



Hurdles over; ready for a dream run

Amnish Agarwal amnishaggarwal@plindia.com 91-22-6632 2233

THIS PAGE IS INTENTIONALLY LEFT BLANK

June 12, 2024

Top Picks

Large Cap

HDFC Bank
ICICI Bank
ITC
Larsen & Toubro
Max Healthcare Institute
Maruti Suzuki
Reliance Industries
Siemens

Mid / Small Caps

Astral Ltd.
BEML
Can Fin Homes
Eris Lifesciences
Praj Industries
R R Kabel
Sunteck Realty
TCI Express

Exhibit 1: Model Portfolio v/s Nifty

Returns	Model Portfolio	Nifty	Perf.
Since Nov'18	140.92%	116.70%	24.22%
Since Last Report	5.69%	5.51%	0.18%
Since Apr'23	41.6%	31.72%	9.92%

Source: PL

Amnish Aggarwal

amnishaggarwal@plindia.com | 91-22-66322233

Hurdles over; ready for a dream run

NIFTY has given 5.5% returns since our last strategy report although it went extreme volatility around Lok Sabha elections and FII selling of Rs450bn as SIP led domestic buying of Rs892bn more than negated the impact. Elections are over and India just survived 2004 kind of upset fueled by re-emergence of caste-based politics, huge promise of freebies and impact of social media in setting the narrative. While we have an NDA govt in place with support of ~300 MP's, it is not a single party majority Govt. While India saw 25 years of coalition rule before 2014, the success of BJP and PM Modi in running a minority govt will be at test, although continuity in key ministries is a positive.

We expect NDA govt to sustain focus on capex led growth around PLI, Roads, Ports, Aviation, Defence, Railways and Green energy given 20bps lower fiscal deficit in FY24, normal monsoons and Rs2.1trln dividend from RBI. However we expect NDA govt to increase focus on Farmers, Rural, urban poor and middle class to arrest the impact of new social engineering cum freebies led reversal in certain states in recent elections.

We remain positive on Auto, Banks, AMC's, Capital Goods, Defence, Hospitals, Pharma, cement, Aviation, and Discretionary consumption. We are increasing weights behind Capital Goods, Telecom and Cement. NIFTY is trading at 15-year average PE with 14.9% EPS CAGR over FY24-26. Our 12-month base case NIFTY target is 25816 (25810 earlier). We believe progressive budget, normal monsoons and strong inflows will further re-rate markets.

- 4Q24 aggregate coverage sales, EBIDTA and PBT grew by 4.8%, 9.5% and 8.8% YoY respectively as margins expanded 86bps YoY and 67bps QoQ.
- Ex BFSI sales, EBIDTA and PBT grew 4.7%, 7.3% and 8.8%. Ex Oil and Gas sales, EBIDTA and PBT grew 6.7%, 12.1% and 13.6%.
- PL universe posted 3% lower sales while EBIDTA was 4.4% higher than estimates. Ex-Oil & Gas sales and EBIDTA variation was -0.1/7.1% respectively. EX BFSI sales and EBIDTA variation was -3.4/-0.4%.
- Travel, Chemicals, HFC and Media had maximum beat in sales while Telecom and Oil and Gas were significantly below estimates. Banks, Capital Goods, Cement, Chemical and Media had max beat in EBIDTA while Building materials, Telecom and Consumer missed on EBIDTA.
- Cement, Capital Goods, Chemicals, Oil and Gas and Travel has max beat on PBT while PBT miss was max for Media, metals and consumer.
- There were 24 rating upgrades and 18 rating downgrades, Auto/Anc has 6upgrades, Capital Goods 5, Oil and Gas 5 and Consumer 3. Metals, Capital Goods, Travel and Building material had 3, 4, 2 and 2 downgrade respectively.
- Major Rating Upgrade:** HUL, Marico, Eicher, Hero, TVS, Bharat Forge, Praj, Voltamp, Ambuja Cement, Vinati and Oil India.

- **Major Rating Downgrade:** Century Ply, Greenpanel, Guj Fluro, SAIL, VIP and IRCTC.
- **Major Estimates Upgrade** – ABB, HAL, Siemens, Hindalco, Ambuja Cement, Crompton Consumer, JSPL, Oil India, BPCL, Zydus, Bharti Airtel.
- **Estimate Downgrade** – Century Ply, Green Panel, Kajaria, Navin, Bajaj Elec, JUBI Foods, TTAN, KIMS, Max Health, PVR, Chalet, GSPL and ML.
- NIFTY EEPS has seen a cut of 2.3/1.0% for FY25/26 with 14.9% CAGR over FY24-26 and EPS of Rs1176/1344. Our EPS estimates are lower by 2.2/3.3% in FY25/26 than Bloomberg consensus EPS estimates.
- NIFTY is currently trading at 19.2x 1-year forward EPS, which is at par with 15-year average of 19.2x, PE has moved up from 18.2 to 19.2 in last 2 months
- **Base Case:** we value NIFTY at 15-year average PE (19.2x) with March 26 EPS of 1344 and arrive at 12-month target of 25816 (25810 based on 19x March 26 EPS of Rs1358 earlier). **Bull Case**, we value NIFTY at 5% premium to 15-year average PE 20.2x (20x earlier) and arrive at bull case target of 27102 (27100 earlier). **Bear case** Nifty can trade at 10% discount to LPA (10% earlier) with a target of 23235 (23229 earlier).
- **Model Portfolio:** We are cutting weights on HUL, TTAN, Infy, and Bajaj Finance while we are increasing weights behind HDFC Bank, L&T, Interglobe Aviation, Sun Pharma, LTI Mindtree, RIL and Bharti. We are adding Ambuja cement in model portfolio while we are removing Delhivery from Model portfolio. We are overweight on Auto, Banks, Capital Goods, Consumer, Healthcare, Telecom and underweight on IT, Metals, Diversified financials and oil and Gas. We turn equal weight on cement.
- **High Conviction Picks:** We are removing Safari, Navneet Education and Grindwell Norton from Conviction picks. We are adding BEML (strong play on defence and railways) and ITC (steady outlook, budget unlikely to be nasty) in conviction picks.

Exhibit 2: Monsoons, Infra push and a bit of consumer push are positives

Headwinds	Tailwinds
India not under single party majority rule after a decade	India remains fastest growing economy, GDP growth likely at 7.2% in FY25
Budget and expected increase in populism	Expected pickup in rural demand, given normal monsoons
Geopolitical uncertainties in Middle East, Ukraine	Strong fiscal might provide incentive to rural India and middle class, can boost demand
Delay in rate cuts by FED	Capex push on Infra, PLI, Energy transition and Digitization

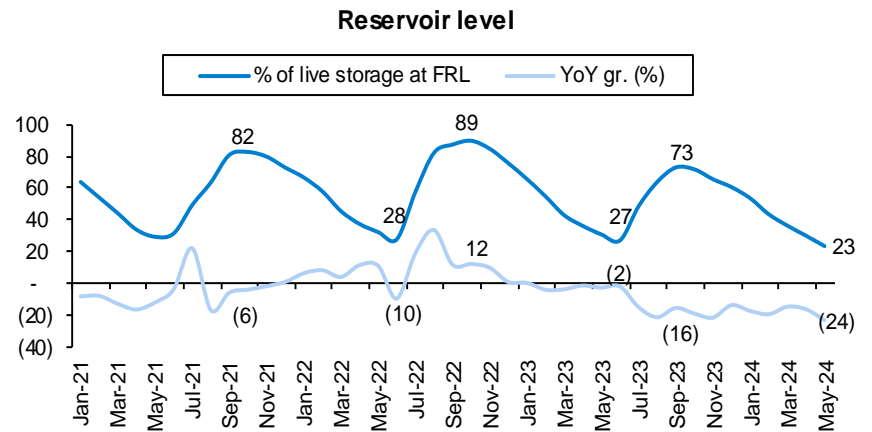
Source: PL

Monsoon – Normal monsoons to boost economy

India had seen 6% deficient rainfall in FY24, which had resulted in 10.8% decline in Rabi output, and 1% decline in Kharif output. Although the share of Agriculture in GDP has shrunk below 20%, the ripple effect on inflation and overall rural incomes and sentiment affects the economy.

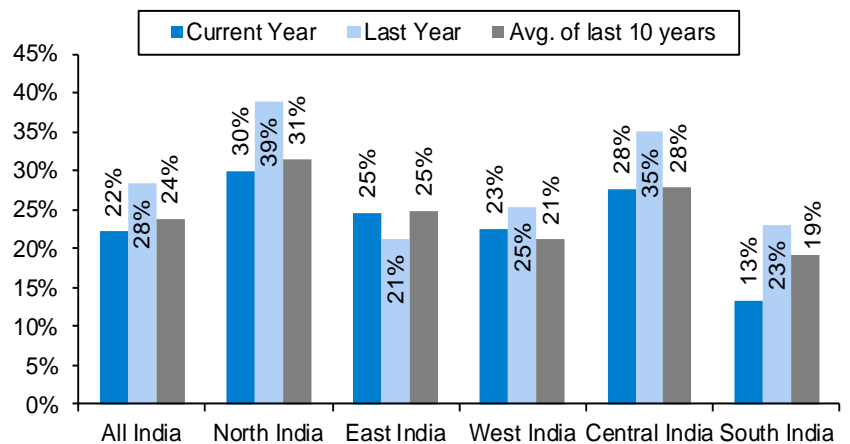
Water reservoirs 24% lower YoY: Current year monsoons are important as water reservoir levels are 23% of capacity and are down 24% YoY. Data shows that water reservoir levels were just 73% at peak monsoon season last year, which was 16ppt lower than 2022 levels. South India has bigger impact as current levels are 10ppt lower than 10-year average levels.

Exhibit 3: Water reservoirs 24% lower YoY



Source: Agriwelfare, PL

Exhibit 4: South India water reservoir levels lower than 10 year average



Source: IMD, PL

IMD predicts normal monsoon in current year: However, IMD and other agencies have indicated La Nina in current year, which usually results in normal monsoons. Consequently, IMD and Skymet have forecasted normal/ above normal rains in the current season.

- IMD estimates current year monsoons to be 106% of LPA. The southwest monsoon seasonal (June to September, 2024) rainfall is likely to be above normal over Central India and South Peninsular India (>106% of LPA), normal over Northwest India (92-108% of LPA) and below normal over Northeast India (<94% of LPA)
- Although pre monsoons rains in March-May were 8.4% below normal, onset of monsoons has been timely and overall rainfall has been 7.4% above normal in June24.
- So far, 16 metrological subdivisions have reported normal rainfall, which covers 44% of total area in the country.
- Past data shows that, years, which follow El Nino years have seen normal rainfall and more than 8% higher Rabi output in 3 out of 5 occasions.

Exhibit 5: Monsoons picked up and is above normal so far

Date	% Rainfall Cumulative Deviation					
	India	Kerala	Maharashtra	Coastal Karnataka	Andhra Pradesh	Assam & Meghalaya
1-Mar – 22-May	-8.4	-0.3	34.4	36.6	-27.9	-46.3
1-Jun – 5-Jun	7.4	-15.5	-58.4	-62.7	7.8	50.5
1-Jun – 7-Jun	7.4	-27.2	-15.3	-60.5	-22.0	7.4
1-Jun – 9-Jun	4.2	-22.2	14.9	23.7	-32.7	-8.6
1-Jun – 11-Jun	-1.3	-19.8	62.4	30.7	-36.8	-15.3

Source: IMD, PL

Exhibit 6: 16 Metrological subdivisions have normal and above rainfall

CATEGORY	No. of Subdivisions	%area of country
Large Excess	7	20%
Excess	4	5%
Normal	5	19%
Deficient	10	29%
Large Deficient	10	27%
No Rain	0	0%

Source: IMD, PL

Note: As on June 11, 2024

Exhibit 7: Post El Nino years have seen above normal rains and good crops

Years	Rainfall (% deviation from normal)	Rabi crop production (YoY%)	Kharif crop production (YoY%)
2002-03	-21.4	-13.1	-22.0
2003-04	1.3	9.9	34.1
2004-05	-4.5	-1.2	-11.7
2005-06	0.4	3.9	6.3
2006-07	0.5	8.0	0.7
2007-08	2.7	2.9	9.4
2009-10	-15.9	-1.9	-12.0
2010-11	0.9	8.3	16.3
Oct'14-Apr'16*	-14.8	-9.0	-2.3
2016-17	-7.2	8.2	10.6
2023-24E	-6.0	-10.8	-1.0
2024-25E	2.0		

Source: Skymet, PL

El-Nino Years

Modi 3.0 – Growth focus, but populism likely too

NDA has formed the Govt. after general elections with support of ~300 MP's in a house of 543 with BJP having 240 seats on its own. India is back to a phase with single party does not have majority. India has grown in the past, as the country did not have a single party majority for 25 years, however the impact on decision making and working with allies, is yet to be tested in Modi 3.0. We believe decisive actions from GOI, as we are heading for state elections in Maharashtra, Haryana and Delhi in coming year.

- **Policy continuity** – BJP has retained ministries like Finance, Commerce, Home, External affairs, Defence, Agriculture and Railways, which will provide continuity in decision-making.

Exhibit 8: Policy continuity in Major ministries positive

Minister	2019	2024
Narendra Modi	PMO, Personnel, Public Grievances, Pensions, Atomic Energy, Space	PMO
Rajnath Singh	Defence	Defence
Amit Shah	Home Affairs, Cooperation	Home Affairs
Nitin Jairam Gadkari	Road Transport and Highways	Road Transport and Highways
Nirmala Sitharaman	Finance, Corporate Affairs	Finance
Dr. Subrahmanyam Jaishankar	External Affairs	External Affairs
Piyush Goyal	Commerce and Industry; Consumer Affairs, Food and PDS, Textiles	Commerce and Industry
Sarbananda Sonowal	Ports, Shipping and Waterways; and Ayush	Ports, Shipping and Waterways
Jyotiraditya M. Scindia	Civil Aviation; and Steel	Communications, North east
Ashwini Vaishnaw	Railways, Communications, IT and Electronics;	Railways, Information and Broadcasting
G. Kishan Reddy	Culture, Tourism, North East	Coal, Mines
Shivraj Singh Chouhan	NA	Agriculture, Farmers Welfare, Rural Development, Panchayati Raj
H D Kumaraswamy	NA	Heavy Industries; Steel
Kinjarapu Rammohan Naidu	NA	Civil Aviation

Source: PL

- **Contentious issues to be on back burner** – Although Modi 3.0 has indicated tough decisions, we believe that many of the controversial decisions like UCC, Agniveer etc. will be given a re-look and might on sidelines for time being.
- **Infra push to sustain** – with the eye on making India a developed country, we expect sustained focus on Infra development with Roads, Ports, metro, Airports, Railways, power etc. in the focus. Segments like Green energy, Hydrogen, EV, Data Centre, Defence, and PLI etc. will continue to see increased investment.
- **Expect increased focus on Rural India and farm sector reforms** – Govt. has seen negative perception from farm laws and agitation regarding MSP guarantee, GST on Diesel and higher farm gate prices. While MSP guarantee is an economic suicide, we expect increasing focus on providing higher prices for crops and crop diversification. We also expect more incentives to rural India/ bottom end under existing flagship schemes like Ujwalla, PM Awas, Nal se Jal, Ayushman Bharat etc.

Lok Sabha Elections – Good economics might not be a good Politics

India elections again displayed the power of a vibrant and most thriving democracy globally. The verdict just gave markets jitters of a 2004 kind of a repeat as BJP got 63 seats less this time and INDIA block gained ground in several key states. The reason they avoided 2004 kind of a rout was due to strong performance in a few states and strong margin cushion in earlier elections.

BJP vote share declined by 80bps and NDA vote share declined by 60bps, INC and SP vote share increased by 1.7% and 2%, but the impact on seats has been significant

- Major states - NDA lost ground in most of large states and majorly in UP, Maharashtra, West Bengal and Rajasthan. They emerged strong in MP, Bihar, Gujarat, Karnataka and AP, as it was mostly a stiff fight with united opposition. Ex of MP they lost 80 seats in these states
- Tier I - NDA made gains in this pocket with Odisha and Kerala being positives, although they lost in Haryana.
- Tier II and Union territories were status Quo. Tier II losses were not much, but they lost seats in some states in northeast India.

Key learnings from 2024 elections and long-term impact

- After a decade, caste based politics has again come to fore, India has changed but not so much in last 30 years. In India, people do not cast their vote, many a times they vote their caste.
- Whether it was India Shining or 2024 campaigns, glorifying development increases divide between have and have nots.
- Good economics is not essentially good politics. Culture of huge dole outs is detrimental for economic well- being. Some states like Punjab, Delhi and Karnataka which had big dole outs, are facing shortage of funds for development and are in precarious situation. Even erstwhile USSR, USA and European models of huge dole outs have failed overtime.
- India is yet to reach a stage of merit-based culture and “Sarkari Naukri” is most attractive bait for large sections of population.

Exhibit 9: Major States – Ex of AP – NDA lost 80 seats in crucial states

	Total Seats	2019 Actual			2024 Actual		
		NDA	UPA	Others	NDA	INDIA	Others
Uttar Pradesh	80	64	15	1	36	43	1
Maharashtra	48	41	5	2	17	30	1
West Bengal	42	18	2	22	12	30	-
Bihar	40	39	1	-	33	5	2
Tamilnadu	39	1	32	6	2	36	1
Madhya Pradesh	29	28	1	-	29	-	-
Karnataka	28	25	2	1	19	9	-
Gujarat	26	26	-	-	25	1	-
Andhra Pradesh	25	-	-	25	21	-	4
Rajasthan	25	25	-	-	14	10	1
Total	382	267	58	57	208	164	10

Source: PL

Exhibit 10: Tier I – NDA made major gains in Odisha and Kerala

	Total Seats	2019 Actual			2024 Actual		
		NDA	UPA	Others	NDA	INDIA	Others
Odisha	21	8	1	12	20	1	-
Kerala	20	-	16	4	2	18	-
Telangana	17	4	3	10	8	8	1
Jharkhand	14	12	2	-	8	5	1
Punjab	13	4	8	1	-	10	3
Chhattisgarh	11	9	2	-	10	1	-
Haryana	10	10	-	-	5	5	-
Total	106	47	32	27	53	48	5

Source: PL

Exhibit 11: Tier II – Status Quo

	Total Seats	2019 Actual			2024 Actual		
		NDA	UPA	Others	NDA	INDIA	Others
Delhi	7	7	-	-	7	-	-
J&K	5	2	2	1	2	2	1
Uttarakhand	5	5	-	-	5	-	-
Himachal Pradesh	4	4	-	-	4	-	-
Goa	2	1	1	-	1	1	-
Total	23	19	3	1	19	3	1

Source: PL

Exhibit 12: Union Territories – Some bit here and there

	Total Seats	2019 Actual			2024 Actual		
		NDA	UPA	Others	NDA	INDIA	Others
Chandigarh	1	1	-	-	-	1	-
Dadra & Nagar, Daman	2	1	-	1	1	-	1
Lakshadweep	1	-	1	-	-	1	-
Puducherry	1	-	1	-	-	1	-
Andaman & Nicobar	1	-	1	-	1	-	-
Ladakh	1	-	-	1	-	-	1
Total	7	2	3	2	2	3	2

Source: PL

Exhibit 13: Tier III – NDA dominant but loses some ground in North East

	Total Seats	2019 Actual			2024 Actual		
		NDA	UPA	Others	NDA	INDIA	Others
Assam	14	9	3	2	11	3	-
Arunachal Pradesh	2	2	-	-	2	-	-
Manipur	2	1	-	1	-	2	-
Meghalaya	2	1	1	-	-	1	1
Mizoram	1	1	-	-	-	-	1
Nagaland	1	1	-	-	-	1	-
Sikkim	1	-	-	1	1	-	-
Tripura	2	2	-	-	2	-	-
Total	25	17	4	4	16	7	2

Source: PL

Economy in fine fettle; FY25 GDP (E) at 7.2%

Economy in fine fettle, RBI dividend adds to fiscal space- As per the actual numbers of FY24, fiscal deficit is 5.6% as against estimate of 5.8%. Revenue receipts have been strong with double-digit growth in net tax revenues. We believe lower fiscal deficit and Rs2.1 trillion dividend from RBI has provided enough cushion to GOI for growth as well as populism. We also expect to see some impact of recent elections in allocation in various segments and some relief for middle class.

