inflation at 3.8% (vs. 4.1% in Nov'23). It was partly offset by a higher food inflation at 9.5% in Dec'23 vs. 8.7% in Nov'23 (Exhibit 1). The number was lower than the Bloomberg consensus of 5.9% and our forecast of 6.3% as inflation in core components and vegetables came in lower than our expectations. CPI inflation averaged 5.4% in 3QFY24, which is lower than the RBI expectations of 5.6%.

- **Food inflation at 9.5% in Dec'23:** Food inflation came in at 9.5% YoY in Dec'23 vs. 8.7% in Nov'23 and 4.2% in Dec'22. It decreased 0.9% MoM in Dec'23. Details

suggest that the acceleration in food inflation was mainly due to vegetable prices (weight = 6%), which rose 27.6% YoY, following a 17.7% YoY increase in Nov'23. CPI ex-veggies slid to a 48-month low of 4.4% YoY (lowest since Dec'19) from 4.7% last month. At the same time, inflation in cereals, pulses, and spices remained sticky in double digits. Inflation in pulses increased to 20.7% in Dec'23 (0.5% MoM) vs. 20.3% last month, led by lower rabi sowing and below-normal rainfall in pulses-growing states. Inflation in protein-based products came down in Dec'23. The prices of fuel and light items contracted 1% YoY in Dec'23, lowest since Nov'19. Standard core CPI came in at a 42-month low of 4.0% in Dec'23 vs. 4.2% in Nov'23. (*Exhibit 2*)

- **Core inflation at a 48-month low in Dec'23:** Core CPI (excluding food & beverages and fuel & light) came down to 3.8% in Dec'23 from 4.1% in Nov'23, the lowest in almost 48 months. The deceleration was broad-based.
- **Other details suggest that:** (1) Goods inflation remained firm at 6.4% in Dec'23 (6.2% in Nov'23), while services inflation came in at 3.4% (vs. 3.5% in Dec'23), the lowest since 2015. Core services inflation slid to 3.3%, the lowest in record since 2015 (*Exhibit 3*). (2) Details of 299 items suggest that 64% of the basket posted less than 5% inflation in Dec'23 (vs. 58% in Nov'23), the highest since Feb'20 (*Exhibit 4*). (3) Prices of imported items declined further by 2.1% YoY in Dec'23 (vs. -1.7% in Nov'23), while domestically generated inflation increased to 6.9% YoY in Dec'23 from 6.6% in Nov'23, the highest in four months.
- **Our view:** Overall, inflation came in much better than expected; however, industrial output growth remained weak. With the Dec'23 print at 5.7%, CPI averaged 5.4% in 3QFY24, lower than the RBI forecast of 5.6%. Though the inflation number is better than expected, we believe that the prospects of rate cuts are still far away. Going forward, we expect moderation in 3QFY24 real GDP growth and expect inflation to remain at ~5.8% YoY in 4QFY24. Poor rabi sowing and deteriorating reservoir levels are upside risks to the food inflation trajectory and need to be monitored.



**TCS: Performance has been good & is led by regional market; Samir Seksaria, CFO**

- Performance has been good & is led by regional markets
- Sentiment remains the same as it was in the last 2-3 quarters
- It will take a couple of quarters for client sentiment to turn
- Have seen an improvement in market & hope it sustains
- Pricing environment is stable as of now

[➔ Read More](#)**Indigo: Co is very well positioned to be part of the Indian aviation growth story; Pieter Elbers, CEO**

- We are on track to achieve capacity guidance for FY25 capacity guidance
- Co is very well positioned to be part of the Indian aviation growth story
- Going to witness a very strong growth in the Indian market
- Fluctuation in terms of market share is totally normal
- We have touched threshold of 2,000 daily flights

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- Buyout of Corteva Agriscience fungicide business will integrate well into UPL
- No issues on ongoing integration of latest acquisition
- Idea to drive growth via crop sciences to work towards goals of food security, sustainability
- Working on tech to reduce impact of climate change on agriculture
- Deleveraging for us is a constant process, to remain focused on it

[➔ Read More](#)**Torrent Power: 50-60% of renewable investments will be in Gujarat; Jinal Mehta, MD**

- Torrent Power to invest Rs. 47,000 cr in Gujarat over next seven years
- Signed MoUs in renewable sector during Vibrant Gujarat
- Current capacity of Torrent Power is 2 GW
- Plan to increase renewable generation capacity to 10k MW in next few years
- 50-60% of renewable investments will be in Gujarat

