

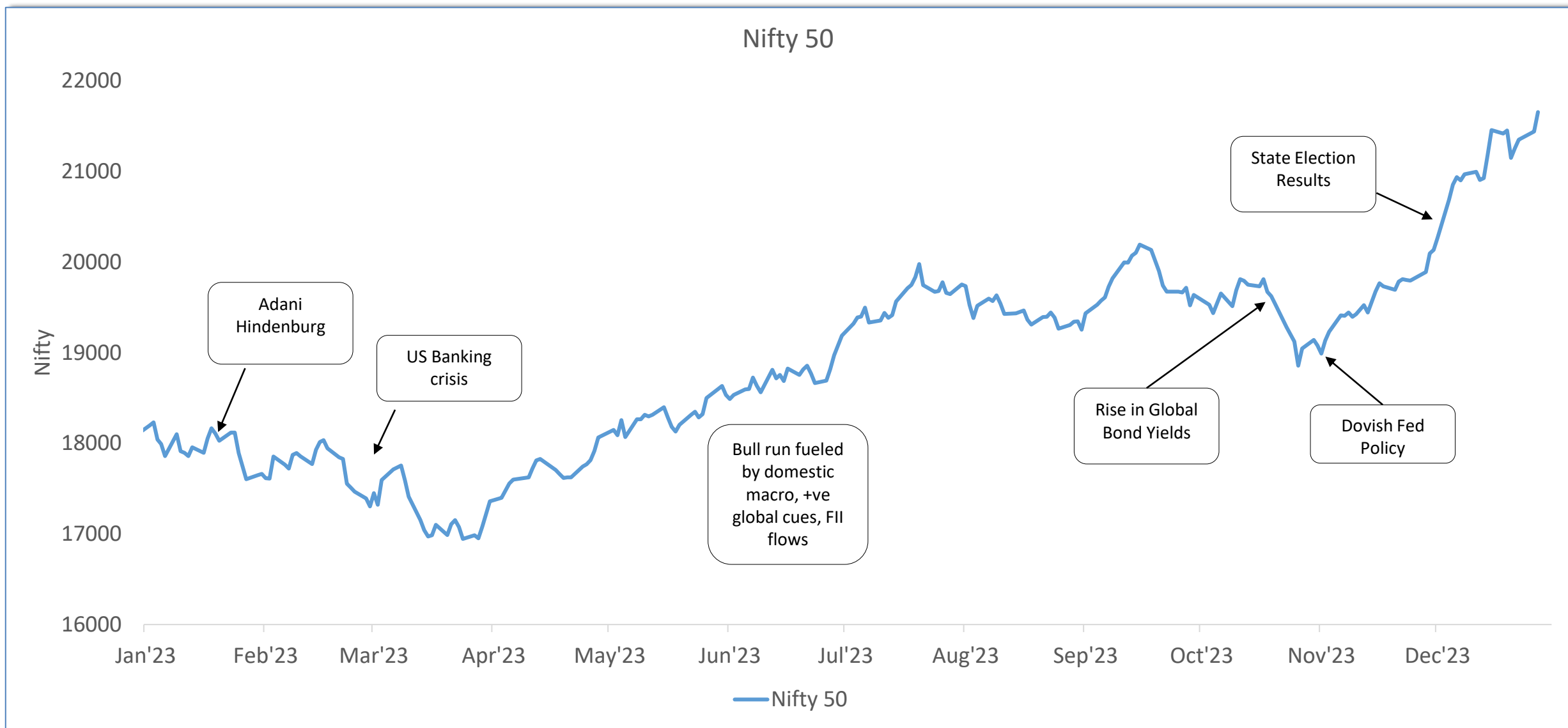
Round up 2023 & Outlook 2024

India shining bright in an uncertain world

January 2024

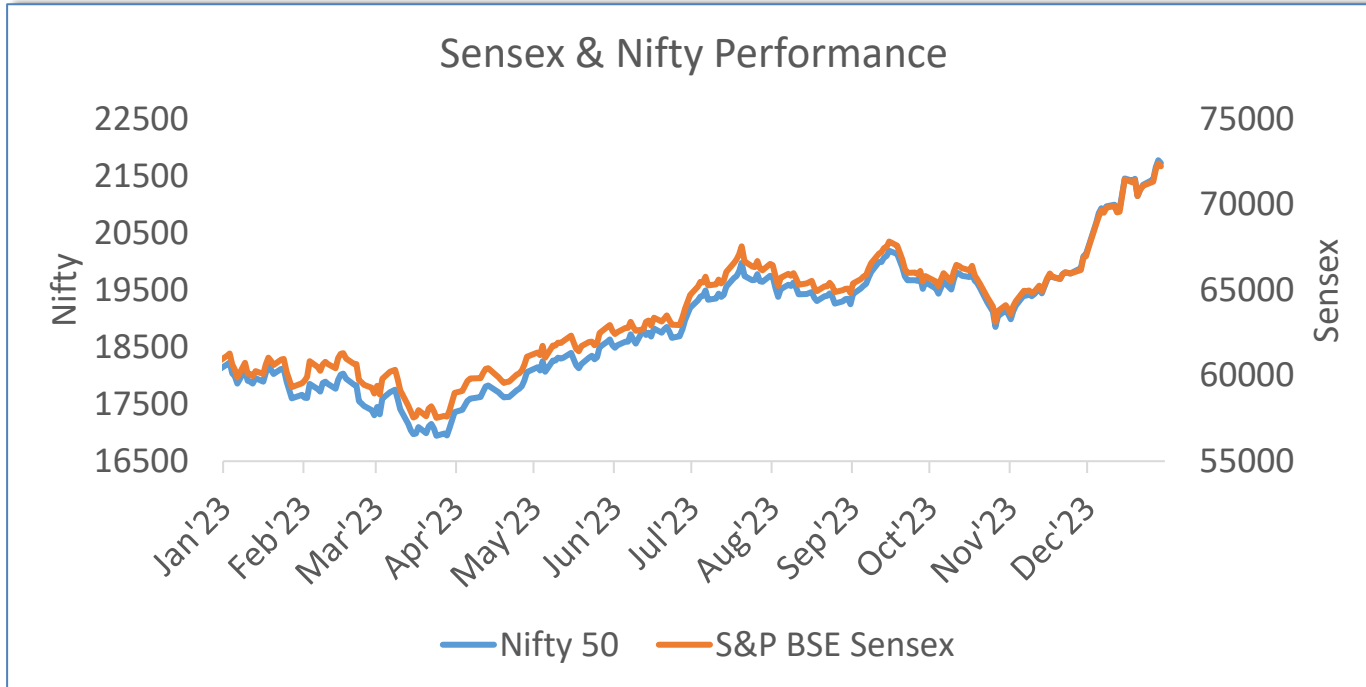
The background of the slide is a blurred image of financial market data. It features multiple overlapping candlestick charts and line graphs in various colors (blue, red, green, yellow) against a dark grid. The charts show price fluctuations and trends over time.

Markets in 2023



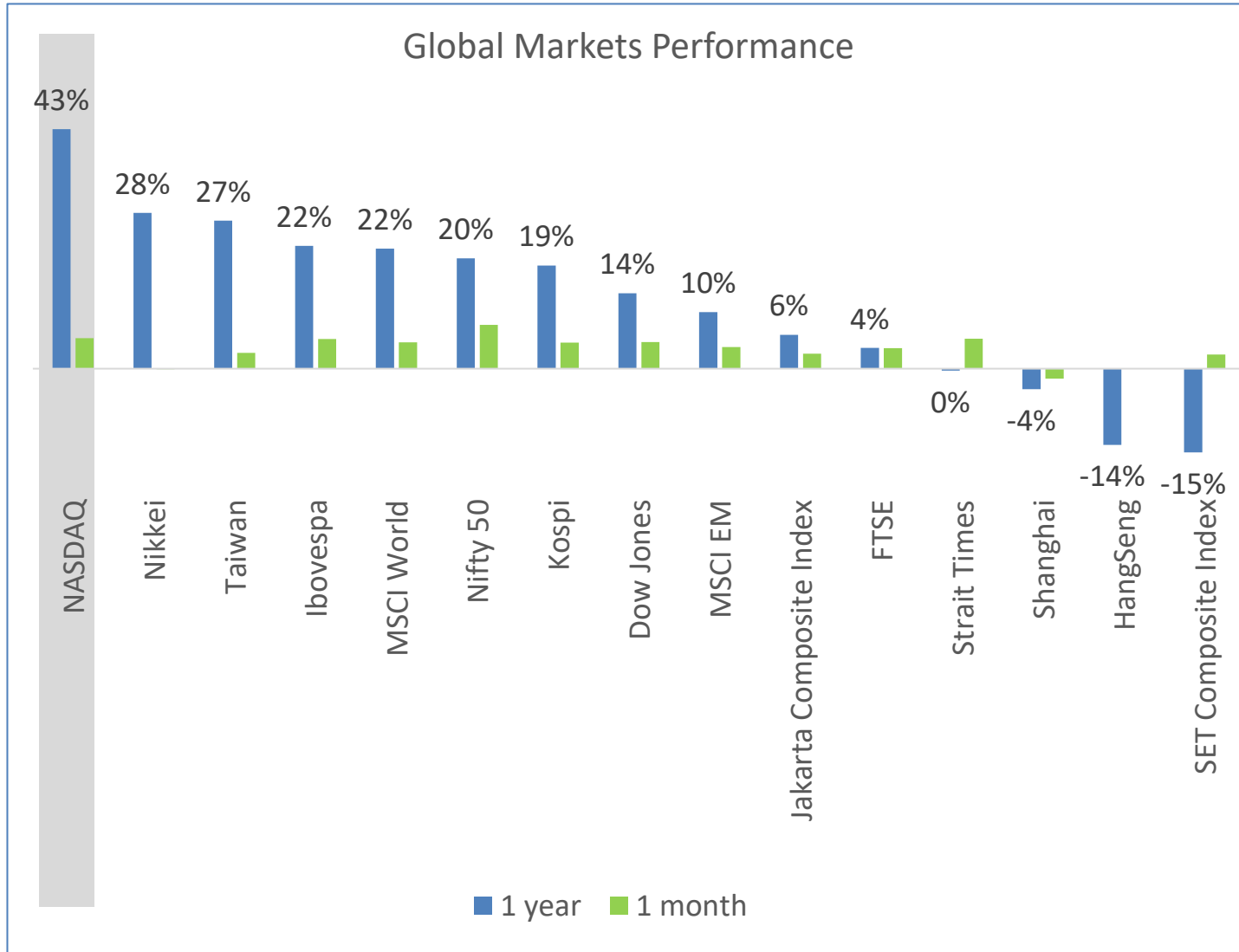
The background of the slide is a complex financial chart. It features a grid with multiple data series. There are several candlestick charts in red and blue, and several line graphs in various colors (blue, green, yellow, red, purple). The overall theme is market performance and financial analysis.