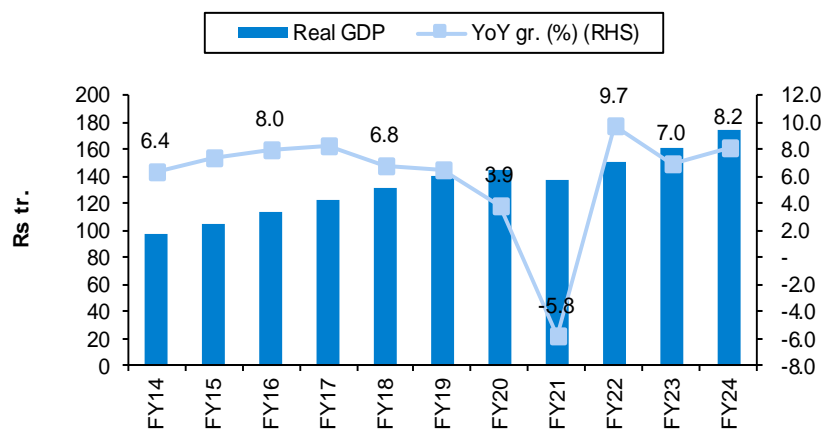
- Increase outlay on rural development and bottom end of pyramid
- Sustain spending on Infra and new initiatives like Green energy, EV etc.
- Provide some comfort to middle class in taxation
- Higher subsidies and more outlay on agriculture for modernization

Exhibit 14: FY24 fiscal deficit at 5.6%, RBI dividend provides elbow room to push for growth and populism

INR t	Revenue & Expenditure				Growth (% YoY) FY24	Variation FY24 (Act. Vs RE)	FY25BE
	FY24RE	FY22	FY23	FY24A			
Total Revenue	27.6	22.1	24.6	27.9	13.6%	1.2%	30.8
-Revenue receipt	27.0	21.7	23.8	27.3	14.5%	1.1%	
--Net tax revenue	23.2	18.2	21.0	23.3	10.9%	0.1%	26.02
--Non-tax revenue	3.8	3.5	2.9	4.0	40.4%	6.9%	
-Non debt capital receipt	0.6	0.4	0.7	0.6	-16.2%	8.0%	
Total Expenditure	44.9	37.9	41.9	44.4	6.1%	-1.1%	47.66
-Revenue Expenditure	35.4	32.0	34.5	34.9	1.2%	-1.3%	
--Interest Payment	10.6	8.1	9.3	10.6	14.6%	0.8%	
--Revenue ex. Interest	24.9	24.0	25.2	24.3	-3.7%	-2.2%	
-Capital exp.	9.5	5.9	7.4	9.5	28.8%	-0.1%	
Fiscal Deficit (FD)	17.3	15.9	17.3	16.5	-4.6%	-4.6%	
FD as % of Nominal GDP	5.8%	6.7%	6.4%	5.6%			5.10%

Source: CGA, PL

Exhibit 15: FY24 GDP growth at 8.2%



Source: MOSPI, PL

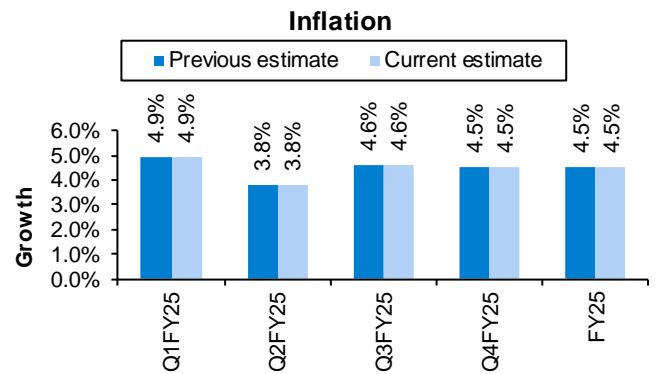
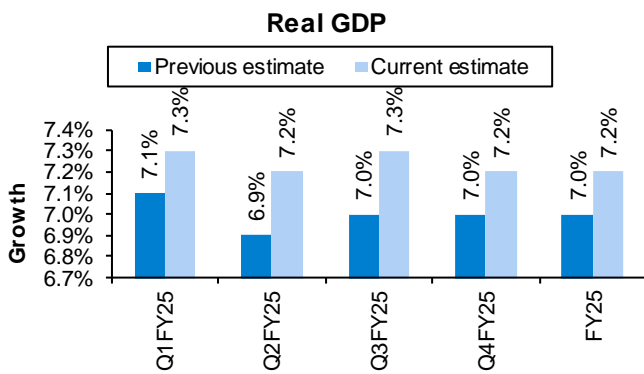
RBI projects 7.2% GDP, Maintains status Quo – RBI in its credit policy has maintained withdrawal of accommodation stance. It has given positive outlook of economy in global backdrop even as last mile inflation seems a bit sticky.

- Repo rate remain unchanged at 6.5% for eighth consecutive meet.
- FY25 GDP forecast has been increased to 7.2% vs 7.0% earlier. Q1FY25 GDP growth is estimated at 7.3% (7.1% earlier). Similarly GDP growth for Q2FY25 is at 7.2% (6.9% earlier), Q3FY25 at 7.3% (7.0% earlier) and Q4FY25 at 7.2% (7.0% earlier)
- CPI forecast remains unchanged with FY25 at 4.5%. CPI in four quarters is expected to be 4.9% in Q1FY25, 3.8% in 2Q, 4.6% in 3Q and 4.5% in 4Q.
- 8 core industries have posted healthy growth and services sector is positive
- Rural demand is recovering with steady increase in discretionary expenses and rising nonfood farm credit
- Global food prices are inching up, however normal monsoons should cushion the impact of food inflation in coming months
- Central bank transferred INR 2.11Lakh Cr. to the union government as dividend.

However, recent rate cuts by ECB, Canada and a few other European countries might enable RBI to cut rates in 2H25, thus following footsteps of FED.

Exhibit 16: FY25 GDP estimate increased to 7.2% from 7%

Exhibit 17: Inflation projection remain unchanged



Source: RBI, PL

Source: RBI, PL

Nifty Valuation

	Weight-age (%)	FY23	FY24	FY25E	FY26E
Banking & Fin.	33.7				
PER (x)		22.5	18.4	17.4	15.2
PAT Growth (%)		48.0	22.2	5.5	14.3
Technology	12.6				
PER (x)		28.7	27.7	25.8	23.0
PAT Growth (%)		6.6	3.7	7.1	12.5
Oil & Gas	11.2				
PER (x)		25.6	16.0	18.3	17.1
PAT Growth (%)		(21.3)	59.9	(12.2)	6.7
Consumer	10.9				
PER (x)		53.1	48.3	44.7	40.6
PAT Growth (%)		22.8	9.8	8.2	10.0
Auto	8.4				
PER (x)		57.4	22.5	21.3	18.7
PAT Growth (%)		293.9	154.6	5.9	13.8
Eng. & Power	7.1				
PER (x)		26.6	23.0	20.8	18.2
PAT Growth (%)		1.4	15.6	10.3	14.8
Pharma	4.2				
PER (x)		43.2	36.6	32.7	28.3
PAT Growth (%)		52.0	18.1	11.9	15.5
Metals	4.3				
PER (x)		17.7	15.2	11.5	9.6
PAT Growth (%)		(45.5)	16.3	32.0	20.4

	Weight-age (%)	FY23	FY24	FY25E	FY26E
Telecom	3.6				
PER (x)		69.8	99.5	56.5	49.1
PAT Growth (%)		367.3	(29.9)	76.2	15.1
Cement	1.2				
PER (x)		61.7	44.6	35.7	28.3
PAT Growth (%)		(31.0)	38.3	25.1	25.9
Others	0.9				
PER (x)		24.0	29.1	22.9	19.6
PAT Growth (%)		(9.6)	(17.6)	27.0	17.2
Ports & Logistics	1.0				
PER (x)		56.3	36.9	28.4	24.0
PAT Growth (%)		8.7	52.8	30.0	17.9
Nifty as on Jun 12	23,323				
EPS (Rs) - Free Float		865.4	1,018.4	1,176.4	1,344.6
Growth (%)		13.4	17.7	15.5	14.3
PER (x)		27.0	22.9	19.8	17.3
EPS (Rs) - Free Float - Nifty Cons.		865.4	1,018.4	1,202.7	1,388.2
Var. (PLe v/s Cons.) (%)		-	-	(2.2)	(3.1)
Sensex as on Jun 12	76,607				
EPS (Rs) - Free Float		2,744.0	3,012.3	3,665.3	4,211.0
Growth (%)		14.8	9.8	21.7	14.9
PER (x)		27.9	25.4	20.9	18.2
EPS (Rs) - Free Float - Sensex Cons.		2,744.0	3,012.3	3,763.3	4,363.9
Var. (PLe v/s Cons.) (%)		-	-	(2.6)	(3.5)

Source: Company Data, PL

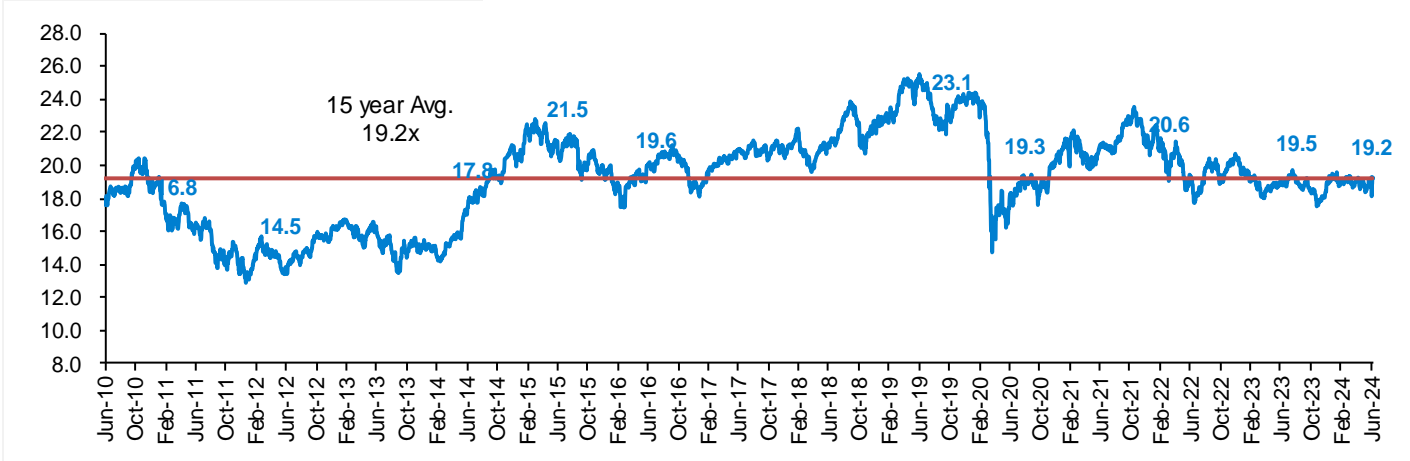
Note: Sector Weightages updated as on June 12, 2024

Exhibit 18: FY25 NIFTY EPS to be driven by CG, Metals, Cement, IT and telecom; Oil and Gas profits to decline

	PL Estimate (Rs)				% Gr.				% Contribution to total EPS			
	2023	2024	2025	2026	2023	2024	2025	2026	2023	2024	2025	2026
Agro Chemicals	6.1	4.8	6.3	7.2	-1.3%	-20.9%	30.3%	14.2%	0.7%	0.4%	0.5%	0.5%
Auto	37.2	87.7	100.5	109.2	291.4%	135.7%	14.6%	8.7%	4.3%	8.0%	8.2%	7.9%
BFSI	374.4	454.8	500.2	574.1	44.7%	21.5%	10.0%	14.8%	43.3%	41.4%	40.9%	41.5%
Cement	5.0	7.5	9.5	11.6	-28.6%	51.1%	26.4%	22.0%	0.6%	0.7%	0.8%	0.8%
Consumer	57.2	67.2	73.5	80.1	28.1%	17.5%	9.4%	9.0%	6.6%	6.1%	6.0%	5.8%
Eng. & Power	60.8	71.6	85.2	96.9	6.9%	17.8%	19.0%	13.7%	7.0%	6.5%	7.0%	7.0%
Healthcare	25.8	31.1	36.0	41.2	55.8%	20.7%	15.6%	14.4%	3.0%	2.8%	2.9%	3.0%
Metals	59.3	66.5	85.3	101.6	-50.3%	12.2%	28.2%	19.0%	6.9%	6.1%	7.0%	7.4%
Oil & Gas	103.1	160.2	146.7	155.0	-15.8%	55.4%	-8.4%	5.6%	11.9%	14.6%	12.0%	11.2%
Others	10.8	11.4	13.5	12.8	3.2%	5.4%	18.7%	-5.4%	1.2%	1.0%	1.1%	0.9%
Ports & Logistics	4.4	7.6	9.2	10.9	12.5%	71.3%	21.4%	18.2%	0.5%	0.7%	0.8%	0.8%
Technology	112.7	120.3	138.1	156.3	10.1%	6.7%	14.8%	13.2%	13.0%	11.0%	11.3%	11.3%
Telecom	8.4	6.9	18.6	24.9	82.4%	-18.1%	169.6%	34.0%	1.0%	0.6%	1.5%	1.8%
Nifty	865.4	1,097.8	1,222.7	1,381.7	13.4%	26.9%	11.4%	13.0%				

Source: PL

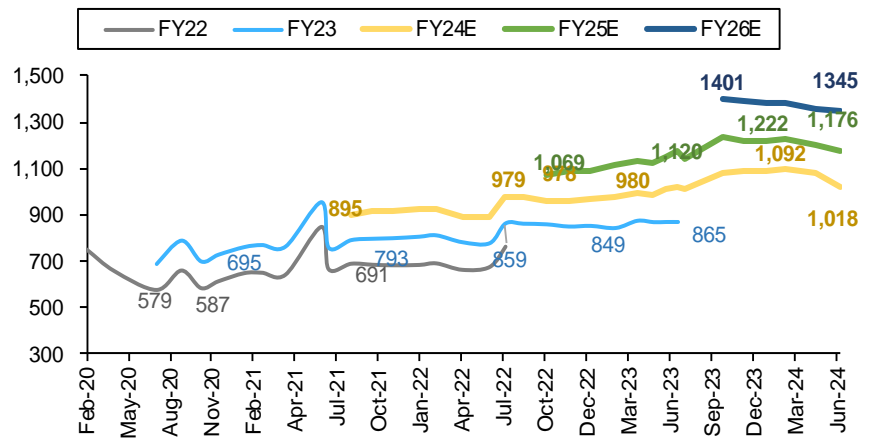
Exhibit 19: Nifty trading at 15- year average 1-year forward PE



Source: PL

NIFTY EPS for FY24 ended 3.4% lower than consensus while that for FY25/26 has seen a cut of 2.3/1.0%

Exhibit 20: NIFTY EPS trend – FY24-26 CAGR at 15%



Source: PL

Exhibit 21: Model Portfolio v/s Nifty

Returns	Model Portfolio	Nifty	Perf.
Since Nov'18	140.92%	116.70%	24.22%
Since Last Report	5.69%	5.51%	0.18%
Since Apr'23	41.6%	31.72%	9.92%

Source: PL

Model Portfolio

Sectors	Mcap (Rs bn)	Nifty Weightage (%)	PL Weightage (%)	Weights
Automobiles		8.4	9.0	Overweight
Mahindra & Mahindra	3,466	2.6	3.0	
Maruti Suzuki	4,040	1.6	3.0	
Tata Motors	3,626	1.7	1.5	
Hero Motorcorp	1,158	0.7	1.5	
Banks		29.1	29.6	Overweight
Axis Bank	3,670	3.3	3.4	
HDFC Bank	11,970	11.5	10.3	
ICICI Bank	7,874	7.7	9.0	
Kotak Mahindra Bank	3,411	2.5	3.7	
State Bank Of India	7,489	3.1	3.2	
Cement		1.22	1.2	Equalweight
Ambuja Cement	1,647		0.5	
UltraTech Cement	3,189	1.2	0.7	
Construction & Engineering		7.2	12.8	Overweight
ABB	1,755		3.0	
Carborandum Universal	325		1.0	
Larsen & Toubro	4,991	4.1	4.3	
Siemens	2,516		4.5	
Consumer		10.9	11.3	Overweight
Britannia Industries	1,310	0.6	1.5	
Avenue Supermarts	3,037		1.0	
Hindustan Unilever	5,941	2.2	1.8	
ITC	5,397	3.8	2.0	
Nestle India	2,446	0.9	1.0	
Titan Company	3,003	1.4	1.5	
Astral	598		1.0	
Interglobe Aviation	1,660		1.5	
Healthcare		4.3	7.3	Overweight
Apollo Hospitals Enterprises	887	0.6	1.0	
Cipla	1,244	0.8	1.3	
Max Healthcare	846.05		3.0	
Sun Pharmaceutical Industries	3,615	1.6	2.0	
IT		12.4	10.0	Underweight
Infosys	6,166	5.2	3.5	
LTI Mindtree	1,466.33	0.7	1.5	
L&T Technology	517		1.0	
Tata Consultancy Services	13,863	3.8	4.0	
Metals		4.3	1.5	Underweight
Hindalco Industries	1,514	1.0	1.0	
Jindal Steel & Power	1,048		0.5	
Diversified Financials		4.7	2.5	Underweight
Bajaj Finance	4,468	1.9	1.0	
HDFC AMC	855		1.5	
Oil & Gas		11.3	10.5	Underweight
Reliance Industries	19,802	9.7	10.5	
Telecom		3.6	4.5	Overweight
Bharti Airtel	8,592	3.6	4.5	
Others		2.7	-	Underweight
Cash				-

PL Model Portfolio has outperformed NIFTY by 24.22% since Nov 2018, 9.92% since April 23 and 0.18% since last report.

- **Banks: Overweight:** We turn overweight on banks by 50bps on strong credit growth and asset quality. We believe major private banks are trading at multiyear low P/BV and risk reward seems favorable. We have slightly increased weight behind HDFC bank as incremental LDR is ~80-82% and sustained growth will improve valuations from current lows.
- **Healthcare: Over weight:** We remain overweight on healthcare by 240bps as generic pharma players will benefit from benign API prices and stable US pricing while domestic growth is intact. We are shifting some weight from Cipla to Sun given better growth prospects. We remain positive on Hospitals led by Max healthcare with huge overweight given expected increase in bed capacity by acquisitions and brown field expansion at Mumbai and NCR even as it is maintaining above teens growth with little capacity addition as of now.
- **Consumer: Overweight trade has played out:** We has increased weight behind consumer by 300bps in last note, which we believe has played out amidst election volatility and expected pick up in both urban and rural demand. We cut weight on HUL and TTAN by 50bps each. Although TTAN remains a good proxy on urban consumption, uncertainty on jewellery demand due to rising gold prices, weak marriage season in 1H25 and margin pressure will result in near term underperformance. However, given strong outlook in tourism, we increase weight on Interglobe Aviation by 20bps.
- **Capital Goods – Overweight:** We increase overweight on capital goods to 560 bps given strong growth visibility over next 3-5 years. We increase weights behind L&T as a proxy play on Infra development in India. We believe strong Govt focus on Infra development across segments will provide strong growth in L&T. we retain overweight on Siemens post de-merger announcement as the event will unlock value for shareholders.
- **IT services: Underweight:** we retain under -weight on IT services as recovery in IT services is being delayed in western markets. We believe segments like Engineering design services, ERP, Data Analytics, Digital, Artificial intelligence and supply chain etc. will drive growth in next cycle.
- **Automobiles: overweight:** We had turned over weight on Auto in last note and we retain our stance. We believe normal monsoons will revive demand for entry-level bikes and benefit hero MotoCorp. We believe sustained traction and margin improvement in Auto business of M&M couple with expected revival of growth in Tractors augurs well for M&M in the medium term. Maruti is likely to be beneficiary of any reduction in duty on hybrid cars.
- **Oil and Gas:** Underweight; we remain underweight but turn overweight on RIL. We believe sustained growth in retail and expected forays in new energy segments will drive next leg of growth in the company, even as earlier initiatives might see demerger on lines of Jio finance unlocking value for shareholders.
- **Telecom:** we increase overweight on Bharti Airtel in our model portfolio as a structural play on rising data usage in Ecom, Infotainment etc. and expect sustained growth in coming years. We expect improved pricing power in coming years, which will continue to improve financials and re-rate the stock.

Conviction Picks Changes

High Conviction Picks: We are removing Navneet education (Patchy growth), Safari (slowdown in demand) and Grindwell (sharp rally in stock price) and add BEML and ITC in conviction picks.

ITC: ITC has turned positive cigarette volume growth ~2% in 4Q and outlook seems steady. We expect little change in excise duty in FY25 budget, which will result in steady growth in cigarette business. FMCG remains on track with steady margin expansion and double-digit sales growth. We expect ITC to complete de-merger of Hotels business in coming 6-8 months (SOTP value Rs25/share) which will unlock value. We believe that the stock can provide 10-15% upside and time around budget jitteriness can be a good entry point in the stock.

BEML: Well-positioned for sustained long-term growth due to several key factors such as, significant capital expenditure in India's railway and defense sectors, promising opportunities in the modernization of defense vehicles, a robust pipeline of tenders for metro and Vande Bharat rolling stock and anticipated margin improvements driven by enhanced execution capabilities.

Grindwell Norton: We believe GWN will achieve long-term profitable growth driven by its focus on technologically advanced performance plastics, expansion into high-growth markets, exploration of new verticals in ceramics and refractories, and capacity expansion in coated abrasives, engineered ceramics, and performance plastics. However, due to recent rally in the stock price, the growth opportunities are priced in at CMP, advising some caution in near term.

Navneet Education: Amid delay in NEP implementation, we expect publishing top-line to remain under pressure. Even the ILL business has been facing challenges due to higher sales returns and inability to provide certain digital products demanded by schools. Though reduction in Ed-Tech losses and expansion in stationary business provides comfort, we do not expect any major upside as high margin publishing business lacks triggers.

Safari Industries: Given near term growth challenges amid lower number of auspicious wedding days in 1QFY25 and rising competitive intensity we do not expect any meaningful upside in near term. We believe next leg of re-rating in Safari will begin once new plant at Jaipur begins operations. Operationalization of new plant would further boost cost competitiveness and enable Safari to compete better at lower end of the mass market. Progress on premiumisation journey will also be another re-rating lever. However, for the time being we adopt a measured approach amid lack of triggers in near term.