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Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
		(INR)	(INR)	Downside	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Automobiles																
Amara Raja Ener.	Neutral	803	780	-3	47.8	53.7	56.4	11.8	12.5	5.0	16.8	14.9	2.3	2.1	14.6	14.8
Apollo Tyres	Buy	469	535	14	27.9	33.0	36.6	63.1	18.0	11.0	16.8	14.2	1.7	1.5	13.0	13.8
Ashok Ley.	Buy	177	215	22	8.8	10.9	12.1	95.6	23.8	11.2	20.0	16.2	5.0	4.0	27.5	27.4
Bajaj Auto	Neutral	7300	6160	-16	282.6	315.2	351.2	31.9	11.6	11.4	25.8	23.2	7.3	6.7	29.9	30.2
Balkrishna Inds	Neutral	2632	2475	-6	71.7	94.9	118.1	37.5	32.3	24.5	36.7	27.7	6.1	5.3	17.4	20.5
Bharat Forge	Buy	1254	1385	10	27.7	40.2	44.6	138.2	45.0	11.1	45.3	31.2	7.6	6.3	17.9	22.0
Bosch	Neutral	23234	20115	-13	557.7	715.6	815.4	15.5	28.3	14.0	41.7	32.5	5.5	5.1	14.1	16.3
CEAT	Buy	2492	2960	19	173.9	181.9	202.6	235.2	4.6	11.3	14.3	13.7	2.5	2.1	18.7	16.7
Craftsman Auto	Buy	4968	6050	22	186.8	232.4	289.2	58.8	24.4	24.4	26.6	21.4	6.0	4.8	25.3	24.9
Eicher Mot.	Neutral	3872	3815	-1	147.5	167.2	195.2	38.4	13.4	16.8	26.3	23.2	6.0	5.0	24.6	23.6
Endurance Tech.	Buy	1993	2160	8	48.5	61.9	72.0	39.8	27.7	16.4	41.1	32.2	5.6	4.9	14.5	16.3
Escorts Kubota	Neutral	2876	2900	1	90.3	104.4	119.9	75.9	15.6	14.9	31.9	27.6	3.8	3.4	12.7	13.1
Exide Ind	Buy	338	355	5	12.9	15.8	18.4	21.7	22.3	16.5	26.1	21.4	2.4	2.2	9.1	10.3
Hero Moto	Buy	4384	4590	5	199.7	215.7	242.4	37.2	8.0	12.4	21.9	20.3	4.7	4.2	22.7	22.0
M&M	Buy	1623	2005	24	89.4	94.4	104.7	37.8	5.6	11.0	18.2	17.2	3.8	3.2	22.5	20.2
CIE Automotive	Buy	492	555	13	22.3	26.5	30.7	23.3	19.2	15.8	22.1	18.5	3.2	2.8	15.5	16.3
Maruti Suzuki	Buy	9962	12055	21	443.3	460.9	508.2	63.1	4.0	10.3	22.5	21.6	4.2	3.3	18.7	15.1
MRF	Sell	134284	#####	-22	5,385.85	5,360.85	5,929.5	197.0	-0.5	10.6	24.9	25.0	3.4	3.0	14.4	12.6
Samvardh. Motherson	Buy	107	120	12	4.3	5.1	5.7	85.5	20.0	10.9	25.1	20.9	3.0	2.7	12.4	13.5
Motherson Wiring	Buy	63	70	11	1.4	1.8	2.1	27.7	27.7	15.3	44.8	35.1	16.7	13.4	41.5	42.3
Sona BLW Precis.	Neutral	605	595	-2	8.9	11.6	13.8	31.4	29.4	19.5	67.7	52.3	13.3	11.4	21.1	23.4
Tata Motors	Buy	816	900	10	43.2	49.5	61.1	1,907.3	14.7	23.4	18.9	16.5	5.2	3.9	31.4	26.6
TVS Motor	Neutral	2085	1780	-15	43.9	53.5	62.5	44.5	21.8	16.8	47.5	39.0	12.6	9.8	30.0	28.4
Tube Investments	Buy	3887	3945	2	59.2	73.2	83.6	46.0	23.7	14.2	65.6	53.1	15.2	12.2	25.8	25.6
Aggregate								85.2	12.7	14.7	24.5	21.8	4.9	4.1	20.0	18.8
Banks - Private																
AU Small Finance	Buy	789	850	8	25.2	33.4	46.1	14.6	32	38.0	31.2	23.6	4.3	3.6	14.5	16.6
Axis Bank	Buy	1121	1250	12	76.7	93.9	114.6	7.5	22.4	22.1	14.6	11.9	2.3	1.9	17.0	17.5
Bandhan Bank	Neutral	230	270	17	20.4	25.7	30.9	50.0	26	20.3	11.3	9.0	1.7	1.5	15.9	17.7
DCB Bank	Neutral	156	150	-4	17.3	21.1	25.2	15.5	22.3	19.2	9.1	7.4	1.0	0.9	11.9	13.1
Equitas Small Fin.	Buy	114	130	14	7.3	8.7	11.4	50.6	19.2	30.9	15.5	13.0	2.2	1.9	14.8	15.5
Federal Bank	Buy	151	175	16	16.8	19.2	22.9	17.9	14.2	19.5	9.0	7.9	1.3	1.1	15.2	15.1
HDFC Bank	Buy	1640	2000	22	82.0	98.8	118.9	3.4	20.5	20.4	20.0	16.6	2.8	2.5	14.9	16.0
ICICI Bank	Buy	1004	1200	20	57.3	65.4	76.3	25.1	14.1	16.6	17.5	15.4	3.0	2.6	18.7	18.2
IDFC First Bk	Neutral	87	95	9	4.7	6.0	7.8	25.1	25.9	29.7	18.4	14.6	1.8	1.6	10.9	11.7
IndusInd	Buy	1673	1900	14	117.4	144.0	175.7	22.3	22.7	22.0	14.3	11.6	2.1	1.8	15.5	16.5
Kotak Mah. Bk	Neutral	1833	2000	9	92.0	105.4	124.0	21.1	14.6	17.7	19.9	17.4	2.8	2.4	15.1	14.7
RBL Bank	Neutral	292	275	-6	21.1	28.3	37.4	43.1	34.3	32.2	13.9	10.3	1.2	1.1	9.0	11.2
SBI Cards	Buy	767	900	17	25.7	35.1	47.0	7.5	36.5	33.8	29.8	21.8	6.0	4.8	22.3	24.5
Aggregate								27.3	19.9	20.4	18.0	15.0	2.7	2.4	15.2	15.8
Banks - PSU																
BOB	Buy	230	280	22	32.8	39.3	47.1	20.5	19.7	19.8	7.0	5.8	1.1	0.9	17.1	17.7
Canara Bank	Buy	462	550	19	79.1	95.4	114.2	35.3	20.6	19.7	5.8	4.8	1.0	0.8	19.7	19.7
Indian Bank	Buy	433	525	21	59.8	71.6	86.9	41.1	19.7	21.3	7.2	6.0	1.1	0.9	16.4	17.0
Punjab Natl.Bank	Neutral	98	90	-8	6.4	10.1	14.6	180.6	57.5	44.8	15.3	9.7	1.0	1.0	7.4	10.6
SBI	Buy	634	800	26	70.7	90.5	106.3	13.3	28	17.5	9.0	7.0	1.4	1.2	17.3	18.9
Union Bank (I)	Buy	131	150	14	19.6	22.7	26.9	59.1	15	18.8	6.7	5.8	1.1	0.9	17.4	17.7
Aggregate								27.6	27	20	8	6.4	1.2	1.0	14.8	16.4
NBFCs																
AAVAS Financiers	Neutral	1589	1700	7	62.7	76.4	95.9	15.2	21.9	25.6	25.4	20.8	3.3	2.9	14.1	14.8
Aditya Birla Cap	Buy	179	220	23	10.8	13.9	17.5	27.3	28.6	25.4	16.6	12.9	1.8	1.6	12.3	13.5
Angel One	Buy	3796	4100	8	141.2	172.7	205.7	31.4	22.3	19.1	26.9	22.0	10.9	8.4	46.4	43.2
Bajaj Fin.	Buy	7655	8900	16	238.0	306.3	389.4	25.0	28.7	27.1	32.2	25.0	6.2	5.1	22.5	22.4



Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
		(INR)	(INR)	Downside	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Cams Services	Buy	2838	3310	17	68.8	84.9	103.4	18.5	23.3	21.8	41.2	33.4	15.5	13.3	40.1	42.7
Can Fin Homes	Neutral	767	840	10	56.3	62.3	73.9	20.7	10.7	18.6	13.6	12.3	2.4	2.0	18.8	17.6
Cholaman.Inv.&Fn	Buy	1248	1450	16	41.5	55.4	68.8	27.9	33.7	24.1	30.1	22.5	5.4	4.4	20.6	21.4
CreditAccess	Buy	1703	1845	8	92.7	113.3	135.6	78.3	22.3	19.7	18.4	15.0	4.1	3.2	25.2	24.1
Fusion Micro	Buy	642	720	12	54.0	72.1	88.7	40.1	33.4	23.0	11.9	8.9	2.3	1.8	20.9	22.4
HDFC Life Insur.	Neutral	638	700	10	7.4	11.3	14.0	17.1	52.7	23.9	85.7	56.5	2.9	2.5	17.6	17.9
Home First Fin.	Buy	976	1100	13	34.3	41.6	53.5	32.1	21.3	28.8	28.5	23.5	4.1	3.6	15.5	16.3
ICICI Pru Life	Buy	530	660	25	7.4	9.5	11.4	32.1	28.2	19.5	71.1	55.5	1.8	1.6	17.1	17.1
ICICI Lombard	Buy	1395	1700	22	41.5	50.9	58.1	18.0	22.5	14.1	33.6	27.4	5.8	5.1	18.4	19.8
ICICI Securities	Under Review	771	-		50.0	57.2	65.3	43.5	14.4	14.1	15.4	13.5	7.3	6.1	51.5	49.4
IIFL Finance	Buy	647	800	24	52.1	65.6	81.9	32.2	25.7	25.0	12.4	9.9	2.3	1.9	20.2	21.1
360 ONE WAM	Buy	669	840	26	21.2	26.6	31.1	14.8	25.4	16.9	31.5	25.1	7.3	6.9	23.8	28.3
IndoStar	Buy	202	195	-3	8.4	17.6	29.1	-49.0	108.0	65.7	23.9	11.5	0.9	0.8	3.6	7.1
L&T Fin Holdings	Buy	167	195	17	9.7	11.7	15.5	48.5	20.6	32.2	17.2	14.3	1.8	1.6	10.7	11.9
Life Insurance Corp.	Buy	829	960	16	44.9	42.6	58.4	-22.0	-5.1	37.1	18.5	19.5	0.8	0.7	19.8	12.6
LIC Hsg Fin	Buy	573	660	15	82.2	84.1	92.2	56.4	2.3	9.7	7.0	6.8	1.0	0.9	15.7	14.3
Manappuram Fin.	Buy	173	205	19	26.5	30.1	35.9	49.4	13.8	19.3	6.5	5.7	1.3	1.1	21.1	20.1
MAS Financial	Buy	874	1100	26	45.6	58.2	71.3	24.1	27.5	22.5	19.2	15.0	2.8	2.4	15.8	17.3
Max Financial	Neutral	938	970	3	13.3	16.3	22.5	44.3	23.0	37.9	70.7	57.5	2.1	1.7	20.2	19.6
M&M Fin.	Buy	280	330	18	14.6	22.2	27.8	-9.2	52.2	25.1	19.2	12.6	2.0	1.8	10.6	14.9
Muthoot Fin	Neutral	1474	1350	-8	101.0	115.0	130.9	16.7	13.9	13.8	14.6	12.8	2.4	2.1	17.9	17.7
Piramal Enterp.	Buy	932	1200	29	56.8	78.0	106.3	-24.2	37.3	36.3	16.4	12.0	0.7	0.7	4.2	5.8
PNB Housing	Buy	800	960	20	58.8	70.7	86.5	-5.0	20.1	22.4	13.6	11.3	1.4	1.2	11.7	11.6
Poonawalla Fincorp	Buy	497	510	3	12.9	18.8	26.2	66.7	45.4	39.4	38.5	26.5	4.6	4.0	13.5	16.2
Repco Home Fin	Neutral	431	460	7	61.2	64.8	71.4	29.4	5.8	10.2	7.0	6.7	0.9	0.8	14.2	13.2
Spandana Sphoorty	Buy	1212	1320	9	73.5	92.6	110.9	4,112.1	25.9	19.8	16.5	13.1	2.4	2.0	15.5	16.6
Shriram Finance	Buy	2293	2400	5	195.8	222.8	268.5	22.6	13.8	20.5	11.7	10.3	1.7	1.5	15.8	15.9
SBI Life Insurance	Buy	1435	1700	18	20.3	23.8	26.1	17.8	17.5	9.6	70.8	60.3	2.6	2.1	21.2	20.4
Star Health Insu	Buy	555	730	31	14.3	19.6	24.5	34.0	37.2	25.4	39.0	28.4	4.4	3.8	11.9	14.3
Aggregate								3.9	23.0	23.3	20.1	16.4	3.0	2.6	15.1	16.1
Chemicals																
Alkyl Amines	Neutral	2481	2490	0	28.9	50.0	66.3	-35.3	72.8	32.7	85.7	49.6	9.9	8.6	12.1	18.5
Atul	Neutral	6861	7025	2	106.2	154.1	182.8	-37.2	45.1	18.7	64.6	44.5	4.1	3.8	6.5	8.8
Clean Science	Neutral	1524	1430	-6	21.8	27.1	33.3	-21.6	24.6	22.8	70.0	56.2	13.5	11.3	20.9	21.9
Deepak Nitrite	Neutral	2433	2230	-8	64.6	78.6	92.7	3.4	21.6	18.0	37.7	31.0	6.8	5.7	19.7	20.1
Fine Organic	Sell	4739	3530	-26	108.3	102.5	100.3	-43.8	-5.4	-2.2	43.8	46.2	7.9	6.8	19.8	15.8
Galaxy Surfact.	Buy	2858	3760	32	95.3	111.5	129.9	-11.3	17.0	16.6	30.0	25.6	4.7	4.1	16.7	17.1
Navin Fluorine	Neutral	3535	3520	0	56.1	83.4	106.3	-25.9	48.7	27.4	63.0	42.4	7.2	6.3	12.1	15.9
NOCIL	Neutral	266	250	-6	8.1	10.3	13.3	-8.7	26.0	29.4	32.7	25.9	2.7	2.5	8.6	10.1
Vinati Organics	Buy	1719	2065	20	30.5	42.3	54.7	-31.6	38.6	29.5	56.3	40.7	7.1	6.2	13.3	16.3
Aggregate								-21.1	26.6	19.3	48.6	38.4	6.3	5.6	13.1	14.5
Capital Goods																
ABB India	Buy	4781	5460	14	56.7	68.8	81.8	75.2	21.2	19.0	84.3	69.5	16.8	13.8	21.9	21.7
Bharat Electronics	Neutral	184	180	-2	4.7	5.3	6.0	14.4	12.1	14.2	39.0	34.8	8.6	7.5	22.0	21.5
Cummins India	Buy	2048	2250	10	45.5	54.4	64.1	10.2	19.6	17.8	45.0	37.6	9.7	8.7	22.4	24.4
Hitachi Energy	Sell	5918	4150	-30	28.4	74.5	109.4	28.1	162.5	46.8	208.5	79.4	18.8	15.2	9.0	19.1
Kalpataru Proj.	Buy	737	820	11	36.3	55.8	65.8	20.7	53.5	18.0	20.3	13.2	2.0	1.8	10.6	14.4
KEC International	Neutral	610	640	5	16.9	30.0	43.6	146.5	77.7	45.4	36.1	20.3	3.8	3.2	10.9	17.1
Kirloskar Oil	Buy	705	840	19	23.9	29.9	36.9	27.9	25.1	23.5	29.5	23.6	3.9	3.5	14.1	15.8
Larsen & Toubro	Buy	3566	3900	9	97.6	120.9	146.9	28.6	23.9	21.5	36.5	29.5	5.5	4.9	15.0	17.5
Siemens	Buy	4151	4600	11	55.1	65.0	77.5	55.5	17.9	19.3	75.4	63.9	11.3	10.0	15.9	16.6
Thermax	Neutral	3211	3000	-7	50.6	61.0	72.1	26.4	20.5	18.2	63.4	52.6	8.5	7.5	14.0	15.2