MARKET PERFORMANCE

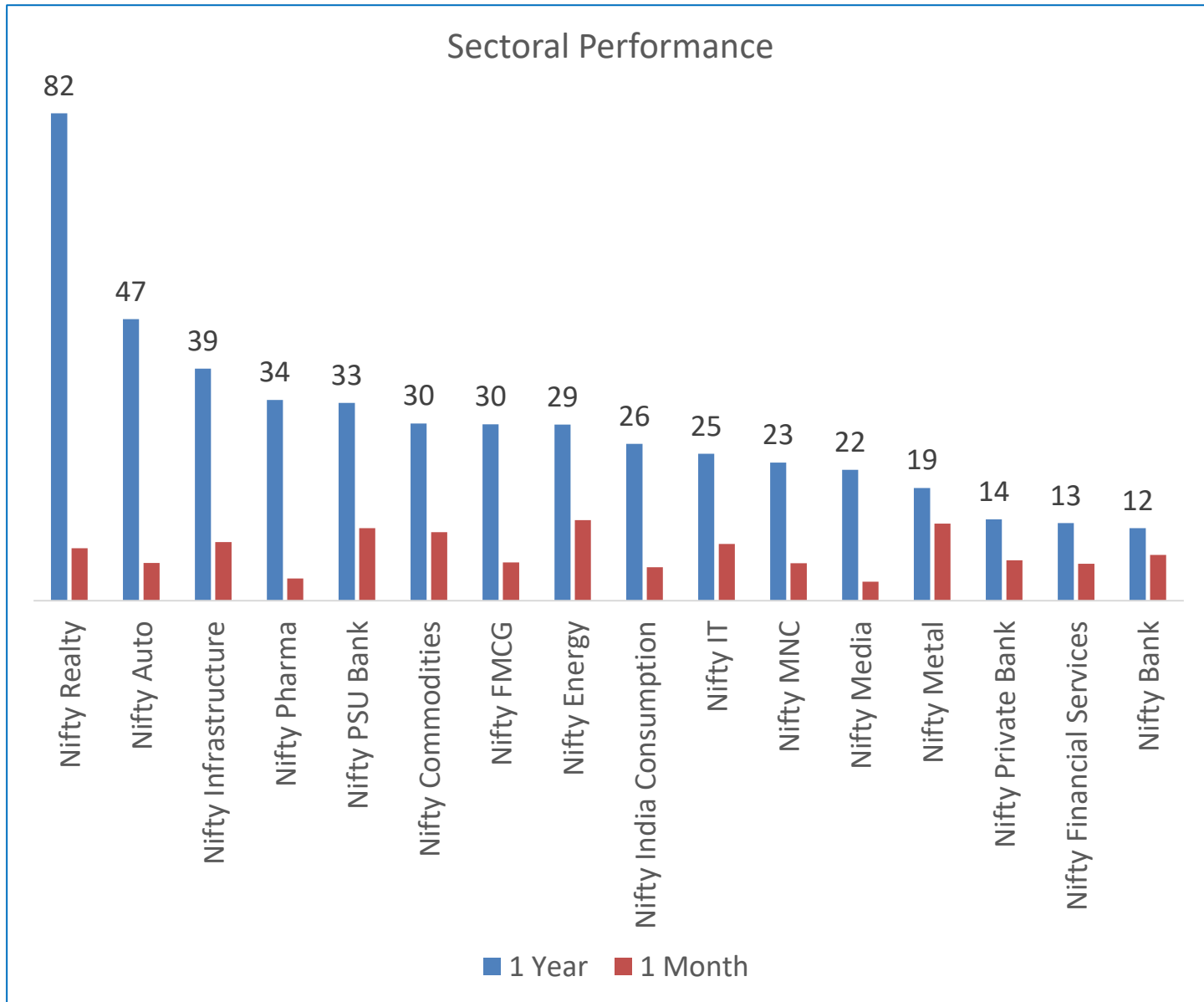


| | Nifty 50 | Sensex |
|---------|-----------------|---------------|
| FYTD | 25.18% | 22.46% |
| CYTD | 20.03% | 18.74% |
| 1 Year | 20.03% | 18.74% |
| 1 Month | 7.94% | 7.94% |

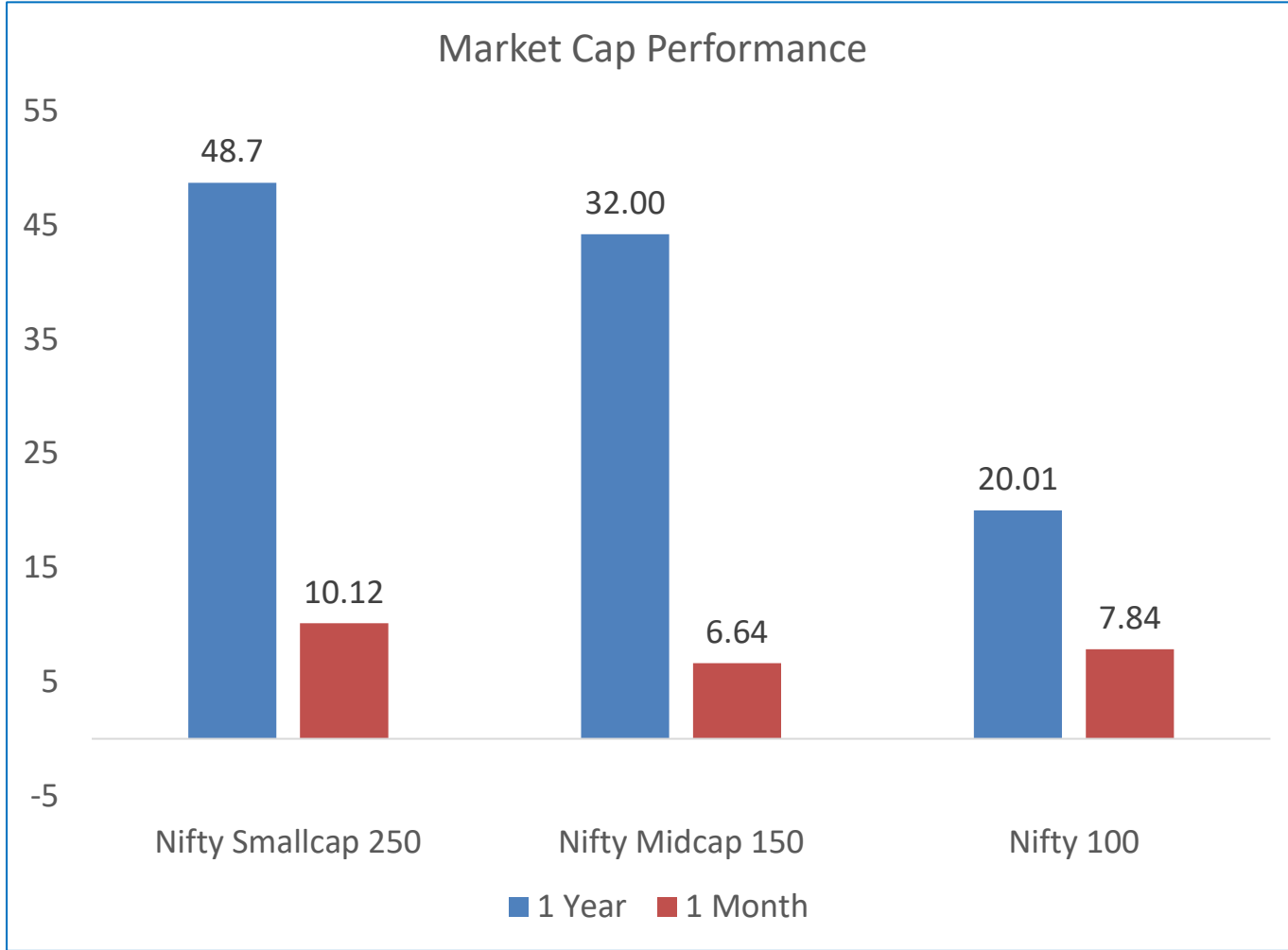
- ❑ Domestic equity market soared in CY 2023 (~20%) after a modest CY 2022 (~4%).
- ❑ The year 2023 had a lackluster start due to Adani Hindenburg report and US banking crisis.
- ❑ Markets made a sharp recovery from the 2nd quarter fueled by domestic macro, +ve global cues, FII flows and moderation in crude prices.
- ❑ Domestic equities ended the year on a high with a dovish Fed policy and favorable state election results.



- 2023 was a tremendous year for global equity markets with developed market equities outperforming the emerging market equities.
- Geopolitical risks continued to dominate news throughout the year with Russia-Ukraine war and Israel Hamas conflict.
- Global equities were primarily impacted by global monetary policy, collapse of key banks in US and Euro region, optimism around artificial intelligence, global bond yields and slowdown in China.



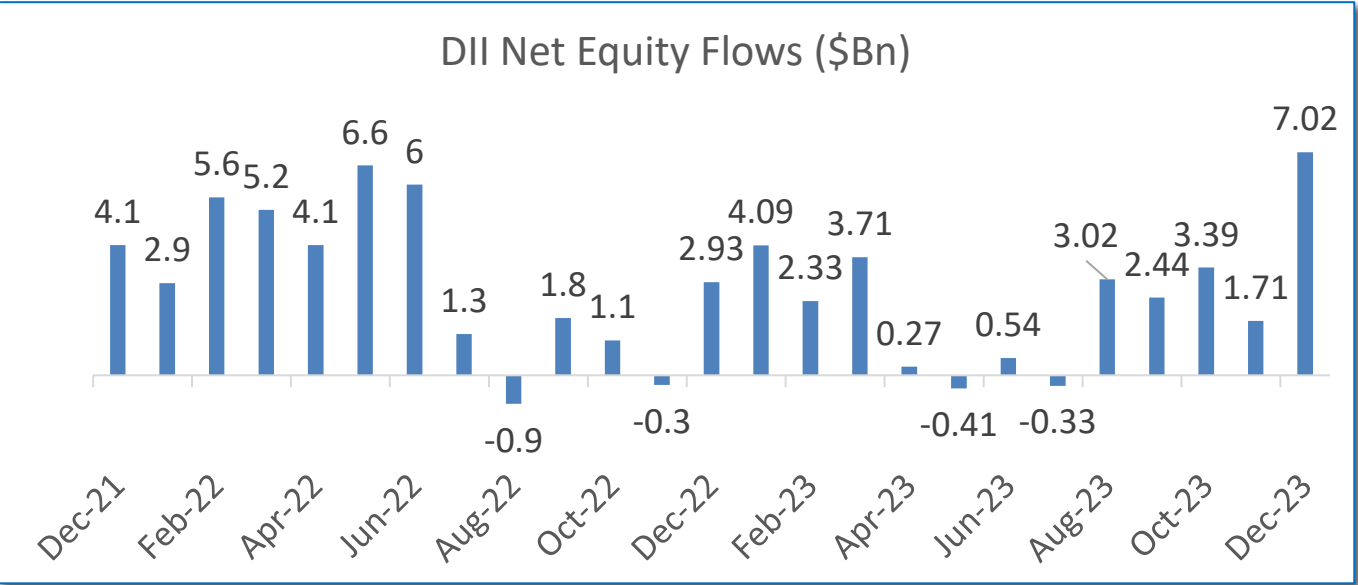
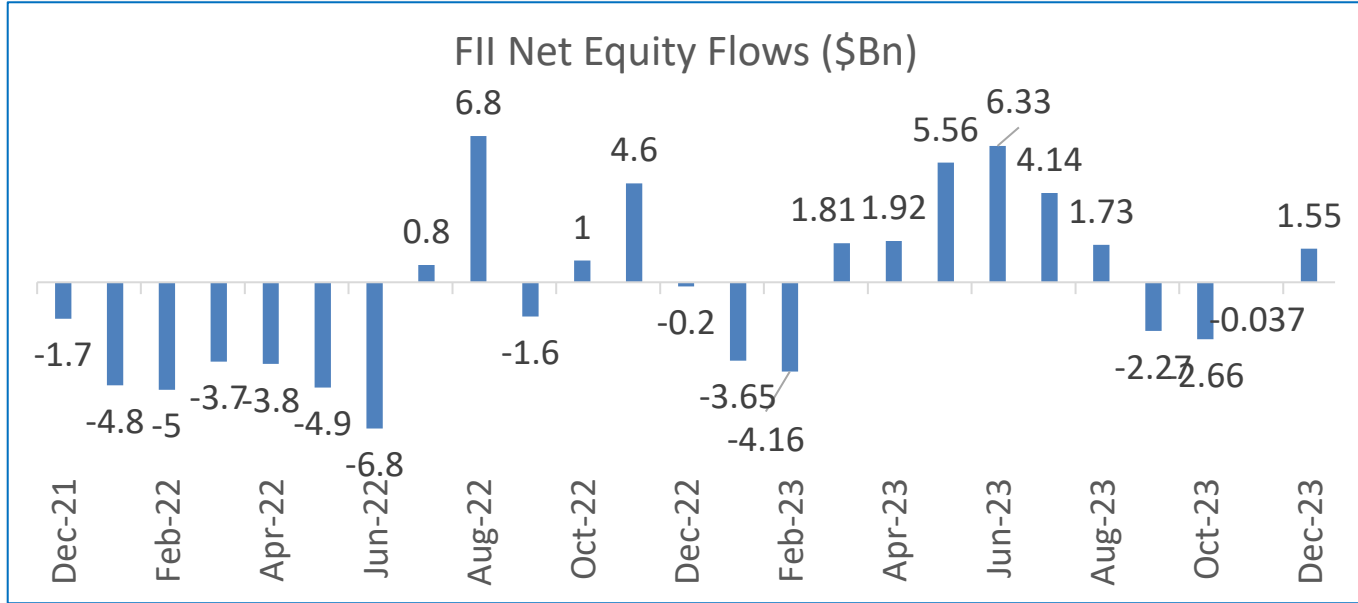
- All major sectors gained in 2023. Realty gained the most for the month.
- Realty (82%) and Auto (47%) made the highest gains while Bank (12%) was the lowest performer.
- The bulk of stock performance for banks was driven by earnings growth with little or no expansion in P/E multiples.