High Conviction Picks

	CMP (Rs.)	TP (Rs)	Upside	Mcap (Rs bn)	Mcap (US\$ m)	Revenue Gr. (%)		Earnings Gr. (%)		RoE (%)		RoCE (%)*		PER (x)		P/BV (x)*	
						2025E	2026E	2025E	2026E	2025E	2026E	2025E	2026E	2025E	2026E	2025E	2026E
Large Cap																	
HDFC Bank	1,574	2,000	27.1%	11,958.7	1,44,150	11.5	15.2	5.0	15.5	14.4	14.8	1.8	1.8	17.8	15.4	2.5	2.2
ICICI Bank	1,117	1,450	29.8%	7,843.7	94,548	12.2	10.2	8.2	10.9	17.5	16.9	2.2	2.1	17.7	16.0	3.0	2.6
ITC	432	491	13.6%	5,402.6	65,122	9.4	8.1	7.5	7.1	30.2	31.1	34.5	35.9	24.6	22.9	7.4	6.9
Larsen & Toubro	3,630	4,047	11.5%	4,922.1	59,331	14.8	13.0	20.2	30.7	16.7	18.5	11.4	13.3	31.5	24.1	4.9	4.1
Max Healthcare Institute	871	925	6.2%	846.5	10,204	16.0	28.5	22.3	34.3	15.7	18.2	17.0	20.3	54.1	40.3	8.0	6.8
Maruti Suzuki	12,843	14,432	12.4%	4,037.7	48,670	10.8	10.2	19.2	10.9	17.6	17.2	18.2	18.0	25.7	23.1	4.2	3.7
Reliance Industries	2,927	2,955	1.0%	19,801.7	2,38,690	8.8	5.4	(3.0)	14.2	8.2	8.7	9.5	9.7	29.3	25.7	2.3	2.1
Siemens	7,065	7,030	-0.5%	2,515.2	30,319	17.6	17.4	28.6	23.2	17.8	18.9	19.8	21.0	99.7	80.9	16.5	14.3
Mid / Small Caps																	
Astral Ltd.	2,227	2,201	-1.1%	598.9	7,219	20.9	22.7	34.6	34.4	20.4	22.4	27.2	30.0	81.6	60.7	15.2	12.3
BEML	3,958	4,520	14.2%	164.8	1,987	19.0	18.5	40.7	35.6	14.1	16.8	13.6	15.7	41.6	30.7	5.6	4.8
Can Fin Homes	805	950	18.1%	107.1	1,291	8.3	14.8	10.8	14.3	17.5	17.0	2.1	2.1	12.9	11.3	2.1	1.8
Eris Lifesciences	1,015	1,100	8.4%	138.0	1,663	48.7	12.1	5.0	30.1	14.7	16.6	14.7	17.3	33.5	25.8	4.6	4.0
Praj Industries	637	671	5.4%	117.1	1,411	19.1	23.4	21.3	28.2	24.7	26.6	25.5	28.8	34.1	26.6	7.8	6.5
R R Kabel	1,738	1,926	10.8%	196.1	2,364	22.3	21.6	40.2	36.7	21.8	23.7	27.8	31.0	43.7	32.0	8.6	6.8
Sunteck Realty	577	600	4.0%	84.5	1,019	181.6	22.6	392.6	40.9	10.6	13.4	12.3	15.4	24.2	17.2	2.4	2.2
TCI Express	1,158	1,410	21.7%	44.4	535	10.6	13.7	16.2	21.7	20.0	20.6	25.5	26.5	29.0	23.8	5.4	4.5

* For Banks P/BV = P/ABV & RoCE = RoAA

Added: ITC and BEML

Removed: Grindwell Norton, Navneet Education and Safari Industries

Exhibit 22: Current Valuations in ~44% Nifty50 companies are lower than 2016-20 avg. levels

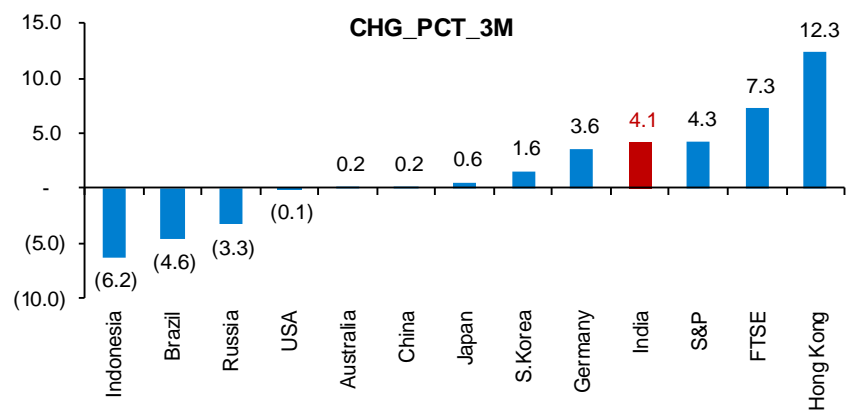
12 Month Forward Average PE	2009-11	2011-13	2013-16	2016-20	2022	2023	2024	Current Valuations*
Nifty Index	16.3	14.7	18.8	22.0	20.4	18.4	18.2	19.2
Adani Enterprises	3.0	2.8	4.2	13.4	113.7	111.8	64.2	57.4
Adani Ports & Special Economic Zone Ltd	28.8	18.5	18.3	18.1	31.2	25.4	20.8	27.7
Apollo Hospital Enterprises	24.5	29.9	58.6	81.2	66.5	71.8	64.4	55.0
Asian Paints Ltd	21.5	30.1	39.9	51.7	82.7	61.8	55.5	51.7
Axis Bank Ltd	13.1	9.9	14.0	72.8	20.2	15.0	11.9	13.2
Bajaj Auto Ltd	9.7	15.1	17.5	17.7	17.4	15.6	19.4	30.0
Bajaj Finance Ltd	10.2	10.8	15.5	11.4	10.5	7.2	8.9	10.6
Bajaj Finserv Ltd	5.5	6.6	9.9	26.9	43.2	32.4	27.2	24.2
Bharat Petroleum Corp Ltd	15.6	13.7	8.6	11.0	15.3	7.5	4.6	8.7
Bharti Airtel Ltd	20.9	45.4	29.3	72.6	57.3	54.2	40.8	37.2
Britannia Industries Ltd	28.8	23.3	28.3	47.3	46.9	44.5	50.8	52.7
Cipla Ltd/India	23.5	19.3	34.3	29.8	28.3	24.1	21.7	26.1
Coal India Ltd	2.9	13.7	15.8	14.2	4.3	4.0	5.6	9.2
Divi's Laboratories	19.3	18.8	26.5	25.7	51.4	55.0	52.0	55.7
Dr Reddy's Laboratories Ltd	27.6	16.8	26.8	30.2	24.3	14.3	16.4	18.1
Eicher Motors Ltd	7.0	12.0	NA	34.7	31.9	24.8	23.1	28.5
Grasim Industries Ltd	6.0	8.2	19.1	20.0	14.5	17.1	20.4	23.3
HCL Technologies Ltd	13.3	9.0	NA	12.9	21.3	18.4	21.6	22.3
HDFC Bank Ltd	20.7	18.5	18.0	21.5	19.9	17.3	17.0	15.9
HDFC Life Insurance Co. Ltd.	NA	NA	-	42.8	103.0	80.4	77.1	64.1
Hero MotoCorp Ltd	16.0	17.5	17.4	18.0	20.4	15.4	15.5	23.4
Hindalco Industries Ltd	9.9	9.0	17.2	9.9	8.6	9.4	9.2	11.3
Hindustan Unilever Ltd	24.3	25.2	37.1	50.1	60.2	58.1	56.2	53.4
ICICI Bank Ltd	19.5	13.6	15.0	30.5	17.7	16.0	15.9	17.1
IndusInd Bank Ltd	12.3	14.4	17.6	26.4	13.0	10.1	11.4	10.9
Infosys Ltd	20.5	16.0	16.5	16.4	29.9	25.2	22.8	23.1
ITC Ltd	20.5	24.2	32.3	25.6	17.1	20.1	25.5	23.7
JSW Steel Ltd	16.2	25.2	-38.4	10.2	15.7	26.2	17.0	15.3
Kotak Mahindra Bank Ltd	17.6	18.6	25.9	29.1	27.1	21.8	20.2	19.3
Larsen & Toubro Ltd	20.9	18.0	26.2	19.8	24.7	22.6	27.3	28.7
LTIMindtree	NA	NA	NA	14.0	38.5	30.4	32.1	27.7
Mahindra & Mahindra Ltd	10.5	11.4	18.6	47.2	11.3	12.2	15.5	28.2
Maruti Suzuki India Ltd	17.2	15.9	17.5	31.9	38.1	24.5	21.9	25.5
Nestle India Ltd	27.6	38.0	61.6	47.9	NA	NA	66.3	67.9
NTPC Ltd	17.9	11.9	10.8	10.7	7.2	8.3	11.0	15.6
Oil & Natural Gas Corp Ltd	10.8	9.2	17.1	10.4	4.3	4.4	4.9	6.4
Power Grid Corp of India Ltd	17.6	12.5	11.5	10.5	8.1	10.0	12.4	18.0
Reliance Industries Ltd	13.5	10.5	9.4	13.4	21.9	22.8	22.3	23.9
SBI Life Insurance Co.	NA	NA	-	32.4	68.3	66.2	62.1	57.7
State Bank of India	11.9	8.9	25.1	200.4	8.9	7.8	7.9	10.3
Sun Pharmaceutical Industries Ltd	18.1	20.6	37.2	42.0	32.8	25.1	27.7	32.1
Tata Consultancy Services Ltd	16.3	16.9	20.1	20.7	32.0	27.5	26.5	26.6
Tata Consumer Products	19.9	18.1	3.6	32.6	65.2	60.5	62.5	63.0
Tata Motors Ltd	5.3	6.5	11.6	-0.8	-13.5	14.7	9.5	14.5
Tata Steel Ltd	-6.7	-1,397.8	-13.6	7.5	7.2	-1.0	34.6	16.2
Tech Mahindra Ltd	12.9	7.2	15.6	13.4	23.0	27.7	32.5	25.9
Titan Co Ltd	21.2	29.4	38.8	56.5	67.8	64.2	72.7	66.3
UltraTech Cement Ltd	13.7	16.1	28.4	35.4	33.5	31.7	32.0	34.1
UPL Ltd	5.9	6.7	13.3	33.9	48.6	34.7	29.2	24.0
Wipro Ltd	15.6	13.2	15.1	14.8	27.7	20.3	19.3	20.2

Source: PL * as of June 12, 2024

Focus back to economy, monsoons key trigger

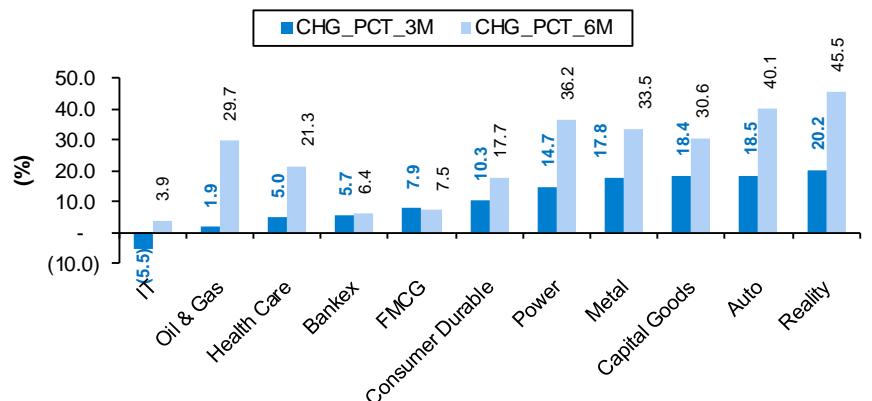
- NIFTY has shown consolidation with upmove of 4.4% in past 2 months, which have seen extreme market volatility during elections, strong DII inflows of Rs892bn and FII outflows of Rs449bn. Economy remains on firm footing with 8.2% GDP growth for FY24, Rs2.1 trillion dividend from RBI and smooth start to monsoons. RBI keeps policy rates unchanged amidst fears of inflation although ECB and several other countries have started announcing rate cuts.
- Realty, Auto, Metals, Healthcare and Capital Goods have been amongst best performing sectors. Hopes of normal monsoons and a move towards defensive in current volatile environment have seen some come back for FMCG and consumer durables. Private Banks and IT services remain under performers.
- BSE small cap and Mid-cap index have moved up by 57/61% in the last 12 months which is >2x of the movement in Sensex/ Nifty and BSE 100. Mid and small caps have gained in last two months of rally which shows market confidence in economy and strong breadth of the market.
- FII outflows are Rs449bn CYTD while strong DII inflows of Rs2167bn have negated the impact of FII selling and enabled 10.5% move in NIFTY CYTD.

Exhibit 23: India up 4.1% YTD, 3rd best performing market



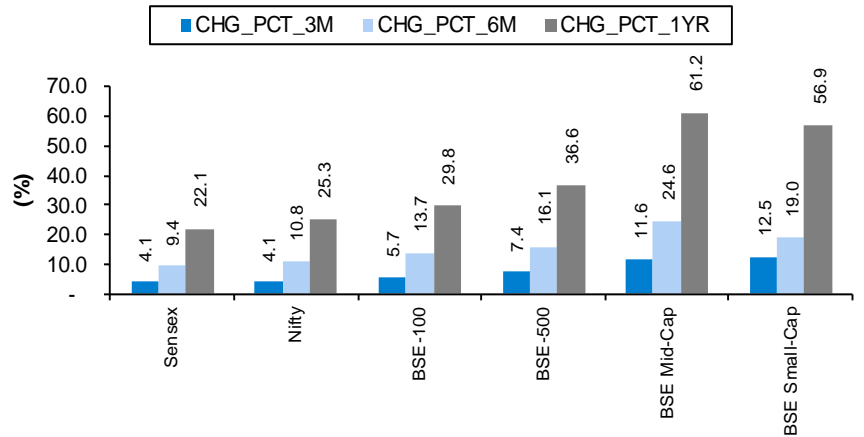
Source: PL

Exhibit 24: FMCG, Durables back in reckoning



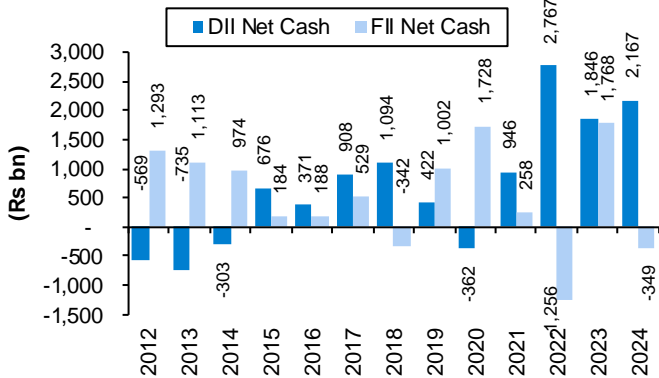
Source: PL

Exhibit 25: Markets remain firm, mid/ Small caps outperform



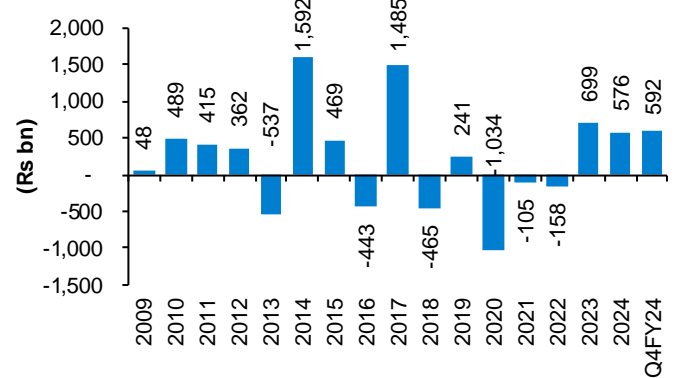
Source: PL

Exhibit 26: DII flows firm up sharply, FII turn net sellers



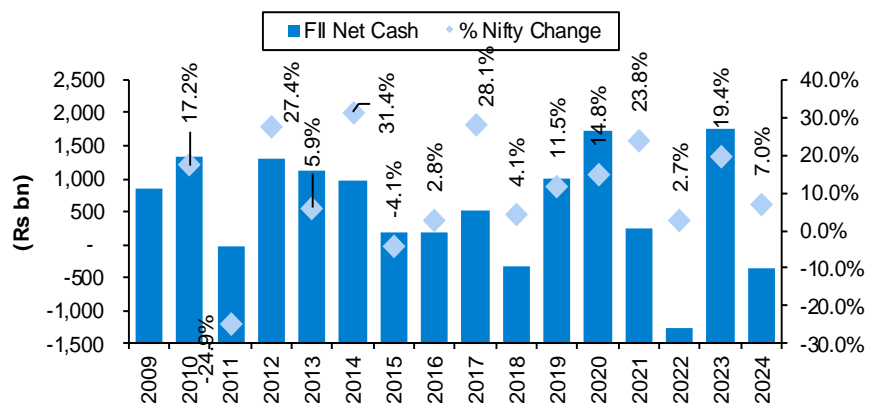
Source: PL

Exhibit 27: YTD FII Debt inflows remain static



Source: PL

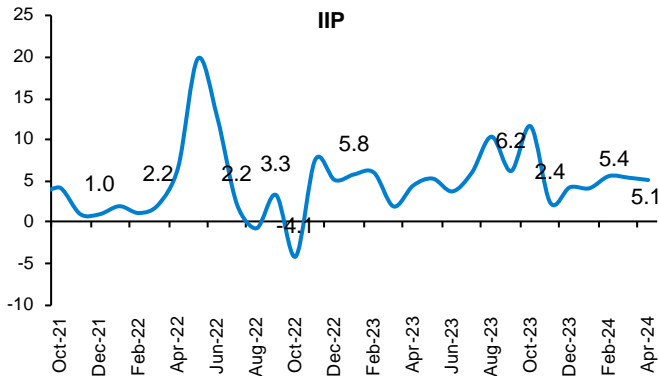
Exhibit 28: NIFTY positive YTD despite FII outflows



Source: PL

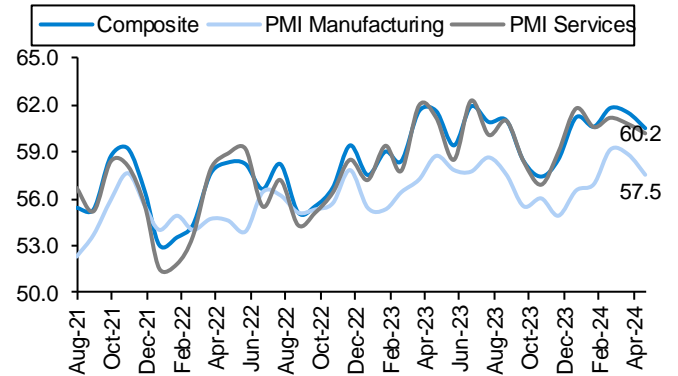
High Frequency indicators stay strong

Exhibit 29: IIP demonstrates uptick to 5.1% in April' 24



Source: Ministry of commerce, PL

Exhibit 30: May PMI shrinks due to intense heat wave



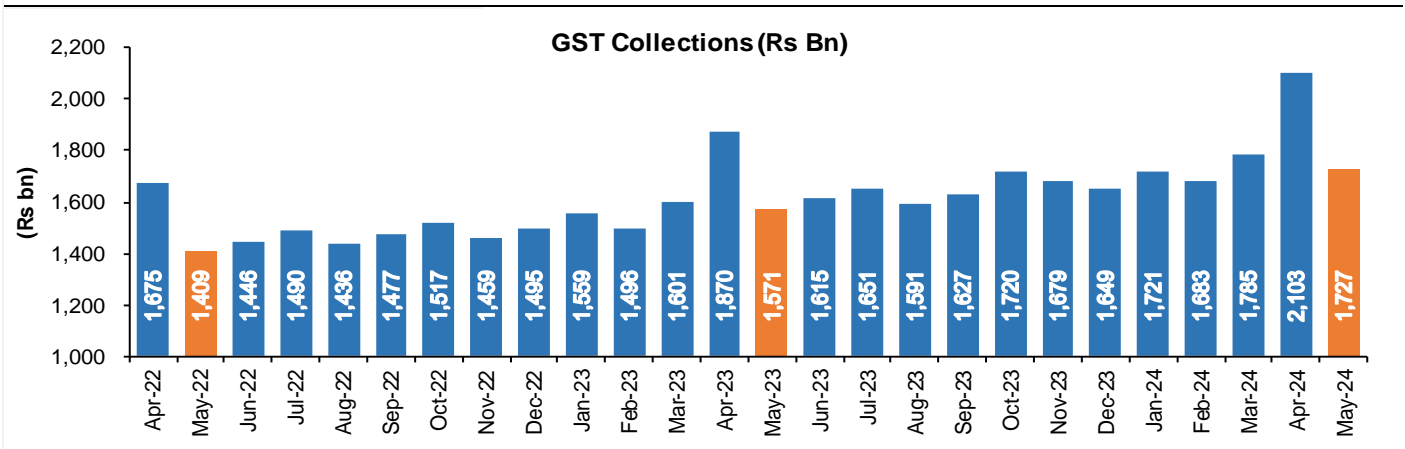
Source: Ministry of commerce, PL

Exhibit 31: IIP growth is led by Electricity; Durables and Mining catch up

	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24
General	4.5	5.3	3.8	6.0	10.3	6.2	11.6	2.4	4.2	4.1	5.6	5.4	5.1
Mining	5.1	6.4	7.6	10.7	12.3	11.5	13.1	7.0	5.2	5.9	8.1	1.3	6.7
Manufacturing	5.2	5.8	3.1	5.0	9.3	4.9	10.2	1.2	4.5	3.6	4.9	5.8	4.1
Electricity	-1.1	0.9	4.2	8.0	15.3	9.9	20.4	5.8	1.2	5.6	7.5	8.6	10.2
Use-Based													
Basic goods	1.9	3.6	5.3	7.6	12.4	8.0	11.4	8.5	4.8	2.9	5.9	3.0	7.1
Intermediate goods	0.4	3.0	4.6	2.4	6.8	6.1	9.4	3.1	3.9	5.3	8.7	5.5	4.5
Capital goods	4.6	8.1	2.0	4.5	13.1	8.4	21.3	-1.1	3.6	3.4	1.0	6.6	2.9
Infra/Construction Goods	15.0	11.3	12.9	12.4	13.5	8.9	11.3	1.7	5.1	5.5	8.5	7.4	6.4
Consumer Durables	-2.5	1.2	-6.7	-2.6	5.8	1.1	15.9	-5.5	5.3	11.9	12.4	9.5	10.0
Consumer Non-durables	10.8	8.4	0.3	7.9	9.6	3.0	8.7	-3.3	2.4	-0.2	-3.5	5.3	-1.9