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Triveni Turbine	Buy	403	520	29	7.9	10.6	14.0	30.6	34.3	31.7	51.0	38.0	13.6	10.8	29.6	31.8
<b>Aggregate</b>								<b>29.6</b>	<b>23.8</b>	<b>20.9</b>	<b>43.9</b>	<b>35.5</b>	<b>7.0</b>	<b>6.1</b>	<b>15.8</b>	<b>17.2</b>
<b>Cement</b>																
Ambuja Cem.	Neutral	532	490	-8	13.3	11.8	13.5	5.0	-11.8	15.0	39.9	45.3	3.5	2.8	14.9	10.7
ACC	Neutral	2331	2300	-1	89.3	110.6	118.5	69.7	23.8	7.2	26.1	21.1	2.8	2.5	11.3	12.6
Birla Corp.	Buy	1433	1800	26	49.1	72.9	88.5	948.6	48.4	21.4	29.2	19.7	1.8	1.6	6.2	8.6
Dalmia Bhar.	Buy	2304	2800	22	43.5	64.3	89.1	19.1	47.8	38.5	52.9	35.8	2.7	2.5	5.1	7.2
Grasim Inds.	Buy	2112	2590	23	94.7	97.3	106.2	-3.8	2.7	9.2	22.3	21.7	2.7	2.7	4.3	2.9
India Cem	Sell	258	185	-28	-5.6	6.4	7.8	-63.4	LP	22.7	NM	40.6	1.5	1.4	-3.1	3.6
J K Cements	Buy	4047	4400	9	101.5	116.1	150.1	84.0	14.4	29.2	39.9	34.8	5.9	5.2	15.7	15.8
JK Lakshmi Ce	Buy	870	1010	16	37.1	46.7	53.8	21.8	25.8	15.2	23.4	18.6	3.2	2.8	14.6	16.1
Ramco Cem	Neutral	993	1130	14	19.3	30.4	38.2	32.9	57.2	25.7	51.4	32.7	3.3	3.0	6.5	9.6
Shree Cem	Neutral	26886	27000	0	584.7	581.6	713.9	79.7	-0.5	22.7	46.0	46.2	4.8	4.5	11.0	10.1
Ultratech	Buy	9808	12000	22	250.3	310.1	375.5	42.7	23.9	21.1	39.2	31.6	4.7	4.2	12.6	14.0
<b>Aggregate</b>								<b>28.3</b>	<b>17.5</b>	<b>17.7</b>	<b>34.3</b>	<b>29.2</b>	<b>3.5</b>	<b>3.1</b>	<b>10.2</b>	<b>10.5</b>
<b>Consumer</b>																
Asian Paints	Neutral	3278	3340	2	56.0	62.2	70.8	26.5	11.0	13.9	58.6	52.7	18.4	16.4	32.4	32.9
Britannia	Neutral	5149	5240	2	88.5	98.2	111.2	10.1	10.9	13.3	58.2	52.5	34.7	31.6	60.0	63.0
Colgate	Neutral	2450	2400	-2	45.9	48.7	51.2	18.1	6.0	5.1	53.3	50.3	38.8	38.8	72.8	77.2
Dabur	Buy	550	685	25	11.3	12.8	14.6	17.6	13.1	14.2	48.7	43.1	9.7	8.9	21.0	21.5
Emami	Buy	525	690	32	19.5	21.6	24.6	10.6	10.9	14.1	26.9	24.3	9.6	8.6	36.3	37.3
Godrej Cons.	Buy	1155	1330	15	18.6	22.9	26.4	8.2	23.2	15.2	62.2	50.5	8.1	7.7	13.4	15.7
HUL	Buy	2545	3220	27	46.0	51.4	56.2	7.8	11.7	9.4	55.3	49.6	12.4	13.1	21.9	25.7
ITC	Buy	467	535	15	16.3	18.4	20.0	8.4	12.6	9.1	28.6	25.4	8.2	7.7	29.2	31.3
Indigo Paints	Buy	1486	1800	21	30.4	40.7	49.0	25.1	34.0	20.2	48.9	36.5	7.9	6.8	17.3	20.0
Jyothy Lab	Neutral	506	475	-6	10.0	11.4	12.8	57.6	14.4	11.6	50.6	44.3	10.7	9.7	22.4	23.0
Marico	Buy	533	660	24	11.4	12.6	13.9	12.5	10.6	10.4	46.9	42.4	16.0	15.1	36.2	36.6
Nestle	Neutral	2549	2670	5	29.8	36.0	40.3	20.3	20.7	12.1	85.5	70.8	84.0	70.2	142.6	108.0
Page Inds	Neutral	36881	37560	2	549.0	625.9	739.8	7.2	14.0	18.2	67.2	58.9	25.4	21.7	37.9	36.8
Pidilite Ind.	Neutral	2733	2790	2	36.5	43.4	49.5	44.6	19.0	14.2	74.9	63.0	16.8	14.7	24.0	24.9
P&G Hygiene	Neutral	17185	16780	-2	251.9	293.7	339.2	31.6	16.6	15.5	68.2	58.5	54.3	45.8	82.9	85.0
Tata Consumer	Buy	1159	1190	3	14.4	19.3	21.5	23.0	34.3	11.7	80.7	60.1	6.2	5.7	8.1	9.7
United Brew	Sell	1794	1480	-17	19.2	26.7	34.9	54.0	39.0	30.9	93.5	67.3	11.2	10.3	12.4	15.9
United Spirits	Neutral	1112	1060	-5	14.8	17.7	20.5	16.2	20.1	15.7	75.3	62.7	12.0	12.2	15.9	19.5
Varun Beverages	Buy	1265	1370	8	15.9	19.8	24.4	37.6	24.9	23.2	79.8	63.9	23.7	17.8	34.2	31.8
<b>Aggregate</b>								<b>15.5</b>	<b>12.0</b>	<b>11.2</b>	<b>48.0</b>	<b>42.9</b>	<b>12.5</b>	<b>11.9</b>	<b>26.0</b>	<b>27.8</b>
<b>EMS</b>																
Avalon Tech	Buy	542	640	18	8.6	15.2	21.5	-5.2	76.7	41.3	63.1	35.7	6.0	5.1	9.9	15.4
Cyient DLM	Buy	670	830	24	7.9	14.3	23.5	97.4	81.4	63.9	84.8	46.8	5.5	4.9	10.8	11.2
Data Pattern	Neutral	1982	2050	3	31.5	43.2	60.4	42.3	37.1	39.7	62.9	45.9	8.3	7.0	14.1	16.6
Kaynes Tech	Buy	2731	3130	15	28.2	44.9	62.5	72.4	59.3	39.1	96.8	60.8	14.1	11.5	15.8	20.8
Syrma SGS Tech.	Buy	614	760	24	8.1	12.0	18.8	20.3	48.3	56.3	75.5	50.9	6.4	5.7	8.9	11.9
<b>Aggregate</b>								<b>42.6</b>	<b>54.1</b>	<b>46.5</b>	<b>76.5</b>	<b>49.6</b>	<b>8.1</b>	<b>7.0</b>	<b>10.6</b>	<b>14.0</b>
<b>Healthcare</b>																
Alembic Phar	Neutral	881	750	-15	28.6	33.8	38.0	31.0	18.2	12.5	30.8	26.0	3.6	3.2	12.1	12.9
Alkem Lab	Neutral	5050	4540	-10	149.2	173.0	183.7	40.7	15.9	6.2	33.8	29.2	5.8	5.0	18.4	18.5
Ajanta Pharma	Buy	2180	2475	14	61.1	74.4	89.5	24.2	21.7	20.3	35.7	29.3	7.0	5.9	21.1	21.9
Apollo Hospitals	Buy	5798	6580	13	63.7	92.5	132.2	32.2	45.3	42.9	91.0	62.7	11.5	9.7	13.8	17.4
Aurobindo	Neutral	1096	1110	1	51.2	58.7	67.5	33.2	14.6	15.0	21.4	18.7	2.2	2.0	10.6	11.0
Biocon	Neutral	274	240	-12	7.2	13.1	16.9	14.9	82.5	28.8	38.2	21.0	1.8	1.7	4.7	8.3
Cipla	Buy	1308	1450	11	47.4	53.4	57.5	25.7	12.5	7.7	27.6	24.5	4.0	3.5	14.6	14.3
Divis Lab	Neutral	3883	3580	-8	60.9	81.1	97.4	-6.1	33.2	20.0	63.7	47.9	7.4	6.7	12.1	14.7
Dr Reddy's	Neutral	5690	5400	-5	296.7	308.8	324.9	21.2	4.1	5.2	19.2	18.4	3.4	2.9	19.5	17.2
ERIS Lifescience	Neutral	918	900	-2	33.0	33.5	40.7	18.6	1.6	21.4	27.8	27.4	5.0	4.4	19.1	17.0
Gland Pharma	Buy	1963	2200	12	54.4	65.7	74.5	7.8	21.0	13.3	36.1	29.8	3.7	3.3	10.6	11.5



Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
		(INR)	(INR)	Downside	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Glenmark	Neutral	869	800	-8	24.1	39.3	48.0	82.2	63.2	22.1	36.1	22.1	2.4	2.1	6.8	10.1
GSK Pharma	Neutral	2257	1780	-21	38.1	42.1	46.4	6.1	10.5	10.1	59.2	53.6	18.2	16.3	30.8	30.4
Global Health	Buy	1021	1100	8	18.0	21.7	25.6	48.3	20.7	17.9	56.7	46.9	9.7	8.3	18.4	19.0
Granules India	Buy	410	475	16	19.4	27.1	34.9	-10.2	40.0	28.5	21.1	15.1	3.0	2.5	15.3	18.1
IPCA Labs	Neutral	1136	1080	-5	24.5	36.9	49.0	17.7	50.8	32.7	46.4	30.8	4.5	4.0	10.2	13.9
Laurus Labs	Buy	416	500	20	9.1	16.9	19.0	-38.2	84.5	12.5	45.5	24.7	5.0	4.3	11.6	18.7
Lupin	Sell	1398	1070	-23	36.0	40.7	48.3	318.2	13.0	18.8	38.9	34.4	4.5	4.0	12.3	12.3
Max Healthcare	Buy	737	790	7	14.4	17.5	21.3	24.3	21.3	22.3	51.2	42.2	7.6	6.4	15.9	16.5
Piramal Pharma	Buy	142	160	13	1.4	3.0	4.6	-335.6	112.1	54.2	100.0	47.1	2.1	2.0	2.5	4.9
Sun Pharma	Buy	1325	1450	9	39.5	45.6	53.7	10.4	15.5	17.7	33.6	29.0	5.0	4.4	15.9	16.0
Torrent Pharma	Neutral	2468	2160	-12	50.1	66.3	79.5	34.7	32.4	19.9	49.3	37.2	10.0	5.0	23.3	26.9
Zydus Lifesciences	Neutral	704	710	1	32.6	33.7	36.1	45.4	3.5	7.1	21.6	20.9	3.4	3.0	17.3	15.4
<b>Aggregate</b>								<b>24.2</b>	<b>19.4</b>	<b>16.1</b>	<b>34.6</b>	<b>29.0</b>	<b>4.6</b>	<b>4.1</b>	<b>13.3</b>	<b>14.0</b>
<b>Infrastructure</b>																
G R Infraproject	Buy	1129	1390	23	74.8	85.4	98.6	-15.0	14.1	15.4	15.1	13.2	1.8	1.6	13.0	13.0
IRB Infra	Neutral	46	41	-11	1.2	1.6	1.8	0.0	32.4	16.5	38.6	29.2	2.0	1.9	5.3	6.7
KNR Constructions	Buy	262	325	24	15.8	18.4	20.4	7.4	16.0	11.3	16.5	14.2	2.3	2.0	15.1	15.1
<b>Aggregate</b>											<b>24.4</b>	<b>20.1</b>	<b>2.0</b>	<b>1.8</b>	<b>8.2</b>	<b>9.2</b>
<b>Logistics</b>																
Adani Ports	Buy	1207	1410	17	40.2	46.5	56.5	14.8	15.7	21.5	30.0	26.0	5.0	4.4	17.7	17.9
Blue Dart Express	Buy	7327	8300	13	134.1	199.5	251.7	-13.2	48.8	26.2	54.6	36.7	12.1	9.8	23.6	29.6
Concor	Buy	892	990	11	21.7	25.5	29.5	13.2	17.2	15.7	41.0	35.0	4.5	4.3	11.4	12.6
Mahindra Logistics	Neutral	435	420	-4	-3.0	9.1	19.2	-182.2	LP	111.4	NM	48.0	6.0	5.5	-4.0	11.9
Transport Corp.	Buy	828	990	20	46.6	56.0	65.9	11.9	20.4	17.7	17.8	14.8	3.1	2.6	18.9	19.1
TCI Express	Buy	1379	1600	16	39.1	46.3	53.5	7.6	18.2	15.5	35.2	29.8	7.4	6.1	22.9	22.5
VRL Logistics	Buy	712	890	25	14.6	24.5	32.8	-22.2	67.3	34.1	48.6	29.1	6.0	5.3	12.7	19.4
<b>Aggregate</b>											<b>32.3</b>	<b>27.3</b>	<b>5.1</b>	<b>4.5</b>	<b>15.6</b>	<b>16.3</b>
<b>Media</b>																
PVR Inox	Neutral	1527	1495	-2	24.1	56.8	85.1	-197.1	135.8	49.9	63.4	26.9	2.0	1.8	3.2	7.1
Sun TV	Buy	710	790	11	46.2	49.2	51.8	8.7	6.5	5.4	15.4	14.4	2.8	2.6	18.4	18.3
Zee Ent.	Buy	250	310	24	5.1	7.7	11.1	7.4	50.3	44.8	48.9	32.6	2.2	2.2	4.6	6.7
<b>Aggregate</b>								<b>22.8</b>	<b>26.9</b>	<b>22.0</b>	<b>26.3</b>	<b>20.8</b>	<b>2.4</b>	<b>2.2</b>	<b>9.0</b>	<b>10.8</b>
<b>Metals</b>																
Coal India	Buy	381	430	13	41.1	41.1	45.9	-10.1	0.2	11.5	9.3	9.3	3.4	2.9	36.3	30.9
Hindalco	Buy	581	750	29	47.3	56.7	64.1	4.4	19.8	13.1	12.3	10.3	1.6	1.4	14.2	14.9
Hind. Zinc	Neutral	317	295	-7	18.0	23.1	25.0	-27.8	28.6	8.0	17.6	13.7	9.4	7.1	56.0	59.1
JSPL	Buy	736	900	22	48.1	56.6	80.4	32.2	17.6	42.0	15.3	13.0	1.7	1.5	11.8	12.5
JSW Steel	Neutral	825	910	10	42.3	65.3	73.7	187.7	54.4	12.8	19.5	12.6	2.7	2.3	14.7	19.8
Nalco	Neutral	131	130	-1	5.8	8.8	10.9	-26.2	52.2	24.4	22.8	15.0	1.8	1.7	7.9	11.4
NMDC	Buy	211	240	14	18.6	21.5	24.5	11.5	15.4	13.8	11.3	9.8	2.4	2.1	22.6	23.0
SAIL	Neutral	115	120	4	2.6	7.9	10.5	-45.0	208	33.4	45.0	14.6	0.8	0.8	1.9	5.7
Tata Steel	Neutral	135	130	-4	4.5	10.9	12.6	-36.6	143	15.8	30.1	12.4	1.8	1.7	5.9	14.2
Vedanta	Neutral	272	240	-12	10.3	20.1	22.7	-63.6	95	12.7	26.5	13.5	3.9	4.1	11.7	29.6
<b>Aggregate</b>								<b>-9.5</b>	<b>34.2</b>	<b>15.0</b>	<b>15.5</b>	<b>11.6</b>	<b>2.2</b>	<b>2.0</b>	<b>14.4</b>	<b>17.4</b>
<b>Oil &amp; Gas</b>																
Aegis Logistics	Neutral	364	345	-5	14.5	15.7	16.6	-1.2	8.6	5.6	25.2	23.2	3.3	3.0	13.7	13.6
BPCL	Neutral	458	475	4	128.1	76.4	76.6	1,259.2	-40.3	0.3	3.6	6.0	1.4	1.3	44.3	22.2
Castrol India	Buy	178	220	24	8.5	8.6	10.0	2.9	1.6	15.9	21.0	20.6	8.5	7.8	42.5	39.6
GAIL	Buy	162	195	20	12.7	12.7	16.3	57.4	0.1	28.0	12.8	12.8	1.6	1.5	14.2	13.0
Gujarat Gas	Buy	535	575	8	15.8	18.7	21.2	-28.7	18.2	13.4	33.8	28.6	4.7	4.3	14.7	15.7
Gujarat St. Pet.	Buy	322	400	24	22.8	19.0	19.7	35.8	-16.7	4.1	14.1	17.0	1.8	1.7	13.2	10.1
HPCL	Neutral	450	450	0	111.6	80.8	78.7	-326.8	-27.6	-2.6	4.0	5.6	1.5	1.2	41.7	24.0
IOC	Buy	135	162	20	28.6	16.3	15.6	236.5	-43.1	-4.3	4.7	8.3	1.1	1.1	26.1	13.3
IGL	Sell	428	350	-18	27.1	25.9	25.9	31.1	-4.4	0.3	15.8	16.5	3.6	3.1	24.4	20.0
Mahanagar Gas	Buy	1265	1590	26	133.7	109.6	114.9	67.2	-18.0	4.8	9.5	11.5	2.5	2.2	29.2	20.6





Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
		(INR)	(INR)	Downside	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
MRPL	Neutral	159	120	-25	19.8	15.2	14.0	31.1	-23.2	-8.0	8.1	10.5	2.2	1.9	31.0	19.7
Oil India	Buy	375	485	29	59.4	61.6	68.0	-5.4	3.7	10.3	6.3	6.1	1.0	1.0	19.8	16.4
ONGC	Buy	223	270	21	42.7	45.0	50.9	40.7	5.4	13.0	5.2	5.0	0.9	0.8	18.4	17.4
PLNG	Neutral	230	255	11	23.0	20.2	21.6	6.3	-12.0	6.7	10.0	11.4	2.1	1.9	21.7	17.2
Reliance Ind.	Buy	2740	2855	4	102.4	120.9	138.5	3.9	18.1	14.6	26.8	22.7	2.0	1.8	8.1	8.9
Aggregate								72.5	-7.7	10.0	12.0	13.0	1.7	1.6	14.3	12.0
Real Estate																
Brigade Enterpr.	Buy	972	1000	3	17.3	35.7	40.2	42.6	106.7	12.8	56.3	27.2	5.6	4.7	10.4	18.7
DLF	Neutral	801	650	-19	14.5	21.5	17.2	26.8	48.7	-19.9	55.4	37.3	3.5	3.2	9.1	12.4
Godrej Propert.	Buy	2274	2300	1	26.7	43.0	48.5	19.4	61.2	12.8	85.2	52.8	6.4	5.7	7.7	11.4
Oberoi Realty	Neutral	1540	1140	-26	42.2	49.2	66.9	-19.5	16.8	35.9	36.5	31.3	4.1	3.6	11.8	12.3
Macrotech Devel.	Buy	1208	1200	-1	15.1	24.9	27.9	-5.1	64.5	11.9	79.8	48.5	8.4	7.4	11.0	16.2
Mahindra Lifespace	Buy	578	575	0	0.5	7.5	6.0	-82.7	1,348.6	-19.6	1,122.0	77.5	4.9	4.6	0.4	6.2
Sunteck Realty	Buy	461	640	39	8.2	15.7	22.9	7,985.0	92.8	45.5	56.5	29.3	2.3	2.2	4.2	7.7
Sobha	Buy	1347	1400	4	16.1	40.8	83.6	48.6	154.1	104.7	83.8	33.0	5.0	4.4	6.1	14.1
Prestige Estates	Buy	1385	1300	-6	27.6	19.7	25.5	43.3	-28.5	29.2	50.2	70.2	4.7	4.5	9.9	6.5
Phoenix Mills	Neutral	2503	2000	-20	57.7	71.7	100.8	41.3	24.2	40.6	43.3	34.9	4.8	4.2	11.6	12.8
Aggregate								26.0	41.8	9.5	57.3	40.4	5.3	4.7	9.2	11.7
Retail																
Avenue Supermarts	Buy	3840	4700	22	39.8	54.8	73.9	8.5	37.7	34.9	96.5	70.1	13.3	11.2	14.9	17.4
Aditya Birla Fashion	Neutral	233	230	-1	-6.3	-5.6	-7.1	796.3	Loss	Loss	NM	NM	5.7	6.6	-16.9	-14.6
Bata India	Neutral	1577	1620	3	27.7	35.3	47.0	10.3	27.4	33.3	57.0	44.7	11.5	9.1	22.2	22.8
Barbeque-Nation	Neutral	630	700	11	-6.8	3.2	5.1	-273.3	LP	58.0	NM	194.5	6.6	6.3	-7.1	3.3
Campus Activewe.	Buy	286	300	5	4.1	4.3	6.6	7.9	3.9	54.9	69.4	66.8	12.9	10.8	18.6	16.2
Devyani Intl.	Buy	186	220	18	1.2	2.1	2.7	-48.2	71.8	31.4	153.1	89.1	20.8	16.9	14.3	20.9
Jubilant Food.	Buy	526	630	20	5.6	7.5	9.1	-7.6	33.7	20.7	93.2	69.7	14.4	15.7	15.4	22.5
Metro Brands	Buy	1264	1530	21	13.3	18.5	22.8	0.4	38.7	23.2	94.7	68.3	18.9	16.0	21.8	26.0
Raymond	Buy	1740	2500	44	111.0	127.0	160.3	17.5	14.4	26.3	15.7	13.7	2.5	2.1	19.7	16.8
Relaxo Footwear	Neutral	895	980	9	8.6	13.7	19.7	38.4	59.9	43.2	104.2	65.1	11.1	9.8	11.0	16.0
Restaurant Brands	Buy	126	140	12	-2.5	-0.9	2.1	-48.9	Loss	LP	NM	NM	8.6	9.2	-15.8	-6.3
Sapphire Foods	Buy	1445	1700	18	15.9	27.1	40.7	-6.5	70.8	50.0	91.0	53.3	6.8	6.0	7.7	11.9
Shoppers Stop	Neutral	704	675	-4	11.8	20.9	21.6	-19.0	77.4	3.7	59.8	33.7	18.1	11.8	35.3	42.3
Titan Company	Buy	3724	4300	15	44.9	54.9	67.8	22.0	22.4	23.3	83.0	67.8	22.7	18.8	30.1	30.4
Trent	Buy	3213	3300	3	25.3	35.1	46.0	127.3	38.8	31.0	127.0	91.5	30.5	22.5	29.5	30.3
V-Mart Retail	Neutral	2089	1905	-9	-58.7	18.2	55.9	1,252.5	LP	207.5	NM	114.8	5.1	4.9	NM	4.3
Vedant Fashions	Neutral	1200	1240	3	18.2	22.4	27.2	3.0	23.0	21.6	66.0	53.6	18.1	15.1	28.8	29.7
Westlife Foodworld	Neutral	823	860	5	7.6	11.9	16.9	6.6	56.0	42.1	107.8	69.1	18.7	14.7	19.0	23.9
Aggregate								10.9	36.9	29.9	96.2	70.3	15.3	13.1	15.9	18.6
Technology																
Cyient	Buy	2275	2640	16	70.5	87.4	102.9	34.7	24.0	17.8	32.3	26.0	6.7	6.1	21.6	24.4
HCL Tech.	Buy	1543	1880	22	58.9	67.5	78.3	7.5	14.6	16.0	26.2	22.9	6.5	6.6	24.6	28.6
Infosys	Buy	1612	1750	9	59.3	67.8	79.4	3.1	14.2	17.2	27.2	23.8	8.8	8.8	32.5	37.1
LTI Mindtree	Neutral	6237	6450	3	160.1	195.5	242.0	5.5	22.1	23.8	39.0	31.9	9.5	8.1	26.3	27.3
L&T Technology	Buy	5472	6050	11	123.9	151.2	206.4	12.1	22.1	36.5	44.2	36.2	11.0	9.5	25.7	28.3
Mphasis	Neutral	2678	2930	9	82.6	97.6	117.2	-5.0	18.1	20.2	32.4	27.4	5.9	5.4	19.0	20.8
Coforge	Neutral	6596	5760	-13	147.2	185.7	217.4	12.7	26.2	17.1	44.8	35.5	11.2	9.4	26.8	28.8
Persistent Sys	Neutral	7650	6780	-11	143.6	178.3	215.8	15.4	24.2	21.0	53.3	42.9	12.4	10.4	25.7	27.0
TCS	Buy	3882	4250	9	125.7	146.8	170.1	9.0	16.8	15.9	30.9	26.4	16.1	16.6	51.5	61.9
Tech Mah	Neutral	1308	1180	-10	41.8	51.1	67.8	-27.0	22.3	32.7	31.3	25.6	4.0	3.9	13.1	15.7
Wipro	Neutral	465	520	12	20.6	22.9	27.3	-0.5	11.2	19.2	22.7	20.3	3.4	3.4	14.7	16.7
Zensar Tech	Neutral	570	550	-4	25.5	23.9	27.8	77.6	-6.4	16.3	22.3	23.9	3.9	3.6	18.6	15.9
Aggregate								3.6	16.0	17.2	29.4	25.3	8.6	8.5	29.3	33.7