- 2023 was the year of mid and small caps.
- Mid-cap and small cap indices significantly outperformed the large cap index.

The image features a background of various financial market charts, including candlestick patterns and line graphs in shades of blue, red, and yellow. A semi-transparent grey horizontal band is positioned across the middle of the image. The word "FLOWS" is written in a bold, blue, sans-serif font, centered within this grey band.

FLOWS



- ❑ Foreign institutional flows were marginally negative in Nov 23.
- ❑ DIIs continued healthy inflows in third consecutive month.
- ❑ For FY23 the FII were net sellers with outflows of close to USD ~10 bn. While the DII inflows were robust at USD ~33 bn.
- ❑ For FY24TD, the FII flows is USD ~14.7 bn. And the DII flows is USD ~10.6 bn.

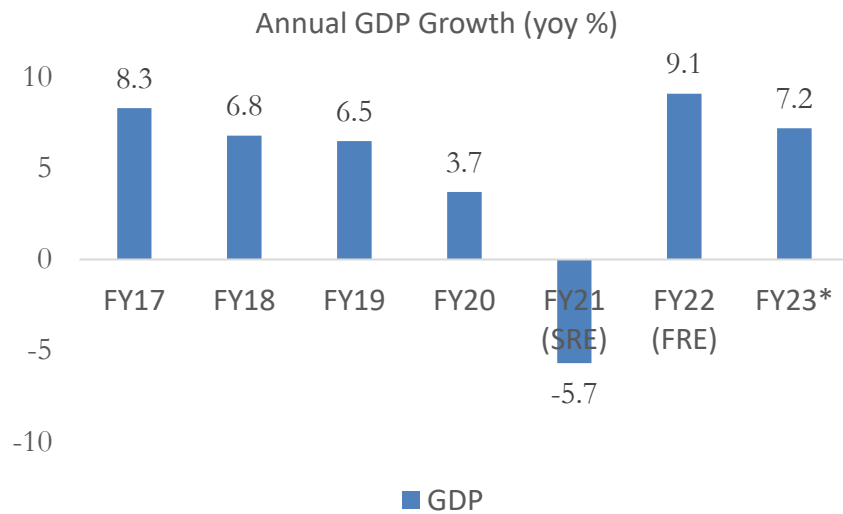
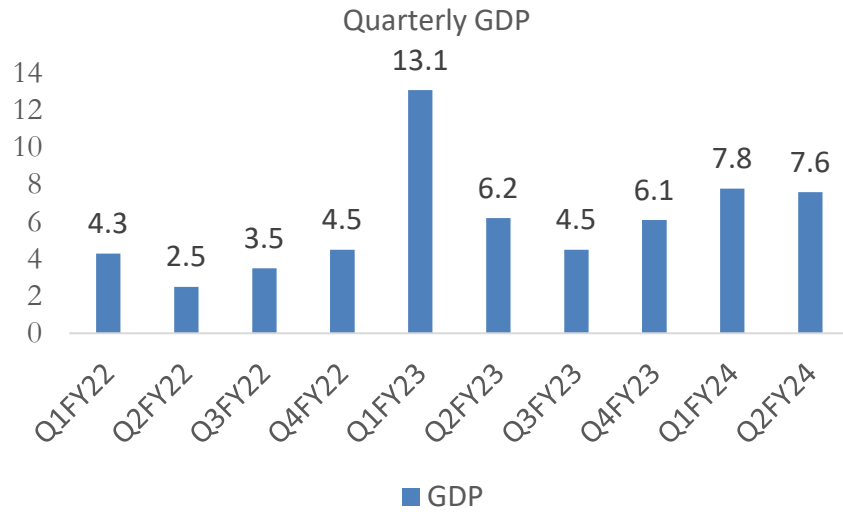


MACRO

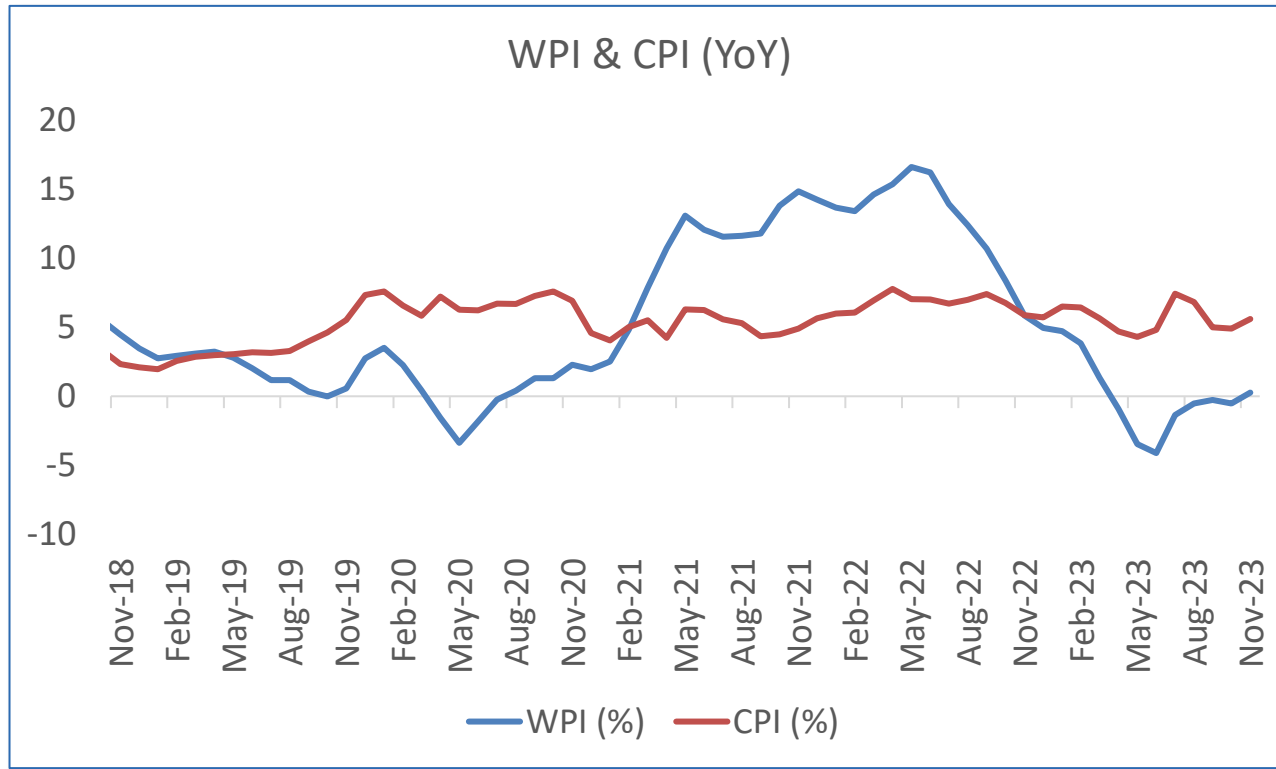
| Fiscal Year end | FY 14 | FY 15 | FY 16 | FY 17 | FY 18 | FY 19 | FY 20 | FY 21 | FY 22 | FY 23 | Latest* |
|-------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------|
| GDP Growth (%) | 6.6 | 7.2 | 7.9 | 7.9 | 7.3 | 6.1 | 4.2 | -7.4 | 4.5 | 7.2 | 7.6 |
| CPI Inflation (%) | 9.5 | 5.9 | 4.9 | 3.8 | 3.6 | 3.4 | 5.8 | 5.5 | 7 | 5.7 | 5.6 |
| Current Account (% of GDP) | -1.7 | -1.3 | -1.1 | -0.6 | -1.9 | -2.4 | 0.1 | -0.2 | -1.2 | -2 | -1.0 |
| Fiscal Deficit (% of GDP) | 4.5 | 4.1 | 3.9 | 3.5 | 3.5 | 3.4 | 4.6 | 9.3 | 6.7 | 6.4 | 6.4 |
| Crude Oil (USD/Barrel) | 107 | 53 | 39 | 60 | 58 | 65 | 23 | 59 | 111 | 80 | 78 |
| Currency (USD/INR) | 60 | 63 | 66 | 65 | 65 | 70 | 75 | 73 | 76 | 82 | 83 |
| Forex Reserves (USD bn) | 304 | 342 | 356 | 370 | 424 | 413 | 490 | 579 | 606 | 579 | 620 |
| GST collections (INR billion) | | | | | | | 1222 | 1239 | 1421 | 1601 | 1648 |

Source : Bloomberg

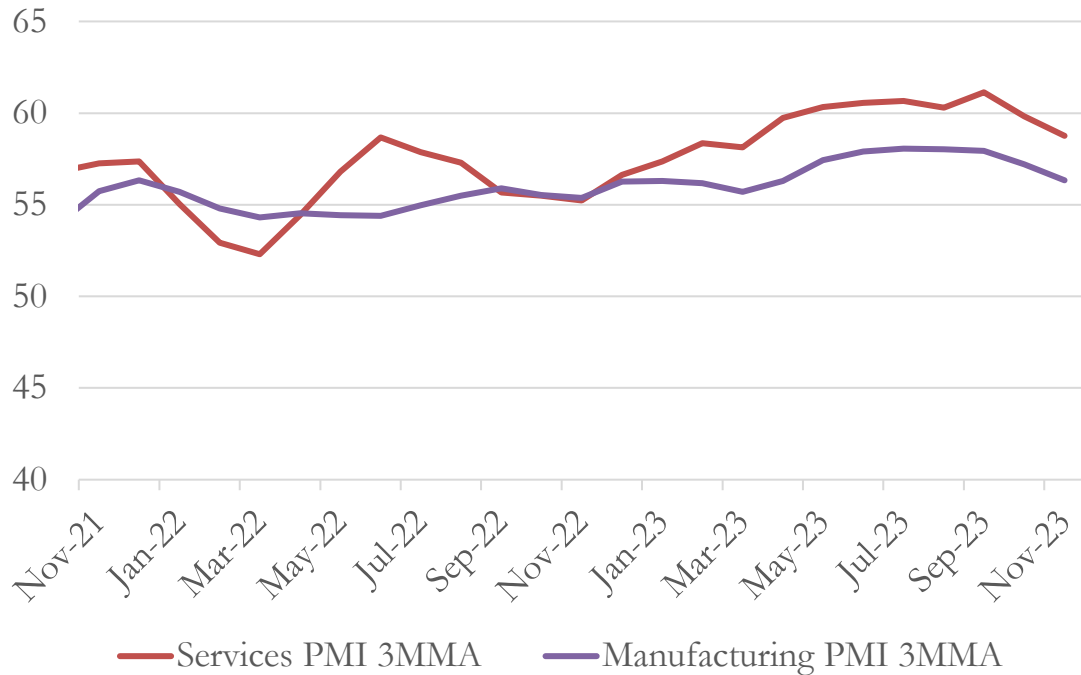
*GDP data for Q2FY24, Current Account and Fiscal Deficit data is as of FY23, CPI data as on 30-Nov-2023, Crude oil, Currency, Forex Reserves and GST collections as on 31 Dec 2023