Source: MOSPI, PL

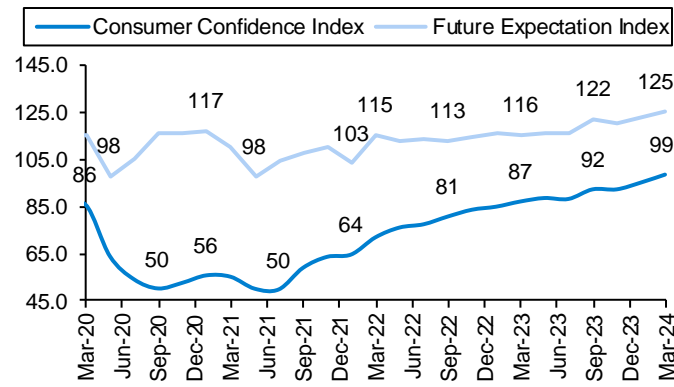
Exhibit 32: May GST/ compensation cess collections up 10%/6.9% showing impact of heat wave and elections



Source: GOI, PL

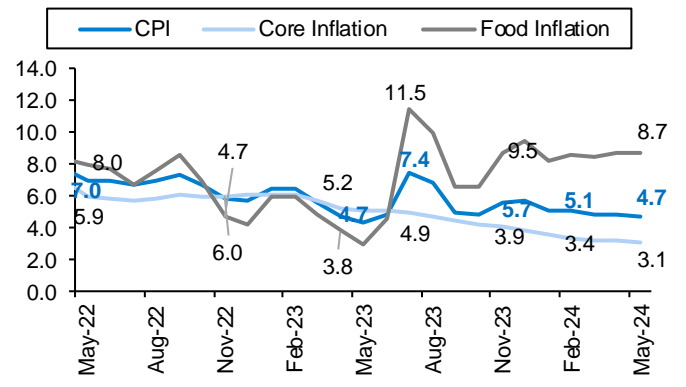
FY25YTD GST collection INR3.83t up 11%, compensation cess at INR255bn up 8.9% YoY

Exhibit 33: FEI-CEI show sharp improvement in March 24



Source: CMIE, PL

Exhibit 34: CPI eases to 4.7%, Food Inflation sticky



Source: MOSPI, PL

Exhibit 35: Food inflation remains sticky at 8.7% YoY, overall inflation softens led by Fuel/ lighting/ clothing and Footwear

Consumer Price Index (CPI)	Weight	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24
Food, Beverages and Tobacco	45.9	3.3	4.7	10.6	9.2	6.3	6.3	8.0	8.7	7.6	7.8	7.7	7.9	7.9
Pan Tobacco and Intoxicants	2.4	3.6	3.7	3.9	4.1	3.9	3.9	3.8	3.6	3.3	3.1	3.1	3.0	3.0
Clothing and Footwear	6.5	6.6	6.1	5.6	5.2	4.6	4.3	3.9	3.6	3.4	3.1	3.0	2.9	2.7
Housing	10.1	4.8	4.6	4.5	4.4	4.0	3.8	3.6	3.6	3.2	2.9	2.7	2.7	2.6
Fuel and Light	6.8	4.7	3.9	3.7	4.3	-0.1	-0.4	-0.8	-1.0	-0.6	-0.8	-3.4	-4.0	-3.8
Miscellaneous	28.3	4.9	5.2	5.0	4.9	4.8	4.5	4.4	4.1	3.8	3.6	3.5	3.5	3.4
Consumer Food Price Index	39.1	3.0	4.5	11.5	9.9	6.6	6.6	8.7	9.5	8.3	8.7	8.5	8.7	8.7

Source: MOSPI, PL

Exhibit 36: April Trade deficit increased by 26% YoY to USD19bn on 178% jump in Gold and 9% in Oil imports

Merchandise Trade (USD bn)	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24
Exports	34.7	35.0	34.3	34.5	34.5	34.4	33.5	33.8	38.4	36.9	41.4	41.7	35.0
YoY %	-12%	-10%	-19%	-10%	-7%	-3%	6%	-3%	1%	3%	12%	-1%	1%
Imports	49.9	57.0	53.1	53.0	58.6	53.8	63.5	54.5	58.3	53.4	60.1	57.3	54.1
YoY %	-14%	-7%	-18%	-17%	-5%	-15%	10%	-4%	-5%	1%	12%	-6%	8%
- Oil	15.2	15.6	12.5	11.8	13.2	14.0	16.2	14.9	14.9	15.5	16.9	17.2	16.5
YoY %	-14%	-6%	-34%	-37%	-24%	-20%	-1%	-8%	-23%	-2%	0%	-4%	9%
- Gold	1.1	3.7	5.0	3.5	4.9	4.1	8.5	3.9	3.0	1.9	6.1	1.5	3.1
YoY %	-35%	-39%	82%	49%	39%	7%	131%	16%	156%	174%	134%	-54%	178%
- Non Oil Non Gold	33.6	37.7	35.6	37.6	40.5	35.7	38.8	35.6	40.3	35.9	37.1	38.5	34.5
YoY %	-13%	-2%	-17%	-12%	-1%	-15%	3%	-4%	-1%	-1%	9%	-3%	3%
Trade Deficit	(15.1)	(22.0)	(18.8)	(18.5)	(24.2)	(19.4)	(30.0)	(20.7)	(19.9)	(16.5)	(18.7)	(15.6)	(19.1)
YoY %	-18%	0%	-15%	-27%	-3%	-31%	15%	-6%	-14%	-3%	13%	-18%	26%

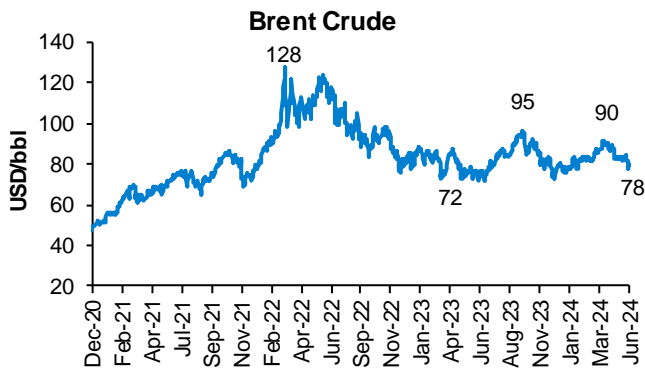
Source: Ministry of Commerce, PL

Exhibit 37: Service Trade surplus at USD12.6bn (up 7% YoY); Overall April/May trade deficit down 30% at 9.4bn USD

Services	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24
Exports (Receipts)	25.8	25.3	27.1	27.2	26.4	29.4	28.7	28.7	27.9	32.8	32.2	28.5	29.6
YoY %	7%	1%	7%	12%	0%	1%	13%	9%	-11%	2%	17%	-6%	15%
Imports (Payments)	14.0	13.5	15.9	14.9	13.9	14.9	14.3	13.4	13.3	16.1	15.4	15.8	17.0
YoY %	-1%	-11%	1%	6%	-9%	-8%	6%	0%	-16%	2%	3%	-7%	22%
Services balance	11.8	11.8	11.2	12.3	12.5	14.5	14.4	15.3	14.6	16.8	16.8	12.7	12.6
YoY %	18%	19%	18%	21%	11%	12%	22%	20%	-5%	2%	35%	-6%	7%

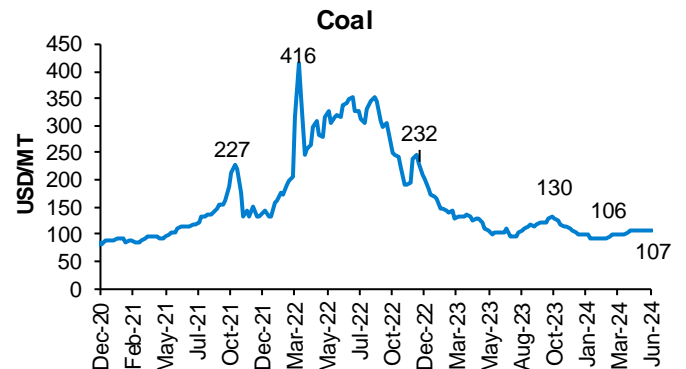
Source: Ministry of Commerce, PL

Exhibit 38: Crude falls 13% to 78 from recent peak of 90



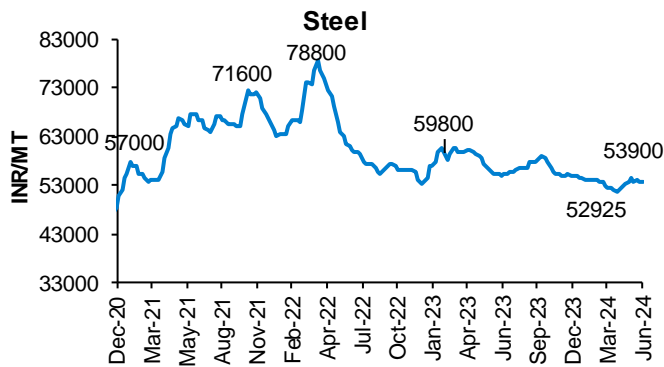
Source: PL

Exhibit 39: Coal prices trading at low of 107USD/MT



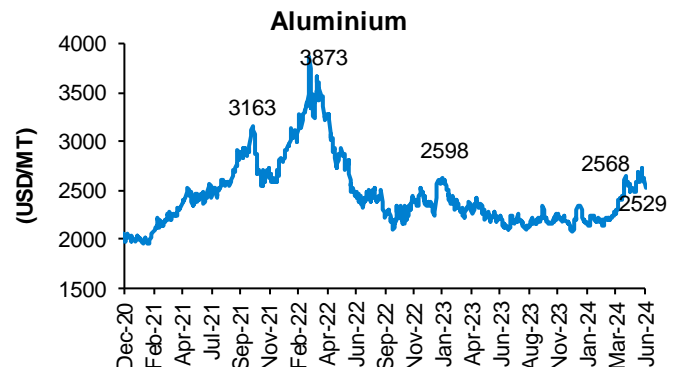
Source: Bigmint, PL

Exhibit 40: Steel prices up 2% from a recent low of 52925



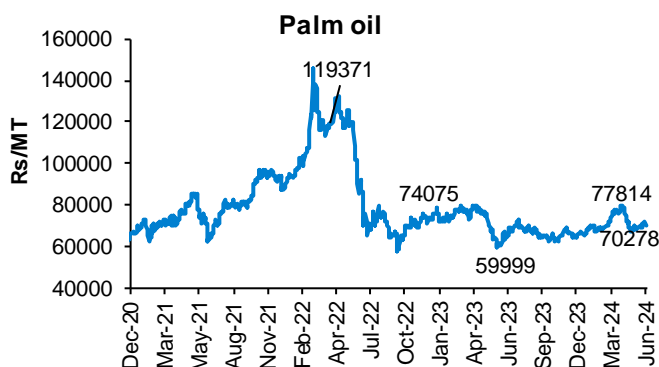
Source: Bigmint, PL

Exhibit 41: Aluminium price back to +2500 USD/MT



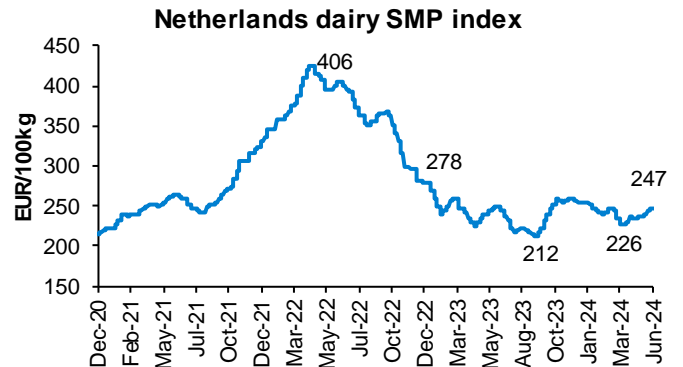
Source: PL

Exhibit 42: Palm oil corrected 12% from recent high of 78000



Source: PL

Exhibit 43: SMP prices up 9% since Mar'24



Source: PL

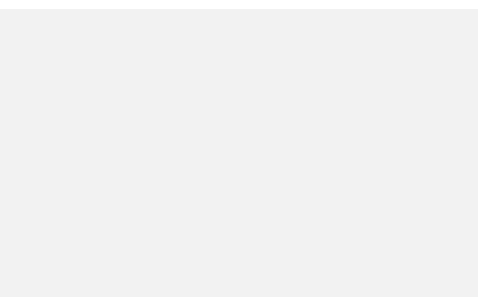
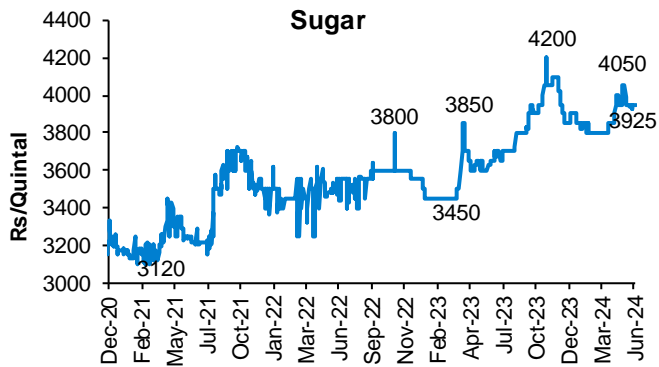
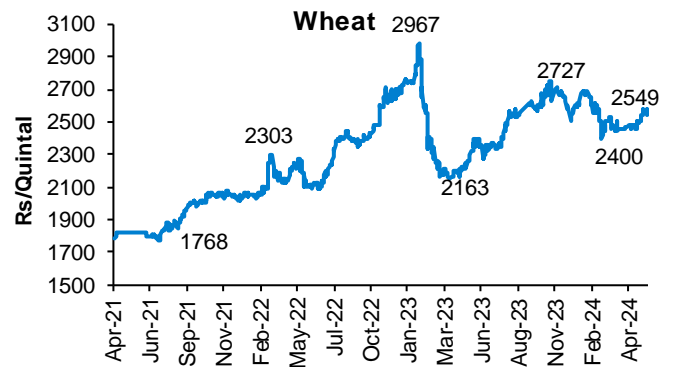


Exhibit 44: Sugar prices corrected 3.1% from 4050 to 3925



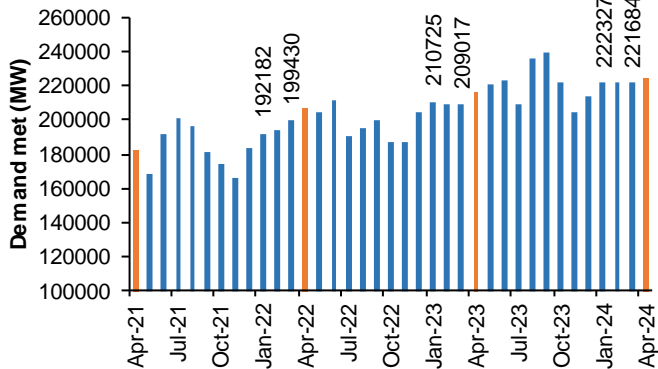
Source: PL

Exhibit 45: Wheat prices up 6% from Feb24 lows



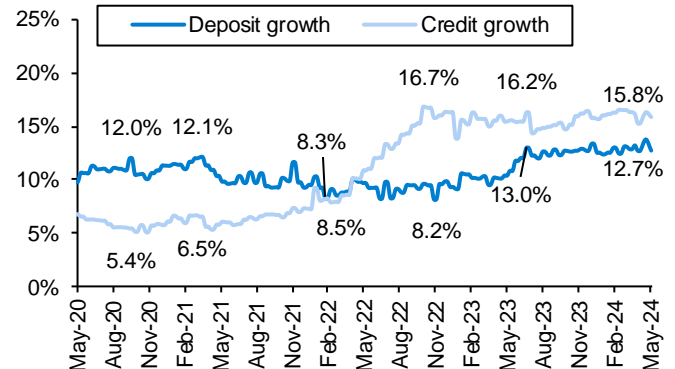
Source: PL

Exhibit 46: Power - Apr demand rises by 3.7% at 224.2GW



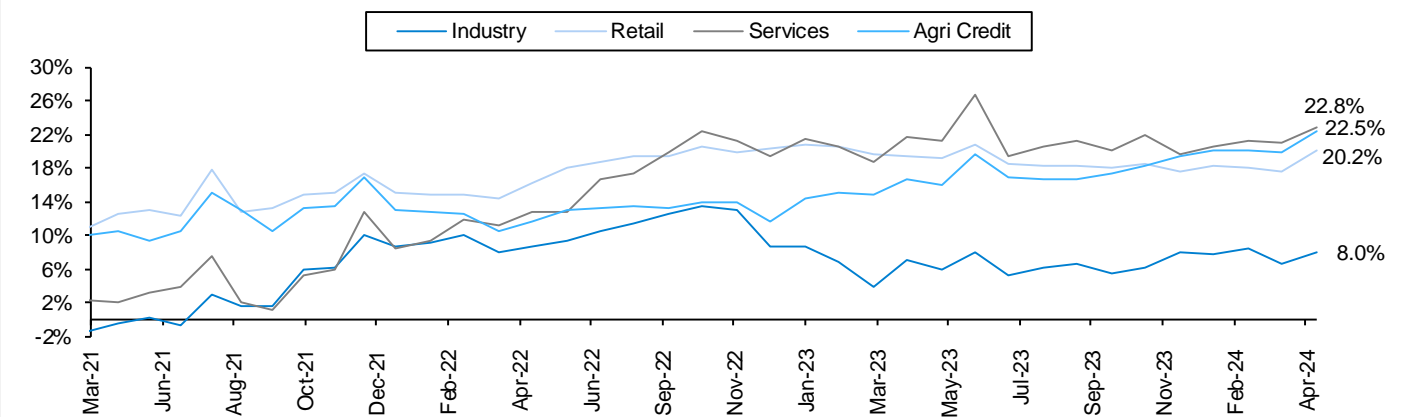
Source: CEA, PL Research

Exhibit 47: C-D growth gap widens to 310bps



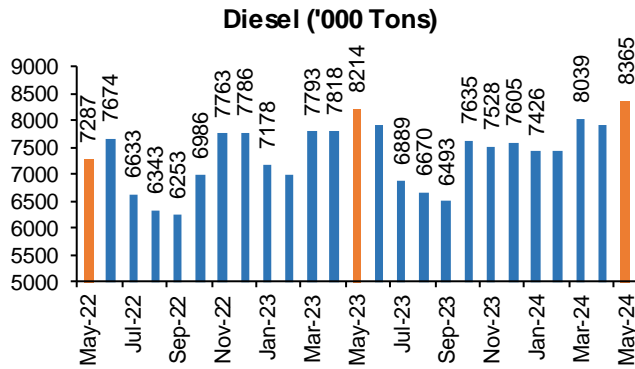
Source: RBI, PL

Exhibit 48: Service and Agri credit growth above 20%, Industry credit growth languishes at 8%