Company	Reco	CMP	TP	% Upside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
		(INR)	(INR)	Downside	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Telecom																
Bharti Airtel	Buy	1076	1200	12	20.4	30.5	36.9	49.9	49.8	21.0	52.8	35.3	5.6	4.9	12.4	14.8
Indus Towers	Neutral	216	190	-12	18.9	19.4	21.8	111.8	2.9	12.4	11.4	11.1	2.2	1.9	21.5	18.2
Vodafone Idea		16			-10.5	-8.3	-7.4	3.4	Loss	Loss	NM	NM	-0.5	-0.4	NM	NM
Tata Comm	Neutral	1746	1740	0	46.4	55.2	79.6	-23.5	19.0	44.1	37.6	31.6	19.8	13.3	65.7	50
Aggregate								Loss	LP	9,916.7	-63	10,281	25.7	26.0	-40.8	0.3
Others																
APL Apollo Tubes	Buy	1552	1850	19	29.5	48.8	61.0	27.7	65.3	25.0	52.5	31.8	11.7	8.8	24.5	31.6
BSE	Neutral	2237	2600	16	64.2	60.6	73.3	308.9	-5.6	20.9	34.8	36.9	11.3	10.4	32.6	28.1
Coromandel Intl	Buy	1181	1430	21	63.1	70.2	74.3	-7.9	11.3	5.9	18.7	16.8	3.7	3.2	21.5	20.3
EPL	Buy	197	270	37	7.6	11.7	14.3	5.4	54.4	21.7	25.9	16.8	3.0	2.7	11.8	17.0
Godrej Agrovet	Neutral	562	510	-9	17.3	20.5	22.4	33.3	18.3	9.5	32.4	27.4	4.4	4.1	13.8	15.3
Havells India	Buy	1432	1560	9	20.5	26.2	31.3	19.6	27.6	19.6	69.8	54.7	12.0	10.5	17.3	19.3
Indiamart Inter.	Buy	2594	3240	25	50.1	67.0	84.1	8.1	33.6	25.6	51.8	38.7	6.9	6.1	14.1	16.7
Indian Hotels	Buy	462	500	8	8.3	9.8	10.8	18.0	17.5	10.5	55.6	47.3	7.2	6.4	13.9	14.3
Interglobe	Neutral	3072	3295	7	177.4	229.8	244.5	-2,259.8	30	6	17.3	13	219.7	12.6	-237.3	178.4
Info Edge	Neutral	5307	4720	-11	62.8	68.6	81.7	97.5	9.1	19.2	84.5	77.4	5.8	5.4	6.2	13.1
Kajaria Ceramics	Buy	1399	1620	16	27.9	34.4	40.7	30.3	23.5	18.2	50.2	40.7	8.8	8.1	18.2	20.6
Lemon Tree Hotel	Buy	134	150	12	1.7	3.4	4.0	9.3	106.2	16.4	80.8	39.2	10.6	8.4	14.1	23.9
MCX	Neutral	3060	3160	3	19.1	76.7	90.2	-34.6	301.3	17.7	160.2	39.9	10.4	9.9	6.5	25.4
One 97	Buy	692	900	30	-16.3	-0.8	12.4	-41.9	Loss	LP	NM	NM	3.4	3.5	-8.1	-0.4
Qess Corp	Neutral	520	560	8	22.3	37.2	40.8	94.9	66.7	9.7	23.3	14.0	2.2	2.0	12.8	19.7
PI Inds.	Buy	3449	4300	25	103.0	122.4	143.5	27.3	18.9	17.2	33.5	28.2	6.1	5.1	19.8	19.7
SIS	Buy	461	530	15	25.5	35.5	45.4	9.8	39.0	28.1	18.1	13.0	1.2	1.0	15.0	17.9
SRF	Neutral	2346	2250	-4	51.1	75.9	91.3	-33.0	48.7	20.3	45.9	30.9	6.1	5.3	13.9	18.3
Tata Chemicals	Neutral	1113	1060	-5	56.4	54.2	62.2	-38.5	-3.8	14.7	19.8	20.5	1.4	1.3	7.1	6.5
Team Lease Serv.	Buy	3202	3678	15	77.7	112.4	135.3	19.3	44.8	20.3	41.2	28.5	5.8	4.8	14.8	18.2
Voltas	Buy	1059	1150	9	14.8	20.9	27.7	29.1	41.3	32.5	71.6	50.7	6.0	5.5	8.4	10.9
UPL	Neutral	565	600	6	13.8	34.4	59.8	-76.5	149.5	74.0	41.0	16.4	1.0	1.0	3.8	9.0
Zomato	Buy	140	145	4	0.3	1.0	2.6	-123.4	266.0	154.0	500.0	136.6	6.1	5.8	1.2	4.4