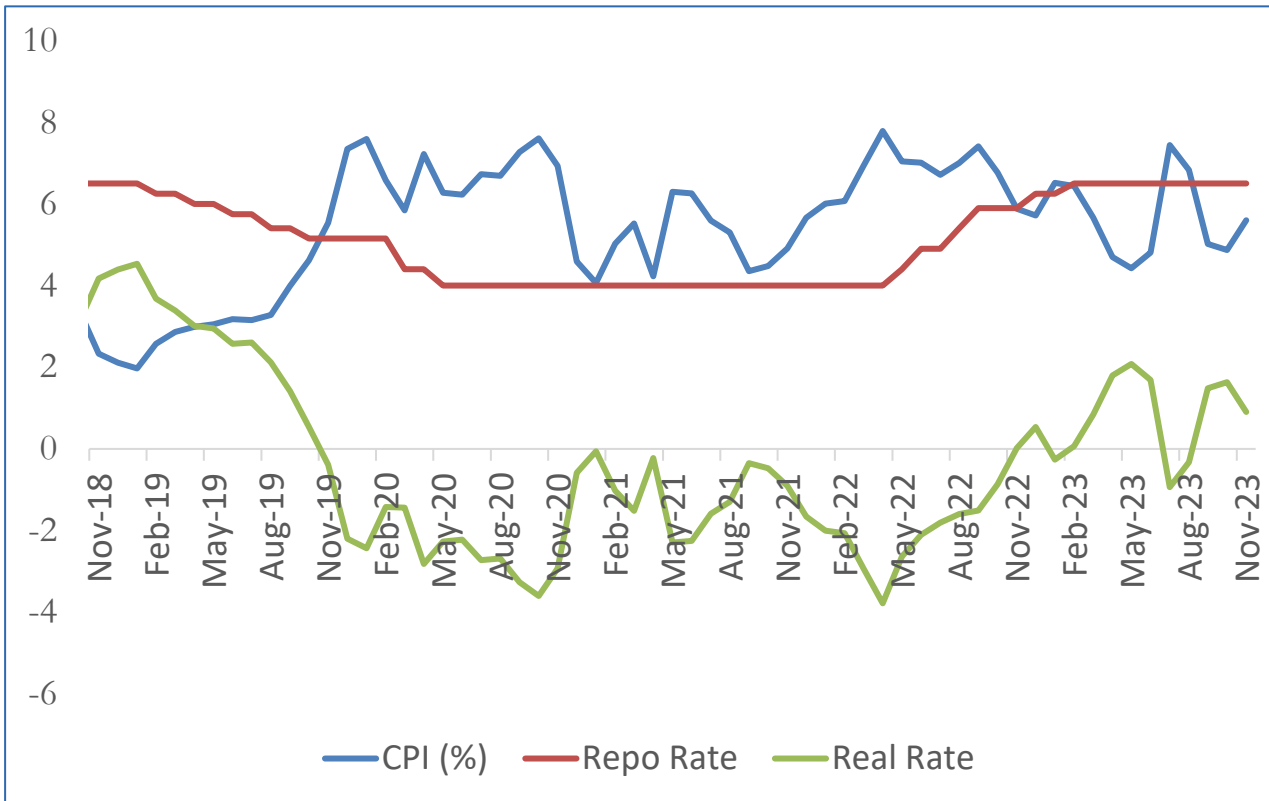
- 4QFY23 real GDP growth improved to 6.1% (3QFY23: 4.5%), led by investment (GFCF) growth at 8.9% and a sharp improvement in net exports. Private consumption growth remained weak at 2.8% (3QFY23: 2.2%).
- India’s economic growth accelerated in Q1FY24 to 7.8%, a supportive base along with continued strength in services and construction activities supported the growth.
- India’s economic growth-maintained momentum in Q2FY24 to 7.6%, mainly driven by investments and government consumption. This was supported by higher capital expenditure at both the central and state government level.



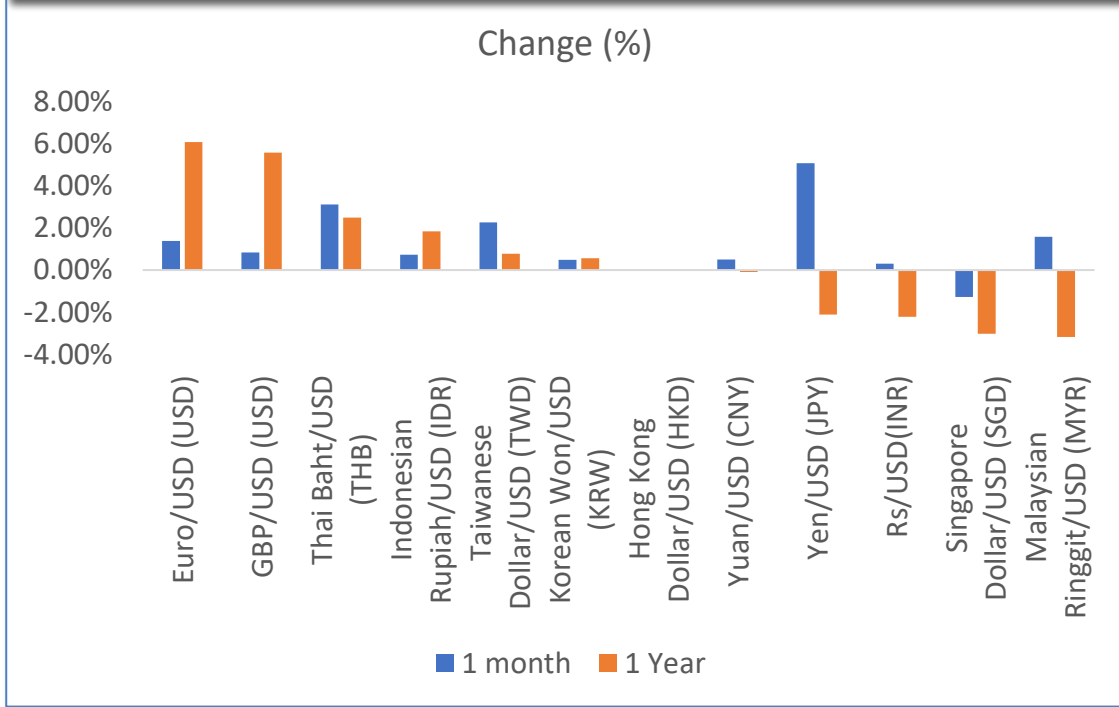
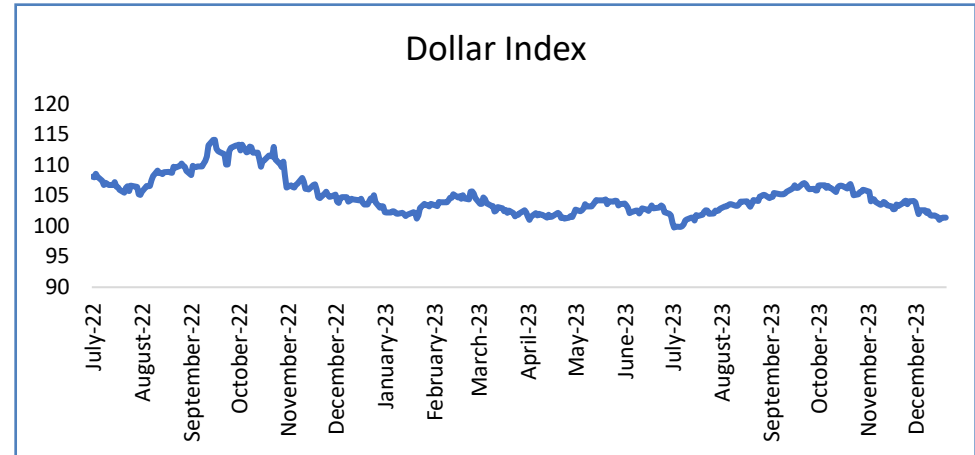
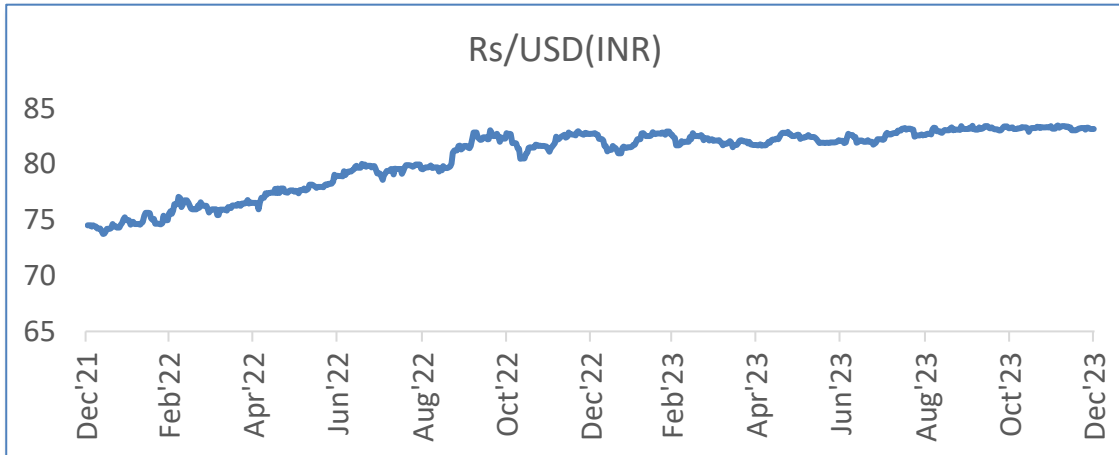
- India’s retail inflation ranged from 4.31% to 7.44% YoY for the year. The inflation breached the RBI’s tolerance band for 4 out of 11 months.
- Food and beverages inflation was the primary driver for the inflation.
- India’s Wholesale price-based inflation ranged between -4.12% to 4.73% YoY. WPI was in deflationary zone for 4 out of 11 months of 2023.



- ❑ India's Manufacturing PMI was in the expansionary zone throughout the year with ranging between 55.3 to 58.7.
- ❑ India's Services PMI was in the expansionary zone throughout the year with ranging between 56.9 to 62.3.
- ❑ India's industrial activity saw positive YoY growth for every month in 2023.