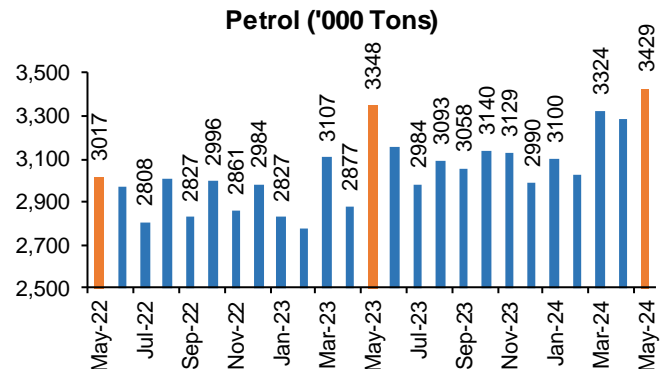
Source: RBI, PL

Exhibit 49: Diesel usage up by 1.8% YoY to 8.4mn tonne



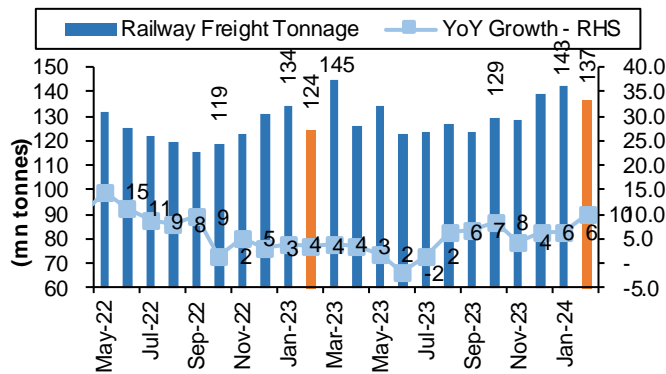
Source: PPAC, PL

Exhibit 50: Petrol usage up 2.4% to 3.4mn tonne



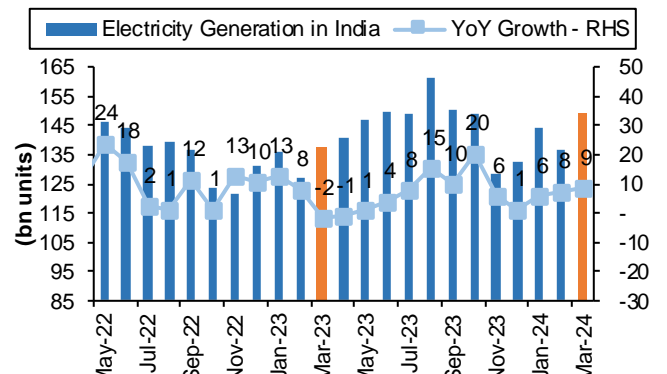
Source: PPAC, PL

Exhibit 51: Railway haulage up by 6% YoY in Feb'24



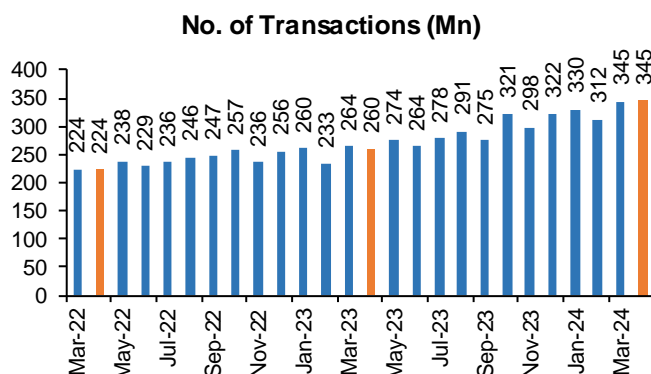
Source: Indian Railway, PL

Exhibit 52: Energy generation increased 8.6% in Mar'24



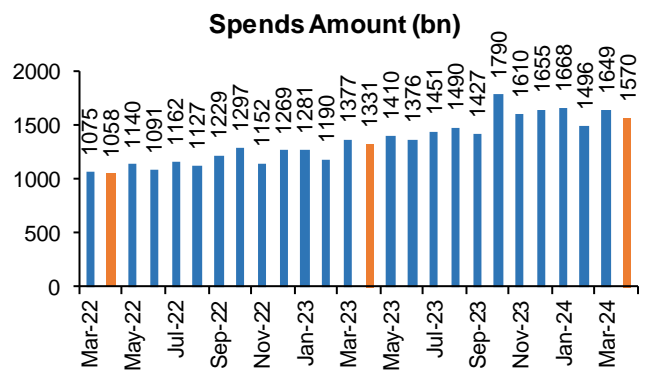
Source: CEA, PL

Exhibit 53: April 24 Credit Card transaction up 33%



Source: RBI, PL

Exhibit 54: CC Spending up 18% YoY to Rs.1570bn



Source: RBI, PL

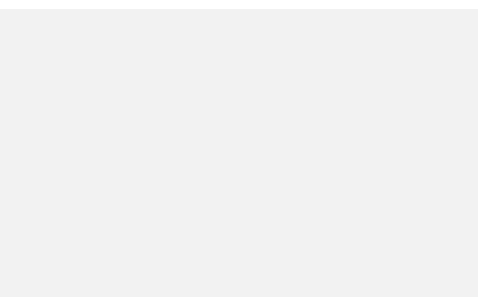
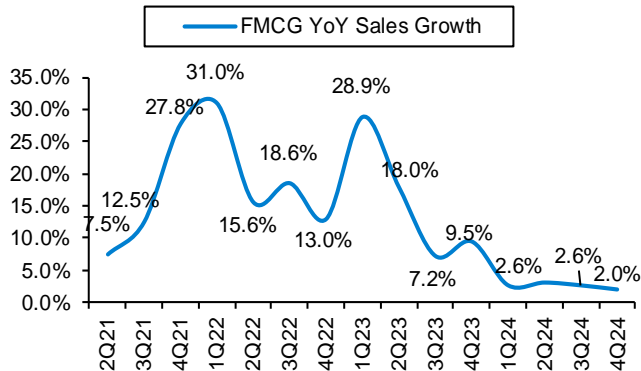
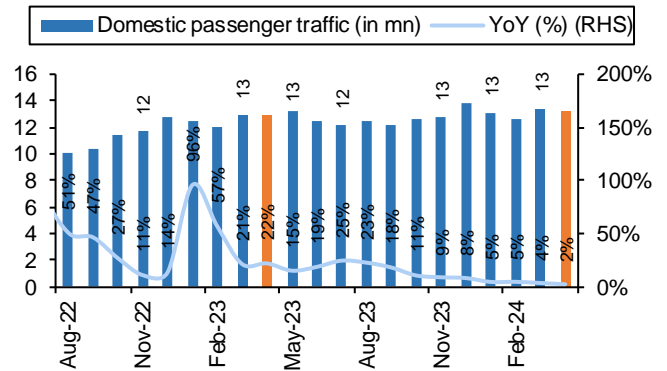


Exhibit 55: FMCG sales up 2% YoY in Q4FY24



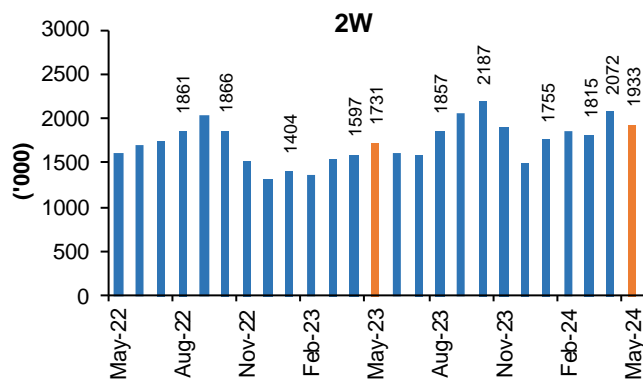
Source: Company, PL

Exhibit 56: April Air traffic growth remain sluggish at 2%



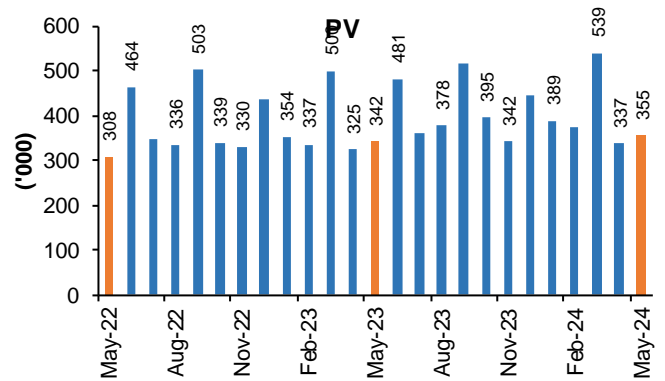
Source: DGCA, PL

Exhibit 57: May'24 2W Sales up by 11.6% YoY



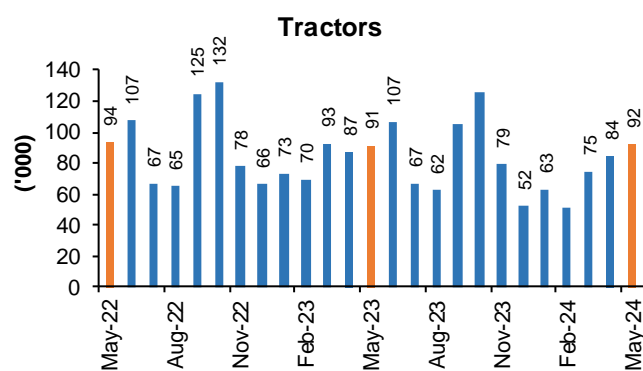
Source: SIAM, PL

Exhibit 58: While PV sales growth at 3.9%



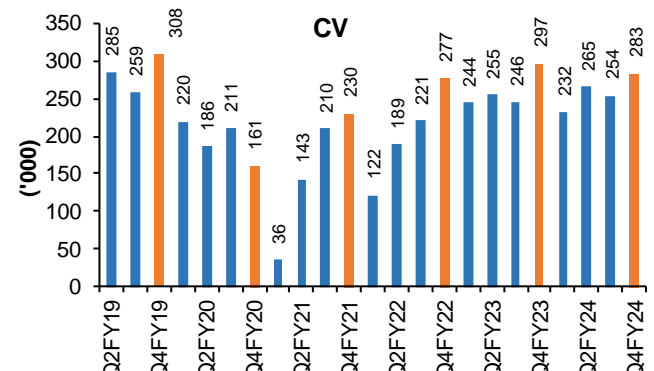
Source: SIAM, PL (*TATA motors only gives Quarterly numbers)

Exhibit 59: Tractor volumes up 0.5% YoY

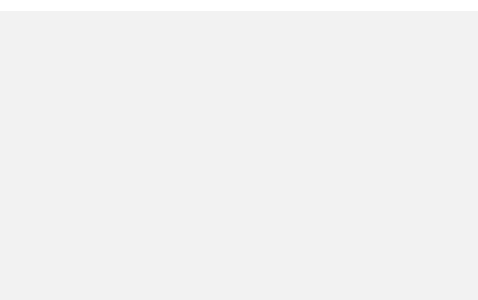


Source: SIAM, PL

Exhibit 60: 4QFY24 CV volumes down 4.5% YoY



Source: SIAM, PL



4QFY24 – Cement, CG, Travel provide PBT beat

- PL universe posted 3% lower sales while EBIDTA was 4.4% higher than estimates. Ex-Oil & Gas sales and EBIDTA variation was -0.1/7.1% respectively. EX BFSI sales and EBIDTA variation was -3.4/-0.4%.
- Travel, Chemicals, HFC and Media had maximum beat in sales while Telecom and Oil and Gas were significantly below estimates. Banks, Capital Goods, Cement, Chemical and Media had max beat in EBIDTA while Building materials, Telecom and Consumer missed on EBIDTA.
- Cement, Capital Goods, Chemicals, Oil and Gas and Travel has max beat on PBT while PBT miss was max for Media, metals and consumer.
- There were 24 rating upgrades and 18 rating downgrades, Auto/Anc has 6upgrades, Capital Goods 5, Oil and Gas 5 and Consumer 3. Metals, Capital Goods, Travel and Building material had 3, 4, 2 and 2 downgrade respectively.
- Major Rating Upgrade:** HUL, Marico, Eicher, Hero, TVS, Bharat Forge, Praj, Voltamp, Ambuja Cement, Vinati and Oil India.
- Major Rating Downgrade:** Century Ply, Greenpanel, Guj Fluro, SAIL, VIP and IRCTC.
- Major Estimates Upgrade** – ABB, HAL, Siemens, Hindalco, Ambuja Cement, Crompton Consumer, JSPL, Oil India, BPCL, Zydus, Bharti Airtel.
- Estimate Downgrade** – Century Ply, Green Panel, Kajaria, Navin, Bajaj Elec, JUBI Foods, TTAN, KIMS, Max Health, PVR, Chalet, GSPL and ML.

Exhibit 61: Banks, CG, Cement shine; Building Material, Telecom, consumer a miss on EBIDTA

	Revenue (Rs mn)			EBITDA (Rs mn)			PBT (Rs mn)			PAT (Rs mn)		
	Estimate	Actual	% Chng.	Estimate	Actual	% Chng.	Estimate	Actual	% Chng.	Estimate	Actual	% Chng.
Automobiles	2,453,042	2,419,410	-1.4%	342,771	340,728	-0.6%	252,849	253,976	0.4%	183,161	297,636	62.5%
Banks	1,278,171	1,302,416	1.9%	869,461	1,028,869	18.3%				534,297	677,308	26.8%
Building Materials	89,802	91,153	1.5%	14,919	14,577	-2.3%	13,055	12,847	-1.6%	10,096	10,102	0.1%
Capital Goods	1,362,039	1,352,501	-0.7%	184,690	203,288	10.1%	165,387	190,498	15.2%	114,660	138,383	20.7%
Cement	418,660	423,364	1.1%	74,394	81,268	9.2%	51,378	57,928	12.7%	38,276	47,747	24.7%
Chemicals	122,436	127,263	3.9%	20,840	22,303	7.0%	14,458	16,081	11.2%	11,315	12,943	14.4%
Consumer Durables	218,659	224,592	2.7%	22,226	21,999	-1.0%	20,945	20,634	-1.5%	15,449	15,243	-1.3%
Consumer Staples	901,378	886,176	-1.7%	191,330	184,542	-3.5%	181,196	174,508	-3.7%	135,101	133,515	-1.2%
Education	8,707	8,724	0.2%	2,549	2,728	7.0%	2,249	2,345	4.3%	1,577	1,771	12.3%
HFCs	26,607	28,130	5.7%	22,794	23,576	3.4%				14,748	14,425	-2.2%
Hospitals	121,162	121,927	0.6%	22,470	22,827	1.6%	15,741	15,316	-2.7%	11,796	11,081	-6.1%
Media	34,930	37,492	7.3%	4,341	5,351	23.3%	-1,071	-95	-91.2%	-894	-763	-14.7%
Metals	2,201,395	2,204,816	0.2%	285,036	281,339	-1.3%	148,457	142,064	-4.3%	100,048	101,561	1.5%
Oil & Gas	8,355,817	7,802,501	-6.6%	977,675	958,671	-1.9%	610,640	677,990	11.0%	446,713	483,523	8.2%
Pharmaceuticals	517,081	522,472	1.0%	125,330	128,167	2.3%	102,904	110,580	7.5%	78,505	89,682	14.2%
Telecom	387,362	375,991	-2.9%	203,365	193,648	-4.8%	66,098	44,032	-33.4%	22,010	20,716	-5.9%
Travel & Tourism	196,326	206,130	5.0%	47,422	51,766	9.2%	21,452	23,560	9.8%	19,793	23,314	17.8%
PL Universe	1,86,93,573	1,81,35,060	-3.0%	34,11,613	35,62,948	4.4%	16,65,739	17,39,564	4.4%	17,36,650	20,91,104	20.4%
PL Universe (ex-BFSI)	1,73,88,796	1,68,04,514	-3.4%	25,19,357	25,10,503	-0.4%	16,65,739	17,39,564	4.4%	11,87,604	13,99,371	17.8%
PL Universe (ex-O&G)	1,03,37,756	1,03,32,559	-0.1%	24,33,938	26,06,977	7.1%	10,55,099	10,64,274	0.9%	12,89,937	16,10,281	24.8%

Source: Company, PL

Auto, Oil and Gas and Metals lead

- 4Q24 aggregate coverage sales, EBIDTA and PBT grew by 4.8%, 9.5% and 8.8% YoY respectively as margins expanded 86bps YoY and 67bps QoQ.
- Auto (strong volumes and benign inputs), Capital Goods (Strong sales, lower inputs and operating leverage), Pharma (Strong sales and benefit of stable generic pricing in US and lower API prices), travel (Aviation and Hotels gain from strong travel surge) and cement (benign inputs) reported strong sales, EBIDTA and PAT. Durables reported strong sales on strong summer stocking.
- Consumer, Chemicals, IT, Oil and Gas reported tepid numbers, although Specialty chemicals reported QoQ improvement.

Exhibit 62: Auto, Capital Goods, Pharma, Cement and travel give strong performance

	Revenue Growth (%)		EBITDA Growth (%)		EBITDA Margin (bps)		PBT (%)		PAT (%)	
	YoY	QoQ	YoY	QoQ	YoY	QoQ	YoY	QoQ	YoY	QoQ
Automobiles	14.0%	7.1%	30.3%	9.1%	176	26	49.2%	11.2%	94.3%	58.2%
Banks	5.3%	3.7%	16.0%	20.4%	729	1,095	0.0%	0.0%	14.7%	15.9%
Building Materials	8.6%	17.6%	-3.5%	30.0%	-200	153	-5.1%	37.3%	-7.5%	38.5%
Capital Goods	14.6%	31.3%	23.1%	68.0%	103	328	32.6%	72.4%	33.4%	80.8%
Cement	10.2%	16.3%	30.7%	10.9%	300	-93	41.4%	13.9%	31.2%	25.7%
Chemicals	-3.3%	12.1%	-23.8%	17.3%	-472	78	-33.6%	23.7%	-30.1%	24.1%
Consumer Durables	20.1%	24.8%	11.9%	42.1%	-72	119	12.7%	43.1%	16.1%	56.2%
Consumer Staples	6.1%	-4.2%	3.1%	-6.6%	-60	-54	2.3%	-9.2%	3.9%	-10.8%
Education	9.1%	160.4%	32.2%	-853.2%	546	4,209	34.6%	-468.3%	40.7%	-469.0%
HFCs	13.6%	6.0%	10.3%	1.3%	-258	-390	0.0%	0.0%	-2.1%	-2.3%
Hospitals	13.1%	4.0%	21.5%	9.7%	129	97	23.6%	8.8%	18.4%	1.4%
Information Technology	1.7%	-0.3%	1.3%	-0.1%	-8	5	1.9%	1.7%	1.1%	2.0%
Media	4.2%	-5.8%	16.9%	-28.1%	155	-443	669.8%	-104.5%	-83.4%	-148.9%
Metals	-3.3%	8.6%	-5.1%	-0.6%	-25	-119	-12.9%	-5.0%	-15.3%	-2.7%
Oil & Gas	1.9%	1.6%	1.9%	3.6%	0	23	-0.3%	5.6%	-7.6%	3.7%
Pharmaceuticals	12.5%	1.1%	25.1%	-1.2%	247	-57	35.8%	1.1%	64.7%	6.4%
Telecom	4.4%	-0.8%	3.6%	-2.3%	-42	-78	-0.2%	24.5%	20.9%	48.8%
Travel & Tourism	25.2%	-7.0%	42.5%	-17.4%	305	-316	54.8%	-35.2%	72.4%	-32.8%
PL Universe	4.8%	4.8%	9.5%	8.5%	86	67	8.8%	7.2%	13.4%	14.2%
PL Universe (Ex-BFSI)	4.7%	4.9%	7.3%	4.9%	38	-0	8.8%	7.2%	13.1%	13.7%
PL Universe (Ex-Oil & Gas)	6.7%	7.0%	12.1%	10.2%	120	72	13.6%	8.0%	20.4%	17.3%

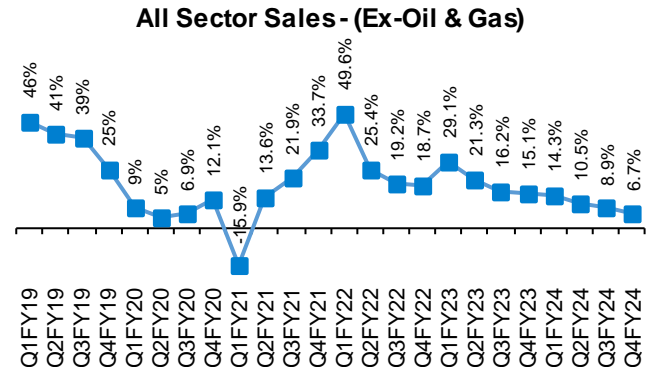
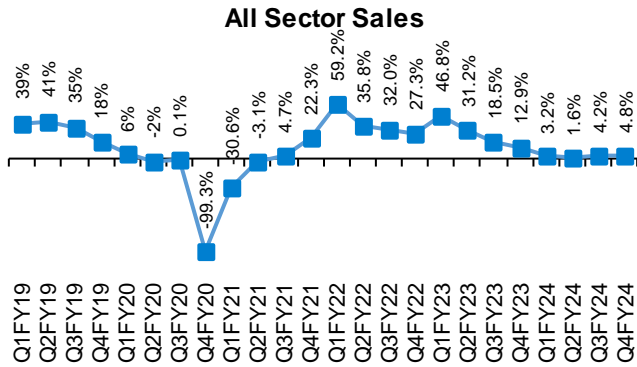
Source: Company, PL

- Ex BFSI sales, EBIDTA and PBT grew 4.7%, 7.3% and 8.8%. Ex Oil and Gas sales, EBIDTA and PBT grew 6.7%, 12.1% and 13.6%.
- Auto, Capital Goods, Pharma, Hospitals, Travel, Telecom, Cement and Banks have positive outlook. Building Materials, QSR, Jewellery, IT services and Specialty chemicals have tepid outlook.
- Major Target Price increase** – ABB, Siemens, BEL, Polycab, M&M, Exide, SBI, HAL, Marico, Emami, PLNG, Zydus, Interglobe, Bharti Airtel
- Major Target price Cuts** – Century Ply, Greenpanel, TTAN, PVR, VIP Inds, Dalmia, Narayana Hridulaya, NOCIL

Mixed demand, margins expand due to lower input costs

Exhibit 63: Chemicals, IT, Metals drag growth

Exhibit 64: Pricing growth is coming off

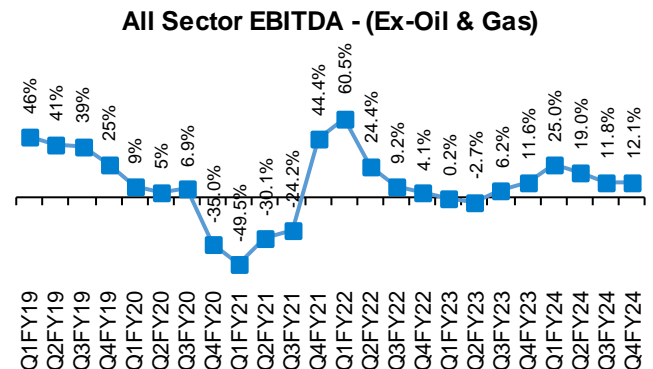
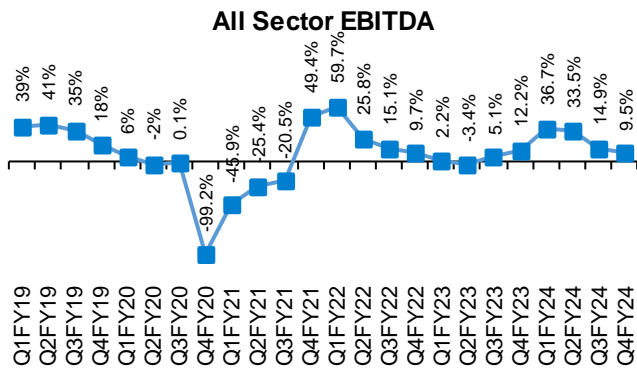