Index	1 Day (%)	1M (%)	12M (%)
<b>Sensex</b>	<b>1.2</b>	<b>4.3</b>	<b>21.0</b>
<b>Nifty-50</b>	<b>1.1</b>	<b>4.7</b>	<b>22.6</b>
<b>Nifty Next 50</b>	<b>0.3</b>	<b>7.7</b>	<b>30.4</b>
<b>Nifty 100</b>	<b>1.0</b>	<b>5.2</b>	<b>22.9</b>
<b>Nifty 200</b>	<b>0.9</b>	<b>5.5</b>	<b>26.7</b>
Company	1 Day (%)	1M (%)	12M (%)
<b>Automobiles</b>	<b>-0.2</b>	<b>5.6</b>	<b>46.6</b>
Amara Raja Ener.	0.7	6.2	35.8
Apollo Tyres	-0.1	4.2	47.8
Ashok Leyland	0.0	2.6	20.3
Bajaj Auto	0.0	16.8	104.5
Balkrishna Inds	-1.3	1.4	18.9
Bharat Forge	-1.7	5.6	43.5
Bosch	0.6	6.9	33.7
CEAT	-0.2	6.9	51.4
Craftsman Auto	-0.7	-3.1	42.9
Eicher Motors	-0.5	-2.0	24.7
Endurance Tech.	-0.6	16.4	42.2
Escorts Kubota	0.5	-7.9	36.3
Exide Inds.	-0.4	17.0	84.9
Hero Motocorp	0.9	17.0	62.7
M & M	-0.3	-0.7	23.1
CIE Automotive	0.5	1.7	37.8
Maruti Suzuki	-0.5	-3.6	19.1
MRF	0.7	12.4	50.1
Sona BLW Precis.	-0.2	8.5	41.3
Motherson Sumi	-2.3	13.0	37.4
Motherson Wiring	-0.8	2.8	20.2
Tata Motors	0.1	14.1	98.0
TVS Motor Co.	-0.1	7.6	107.4
Tube Investments	-0.5	0.7	45.2
<b>Banks-Private</b>	<b>0.3</b>	<b>1.0</b>	<b>15.0</b>
AU Small Fin. Bank	1.5	6.3	25.5
Axis Bank	-0.5	-0.9	19.8
Bandhan Bank	-1.1	-2.7	-3.8
DCB Bank	-0.1	22.2	21.8
Equitas Sma. Fin	0.7	-2.6	24.4
Federal Bank	0.5	-1.0	11.9
HDFC Bank	-0.5	0.4	2.6
ICICI Bank	1.2	-1.2	16.6
IDFC First Bank	0.6	0.3	46.2
IndusInd Bank	1.0	11.8	38.4
Kotak Mah. Bank	0.5	0.5	3.0
RBL Bank	-1.0	6.7	64.3
SBI Cards	0.6	1.4	-1.7
<b>Banks-PSU</b>	<b>2.8</b>	<b>5.5</b>	<b>38.8</b>
BOB	1.7	6.4	26.5
Canara Bank	1.7	4.0	45.8
Indian Bank	1.6	-0.9	51.8
Punjab Natl.Bank	3.1	10.8	74.9
St Bk of India	2.2	3.5	6.5
Union Bank (I)	5.4	7.0	68.1
<b>NBFCs</b>	<b>0.2</b>	<b>0.6</b>	<b>14.9</b>
Angel Broking	0.2	23.8	195.9

Index	1 Day (%)	1M (%)	12M (%)
<b>Nifty 500</b>	<b>0.8</b>	<b>5.7</b>	<b>29.2</b>
<b>Nifty Midcap 100</b>	<b>0.4</b>	<b>6.6</b>	<b>51.5</b>
<b>Nifty Smallcap 100</b>	<b>0.4</b>	<b>7.0</b>	<b>61.1</b>
<b>Nifty Midcap 150</b>	<b>0.4</b>	<b>6.5</b>	<b>48.4</b>
<b>Nifty Smallcap 250</b>	<b>0.4</b>	<b>7.6</b>	<b>54.7</b>
Aditya Birla Capital Ltd	-0.7	9.5	22.6
Bajaj Fin.	-0.1	4.7	29.9
Cholaman.Inv.&Fn	1.2	5.9	81.8
Can Fin Homes	-0.3	-0.4	40.1
Cams Services	1.6	4.8	27.0
CreditAcc. Gram.	-1.4	-3.4	92.3
Fusion Microfin.	2.0	13.4	65.0
Home First Finan	0.3	-4.3	32.8
Indostar Capital	5.0	16.5	28.5
IIFL Finance	-0.7	-1.3	36.1
L&T Fin.Holdings	-0.8	9.6	83.8
LIC Housing Fin.	-0.8	8.6	43.4
M & M Fin. Serv.	0.9	3.4	20.3
Muthoot Finance	-1.0	1.4	38.6
Manappuram Fin.	-0.9	4.9	43.7
MAS Financial Serv.	-1.1	2.8	5.8
ICICI Sec	-1.7	6.3	54.2
360 One	-1.6	3.9	48.9
PNB Housing	2.6	2.8	64.2
Repco Home Fin	3.7	10.4	81.0
Shriram Finance	0.6	14.9	74.7
Spandana Sphoort	-1.0	18.8	105.9
<b>Insurance</b>			
HDFC Life Insur.	-1.0	-9.9	6.6
ICICI Pru Life	-2.2	-3.8	14.0
ICICI Lombard	0.1	-4.2	12.6
Life Insurance	-0.6	4.7	17.6
Max Financial	-1.3	-10.4	17.8
SBI Life Insuran	0.5	-3.1	9.1
Star Health Insu	0.0	0.8	-3.3
<b>Chemicals</b>			
Alkyl Amines	0.7	9.0	-9.8
Atul	0.0	0.8	-10.6
Clean Science	-0.4	4.4	3.6
Deepak Nitrite	-1.5	9.3	25.3
Fine Organic	0.7	6.0	-16.4
Galaxy Surfact.	2.7	3.2	21.8
Navin Fluo.Intl.	0.1	-6.2	-14.3
NOCIL	0.0	2.4	16.1
Vinati Organics	0.5	0.8	-14.6
<b>Capital Goods</b>	<b>1.1</b>	<b>19.7</b>	<b>83.7</b>
A B B	-1.8	1.3	64.2
Bharat Electron	-0.5	14.1	84.6
Cummins India	0.6	6.2	38.3
Hitachi Energy	-1.0	21.7	79.0
K E C Intl.	0.7	-2.6	24.4
Kalpataru Proj.	-1.2	7.3	41.5
Kirloskar Oil	0.7	12.8	122.7
L&T	1.8	6.8	65.2



Company	1 Day (%)	1M (%)	12M (%)
Siemens	-0.1	7.7	39.3
Thermax	0.2	17.9	61.7
Triveni Turbine	1.4	0.1	47.1
<b>Cement</b>			
Ambuja Cem.	-1.1	6.2	4.3
ACC	0.5	7.2	-1.4
Birla Corp.	-0.7	0.4	45.8
Dalmia Bhar.	-0.2	-3.4	21.4
Grasim Inds.	1.3	1.9	29.1
India Cem	0.2	-3.2	20.4
J K Cements	-0.3	5.0	39.0
JK Lakshmi Ce	-0.4	0.2	12.5
Ramco Cem	0.5	-4.4	41.1
Shree Cem	0.0	-6.0	12.8
Ultratech	-1.1	-0.6	37.1
<b>Consumer</b>	<b>0.5</b>	<b>4.9</b>	<b>28.5</b>
Asian Paints	-0.3	1.6	12.4
Britannia	0.3	5.1	19.8
Colgate-Palm.	-0.2	4.9	64.9
Dabur	-0.4	0.1	0.9
Emami	-2.7	5.9	22.2
Godrej Cons.	0.0	12.0	26.3
HUL	0.3	1.6	-1.8
ITC	0.9	3.0	41.5
Indigo Paints	0.9	1.0	16.6
Jyothy Lab	1.2	11.9	145.1
Marico	0.5	-1.3	6.2
Nestle	-0.3	2.2	28.3
Page Inds	0.1	-1.5	-9.3
Pidilite Ind.	-0.2	4.9	9.6
P&G Hygiene	0.2	1.3	23.3
Tata Consumer	3.6	22.2	53.7
United Brew	-0.1	4.6	9.2
United Spirits	-0.6	5.9	29.6
Varun Beverages	-1.0	17.1	113.1
<b>EMS</b>			
Kaynes Tech	3.0	11.8	261.3
Avalon Tech	-0.3	3.1	
Syrma SGS Tech.	-0.6	-4.1	123.7
Cyient DLM	3.2	9.0	
Data Pattern	0.5	-2.3	70.8
<b>Healthcare</b>	<b>-0.2</b>	<b>8.7</b>	<b>36.9</b>
Alembic Phar	5.3	17.0	58.0
Alkem Lab	-0.2	5.3	64.9
Apollo Hospitals	-1.3	6.8	32.9
Ajanta Pharma	-1.9	15.3	83.1
Aurobindo	-1.2	8.3	145.3
Biocon	-2.8	14.9	9.5
Zydus Lifesci.	0.0	10.8	57.1
Cipla	-1.3	9.1	23.3
Divis Lab	-0.5	6.5	17.5
Dr Reddy's	-0.1	2.7	32.0
ERIS Lifescience	0.1	4.2	43.6
Gland Pharma	0.4	8.6	31.2