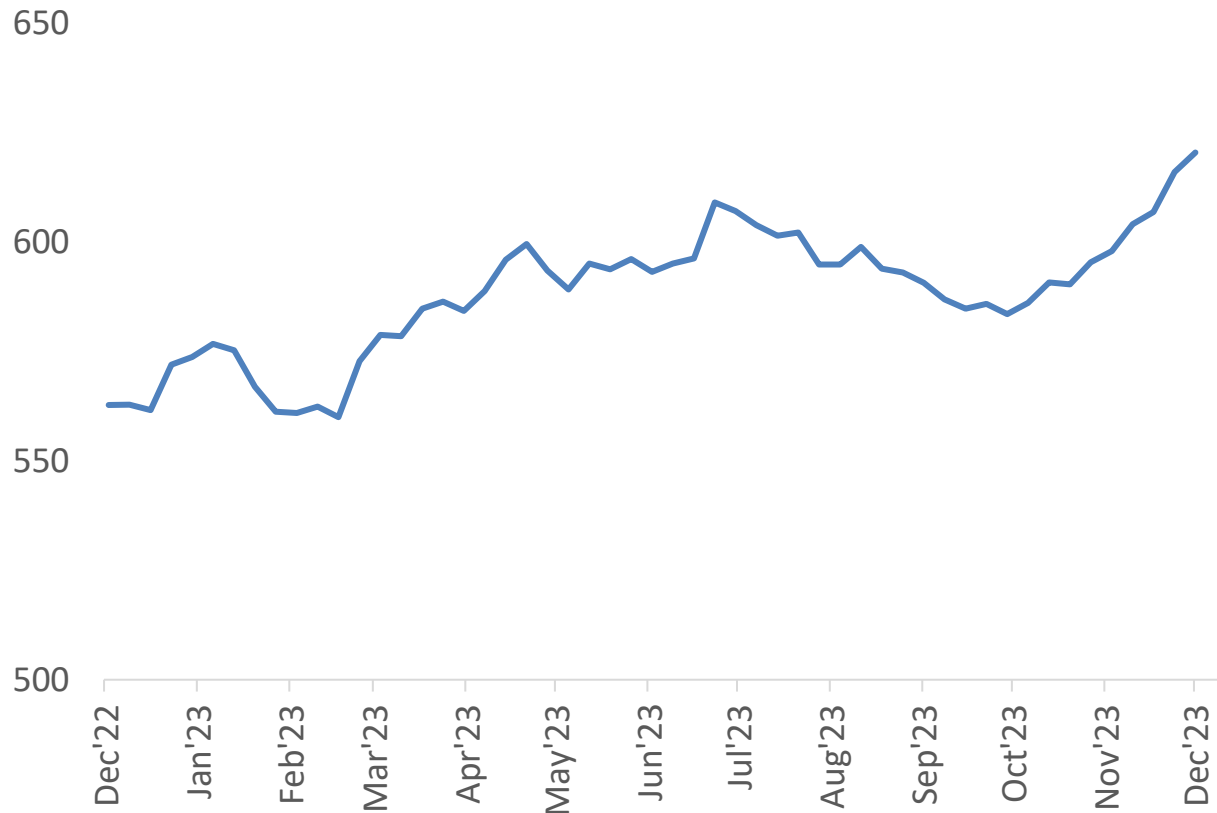


- ❑ After 5 rate hikes of a total of 225 bps in 2022, there was 1 rate hike of 25 bps in 2023.
- ❑ RBI continued to maintain the stance as withdrawal of accommodation.
- ❑ Real rates were in the positive territory for most of the year (8 out of 11 months).
- ❑ RBI revised its Real GDP forecast upwards at 7.0% for FY24.
- ❑ RBI maintained the CPI projections for FY24 at 5.4%.



- ❑ After depreciating by ~10% against USD in 2022, 2023 was a better year for INR (-2.22%) .
- ❑ Rupee depreciated to its lowest level in 2023 amidst a narrowing yield differential with US, slowing FPI flows and a rise in oil prices.
- ❑ RBI’s FX intervention expected to continue to reduce volatility in rupee going ahead.

Foreign Exchange Reserves (USD Billions)



- Foreign exchange reserves rose to USD 620 bn in Dec 23 from USD 562 bn in Dec 22.
- The central bank intervenes in the spot and forwards markets to prevent runaway moves in the rupee.
- Apart from the central bank's intervention, changes in foreign currency assets, expressed in dollar terms, include the effects of appreciation or depreciation of other currencies held in the RBI's reserves.

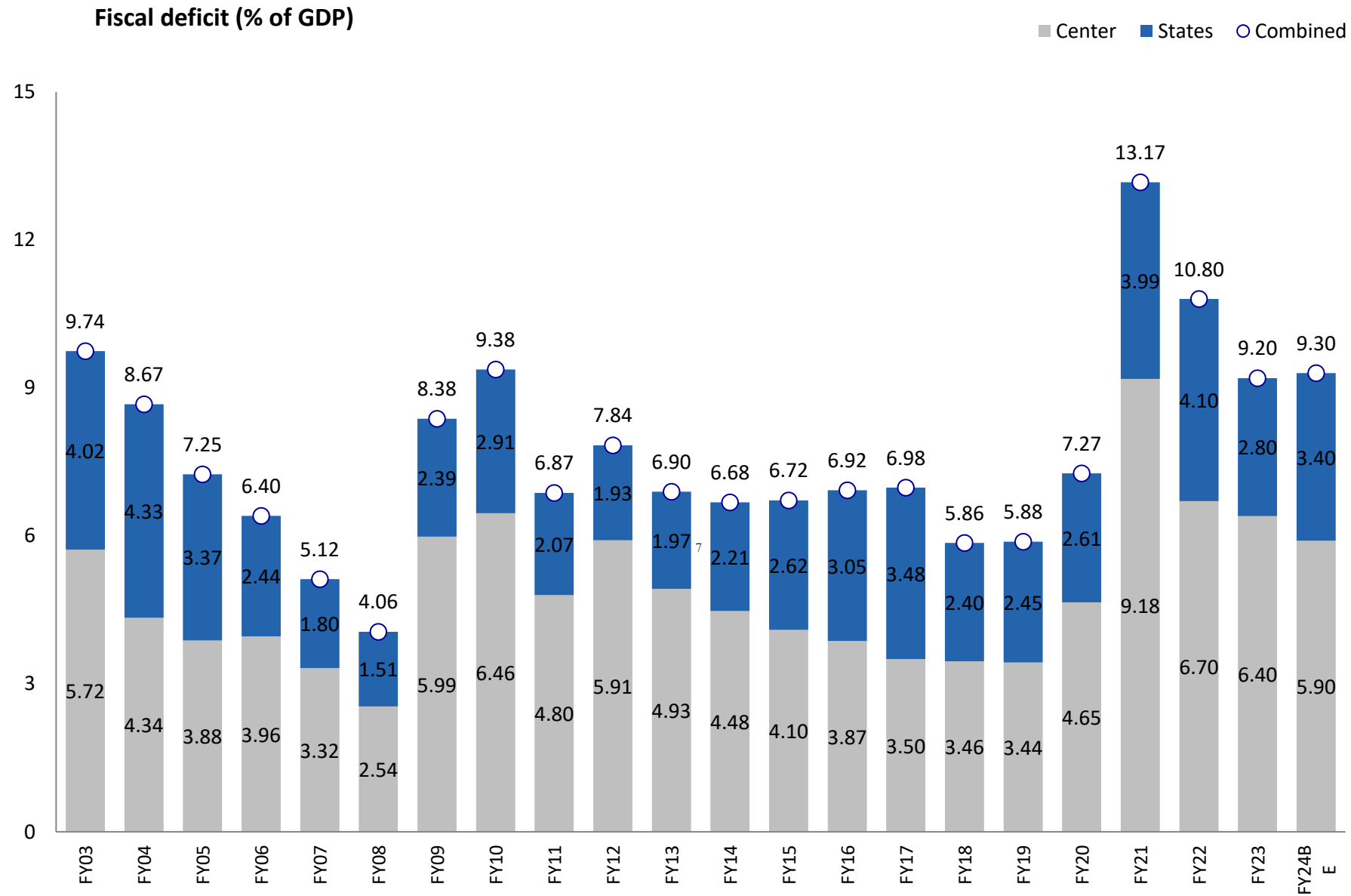
Brent Spot (US\$/barrel)



- Oil prices were very volatile for the year and traded between 71.5 – 97.8 USD/barrel before ending the year at 77.6 USD/barrel.
- Oil prices for the year were majorly impacted by Russia Ukraine war, OPEC+ output, demand from US and China and middle east conflict.
- Crude prices remain critical for India as they directly affect the country's macro parameters much more than the other emerging markets

| Country | Rate | Central Bank Rate | CPI YoY | Real Rates |
|-------------|-----------------|-------------------|---------|------------|
| US | Fed funds | 5.38% | 3.1% | 2.28% |
| UK | Bank Rate | 5.25% | 3.9% | 1.35% |
| Canada | Overnight | 5.00% | 3.10% | 1.90% |
| Switzerland | Target Rate | 1.75% | 1.40% | 0.35% |
| Eurozone | Deposit rate | 4.00% | 2.40% | 1.60% |
| Japan | Policy rate | -0.10% | 3.30% | -3.40% |
| Australia | Cash rate | 4.35% | 4.90% | -0.55% |
| South Korea | Repo rate | 3.50% | 3.30% | 0.20% |
| Taiwan | Discount rate | 1.88% | 2.90% | -1.02% |
| China | Loan Prime rate | 3.45% | -0.50% | 3.95% |
| India | Repo rate | 6.50% | 5.60% | 0.90% |
| Russia | Key Policy rate | 16.00% | 7.50% | 8.50% |