Source: Company, PL

Source: Company, PL

Exhibit 65: Soft commodities power EBITDA growth

Exhibit 66: CG, Pharma, Auto boost EBITDA

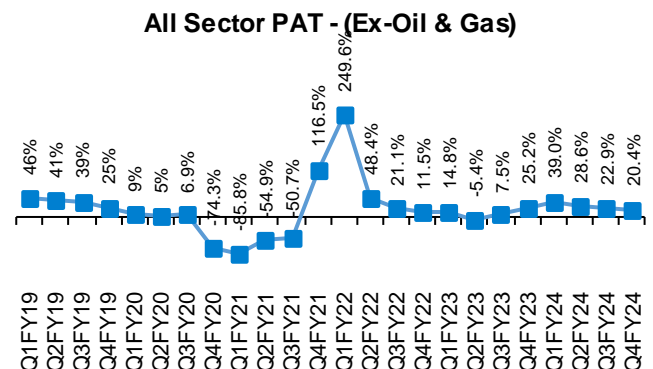
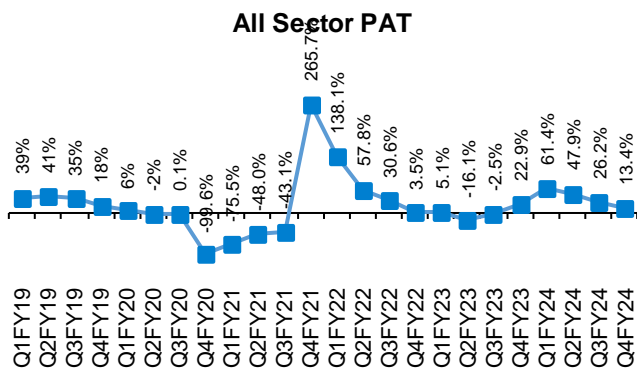


Source: Company, PL

Source: Company, PL

Exhibit 67: Auto, Cement, Pharma lead growth

Exhibit 68: Broadbased, ex-discretionary consumption



Source: Company, PL

Source: Company, PL

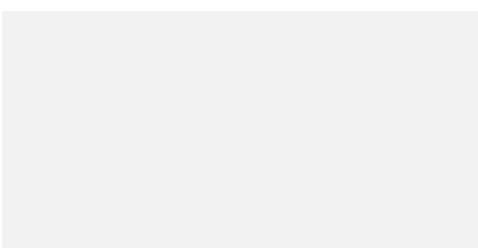


Exhibit 69: 4QFY24 Result Snapshot

	Revenue					EBITDA					PAT				
	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)
Automobiles															
Ashok Leyland	112,667	116,257	-3.1	92,730	21.5	15,921	12,757	24.8	11,139	42.9	9,452	7,137	32.4	5,804	62.8
Bajaj Auto	114,847	89,047	29.0	121,135	-5.2	23,063	17,166	34.4	24,299	-5.1	19,360	14,329	35.1	20,419	-5.2
Bharat Forge	41,642	36,291	14.7	38,664	7.7	6,532	4,783	36.6	6,730	-2.9	2,486	1,937	28.3	2,486	0.0
CEAT	29,919	28,748	4.1	29,631	1.0	3,915	3,678	6.4	4,175	-6.2	1,475	1,400	5.4	1,815	-18.7
Divgi Torqtransfer Systems	651	733	-11.3	630	3.2	131	193	-31.8	129	1.9	92	135	-31.5	94	-1.8
Eicher Motors	42,560	38,043	11.9	41,788	1.8	11,286	9,336	20.9	10,903	3.5	10,705	9,056	18.2	9,960	7.5
Endurance Technologies	26,848	22,343	20.2	25,611	4.8	3,894	2,854	36.4	2,990	30.2	2,102	1,365	54.0	1,523	38.0
Exide Industries	40,094	35,430	13.2	38,405	4.4	5,162	3,672	40.6	4,399	17.3	2,838	2,078	36.5	2,403	18.1
Hero Motocorp	95,193	83,068	14.6	97,237	-2.1	13,592	10,830	25.5	13,621	-0.2	10,161	8,589	18.3	10,734	-5.3
Mahindra & Mahindra	251,090	225,714	11.2	252,885	-0.7	31,188	27,883	11.9	32,364	-3.6	20,382	20,608	-1.1	24,540	-16.9
Maruti Suzuki	382,349	320,480	19.3	333,087	14.8	46,850	33,503	39.8	39,079	19.9	38,778	26,236	47.8	31,300	23.9
Tata Motors	1,199,863	1,059,324	13.3	1,105,771	8.5	169,933	127,961	32.8	153,333	10.8	174,953	56,231	211.1	71,134	145.9
TVS Motors	81,688	66,048	23.7	82,450	-0.9	9,262	6,798	36.3	9,244	0.2	4,854	4,103	18.3	5,934	-18.2
Total	2,419,410	2,121,525	14.0	2,260,027	7.1	340,728	261,414	30.3	312,406	9.1	297,636	153,203	94.3	188,144	58.2
Banks															
Axis Bank	130,890	117,422	11.5	125,322	4.4	105,357	91,676	14.9	91,412	15.3	71,297	67,614	5.4	60,711	17.4
Bank of Baroda	117,928	115,249	2.3	111,013	6.2	81,061	80,729	0.4	70,151	15.6	48,865	47,753	2.3	45,793	6.7
City Union Bank	5,466	5,143	6.3	5,159	5.9	3,518	4,170	-15.6	3,640	-3.4	2,548	2,180	16.9	2,530	0.7
DCB Bank	5,075	4,860	4.4	4,740	7.1	2,338	2,439	-4.2	2,115	10.5	1,557	1,422	9.5	1,266	23.0
Federal Bank	21,951	19,093	15.0	21,234	3.4	11,104	13,346	-16.8	14,373	-22.7	9,063	9,026	0.4	10,067	-10.0
HDFC Bank	290,768	286,733	1.4	284,713	2.1	292,742	225,996	29.5	236,473	23.8	165,119	149,189	10.7	163,725	0.9
ICICI Bank	190,928	176,668	8.1	186,786	2.2	150,388	138,264	8.8	147,236	2.1	107,075	91,219	17.4	102,715	4.2
IndusInd bank	53,764	46,695	15.1	52,956	1.5	40,271	37,528	7.3	40,022	0.6	23,468	20,405	15.0	22,979	2.1
Kotak Mahindra Bank	69,094	61,026	13.2	65,535	5.4	54,616	46,474	17.5	45,662	19.6	41,333	34,956	18.2	30,050	37.5
State Bank of India	416,552	403,925	3.1	398,157	4.6	287,476	246,211	16.8	203,360	41.4	206,984	166,945	24.0	144,321	43.4
Total	1,302,416	1,236,811	5.3	1,255,615	3.7	1,028,869	886,833	16.0	854,446	20.4	677,308	590,710	14.7	584,158	15.9



	Revenue					EBITDA					PAT				
	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)
Building Materials															
Astral Ltd.	16,251	15,062	7.9	13,702	18.6	2,915	3,089	-5.6	2,161	34.9	1,813	2,075	-12.6	1,243	45.9
Century Plyboard (I)	10,607	9,654	9.9	9,374	13.2	1,483	1,638	-9.5	1,061	39.8	1,005	1,146	-12.3	627	60.4
Cera Sanitaryware	5,488	5,325	3.1	4,389	25.0	950	872	8.9	614	54.5	757	632	19.9	515	46.9
Finolex Industries	12,354	11,411	8.3	10,197	21.2	2,089	2,174	-3.9	1,199	74.3	1,649	1,665	-1.0	954	72.9
Greenpanel Industries	3,966	4,414	-10.2	3,857	2.8	513	762	-32.7	603	-14.9	298	689	-56.8	346	-13.9
Kajaria Ceramics	12,408	12,048	3.0	11,518	7.7	1,720	1,759	-2.2	1,788	-3.8	1,031	1,124	-8.3	1,045	-1.3
Supreme Industries	30,079	25,983	15.8	24,491	22.8	4,907	4,803	2.2	3,788	29.5	3,548	3,594	-1.3	2,562	38.5
Total	91,153	83,898	8.6	77,528	17.6	14,577	15,098	-3.5	11,214	30.0	10,102	10,926	-7.5	7,292	38.5
Capital Goods															
ABB	30,804	24,112	27.8	27,575	11.7	5,652	2,853	98.1	4,172	35.5	4,596	2,452	87.5	3,452	33.1
Apar Inds Ltd	44,551	40,886	9.0	40,085	11.1	4,213	4,239	-0.6	4,050	4.0	2,362	2,427	-2.7	2,176	8.6
BEML	15,137	13,879	9.1	10,470	44.6	3,704	2,868	29.1	559	562.8	2,568	1,577	62.8	482	432.7
Bharat Electronics	85,285	64,566	32.1	41,367	106.2	22,800	18,248	24.9	10,494	117.3	17,835	13,654	30.6	8,933	99.7
BHEL	82,603	82,270	0.4	55,038	50.1	7,279	10,490	-30.6	2,165	236.1	4,844	6,451	-24.9	463	945.9
Carborandum Universal	12,012	11,996	0.1	11,514	4.3	2,094	1,903	10.0	1,925	8.8	1,348	1,180	14.3	1,113	21.2
Engineers India	8,051	8,801	-8.5	8,676	-7.2	775	1,669	-53.6	501	54.7	1,155	1,902	-39.3	633	82.4
GE T&D India	9,136	7,031	29.9	8,390	8.9	1,110	279	297.6	965	14.9	663	-109	NA	493	34.3
Grindwell Norton	6,911	6,648	4.0	6,599	4.7	1,250	1,293	-3.3	1,278	-2.2	926	992	-6.7	925	0.1
Harsha Engineering	3,804	3,437	10.7	3,245	17.2	545	508	7.4	398	37.2	368	326	12.8	297	23.9
Hindustan Aeronautics	142,198	124,947	13.8	60,613	134.6	53,523	32,458	64.9	14,353	272.9	39,009	19,448	100.6	12,614	209.2
KEC International	61,648	55,250	11.6	50,067	23.1	3,880	2,835	36.9	3,079	26.0	1,518	722	110.2	969	56.7
Cummins India	23,162	19,260	20.3	25,341	-8.6	5,443	3,261	66.9	5,379	1.2	5,615	3,185	76.3	4,562	23.1
Kalpataru Power Transmission	51,470	43,960	17.1	41,470	24.1	4,000	3,110	28.6	3,440	16.3	1,750	1,147	52.6	1,440	21.5
Larsen & Toubro	670,787	583,352	15.0	551,278	21.7	72,340	68,329	5.9	57,590	25.6	43,232	39,868	8.4	29,474	46.7
Praj Industries	10,186	10,040	1.5	8,286	22.9	1,262	1,045	20.7	965	30.8	919	881	4.3	704	30.6
Siemens	57,499	48,578	18.4	48,252	19.2	8,782	6,212	41.4	5,961	47.3	6,105	4,718	29.4	5,057	20.7
Thermax	27,637	23,108	19.6	23,244	18.9	2,732	1,999	36.6	1,874	45.7	1,876	1,562	20.1	1,109	69.1
Triveni Turbine	4,581	3,698	23.9	4,317	6.1	898	663	35.4	837	7.3	760	555	36.9	682	11.4
Voltamp Transformers	5,042	4,399	14.6	4,085	23.4	1,007	928	8.5	1,048	-3.9	935	766	22.2	946	-1.1
Total	1,352,501	1,180,216	14.6	1,029,912	31.3	203,288	165,191	23.1	121,034	68.0	138,383	103,704	33.4	76,525	80.8



	Revenue					EBITDA					PAT				
	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)
Cement															
ACC	54,087	45,370	19.2	49,144	10.1	8,368	3,791	120.7	9,047	-7.5	7,730	1,715	350.8	5,376	43.8
Ambuja Cement	47,803	41,285	15.8	44,395	7.7	7,978	6,261	27.4	8,511	-6.3	5,481	4,178	31.2	5,137	6.7
Dalmia Bharat	43,070	39,150	10.0	36,040	19.5	6,540	7,100	-7.9	7,790	-16.0	3,150	6,448	-51.1	2,630	19.8
Nuvoco Vistas Corporation	29,334	29,285	0.2	24,210	21.2	4,908	3,804	29.0	4,104	19.6	1,004	2,011	-50.1	310	223.4
Shree Cement	51,010	47,851	6.6	49,008	4.1	13,272	8,925	48.7	12,337	7.6	6,618	5,462	21.2	7,342	-9.9
Ultratech Cement	198,059	181,121	9.4	161,342	22.8	40,202	32,309	24.4	31,488	27.7	23,764	16,578	43.3	17,178	38.3
Total	423,364	384,062	10.2	364,139	16.3	81,268	62,191	30.7	73,277	10.9	47,747	36,391	31.2	37,974	25.7
Chemicals															
Aarti Industries	17,730	16,550	7.1	17,320	2.4	2,830	2,510	12.7	2,600	8.8	1,320	1,480	-10.8	1,240	6.5
Clean Science and Technology	2,275	2,169	4.9	1,947	16.8	945	1,051	-10.1	866	9.1	703	805	-12.7	626	12.2
Deepak Nitrite	21,262	19,614	8.4	20,092	5.8	3,011	3,480	-13.5	3,047	-1.2	1,741	2,339	-25.6	2,020	-13.8
Fine Organic Industries	5,215	5,966	-12.6	4,258	22.5	1,322	2,024	-34.7	924	43.2	1,049	1,494	-29.8	697	50.5
Gujarat Fluorochemicals	11,330	14,714	-23.0	9,917	14.2	2,376	5,293	-55.1	2,062	15.2	1,010	3,319	-69.6	801	26.1
Jubilant Ingrevia	10,744	11,450	-6.2	9,664	11.2	912	1,021	-10.6	956	-4.5	293	523	-44.1	385	-24.1
Laxmi Organic Industries	7,921	7,332	8.0	6,936	14.2	900	607	48.2	516	74.5	443	243	82.1	272	62.6
Navin Fluorine International	6,020	6,971	-13.6	5,018	20.0	1,101	2,018	-45.5	757	45.4	704	1,364	-48.4	780	-9.8
NOCIL	3,565	3,927	-9.2	3,406	4.7	446	497	-10.3	489	-8.7	415	283	46.7	300	38.5
SRF	35,697	37,781	-5.5	30,530	16.9	6,958	9,316	-25.3	5,658	23.0	4,222	5,625	-24.9	2,534	66.6
Vinati Organics	5,503	5,193	6.0	4,480	22.8	1,502	1,472	2.0	1,146	31.0	1,045	1,047	-0.2	769	35.8
Total	127,263	131,666	-3.3	113,569	12.1	22,303	29,288	-23.8	19,020	17.3	12,943	18,522	-30.1	10,426	24.1
Consumer Durables															
Bajaj Electricals	11,881	12,920	-8.0	12,282	-3.3	497	946	-47.4	806	-38.3	293	518	-43.5	374	-21.5
Crompton Greaves Consumer Electricals	19,610	17,910	9.5	16,927	15.9	2,036	2,114	-3.7	1,498	35.9	1,384	1,312	5.5	860	60.9
Havells India	54,420	48,592	12.0	44,139	23.3	6,346	5,272	20.4	3,932	61.4	4,467	3,580	24.8	2,484	79.8
KEI Inds	23,193	19,545	18.7	20,594	12.6	2,446	2,038	20.0	2,146	14.0	1,688	1,381	22.2	1,507	12.0
Polycab India	55,919	43,237	29.3	43,405	28.8	7,615	6,095	24.9	5,695	33.7	5,460	4,248	28.5	4,129	32.3
R R Kabel	17,541	15,165	15.7	16,335	7.4	1,153	1,004	14.8	1,126	2.4	787	656	20.1	710	10.9
Voltas	42,029	29,568	42.1	26,257	60.1	1,906	2,182	-12.6	284	570.6	1,164	1,439	-19.1	-304	NA
Total	224,592	186,937	20.1	179,939	24.8	21,999	19,651	11.9	15,486	42.1	15,243	13,134	16.1	9,758	56.2



	Revenue					EBITDA					PAT				
	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)
Consumer Staples															
Asian Paints	87,308	87,873	-0.6	91,031	-4.1	16,914	18,648	-9.3	20,561	-17.7	12,665	12,662	0.0	14,467	-12.5
Britannia Industries	40,694	40,232	1.1	42,563	-4.4	7,875	8,009	-1.7	8,211	-4.1	5,366	5,576	-3.8	5,586	-3.9
Colgate Palmolive	14,900	13,506	10.3	13,957	6.8	5,322	4,519	17.8	4,684	13.6	3,798	3,181	19.4	3,301	15.1
Dabur India	28,146	26,778	5.1	32,551	-13.5	4,668	4,098	13.9	6,678	-30.1	3,412	2,928	16.6	5,064	-32.6
Avenue Supermarts	127,266	105,941	20.1	135,725	-6.2	9,436	7,715	22.3	11,199	-15.7	5,631	4,601	22.4	6,906	-18.5
Emami	8,912	8,360	6.6	9,963	-10.5	2,109	1,998	5.5	3,149	-33.0	1,490	1,445	3.1	2,643	-43.6
Hindustan Unilever	148,570	148,930	-0.2	151,880	-2.2	34,350	34,710	-1.0	35,400	-3.0	23,960	24,710	-3.0	25,410	-5.7
ITC	165,793	163,980	1.1	164,833	0.6	61,626	62,094	-0.8	60,243	2.3	50,223	50,140	0.2	55,776	-10.0
Jubilant FoodWorks	13,313	12,523	6.3	13,551	-1.8	2,543	2,522	0.8	2,827	-10.1	376	675	-44.3	610	-38.3
Kansai Nerolac Paints	16,617	16,051	3.5	18,149	-8.4	1,791	1,525	17.5	2,399	-25.3	1,205	940	28.2	1,576	-23.5
Metro Brands Asia	5,830	5,441	7.1	6,355	-8.3	1,586	1,436	10.5	1,990	-20.3	1,552	685	126.6	978	58.6
Marico	22,780	22,400	1.7	24,220	-5.9	4,420	3,930	12.5	5,130	-13.8	3,200	3,050	4.9	3,860	-17.1
Mold Tech Packaging	1,769	1,847	-4.2	1,655	6.9	355	356	-0.3	303	17.2	180	230	-21.9	142	26.6
Nestle India	52,677	48,305	9.0	46,004	14.5	13,386	11,100	20.6	11,130	20.3	9,139	7,511	21.7	7,808	17.0
Pidilite Industries	29,019	26,893	7.9	31,300	-7.3	5,769	4,592	25.6	7,425	-22.3	3,759	2,859	31.5	5,109	-26.4
Restaurant Brands Asia	4,392	3,649	20.4	4,454	-1.4	552	423	30.6	708	-22.0	-309	-246	NA	-64	NA
Titan Company	112,570	97,040	16.0	130,520	-13.8	11,090	10,440	6.2	14,570	-23.9	7,860	7,340	7.1	10,400	-24.4
Westlife Development	5,623	5,564	1.1	6,003	-6.3	749	887	-15.5	920	-18.6	8	201	-96.2	172	-95.6
Total	886,176	835,313	6.1	924,711	-4.2	184,542	179,000	3.1	197,526	-6.6	133,515	128,488	3.9	149,744	-10.8
Education															
Navneet Education	4,353	4,090	6.4	2,588	68.2	865	598	44.7	40	2,046.9	479	229	108.8	-131	NA
S Chand & Co	4,372	3,905	11.9	763	472.9	1,863	1,466	27.1	-403	NA	1,292	1,030	25.5	-349	NA
Total	8,724	7,995	9.1	3,351	160.4	2,728	2,064	32.2	-362	NA	1,771	1,259	40.7	-480	NA



	Revenue					EBITDA					PAT				
	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)
Healthcare															
Apollo Hospitals Enterprise	49,439	43,022	14.9	48,506	1.9	6,405	4,882	31.2	6,137	4.4	2,538	1,445	75.6	2,453	3.5
Aster DM Healthcare	9,736	8,069	20.7	9,547	2.0	1,593	1,240	28.5	1,517	5.0	417	493	-15.3	654	-36.1
Fortis Healthcare	17,859	16,427	8.7	16,797	6.3	3,810	2,709	40.7	2,840	34.2	1,787	1,326	34.8	1,347	32.7
HealthCare Global Enterprises	4,946	4,417	12.0	4,699	5.3	920	763	20.6	786	17.1	213	84	154.0	57	273.0
Jupiter Life Line Hospitals	2,905	2,423	19.9	2,726	6.6	623	516	20.7	619	0.7	453	158	187.4	437	3.7
Krishna Institute of Medical Sciences	6,338	5,759	10.0	6,058	4.6	1,590	1,632	-2.6	1,471	8.1	655	933	-29.8	718	-8.9
Max Healthcare Institute	17,910	15,440	16.0	16,820	6.5	4,940	4,290	15.2	4,650	6.2	3,110	3,190	-2.5	3,380	-8.0
Narayana Hrudayalaya	12,794	12,216	4.7	12,036	6.3	2,946	2,757	6.8	2,790	5.6	1,909	1,733	10.1	1,882	1.4
Total	121,927	107,774	13.1	117,189	4.0	22,827	18,789	21.5	20,809	9.7	11,081	9,361	18.4	10,928	1.4
Housing Finance															
Aavas Financiers	2,371	2,211	7.2	2,208	7.4	1,818	1,649	10.2	1,577	15.3	1,426	1,268	12.5	1,166	22.3
Can Fin Homes	3,278	2,613	25.5	3,288	-0.3	2,717	2,218	22.5	2,858	-4.9	2,090	1,658	26.1	1,964	6.5
LIC Housing Finance	22,481	19,927	12.8	21,045	6.8	19,041	17,515	8.7	18,845	1.0	10,908	11,803	-7.6	11,629	-6.2
Total	28,130	24,751	13.6	26,541	6.0	23,576	21,383	10.3	23,280	1.3	14,425	14,728	-2.1	14,759	-2.3
Information Technology															
HCL Technologies	285	266	7.1	284	0.2	65	63	3.9	72	-8.8	40	40	0.1	44	-8.4
Infosys	379	374	1.3	388	-2.3	88	90	-2.3	91	-3.8	60	61	-2.1	61	-1.8
LTIMIndtree	89	87	2.3	90	-1.4	15	16	-4.2	16	-3.1	11	11	-1.2	12	-5.8
Tata Consultancy Services	612	592	3.5	606	1.1	172	158	8.8	164	4.7	124	114	9.1	117	5.9
Tech Mahindra	129	137	-6.2	131	-1.8	14	20	-30.3	14	3.9	10	13	-27.1	7	34.9
Wipro	222	232	-4.2	222	0.0	44	46	-4.9	42	3.8	28	31	-7.8	27	5.2
Total	1,716	1,688	1.7	1,722	-0.3	398	393	1.3	399	-0.1	273	270	1.1	268	2.0
Media															
Imagicaaworld Entertainment	566	539	5.1	676	-16.2	172	145	19.2	252	-31.5	48	-1,599	NA	43	12.0
Nazara Technologies	2,662	2,893	-8.0	3,204	-16.9	292	278	5.1	377	-22.5	86	53	61.6	254	-66.3
PVR Inox	12,564	11,432	9.9	15,459	-18.7	2,784	2,639	5.5	4,724	-41.1	-1,295	-3,226	NA	128	NA
Zee Entertainment	21,699	21,121	2.7	20,457	6.1	2,103	1,517	38.6	2,092	0.5	398	171	133.1	1,137	-65.0
Total	37,492	35,985	4.2	39,795	-5.8	5,351	4,579	16.9	7,444	-28.1	-763	-4,601	NA	1,562	NA