Company	1 Day (%)	1M (%)	12M (%)
Glenmark	-1.3	9.0	106.0
Global Health	-2.4	9.8	127.2
Granules	-0.3	5.5	28.8
GSK Pharma	2.6	34.6	71.4
IPCA Labs	-0.6	4.3	31.0
Laurus Labs	-1.6	7.2	15.5
Lupin	-0.2	12.7	85.3
Max Healthcare	-0.7	5.4	62.8
Piramal Pharma	-1.0	11.7	25.5
Sun Pharma	0.7	8.9	28.4
<b>Infrastructure</b>	<b>0.8</b>	<b>8.9</b>	<b>45.0</b>
Torrent Pharma	0.0	20.5	59.6
G R Infraproject	0.2	-5.4	-7.3
IRB Infra.Devl.	-0.1	13.7	54.1
KNR Construct.	-0.3	-2.9	0.9
<b>Logistics</b>			
Adani Ports	0.3	15.9	52.2
Blue Dart Exp.	-0.1	-2.3	1.1
Container Corpn.	-1.5	4.0	23.2
Mahindra Logis.	-2.0	12.4	-9.5
Transport Corp.	0.2	-0.2	37.7
TCI Express	-0.9	-1.6	-23.7
VRL Logistics	-0.6	-0.6	29.5
<b>Media</b>	<b>-0.6</b>	<b>0.2</b>	<b>24.8</b>
PVR INOX	0.0	-12.8	-12.9
Sun TV	-0.2	5.3	50.2
Zee Ent.	-0.5	-13.5	9.9
<b>Metals</b>	<b>0.3</b>	<b>5.8</b>	<b>16.4</b>
Hindalco	0.9	10.4	19.8
Hind. Zinc	-0.3	-2.6	-8.3
JSPL	0.5	-1.6	22.1
JSW Steel	0.5	-3.3	8.2
Nalco	0.8	35.6	59.3
NMDC	0.8	15.5	64.5
SAIL	1.2	14.9	30.6
Tata Steel	0.3	4.0	14.6
Vedanta	-0.7	10.5	-13.9
<b>Oil &amp; Gas</b>	<b>1.7</b>	<b>11.2</b>	<b>18.1</b>
Aegis Logistics	-0.4	-5.8	2.4
BPCL	-0.1	2.4	32.8
Castrol India	-1.3	28.1	42.8
GAIL	2.1	17.0	67.8
Gujarat Gas	-1.2	21.7	14.5
Gujarat St. Pet.	1.7	9.5	15.7
HPCL	1.2	26.2	80.5
IOC	1.5	15.1	65.8
IGL	0.6	8.3	2.1
Mahanagar Gas	1.9	8.0	46.7
MRPL	-0.8	25.7	173.0
Oil India	0.3	19.9	66.6
ONGC	5.5	14.3	52.9
PLNG	-0.4	9.9	4.9
Reliance Ind.	0.8	13.1	21.8



Company	1 Day (%)	1M (%)	12M (%)
<b>Real Estate</b>	<b>1.8</b>	<b>20.4</b>	<b>107.2</b>
Brigade Enterpr.	3.1	20.7	119.9
DLF	0.4	20.8	113.5
Godrej Propert.	1.1	19.7	83.7
Mahindra Life.	1.1	8.3	59.5
Macrotech Devel.	6.7	35.0	136.3
Oberoi Realty Ltd	-0.5	8.1	81.5
Sobha	1.6	32.5	127.1
Sunteck Realty	-0.2	-7.6	29.4
Phoenix Mills	2.3	11.4	76.8
Prestige Estates	0.2	25.3	205.3
<b>Retail</b>			
Aditya Bir. Fas.	-0.4	1.1	-12.4
Avenue Super.	0.5	-5.8	-1.8
Bata India	0.0	-4.8	-3.7
Campus Activewe.	-0.5	6.2	-25.8
Barbeque-Nation	0.4	-3.5	-31.6
Devyani Intl.	-0.3	0.3	10.6
Jubilant Food	-0.4	-5.8	7.6
Metro Brands	1.6	-5.1	52.3
Raymond	0.0	-1.8	17.9
Relaxo Footwear	-0.5	-1.5	-0.3
Restaurant Brand	1.7	9.0	8.0
Sapphire Foods	1.9	2.3	9.9
Shoppers St.	1.6	1.1	2.4
Titan Co.	0.7	4.3	52.3
Trent	1.1	11.4	165.6
V-Mart Retail	-1.5	17.9	-26.7
Vedant Fashions	-2.4	-12.3	-8.9
Westlife Food	1.1	-2.4	10.8
<b>Technology</b>	<b>5.1</b>	<b>9.0</b>	<b>27.2</b>
Cyient	5.8	15.2	157.6
HCL Tech.	3.8	12.0	43.8
Infosys	7.9	9.3	8.9
LTIMindtree	4.6	8.3	45.9
L&T Technology	2.2	10.5	50.1
Mphasis	3.9	10.1	33.0
Coforge	5.7	12.6	68.9
Persistent Sys	3.5	17.2	92.3
TCS	3.9	5.7	16.4
Tech Mah	4.7	6.7	30.6
Wipro	3.8	10.2	18.0
Zensar Tech	1.2	9.9	168.2
<b>Telecom</b>	<b>0.8</b>	<b>9.6</b>	<b>38.4</b>
Bharti Airtel	1.3	8.1	42.2
Indus Towers	0.8	14.5	17.3
Idea Cellular	-1.2	20.5	115.6
Tata Comm	1.6	0.3	24.9
<b>Utilities</b>	<b>-0.1</b>	<b>8.6</b>	<b>38.8</b>
Coal India	-0.8	9.7	78.2
NTPC	-0.1	10.3	88.4
Power Grid Corpn	-1.0	3.5	49.6

Company	1 Day (%)	1M (%)	12M (%)
<b>Others</b>			
APL Apollo Tubes	-1.1	-4.8	37.6
BSE	-0.8	-3.0	320.1
Coromandel Intl	-0.6	-4.9	33.9
EPL Ltd	-0.7	-3.1	17.5
Indiamart Inter.	-0.2	-5.7	16.7
Godrej Agrovvet	3.4	7.0	21.5
Havells	0.1	6.7	20.1
Indian Hotels	0.4	5.3	49.0
Interglobe	0.7	5.0	46.0
Info Edge	2.6	10.9	42.8
Kajaria Ceramics	1.4	2.7	25.1
Lemon Tree Hotel	-0.1	13.4	75.1
MCX	-3.2	-5.2	102.8
One 97	1.1	12.3	27.5
Piramal Enterpr.	-0.8	4.8	11.5
PI Inds.	-1.0	-0.9	4.8
Quess Corp	1.0	7.8	30.7
SIS	0.7	1.1	20.6
SRF	0.8	-1.5	5.6
Tata Chemicals	0.7	10.6	14.3
Team Lease Serv.	1.6	29.1	27.4
Voltas	0.1	24.2	30.6
UPL	0.5	-5.5	-21.3
Zomato Ltd	0.9	19.5	159.6

Investment in securities market are subject to market risks. Read all the related documents carefully before investing



## NOTES

Explanation of Investment Rating	
Investment Rating	Expected return (over 12-month)
BUY	>=15%
SELL	< - 10%
NEUTRAL	> - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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