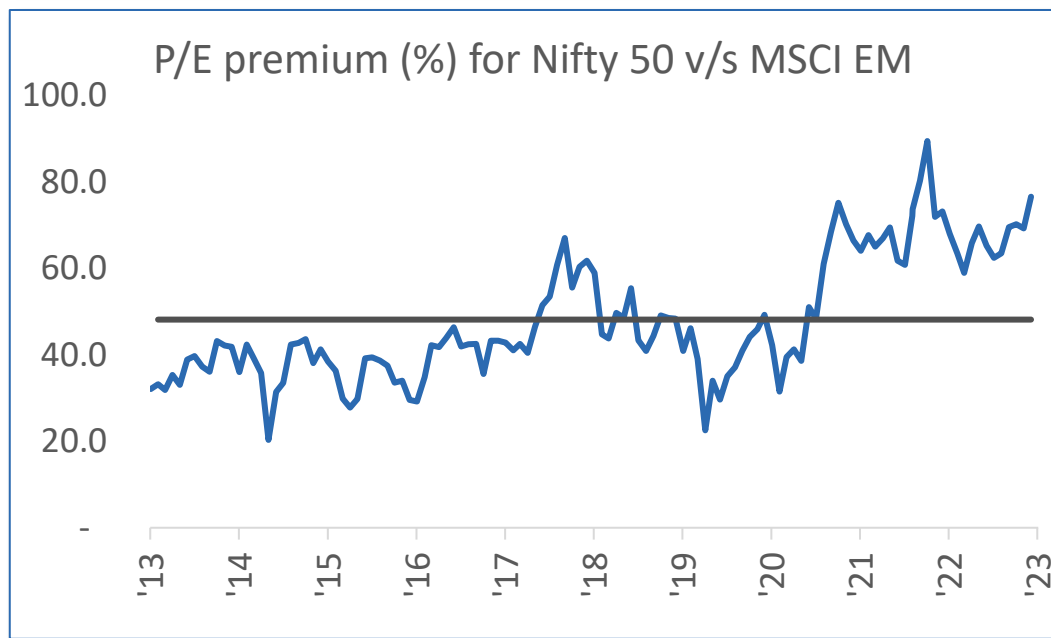
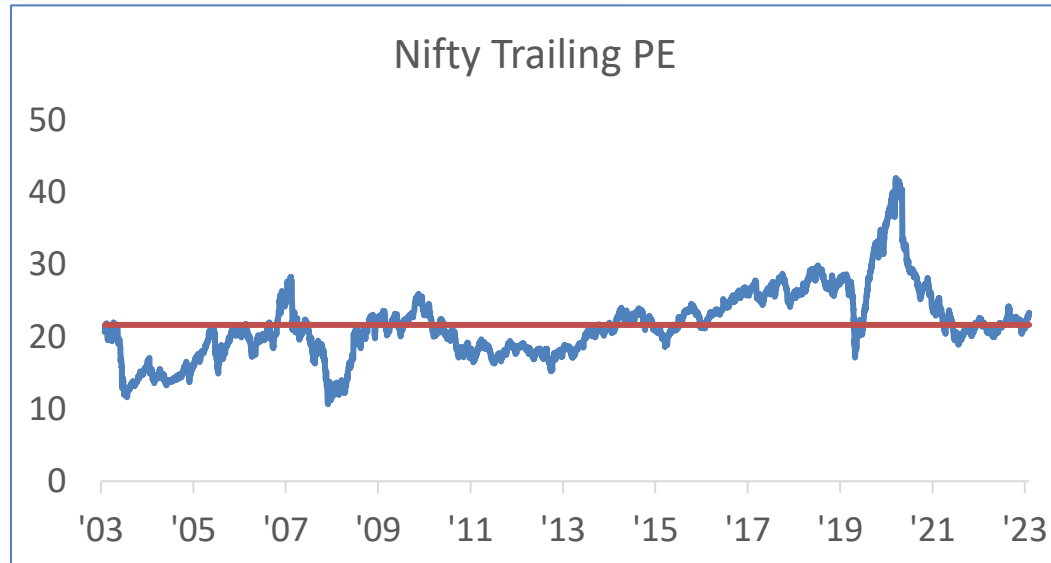
- ❑ Global central banks continued with policy tightening in 2023.
- ❑ **US Fed** - After 7 rate hikes of a total of 425 bps in 2022, there were 4 hikes of a total of 100bps in 2023.
- ❑ **BOE**- After 8 rate hikes of a total of 325 bps in 2022, there were 5 hikes of a total of 175 bps in 2023.
- ❑ **ECB** - After 4 rate hikes of a total of 200 bps in 2022, there were 6 hikes of a total of 200 bps in 2023.



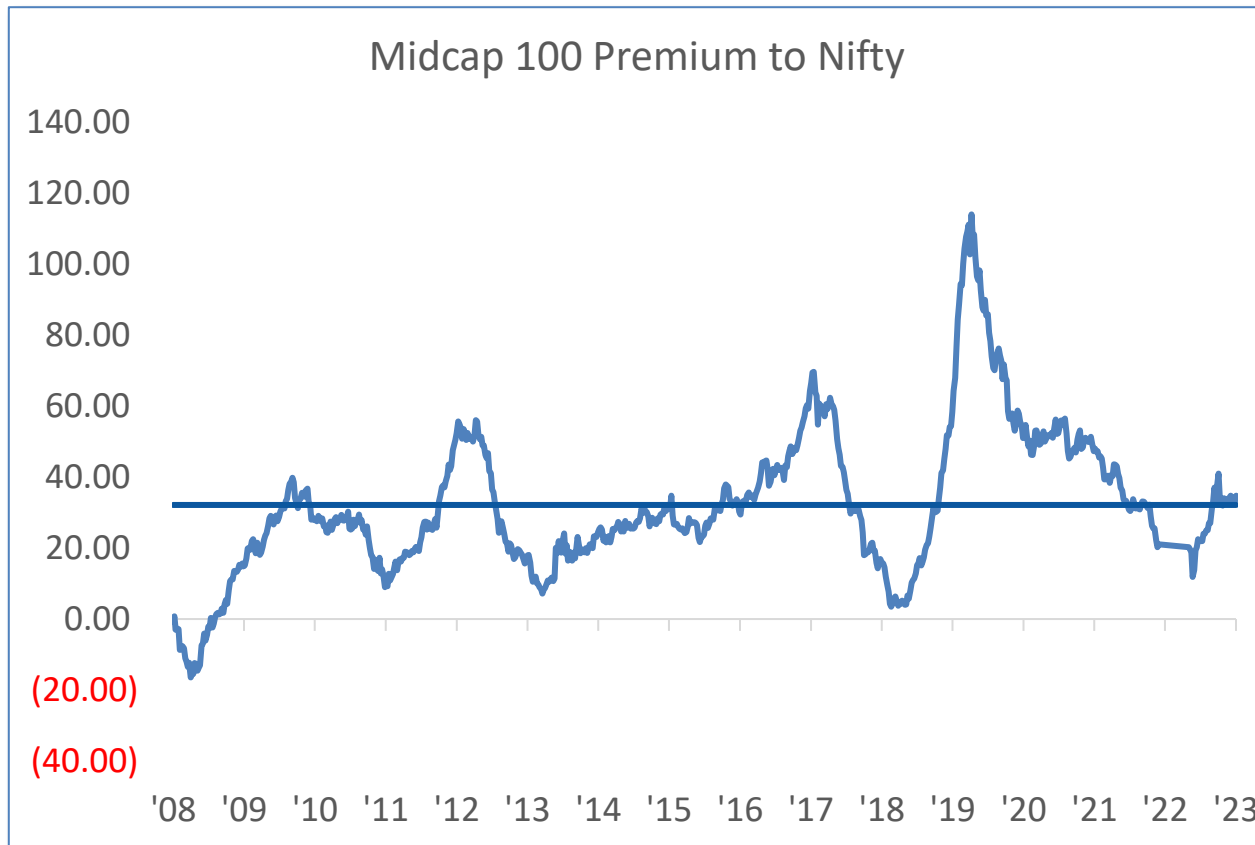
- The revised estimate or the budget deficit for FY23 was pegged at 6.4 per cent.
- The government reiterated its stated objective of bringing down the Fiscal to 4.5% of GDP by FY26.
- This budget takes a step in that direction with the proposed reduction of 50bps down to 5.9% of GDP for FY24.

The background of the image is a blurred financial market chart. It features a grid of horizontal and vertical lines. Overlaid on this grid are several data series: a prominent blue line that peaks and then declines, a yellow line that trends upwards, and a red line that fluctuates. There are also vertical bars in blue and red, resembling a candlestick chart. The overall color palette is dark with highlights in blue, yellow, and red.

VALUATION



- ❑ 1-year forward PE stands at 20x, higher than the historical average.
- ❑ Expected earnings for FY24 is 15.0% and FY25 is at 15.8%
- ❑ Over the last 12 months, the Nifty 50 (20.03%) has outperformed the MSCI EM index (10.27%).
- ❑ In P/E terms, the Nifty 50 is trading at 77% premium to the MSCI EM index, above its historical average of ~48%.
- ❑ The premium however has reduced from peak of 80-85% about twelve months back.
- ❑ Stable macros, broad based earnings growth and robust banking/corporate sector health driving the premium. Risk from electoral event has reduced post recent state election results
- ❑ Crude price remains a key risk but chances of escalation in the Middle East conflict seems to be contained



- ❑ The headline valuations for Nifty Midcap 100 suggest that we are in an acceptable zone which can act as a platform for the broader markets to continue to do well in the current economic scenario.
- ❑ Midcaps in a growing market with market leadership and low leverage may be considered on par with large caps.
- ❑ Broad-based economic recovery (investment cycle revival) would also result in more investment opportunities in mid and small caps.

The background of the slide is a blurred image of financial charts, including candlestick patterns and various colored lines (blue, red, green, yellow) on a grid, representing market data.

2024 outlook

Inflation poses a common challenge to the Global Economy

Bringing inflation down without causing too much collateral damage to economy and labour markets

Although inflation has moved down from its peak, its still way above the target

Monetary Policy to tackle inflation

The direction of monetary policy in advanced economies is increasingly unambiguous now:

- Bringing down inflation within target range
- Avoiding a wage-price spiral
- Bringing consistency in inflation expectations

| | | |
|-------------------------------------|--|---|
| <p>Sharp Slowdown in US/UK/EU</p> | <p>Earnings: Impact likely, especially in sectors with global linkages offset slightly by lower input costs</p> <p>Valuation: Premium can sustain but risk-off will reduce absolute valuations</p> | <p>Earnings: Impact on global sectors, cushion in input prices</p> <p>Valuation: Premium can reduce meaningfully as flows to China increase</p> |
| <p>Gradual Slowdown in US/UK/EU</p> | <p>Earnings: Limited impact on India's GDP/Profit Growth</p> <p>Valuation: Growth Premium will sustain</p> | <p>Earnings: Limited impact, some impact on commodity prices</p> <p>Valuation: Premium will shrink although absolute valuations might sustain</p> |
| | <p>Slow Recovery in China</p> | <p>Sharp Recovery in China</p> |



Sweet Spot

Positive

Fundamentals

Banks, Capital goods,
Manufacturing



India has outperformed given the expectation of strong earnings momentum this quarter.



Corporate earnings downgrade risk has reduced.

Pharma/Healthcare

- Banks and Capital goods lead the positive earning upgrade cycle.

- Urban consumption after significant growth in 2022 is slowing due to impact of inflation and interest rates. In contrast, rural consumption is picking up, albeit gradually. Pharma recovery underway especially in US generics

Neutral

IT, Rural
Consumption

- Sectors with topline risk (e.g. IT, FMCG) have stabilized; margins to be supported by lower input costs or easing attrition & wage pressure.