	Revenue					EBITDA					PAT				
	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)
Metals & Mining															
Hindalco Industries	560	559	0.2	528	6.0	67	53	25.4	59	13.9	32	24	31.8	23	36.3
Jindal Stainless	95	98	-3.2	91	3.6	10	11	-9.5	12	-16.9	5	8	-34.6	7	-27.7
Jindal Steel & Power	135	137	-1.5	117	15.3	24	22	11.8	28	-14.0	9	5	100.9	19	-51.5
JSW Steel	463	470	-1.5	419	10.3	61	79	-22.9	72	-14.7	13	37	-64.5	24	-46.2
National Aluminium Co.	36	37	-2.5	33	6.9	11	8	44.5	8	43.3	10	5	94.6	5	108.0
NMDC	65	59	10.9	54	20.0	21	22	-2.8	20	4.7	14	14	1.0	17	-13.5
Steel Authority of India	265	291	-9.0	233	13.6	20	29	-30.0	21	-4.7	10	10	-3.6	3	205.1
Tata Steel	587	630	-6.8	553	6.1	66	72	-8.6	63	5.4	8	17	-53.8	6	32.1
Total	2,205	2,279	-3.3	2,030	8.6	281	297	-5.1	283	-0.6	102	120	-15.3	104	-2.7
Travel & Tourism															
Chalet Hotels	4,183	3,379	23.8	3,737	11.9	1,829	1,524	20.0	1,660	10.2	825	552	49.6	706	16.8
InterGlobe Aviation	178,253	141,606	25.9	194,521	-8.4	43,795	28,938	51.3	54,484	-19.6	18,948	9,192	106.1	29,981	-36.8
Indian Railway Catering and Tourism Corporation	11,548	9,650	19.7	11,183	3.3	3,624	3,246	11.7	3,940	-8.0	2,763	2,530	9.2	3,145	-12.1
Lemon Tree Hotels	3,330	2,527	31.8	2,887	15.3	1,771	1,399	26.6	1,397	26.8	584	440	32.9	354	65.0
Safari Industries (India)	3,654	3,027	20.7	3,883	-5.9	669	583	14.7	682	-2.0	432	381	13.4	429	0.6
V.I.P. Industries	5,163	4,506	14.6	5,464	-5.5	78	643	-87.8	523	-85.0	-239	430	NA	72	NA
Total	206,130	164,695	25.2	221,675	-7.0	51,766	36,332	42.5	62,686	-17.4	23,314	13,523	72.4	34,687	-32.8
Oil & Gas															
Bharat Petroleum Corporation	1,165.6	1,181.1	-1.3	1,154.9	0.9	92.1	111.5	-17.4	62.3	48.0	42.2	64.8	-34.8	34.0	24.3
GAIL (India)	323.3	328.6	-1.6	342.5	-5.6	35.6	3.1	1,058.3	38.2	-6.9	21.8	6.0	260.7	28.4	-23.4
Gujarat Gas	41.3	39.3	5.2	39.3	5.2	5.9	5.6	5.5	4.0	47.5	3.7	3.7	-0.3	2.2	67.0
Gujarat State Petronet	4.5	3.7	21.6	4.6	-0.2	3.8	2.9	28.3	3.8	-0.4	2.6	2.2	16.4	2.6	-0.4
Hindustan Petroleum Corporation	1,075.8	1,079.3	-0.3	1,041.7	3.3	48.0	48.0	0.1	21.6	122.0	28.4	32.2	-11.8	5.3	437.4
Indraprastha Gas	36.0	36.8	-2.3	35.5	1.3	5.2	4.6	13.4	5.6	-6.7	3.8	3.3	16.1	3.9	-2.8
Indian Oil Corporation	1,979.8	2,029.9	-2.5	1,991.0	-0.6	104.4	143.5	-27.3	154.9	-32.6	48.4	100.6	-51.9	80.6	-40.0
Mahanagar Gas	15.7	16.1	-2.7	15.7	-0.1	3.9	3.9	1.0	4.5	-12.2	2.6	2.7	-1.4	3.2	-16.5
Manglore Refinery Petrochemicals	253.3	253.7	-0.1	246.7	2.7	23.4	33.9	-31.1	11.8	97.5	11.4	19.1	-40.4	3.9	193.7
Oil India	57.6	56.5	1.9	58.2	-1.0	23.4	23.5	-0.7	21.1	10.9	20.3	17.9	13.5	15.8	28.1
Oil & Natural Gas Corporation	346.4	362.9	-4.6	347.9	-0.4	174.1	163.4	6.5	171.6	1.4	98.7	69.0	43.0	98.9	-0.2
Petronet LNG	137.9	138.7	-0.6	147.5	-6.5	11.0	9.4	17.1	17.1	-35.3	7.4	6.1	20.1	11.9	-38.1
Reliance Industries	2,365.3	2,129.5	11.1	2,250.9	5.1	425.2	384.4	10.6	406.6	4.6	189.5	193.0	-1.8	172.7	9.8
Total	7,802.5	7,656.1	1.9	7,676.3	1.6	956.0	937.9	1.9	923.1	3.6	480.8	520.6	-7.6	463.4	3.7



	Revenue					EBITDA					PAT				
	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)	Q4FY24	Q4FY23	YoY gr. (%)	Q3FY24	QoQ gr. (%)
Pharma															
Aurobindo Pharma	75,802	64,730	17.1	73,518	3.1	16,871	10,022	68.3	16,013	5.4	11,516	5,176	122.5	9,400	22.5
Cipla	61,632	57,393	7.4	66,038	-6.7	13,159	11,737	12.1	17,475	-24.7	9,390	5,257	78.6	10,559	-11.1
Divis Lab	23,030	19,508	18.1	18,550	24.2	7,330	4,918	49.0	4,890	49.9	5,380	3,210	67.6	3,580	50.3
Dr. Reddy's Laboratories	70,830	62,968	12.5	72,148	-1.8	17,842	15,829	12.7	20,180	-11.6	13,070	9,592	36.3	13,789	-5.2
Eris Lifesciences	5,509	4,028	36.8	4,863	13.3	1,484	1,189	24.8	1,755	-15.4	710	654	8.5	1,027	-30.9
Indoco Remedies	4,496	4,282	5.0	4,594	-2.1	489	648	-24.5	629	-22.3	23	258	-91.1	238	-90.3
IPCA Labs	20,330	15,116	34.5	20,529	-1.0	3,046	1,705	78.6	3,310	-8.0	1,963	765	156.5	1,119	75.5
JB Chem & Pharma	8,617	7,623	13.0	8,445	2.0	1,981	1,636	21.1	2,231	-11.2	1,262	876	44.0	1,336	-5.5
Lupin	49,608	44,301	12.0	51,974	-4.6	9,968	6,041	65.0	10,219	-2.5	3,594	2,360	52.3	6,131	-41.4
Sun Pharmaceutical Industries	119,829	109,307	9.6	123,807	-3.2	30,915	28,293	9.3	33,523	-7.8	26,546	19,845	33.8	25,238	5.2
Torrent Pharma	27,450	24,910	10.2	27,320	0.5	8,830	7,270	21.5	8,690	1.6	4,490	2,870	56.4	4,430	1.4
Zydus Lifesciences	55,338	50,106	10.4	45,052	22.8	16,252	13,141	23.7	10,818	50.2	11,738	3,573	228.5	7,472	57.1
Total	522,472	464,271	12.5	516,838	1.1	128,167	102,429	25.1	129,733	-1.2	89,682	54,436	64.7	84,318	6.4
Telecom															
Bharti Airtel	3,75,991	3,60,090	4.4	3,78,995	-0.8	1,93,648	1,86,971	3.6	1,98,148	-2.3	36,333	30,054	20.9	24,422	48.8
Total	3,75,991	3,60,090	4.4	3,78,995	-0.8	1,93,648	1,86,971	3.6	1,98,148	-2.3	36,333	30,054	20.9	24,422	48.8
Total (Rs bn)	19,851	18,949	4.8	18,938	4.8	3,961	3,619	9.5	3,651	8.5	2,364	2,085	13.4	2,070	14.2

Source: Company, PL

Exhibit 70: Change in Estimates - Pre-Quarterly to Current

Sector / Company Name	Rating	Current	Rating	Price (Rs)	Target Pre Quarterly	Target (Rs)	Change %	Upside (%)	M/Cap (Rs bn)	Shares O/s (m)	EPS (Rs) - Pre Quarterly			EPS (Rs) - Current			% Change				
	Pre-Quarterly	Rating	Change								FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E		
Automobiles																					
Ashok Leyland	BUY	BUY	Maintained	238	210	239	14.1	0.5	699.0	2,936	8.2	10.7	10.7	9.1	11.9	13.3	11.0%	▲	10.4%	▲	24.5%
Bajaj Auto	SELL	SELL	Maintained	9,900	6,300	7267	15.4	(26.6)	2,763.9	279	257.2	297.6	333.2	267.9	325.1	356.4	4.1%	▲	9.3%	▲	6.9%
Eicher Motors	Accumulate	BUY	Upgrade	4,851	4,215	5335	26.6	10.0	1,328.1	274	143.6	168.9	183.9	150.7	182.8	212.0	4.9%	▲	8.2%	▲	15.3%
Hero Motocorp	Accumulate	BUY	Upgrade	5,790	5,070	5629	11.0	(2.8)	1,157.2	200	209.2	240.1	269.5	208.4	253.0	284.7	-0.4%	▲	5.4%	▲	5.6%
Mahindra & Mahindra	BUY	BUY	Maintained	2,788	2,306	2716	17.8	(2.6)	3,342.9	1,199	87.0	100.5	111.9	89.4	105.3	117.3	2.7%	▲	4.8%	▲	4.9%
Maruti Suzuki	BUY	BUY	Maintained	12,843	14,350	14432	0.6	12.4	4,037.7	314	428.7	490.7	551.9	420.1	500.7	555.1	-2.0%	▲	2.0%	▲	0.6%
Tata Motors	Accumulate	Accumulate	Maintained	989	1,080	1089	0.8	10.2	3,789.2	3,833	66.7	76.5	82.1	84.5	75.2	88.5	26.6%	▼	-1.7%	▲	7.8%
TVS Motor Company	HOLD	Accumulate	Upgrade	2,421	1,995	2179	9.2	(10.0)	1,150.2	475	42.6	55.3	64.2	43.8	54.6	65.9	2.8%	▼	-1.3%	▲	2.7%
Auto Ancillary																					
Bharat Forge	Accumulate	BUY	Upgrade	1,632	1,270	1615	27.2	(1.0)	759.7	466	23.6	38.7	48.8	18.9	42.7	53.8	-20.1%	▲	10.4%	▲	10.2%
CEAT	Accumulate	BUY	Upgrade	2,518	2,980	3017	1.3	19.8	101.9	40	175.3	178.6	198.7	169.4	185.1	215.5	-3.3%	▲	3.6%	▲	8.5%
Divi Torqtransfer Systems	BUY	Accumulate	Downgrade	713	1,135	831	-26.8	16.6	21.8	31	14.5	22.0	32.4	13.0	16.9	23.7	-10.7%	▼	-23.3%	▼	-26.8%
Endurance Technologies	HOLD	Accumulate	Upgrade	2,502	1,980	2346	18.5	(6.2)	352.0	141	45.9	64.8	76.2	48.4	67.7	90.2	5.4%	▲	4.4%	▲	18.5%
Exide Industries	Accumulate	Accumulate	Maintained	541	350	495	41.4	(8.5)	459.6	850	12.3	14.8	18.0	12.4	16.0	19.6	0.5%	▲	8.1%	▲	9.0%
Banks																					
Axis Bank	BUY	BUY	Maintained	1,188	1,250	1400	12.0	17.9	3,666.5	3,087	78.0	88.0	100.5	80.5	86.3	100.4	3.3%	▼	-2.0%	▼	0.0%
Bank of Baroda	BUY	BUY	Maintained	283	270	290	7.4	2.3	1,467.3	5,178	33.5	33.2	35.0	34.4	35.1	36.8	2.4%	▲	5.7%	▲	5.0%
City Union Bank	Accumulate	Accumulate	Maintained	149	160	170	6.3	13.9	110.5	741	13.6	13.7	15.5	13.7	13.9	14.9	0.8%	▲	1.5%	▼	-3.7%
DCB Bank	BUY	BUY	Maintained	134	160	180	12.5	34.0	42.0	313	16.4	21.0	27.3	17.1	21.5	26.8	4.7%	▲	2.2%	▼	-1.8%
Federal Bank	BUY	BUY	Maintained	174	180	195	8.3	12.2	423.4	2,435	15.0	16.3	19.7	15.3	16.3	19.4	2.0%	▲	0.2%	▼	-1.5%
HDFC Bank	BUY	BUY	Maintained	1,574	2,000	2000	0.0	27.1	11,958.7	7,597	82.6	86.2	101.2	84.1	88.3	102.0	1.9%	▲	2.5%	▲	0.8%
ICICI Bank	BUY	BUY	Maintained	1,117	1,300	1450	11.5	29.8	7,843.7	7,023	57.7	61.4	68.1	58.2	63.0	69.8	0.9%	▲	2.6%	▲	2.5%
IndusInd Bank	BUY	BUY	Maintained	1,484	1,740	1800	3.4	21.3	1,155.2	778	112.7	127.6	154.2	115.0	128.3	156.2	2.0%	▲	0.5%	▲	1.3%
Kotak Mahindra Bank	BUY	BUY	Maintained	1,717	2,250	2100	-6.7	22.3	3,412.3	1,988	65.2	72.6	84.8	69.3	70.4	79.3	6.3%	▼	-3.1%	▼	-6.5%
State Bank of India	BUY	BUY	Maintained	839	770	910	18.2	8.4	7,488.6	8,925	62.8	66.2	74.5	74.3	69.8	75.2	18.3%	▲	5.5%	▲	0.9%
Housing Finance																					
AAVAS Financiers	HOLD	HOLD	Maintained	1,907	1,660	1720	3.6	(9.8)	226.4	119	59.2	71.2	87.0	62.0	71.9	88.3	4.7%	▲	1.0%	▲	1.4%
Can Fin Homes	BUY	BUY	Maintained	805	900	950	5.6	18.1	107.1	133	55.5	62.3	71.3	56.4	62.4	71.4	1.6%	▲	0.2%	▲	0.1%
LIC Housing Finance	HOLD	HOLD	Maintained	715	540	660	22.2	(7.7)	590.6	826	87.7	85.7	89.1	86.6	88.7	91.3	-1.3%	▲	3.5%	▲	2.5%



Sector / Company Name	Rating	Current	Rating	Price	Target	Target	Change	Upside	M/Cap	Shares O/s	EPS (Rs) - Pre Quarterly			EPS (Rs) - Current			% Change		
	Pre-Quarterly	Rating	Change	(Rs)	Pre Quarterly	(Rs)	%	(%)	(Rs bn)	(m)	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Building Materials																			
Astral Ltd.	Accumulate	Accumulate	Maintained	2,227	2,244	2201	-1.9	(1.1)	598.9	269	22.4	30.3	39.4	20.3	27.3	36.7	-9.3%	▼ -9.8%	▼ -6.7%
Century Plyboard (I)	BUY	HOLD	Dow ngrade	680	848	674	-20.5	(0.9)	151.4	223	16.2	19.4	24.2	15.2	16.1	19.0	-6.2%	▼ -16.7%	▼ -21.4%
Cera Sanitaryware	Accumulate	Accumulate	Maintained	7,417	8,486	8178	-3.6	10.3	96.5	13	174.2	209.7	254.6	184.3	202.7	241.2	5.8%	▼ -3.3%	▼ -5.2%
Finolex Industries	HOLD	HOLD	Maintained	340	251	270	7.5	(20.4)	210.0	618	7.2	9.3	10.8	7.7	9.9	11.7	5.9%	▲ 6.9%	▲ 8.1%
Greenpanel Industries	BUY	Accumulate	Dow ngrade	318	420	355	-15.5	11.7	39.0	123	12.8	17.5	23.2	11.6	12.2	17.6	-9.3%	▼ -30.2%	▼ -24.1%
Kajaria Ceramics	Accumulate	Accumulate	Maintained	1,312	1,445	1318	-8.8	0.4	209.0	159	27.9	35.2	41.0	27.1	31.5	37.2	-2.8%	▼ -10.5%	▼ -9.3%
Supreme Industries	BUY	BUY	Maintained	6,155	5,094	5188	1.8	(15.7)	782.0	127	84.8	101.0	121.9	84.2	105.0	124.2	-0.8%	▲ 3.9%	▲ 1.9%
Capital Goods																			
ABB India	Accumulate	Accumulate	Maintained	8,281	5,331	8400	57.6	1.4	1,754.7	212	58.9	69.1	82.0	58.9	80.2	99.6	0.0%	▲ 16.0%	▲ 21.4%
Apar Industries	Accumulate	Accumulate	Maintained	8,130	6,564	8877		9.2	326.6	40	200.4	201.9	259.4	205.6	212.2	268.0	2.6%	▲ 5.1%	▲ 3.3%
BEML	BUY	HOLD	Dow ngrade	3,958	3,345	4520		14.2	164.8	42	73.8	97.8	128.7	67.7	95.2	129.1	-8.4%	▼ -2.6%	▲ 0.4%
Bharat Electronics	HOLD	HOLD	Maintained	291	182	290	59.5	(0.1)	2,123.5	7,310	4.9	5.6	6.5	5.5	6.1	7.3	11.3%	▲ 8.2%	▲ 11.6%
BHEL	Under Review	Reduce	Upgrade	295	NA	264	NA	(10.5)	1,027.7	3,482	0.3	3.7	10.0	0.7	3.5	10.6	151.0%	▼ -6.7%	▲ 5.8%
Carborundum Universal	BUY	BUY	Maintained	1,706	1,347	1631	21.1	(4.4)	324.5	190	22.6	28.8	35.2	24.2	29.4	36.1	7.3%	▲ 2.1%	▲ 2.7%
Grindwell Norton	Accumulate	Accumulate	Maintained	2,691	2,512	2749	9.5	2.1	298.0	111	37.0	42.4	51.5	36.3	40.8	50.0	-2.0%	▼ -3.8%	▼ -3.0%
Cummins India	HOLD	HOLD	Maintained	3,675	2,480	3719	50.0	1.2	1,018.7	277	53.7	58.6	67.5	60.0	63.5	74.4	11.7%	▲ 8.3%	▲ 10.3%
Engineers India	HOLD	HOLD	Maintained	256	257	264	2.9	3.1	143.9	562	6.2	8.7	11.1	7.9	8.7	10.9	27.8%	▼ -0.5%	▼ -1.5%
GE T&D India	Under Review	Reduce	Upgrade	1,491	NA	1100	NA	(26.2)	381.8	256	7.5	12.8	16.8	7.1	13.7	22.0	-5.3%	▲ 7.0%	▲ 31.0%
Harsha Engineers Internation	Accumulate	HOLD	Dow ngrade	553	441	436	-1.1	(21.0)	50.3	91	10.5	17.2	22.3	12.2	15.3	19.8	16.9%	▼ -11.1%	▼ -10.9%
Hindustan Aeronautics	HOLD	HOLD	Maintained	4,889	2,787	4515	62.0	(7.7)	3,269.6	669	83.4	91.1	103.3	107.8	100.3	112.9	29.3%	▲ 10.0%	▲ 9.2%
KEC International	HOLD	HOLD	Maintained	828	686	754	9.9	(8.9)	212.8	257	14.0	31.4	49.4	13.5	30.8	50.3	-3.6%	▼ -1.9%	▲ 1.7%
Kalpataru Projects Internatio	BUY	HOLD	Dow ngrade	1,253	1,025	1211	18.2	(3.4)	203.5	162	36.3	50.9	70.8	34.4	46.2	71.9	-5.3%	▼ -9.2%	▲ 1.6%
Larsen & Toubro	BUY	BUY	Maintained	3,630	4,071	4047	-0.6	11.5	4,922.1	1,356	90.0	119.4	143.0	95.8	115.1	150.4	6.5%	▼ -3.6%	▲ 5.2%
Praj Industries	BUY	BUY	Upgrade	637	636	671	5.5	5.4	117.1	184	15.5	19.1	23.9	15.4	18.7	24.0	-0.4%	▼ -2.0%	▲ 0.2%
Siemens	Accumulate	Accumulate	Maintained	7,065	4,617	7030	52.3	(0.5)	2,515.2	356	55.1	66.2	77.0	55.1	70.9	87.3	0.0%	▲ 7.1%	▲ 13.4%
Thermax	Under Review	Reduce	Upgrade	5,397	NA	3923	NA	(27.3)	607.7	113	58.1	61.3	73.1	58.9	64.0	75.8	1.3%	▲ 4.4%	▲ 3.6%
Triveni Turbine	BUY	HOLD	Dow ngrade	568	532	653	22.7	14.9	180.5	318	8.4	11.8	15.2	8.5	11.7	15.5	1.1%	▼ -0.9%	▲ 2.3%
Voltamp Transformers	Under Review	HOLD	Upgrade	10,715	NA	10018	NA	(6.5)	108.4	10	294.0	279.4	315.6	303.8	289.2	333.9	3.3%	▲ 3.5%	▲ 5.8%
Cement																			
ACC	BUY	BUY	Maintained	2,616	3,516	3509	-0.2	34.1	491.8	188	95.6	114.0	133.5	116.2	114.0	140.5	21.6%	▲ 0.0%	▲ 5.2%
Ambuja Cement	HOLD	Accumulate	Upgrade	669	600	683	13.8	2.2	1,469.6	2,198	12.9	12.2	18.1	11.9	15.4	21.5	-7.9%	▲ 26.4%	▲ 18.7%
Dalmia Bharat	Accumulate	Accumulate	Maintained	1,900	2,235	2077	-7.1	9.3	356.2	188	47.6	52.6	81.8	41.1	55.7	76.0	-13.6%	▲ 6.0%	▼ -7.1%
Nuvoco Vistas Corporation	Accumulate	Accumulate	Maintained	345	376	384	2.1	11.2	123.2	357	3.0	6.6	13.2	3.6	6.9	12.8	21.3%	▲ 3.5%	▼ -3.1%
Shree Cement	BUY	BUY	Maintained	27,500	28,966	29225	0.9	6.3	992.2	36	654.0	724.6	803.4	664.0	785.1	867.4	1.5%	▲ 8.4%	▲ 8.0%
Ultratech Cement	BUY	BUY	Maintained	11,045	11,332	11608	2.4	5.1	3,188.5	289	234.4	285.8	364.9	242.6	303.9	388.7	3.5%	▲ 6.3%	▲ 6.5%