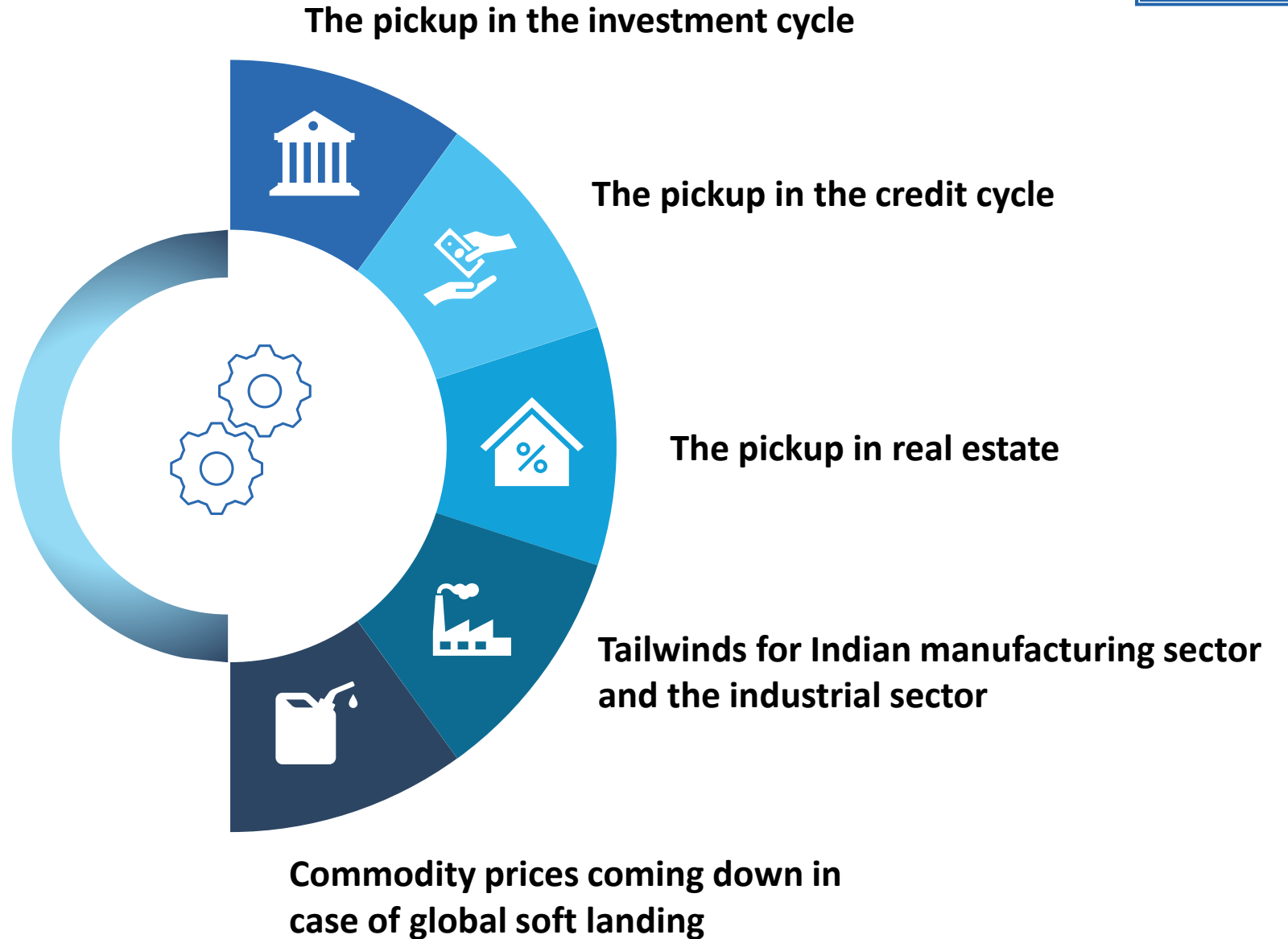
Urban consumption,
Commodities



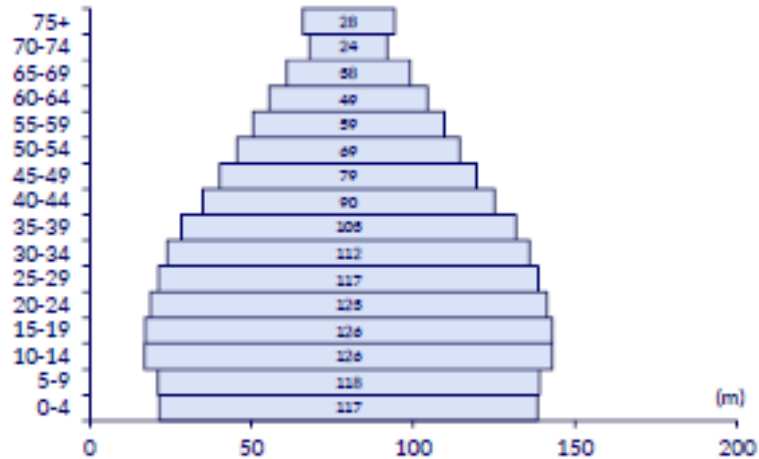
The biggest risk to the market of crude prices has eased as chances of spreading of the conflict in Middle East appears less. This could sustain India's valuation premium

Negative

The longer term drivers of earnings in India



India population pyramid - 2020



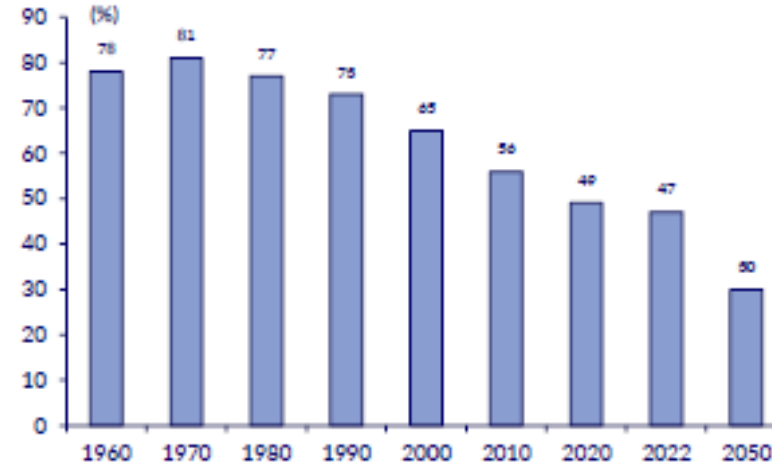
Source: UNDP, CLSA

Working age population projection for India



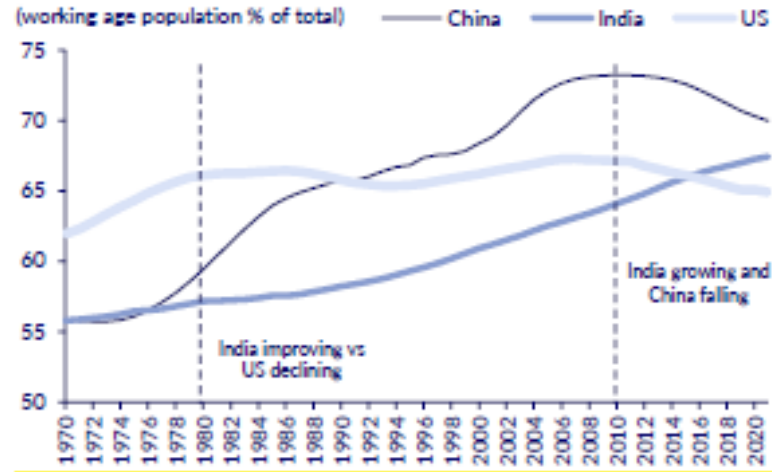
Source: UNDP, CLSA

India's dependency ratio



Source: World Bank, CLSA

India's working age population in comparison to China and the US



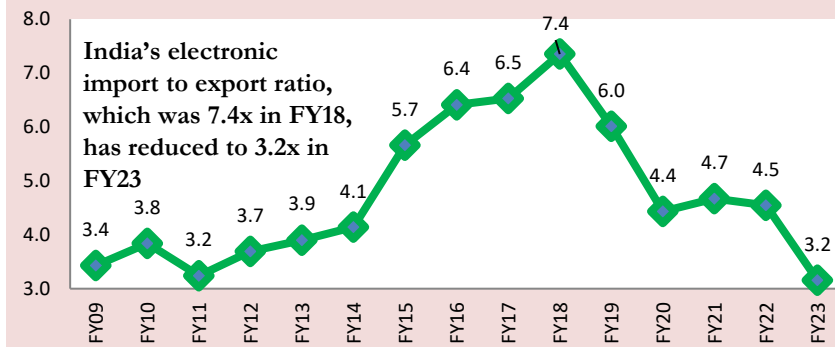
Source: UNDP, CLSA

- India's dependency ratio (children and elderly population / total population) has consistently fallen from 73% in 1990 to 47% in 2022. It is expected to further fall to 30% in 2050.
- India's working population has been on a steady increase while US and China are facing a decline.

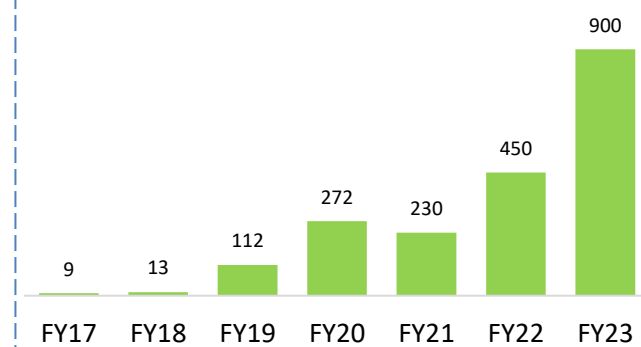
PLI should attract total capex of ~Rs.4.4tn over next 4-5 years and could fast-track the capex plans of private sector by at least two years

| Category | Overall PLI Incentive committed (Rs. Bn) | Committed/ Likely Investment/ Capex (Rs. Bn) | Asset Turnover (x) | Incremental Revenue over 5-year period (Rs. tn) | Employment (Direct + Indirect) | Duration |
|--|--|--|--------------------|---|--|------------|
| Mobiles/Electronics | 410 | 110 | ~25x | 10.5 | 5,00,000 | FY22-FY27 |
| Pharma | 150 | 100 | | | | |
| Pharma – API/KSM | 69.4 | 54 | ~3x | 2.9 | 1,00,000 | FY21-FY29 |
| Pharma - Medical Devices | 34.2 | 9 | | | | |
| White Goods & LED | 62 | 79 | 3-4x | 1.7 | 4,00,000 | FY22-FY27 |
| Solar PV | 45 | 175 | ~4x | 3.5 | 1,50,000 | 5 years |
| Telecom | 122 | 30 | ~20x | 2.4 | 40,000 | FY22-FY27 |
| Food | 109 | 61 | ~4-5x | 1.2 | 2,47,730 | FY22-FY27 |
| Automobile & Auto Components and drone | 261 | 425 | ~4-5x | 2.3 | 7,50,000 | FY23-FY28 |
| IT Hardware 2.0 | 243 | 48 | ~20x | 3.3 | 2,25,000 | FY21-FY25 |
| Speciality Steel | 63 | 400 | ~1x | 2.0 | 5,25,000 | FY23-FY28 |
| Textile | 107 | 190 | ~3x | 3.0 | 7,50,000 (2,40,134 Direct Employment) | FY23-FY28* |
| EV Battery | 181 | 450 | ~1x | ~2.2 | - | FY23-FY28 |
| Semiconductor | 760 | 2300 | ~0.4x | ~4.6 | 1,35,000 | FY23-FY27 |
| Specified Electronic Components (Round -2) | 21 | - | - | - | - | - |
| Total | 2,638 | 4,451 | | 39.6 | 38,22,730 | |

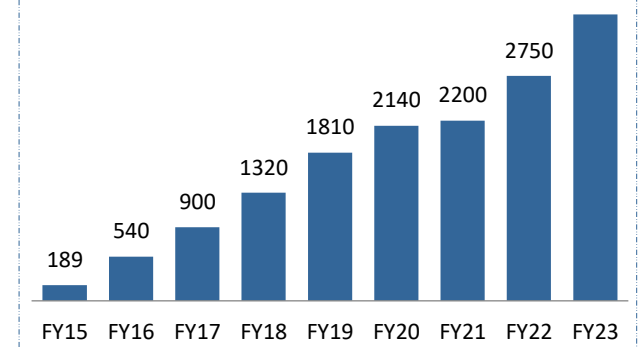
India's Electronic Sector Import to export Ratio (%)



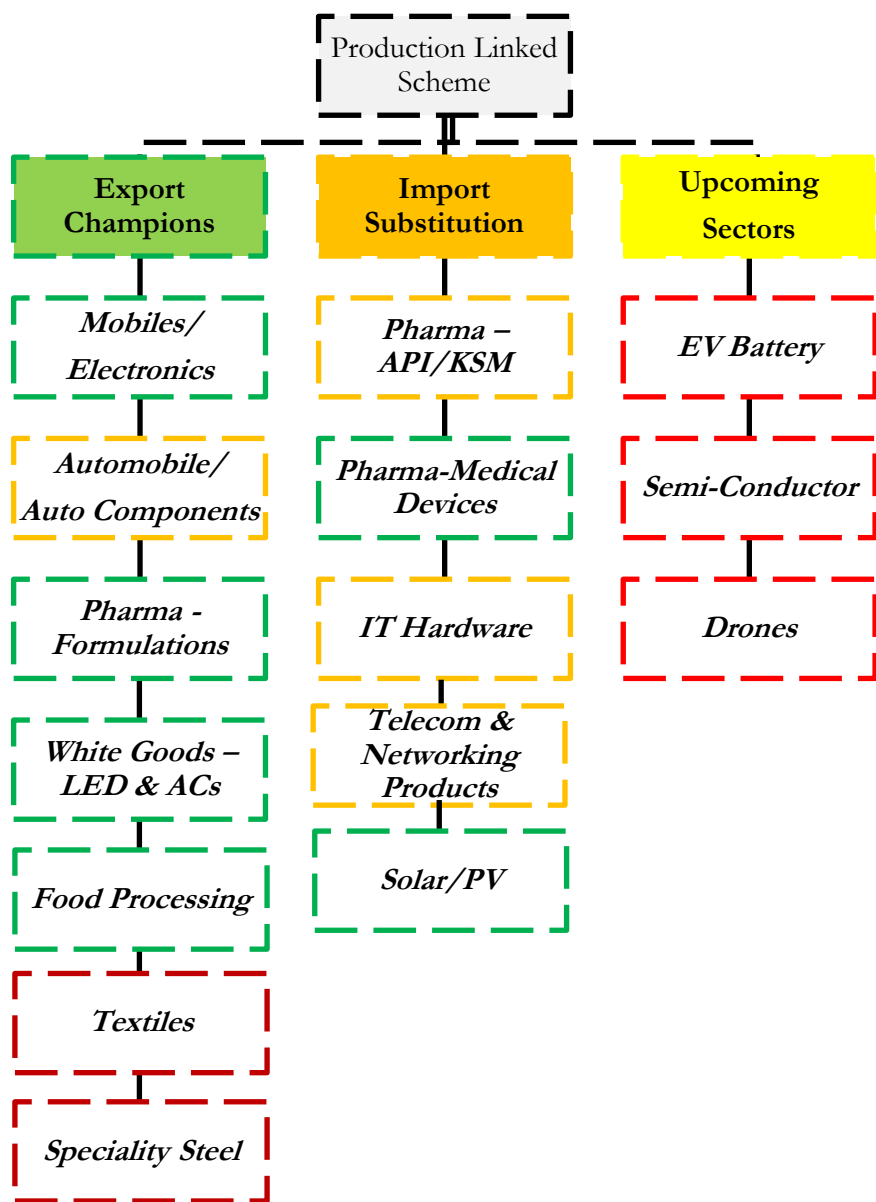
Mobile Phone Exports from India (Rs. Bn)



Mobile Production (Rs. Bn)



Source: Sector PLI Gazette Notification, News Article, Avendus Spark Research, * current PIB notice has not mentioned the specific year, Dependency Ratio = Export/Imports



FDI inflows related to PLI sectors

| FDI | Sectors (\$, mn) | | | | Growth | |
|---------------------------------|------------------|-----------|---------|---------|-------------------------|---------|
| | FY18-FY20 | FY21-FY23 | Q1 FY23 | Q1 FY24 | FY21-FY23 vs. FY18-FY20 | Q1 FY24 |
| Automobile Industry | 7,537 | 10,533 | 691 | 405 | 40% | -41% |
| Drugs and Pharmaceuticals | 1,794 | 4,963 | 497 | 90 | 177% | -82% |
| Non-Conventional Energy | 4,044 | 4,898 | 949 | 735 | 21% | -23% |
| Chemicals, excl Fertilizers | 4,346 | 3,663 | 960 | 186 | -16% | -81% |
| Electrical Equipment | 2,037 | 3,005 | 196 | 137 | 48% | -30% |
| Food Processing Industries | 2,438 | 1,999 | 680 | 830 | -18% | 22% |
| Telecommunications | 13,325 | 1,773 | 386 | 618 | -87% | 60% |
| Electronics | 1,071 | 1,332 | 509 | 97 | 24% | -81% |
| Information and Broadcasting | 2,714 | 932 | 730 | NA | -66% | NA |
| Textiles Incl Dyed, Printed | 976 | 701 | 164 | 155 | -28% | -6% |
| Mining | 459 | 681 | 618 | 235 | 48% | -62% |
| Medical and Surgical Appliances | 516 | 674 | 256 | 177 | 31% | -31% |

Recent updates on Production Linked Scheme

Investment in electronic manufacturing under PLI

The production-linked incentive (PLI) scheme for large-scale electronics manufacturing has attracted investments of Rs. 69bn till June 2023. The number has breached the ministry’s target which had aimed for an investment of Rs. 55bn till the end of FY24.

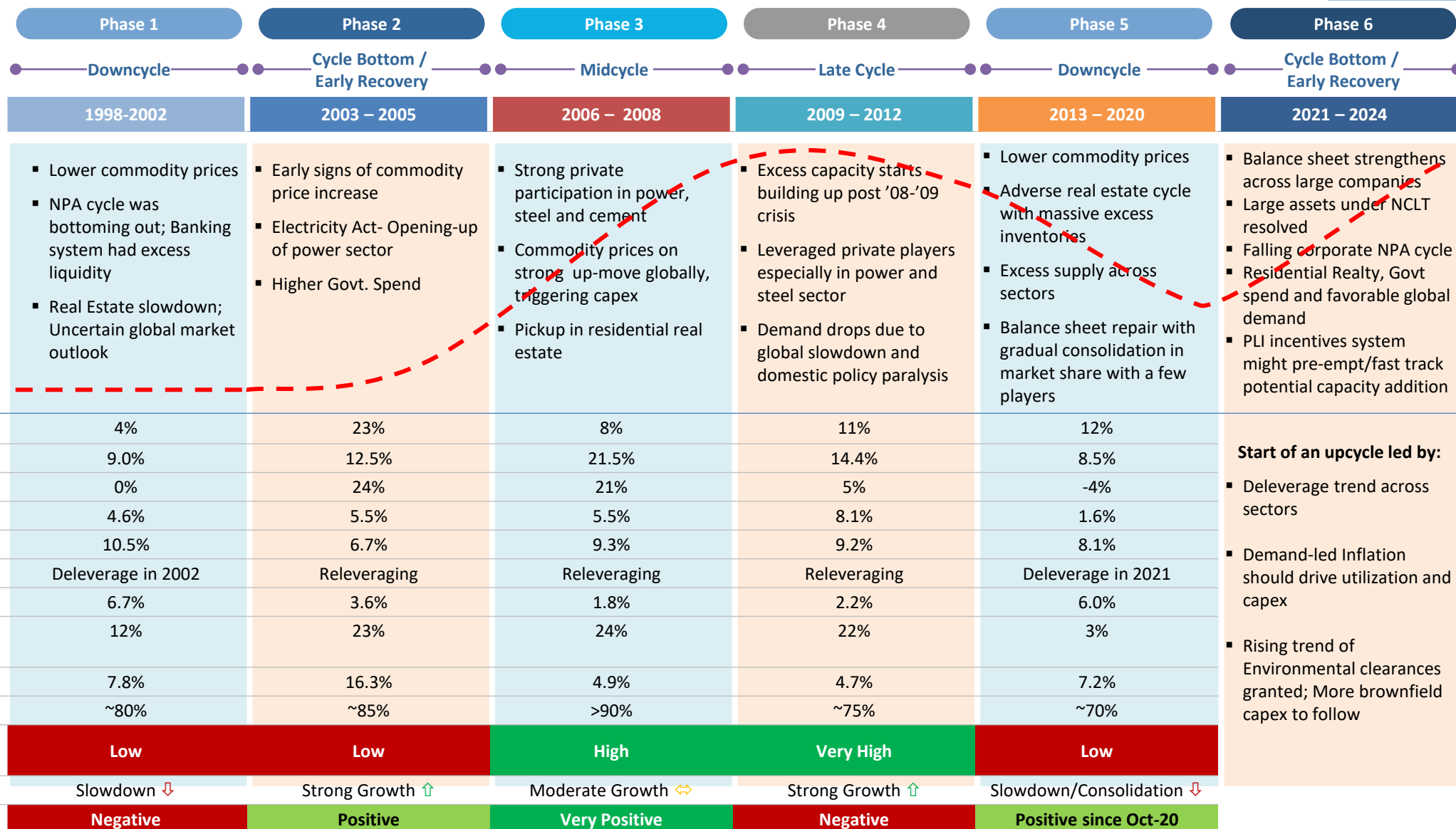
Disbursement under PLI

Incentives amounting to Rs. 29bn have been disbursed in FY23 under PLI schemes for eight sectors, which include large-scale electronics manufacturing, IT hardware, bulk drugs, medical devices, pharmaceuticals, telecom and networking products, food processing, and drones and components.

The commerce ministry is projecting a near-350% jump in disbursements to Rs. 130bn, significantly higher than the Rs. 29bn crore given so far.

Imports Substitution/Investment in Semi-Conductor

As many as 27 companies, including Dell, HP, and Lenovo, have been given approval for the IT hardware PLI scheme with a commitment to make personal computers, laptops, tablets, servers and other equipment worth USD 42 bn during the scheme period.



Note: Government Capex is the Central & State Government spend CAGR during the specific periods, GFCF – Gross fixed capital formation; Metal price is USD price of Copper and Steel; WPI – Average inflation during that period; Cost of debt is 10 yr AAA corporate bond yield; Capacity Utilization is average utilization of steel, cement and aluminum capacity ; Source: RBI, Ministry of Commerce, Avendus Spark Research

Active exposure in Mid & Small Caps to capitalise on investment cycle led economic growth

Actively seeking GARP opportunities (Value with Triggers, Earning Upgrade Cycle) on bottom-up basis; valuation discipline key in high interest rate regime

BALANCED PORTFOLIO STRATEGY TO CAPTURE THE ECONOMIC CYCLE

- ❑ Balanced portfolio strategy to capitalise on the various pockets of strong earnings recovery and outlook
- ❑ Drivers of growth cutting across manufacturing, capital goods, power and real estate
 - Recovery in investment cycle led by healthy cash flows in the corporate sector and government's counter-cyclical fiscal policy makes us incrementally positive on the industrial/capital goods sector leading us to progressively increase the exposure to this segment.
 - Recovery in power demand, capex in generation (renewable + thermal) and transmission implies over-weight stance on the associated sectors/stocks.
 - In Financials, after a period of margin expansion and lowering credit costs, growth will normalise. Mid/small caps re-rating has been significant in last 6-12 months, future upside likely to be more bottom-up based on execution as regulatory changes on unsecured lending reduces the growth differential vs. large banks. Large cap banks still reasonably priced.
 - With an increasing number of companies seeking digital solutions, IT spends have gone up structurally. Global uncertainty over next 6 months however has led us to be on the sidelines even though the sector underweight on IT has come down slightly in portfolios. Gradual interest rate cuts could support sector valuations.

- We are positive on general broad market direction driven by the Investment cycle and manufacturing recovery. The risk-reward in large caps is now reasonably attractive vis-a-vis mid and small caps. Some consolidation in mid and small caps over the next 6 months or so is probable and will be healthy
- The forward PE for nifty is about 20x which is 5-10% higher than the 10-year average. The reason for this premium is because of the quality of growth which is now being led by investment and manufacturing revival that provides greater sustainability.
- In addition, gradual global slowdown puts India in a sweet spot due to
 - I. Higher economic growth vs. EMs/China and
 - II. Lower commodity prices which protects Indian corporate sector's margins

- Global
 - War in Ukraine and Middle east
 - Elections around the world add to geopolitical uncertainty
 - Potential for a hard landing in the US, stagnation in the EU, and slowing growth in China

- Domestic
 - Energy Prices
 - General elections
 - the global risks of a sharp slowdown (as a result of high interest rates) which coupled with any financial accidents can cause a contagion and will be a risk-off event for the EMs

THANK YOU

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