Sector / Company Name	Rating Pre-Quarterly	Current Rating	Rating Change	Price (Rs)	Target Pre Quarterly	Target (Rs)	Change %	Upside (%)	M/Cap (Rs bn)	Shares O/s (m)	EPS (Rs) - Pre Quarterly			EPS (Rs) - Current			% Change				
											FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E		
Chemicals																					
Aarti Industries	Reduce	Reduce	Maintained	666	599	595	-0.7	(10.6)	241.0	362	11.9	16.6	17.6	11.5	16.8	19.8	-3.8%	▲	0.8%	▲	12.5%
Clean Science and Technolo	HOLD	HOLD	Maintained	1,376	1,386	1383	-0.2	0.5	146.2	106	22.7	24.3	27.7	23.0	31.8	37.4	1.1%	▲	30.9%	▲	34.9%
Deepak Nitrite	Reduce	Reduce	Maintained	2,357	1,985	2268	14.2	(3.8)	321.5	136	56.8	68.3	76.3	53.6	64.5	68.7	-5.7%	▼	-5.5%	▼	-10.0%
Fine Organic Industries	HOLD	Accumulate	Upgrade	4,712	4,351	4779	9.8	1.4	144.5	31	110.0	104.9	114.5	119.9	125.9	140.6	9.0%	▲	19.9%	▲	22.8%
Gujarat Fluorochemicals	HOLD	Reduce	Dow ngrade	3,215	3,313	3120	-5.8	(3.0)	353.2	110	45.0	56.1	82.8	39.6	55.5	78.0	-12.0%	▼	-1.0%	▼	-5.8%
Jubilant Ingrevia	HOLD	HOLD	Maintained	521	480	526	9.6	1.0	82.4	158	10.5	15.5	17.8	11.6	15.4	18.7	9.9%	▼	-0.7%	▲	5.1%
Laxmi Organic Industries	SELL	SELL	Maintained	254	206	206	0.1	(18.6)	69.9	276	4.0	6.6	8.6	4.4	6.1	7.3	8.1%	▼	-7.2%	▼	-14.7%
Navin Fluorine International	BUY	Accumulate	Dow ngrade	3,514	3,929	3621	-7.8	3.0	174.1	50	37.8	81.9	112.2	44.1	63.3	86.2	16.5%	▼	-22.7%	▼	-23.2%
NOCIL	Reduce	Reduce	Maintained	266	249	224	-10.2	(15.9)	44.4	167	7.1	8.9	11.3	8.0	8.1	9.7	12.8%	▼	-9.3%	▼	-14.1%
SRF	Reduce	Reduce	Maintained	2,366	2,222	2123	-4.5	(10.3)	701.3	296	36.9	51.5	60.6	45.1	55.9	65.1	22.3%	▲	8.7%	▲	7.4%
Vinati Organics	HOLD	Accumulate	Upgrade	1,838	1,554	1781	14.6	(3.1)	190.5	104	30.5	35.0	41.5	31.2	37.2	44.5	2.3%	▲	6.4%	▲	7.2%
Consumer Durables																					
Bajaj Electricals	HOLD	HOLD	Maintained	1,017	997	941	-5.6	(7.5)	117.2	115	16.0	22.2	26.6	11.8	19.0	25.1	-26.4%	▼	-14.5%	▼	-5.6%
Crompton Greaves Consume	BUY	BUY	Maintained	422	359	406	13.1	(3.8)	271.3	643	6.4	8.6	10.2	6.8	9.5	11.5	7.1%	▲	10.0%	▲	13.1%
Havells India	Accumulate	Accumulate	Maintained	1,830	1,681	1774	5.5	(3.1)	1,147.1	627	18.8	27.2	35.8	20.3	25.4	32.6	8.0%	▼	-6.4%	▼	-8.8%
KEI Industries	HOLD	HOLD	Maintained	4,659	3,692	4032	9.2	(13.5)	420.2	90	65.0	80.6	92.3	64.4	80.5	93.8	-1.0%	▼	-0.1%	▲	1.6%
Polycab India	BUY	BUY	Maintained	7,002	6,065	7086	16.9	1.2	1,052.1	150	117.3	130.9	153.8	118.7	136.6	161.5	1.2%	▲	4.4%	▲	5.0%
R R Kabel	BUY	BUY	Maintained	1,738	1,857	1926	3.7	10.8	196.1	113	29.4	39.9	52.4	28.3	39.7	54.3	-3.6%	▲	-0.5%	▲	3.7%
Voltas	HOLD	HOLD	Maintained	1,447	1,199	1241	3.5	(14.2)	478.5	331	9.9	22.1	27.7	7.4	21.5	27.3	-25.3%	▼	-3.1%	▼	-1.4%
Consumer Staples																					
Asian Paints	Reduce	Reduce	Maintained	2,906	2,698	2672	-1.0	(8.1)	2,787.2	959	57.5	59.8	61.6	57.0	59.1	60.2	-0.8%	▼	-1.2%	▼	-2.2%
Avenue Supermarts	BUY	BUY	Maintained	4,658	4,704	5031	6.9	8.0	3,031.1	651	39.2	49.8	63.5	39.0	49.3	61.0	-0.6%	▼	-1.0%	▼	-4.0%
Britannia Industries	HOLD	HOLD	Maintained	5,439	5,157	5315	3.1	(2.3)	1,310.3	241	88.6	97.1	107.4	88.7	99.7	110.7	0.1%	▲	2.7%	▲	3.1%
Restaurant Brands Asia	Accumulate	Accumulate	Maintained	109	137	134	-2.0	22.4	54.2	496	-1.3	-0.9	-0.1	-1.4	-0.8	0.0	5.0%	▼	-12.6%	▼	-102.3%
Colgate Palmolive	Reduce	Reduce	Maintained	2,956	2,174	2373	9.1	(19.7)	803.9	272	47.3	50.6	54.5	49.3	52.2	56.7	4.2%	▲	3.2%	▲	3.9%
Dabur India	Accumulate	Accumulate	Maintained	620	535	563	5.1	(9.2)	1,097.6	1,772	10.2	11.6	13.0	10.0	11.8	13.2	-1.9%	▲	1.5%	▲	1.8%
Emami	Accumulate	Accumulate	Maintained	716	496	574	15.7	(19.8)	312.5	437	18.5	21.0	23.2	18.5	21.3	24.1	-0.1%	▲	1.6%	▲	3.5%
Hindustan Unilever	HOLD	Accumulate	Upgrade	2,529	2,600	2543	-2.2	0.6	5,942.4	2,350	43.3	47.2	51.3	43.4	46.4	50.7	0.2%	▼	-1.6%	▼	-1.3%
ITC	Accumulate	Accumulate	Maintained	432	488	491	0.6	13.6	5,397.1	12,485	16.5	17.7	19.0	16.4	17.6	18.8	-0.8%	▼	-0.5%	▼	-0.6%
Jubilant FoodWorks	HOLD	HOLD	Maintained	535	507	490	-3.5	(8.5)	353.2	660	3.9	5.8	8.0	3.7	4.9	7.0	-4.1%	▼	-16.0%	▼	-12.4%
Kansai Nerolac Paints	Reduce	Reduce	Maintained	284	288	273	-5.1	(3.8)	229.5	808	8.8	9.7	10.9	8.5	9.7	10.2	-3.3%	▼	-0.5%	▼	-6.3%
Marico	HOLD	Accumulate	Upgrade	630	554	606	9.4	(3.8)	812.3	1,290	11.4	12.4	13.4	11.5	12.8	14.1	0.8%	▲	2.8%	▲	4.7%
Metro Brands	HOLD	HOLD	Maintained	1,125	1,063	1115	4.9	(0.8)	305.8	272	11.9	15.4	18.5	15.2	14.6	17.8	27.5%	▼	-4.8%	▼	-3.6%
Mold-tek Packaging	HOLD	Accumulate	Upgrade	802	891	843	-5.4	5.1	26.7	33	20.3	25.7	30.7	20.0	26.2	31.2	-1.5%	▲	2.0%	▲	1.6%
Nestle India	Accumulate	Accumulate	Maintained	2,537	2,695	2695	0.0	6.2	2,446.4	964	31.5	34.9	39.0	31.5	34.9	39.0	0.0%	▲	0.0%	▲	0.0%
Pdillite Industries	Accumulate	Accumulate	Maintained	3,079	2,764	2980	7.8	(3.2)	1,564.8	508	37.8	42.8	49.7	35.8	43.7	50.2	-5.2%	▲	2.0%	▲	1.2%
Titan Company	Accumulate	Accumulate	Maintained	3,382	3,817	3578	-6.3	5.8	3,010.2	890	40.1	50.2	61.3	39.3	41.7	56.0	-2.1%	▼	-16.8%	▼	-8.6%
Westlife Foodw orld	HOLD	HOLD	Maintained	818	820	815	-0.6	(0.3)	127.6	156	4.9	6.3	9.7	4.4	5.9	8.9	-8.6%	▼	-7.4%	▼	-7.9%



Sector / Company Name	Rating	Current	Rating	Price	Target	Target	Change	Upside	M/Cap (Rs bn)	Shares O/s (m)	EPS (Rs) - Pre Quarterly			EPS (Rs) - Current			% Change		
	Pre-Quarterly	Rating	Change	(Rs)	Pre Quarterly	(Rs)	%	(%)			FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E
Education																			
Navneet Education	BUY	Accumulate	Dow ngrade	148	182	167	-8.3	12.3	33.6	226	5.6	9.6	11.1	8.1	9.3	10.6	45.0%	-2.6%	-4.5%
S Chand and Company	BUY	BUY	Maintained	230	315	307	-2.4	33.8	8.1	35	13.8	22.5	26.1	16.1	19.6	25.4	16.7%	-13.2%	-2.6%
HealthCare																			
Apollo Hospitals Enterprise	BUY	BUY	Maintained	6,169	7,050	7050	0.0	14.3	887.0	144	60.7	107.7	145.4	62.5	106.3	143.9	3.0%	-1.3%	-1.0%
Aster DM Healthcare	BUY	BUY	Maintained	362	515	400	-22.3	10.5	181.0	500	10.2	16.0	21.0	7.7	10.9	13.3	-24.5%	-31.6%	-36.5%
Fortis Healthcare	BUY	BUY	Maintained	469	480	515	7.3	9.7	354.3	755	7.6	10.7	13.3	7.7	10.8	13.8	1.5%	1.5%	3.2%
HealthCare Global Enterprise	BUY	BUY	Maintained	380	420	420	0.0	10.5	52.9	139	3.3	7.4	10.7	3.5	6.6	9.8	5.9%	-11.2%	-8.2%
Jupiter Life Line Hospitals	BUY	BUY	Maintained	1,240	1,360	1360	0.0	9.7	81.3	66	27.2	33.8	40.8	26.9	33.8	42.1	-1.0%	0.2%	3.1%
Krishna Institute of Medical S	BUY	BUY	Maintained	1,964	2,200	2100	-4.5	6.9	157.2	80	41.3	49.4	58.5	38.8	41.6	50.8	-6.1%	-15.8%	-13.2%
Max Healthcare Institute	BUY	BUY	Maintained	871	925	925	0.0	6.2	846.5	972	14.2	17.4	22.7	13.1	16.1	21.6	-7.2%	-7.4%	-5.0%
Narayana Hrudayalaya	BUY	BUY	Maintained	1,249	1,435	1335	-7.0	6.9	255.3	204	39.9	41.8	49.5	38.6	39.0	46.5	-3.1%	-6.6%	-6.0%
Information Technology																			
HCL Technologies	-	BUY	Maintained	1,439	-	1550	-	7.7	3.9	3	-	-	-	58.0	62.1	70.5	-	-	-
Infosys	-	HOLD	Maintained	1,485	-	1375	-	(7.4)	6.1	4	-	-	-	58.6	60.2	65.6	-	-	-
LTIMindtree	-	Accumulate	Maintained	4,951	-	5015	-	1.3	1.5	0	-	-	-	155.0	171.8	197.5	-	-	-
Tata Consultancy Services	Accumulate	Accumulate	Maintained	3,832	4,360	4360	0.0	13.8	13.9	4	128.7	141.8	160.2	128.7	141.8	160.2	0.0%	0.0%	0.0%
Tech Mahindra	-	HOLD	Maintained	1,371	-	1135	-	(17.2)	1.2	1	-	-	-	40.9	42.0	58.8	-	-	-
Wipro	-	HOLD	Maintained	477	-	440	-	(7.7)	2.5	5	-	-	-	20.8	21.9	23.3	-	-	-
Logistics																			
Delhivery	Accumulate	BUY	Upgrade	389	510	530	4.0	36.3	286.5	737	-3.7	-1.5	-0.0	-3.1	-1.5	0.3	-17.5%	1.9%	#####
Mahindra Logistics	Accumulate	Accumulate	Maintained	465	500	500	0.1	7.6	33.5	72	-6.5	4.3	12.4	-7.6	4.0	12.1	17.7%	-5.8%	-1.7%
TCI Express	BUY	BUY	Maintained	1,158	1,430	1410	-1.4	21.7	44.4	38	36.5	42.1	51.1	34.4	39.9	48.6	-6.0%	-5.2%	-4.9%
Media																			
Nazara Technologies	BUY	BUY	Maintained	863	826	806	-2.4	(6.6)	66.1	77	10.2	12.9	16.8	9.3	12.3	16.3	-8.4%	-4.7%	-3.2%
PVR Inox	BUY	Accumulate	Dow ngrade	1,398	1,983	1431	-27.9	2.3	136.8	98	4.8	43.9	62.2	-3.3	25.7	49.2	-168.0%	-41.5%	-20.8%
Zee Entertainment Enterprise	HOLD	HOLD	Maintained	167	164	160	-2.4	(4.2)	160.2	961	5.1	10.2	13.6	4.9	10.0	13.3	-2.9%	-2.5%	-2.4%
Metals & Mining																			
Hindalco Industries	BUY	BUY	Maintained	674	658	779	18.4	15.5	1,495.8	2	45.8	55.0	61.1	45.7	68.9	77.2	-0.3%	25.4%	26.3%
Jindal Stainless	HOLD	HOLD	Maintained	824	705	712	1.0	(13.5)	678.2	1	33.1	45.8	102.7	32.1	45.4	64.0	-3.2%	-1.0%	-37.7%
Jindal Steel & Pow er	BUY	Accumulate	Dow ngrade	1,027	980	987	0.7	(3.9)	1,029.2	1	60.6	68.1	88.6	59.2	73.5	96.6	-2.2%	7.8%	9.1%
JSW Steel	BUY	Accumulate	Dow ngrade	917	1,017	980	-3.7	6.8	2,216.3	2	37.6	65.7	76.2	34.0	63.3	75.3	-9.6%	-3.7%	-1.1%
National Aluminium Co.	SELL	SELL	Maintained	185	141	141	0.0	(23.8)	339.8	2	9.0	13.7	15.9	9.0	13.7	15.9	0.0%	0.0%	0.0%
NMDC	Accumulate	Accumulate	Maintained	264	253	279	10.5	5.8	773.6	3	19.7	22.4	27.1	19.7	24.5	29.8	-0.2%	9.2%	10.0%
Steel Authority of India	Reduce	SELL	Dow ngrade	151	138	127	-7.4	(15.7)	623.7	4	2.3	12.1	14.8	3.4	11.2	13.8	48.4%	-7.7%	-7.0%
Tata Steel	Accumulate	Accumulate	Maintained	182	170	172	1.4	(5.6)	2,273.2	12	2.4	13.3	18.6	2.4	12.4	18.8	-1.6%	-7.1%	0.7%



Sector / Company Name	Rating	Current	Rating	Price (Rs)	Target Pre Quarterly	Target (Rs)	Change %	Upside (%)	M/Cap (Rs bn)	Shares O/s (m)	EPS (Rs) - Pre Quarterly			EPS (Rs) - Current			% Change				
	Pre-Quarterly	Rating	Change								FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY26E		
Oil & Gas																					
Bharat Petroleum Corporati	SELL	Reduce	Upgrade	613	504	547	8.5	(10.9)	1,310.3	2	133.9	62.4	45.6	127.0	52.4	51.9	-5.1%	▼	-16.1%	▲	13.9%
Gujarat Gas	HOLD	Accumulate	Upgrade	613	548	589	7.5	(3.8)	422.0	1	14.8	16.7	18.9	16.0	18.0	19.6	8.2%	▲	7.8%	▲	3.9%
GAIL (India)	SELL	SELL	Maintained	217	162	170	5.0	(21.7)	1,420.1	7	14.7	12.6	12.8	13.4	12.5	12.8	-8.4%	▼	-1.1%	▼	-0.1%
Gujarat State Petronet	Accumulate	BUY	Upgrade	301	399	400	0.2	33.0	169.4	1	22.4	19.5	19.0	22.8	14.0	14.2	1.8%	▼	-28.0%	▼	-25.7%
Hindustan Petroleum Corpora	Reduce	SELL	Dow ngrade	526	400	420	5.1	(20.1)	746.3	1	108.4	63.7	57.0	112.9	60.7	57.9	4.1%	▼	-4.7%	▲	1.5%
Indian Oil Corporation	SELL	Reduce	Upgrade	169	144	151	5.4	(10.3)	2,325.2	14	35.1	21.4	14.0	31.3	15.1	14.0	-10.6%	▼	-29.3%	▼	-0.1%
Indraprastha Gas	SELL	SELL	Maintained	478	383	368	-3.8	(22.9)	334.3	1	26.0	22.7	24.7	25.6	22.4	23.7	-1.6%	▼	-1.7%	▼	-4.2%
Mahanagar Gas	SELL	SELL	Maintained	1,447	1,125	1116	-0.8	(22.8)	142.9	0	134.7	92.2	93.8	130.5	89.6	93.0	-3.1%	▼	-2.7%	▼	-0.8%
Mangalore Refinery & Petroc	SELL	SELL	Maintained	214	142	138	-3.0	(35.5)	375.4	2	17.3	15.6	13.1	20.5	13.1	12.7	18.8%	▼	-16.1%	▼	-3.3%
Oil & Natural Gas Corporati	HOLD	HOLD	Maintained	276	262	265	1.0	(4.0)	3,539.5	13	42.5	40.7	42.5	43.6	43.1	42.7	2.6%	▲	6.0%	▲	0.5%
Oil India	Accumulate	BUY	Upgrade	660	708	806	13.8	22.2	745.6	1	40.5	51.4	65.7	70.0	65.5	80.0	72.9%	▲	18.5%	▲	21.6%
Petronet LNG	SELL	SELL	Maintained	321	212	259	22.4	(19.1)	480.9	2	22.0	22.2	21.3	23.6	26.2	25.9	7.1%	▲	27.0%	▲	22.0%
Reliance Industries	HOLD	HOLD	Maintained	2,927	2,902	2955	1.8	1.0	19,801.7	7	102.0	106.9	114.0	102.9	99.8	114.0	0.9%	▼	-6.6%	▼	0.0%
Pharma																					
Aurobindo Pharma	Accumulate	Accumulate	Maintained	1,249	1,120	1300	16.1	4.1	731.8	586	52.4	65.4	75.4	60.6	67.7	76.1	15.7%	▲	3.4%	▲	0.9%
Zydus Lifesciences	Accumulate	Accumulate	Maintained	1,097	855	1130	32.2	3.0	1,103.5	1,006	36.6	38.9	39.8	38.1	43.8	45.1	4.2%	▲	12.7%	▲	13.5%
Cipla	Accumulate	Accumulate	Maintained	1,541	1,400	1405	0.4	(8.8)	1,244.1	807	49.7	56.3	63.1	51.1	57.8	65.0	2.7%	▲	2.7%	▲	2.9%
Dr. Reddy's Laboratories	Reduce	Reduce	Maintained	6,060	5,650	5700	0.9	(5.9)	1,010.8	167	329.5	332.3	341.6	333.8	329.2	333.3	1.3%	▼	-0.9%	▼	-2.4%
Divi's Laboratories	Reduce	Accumulate	Upgrade	4,445	3,150	4350	38.1	(2.1)	1,177.9	265	57.1	72.2	87.0	60.4	79.6	96.5	5.7%	▲	10.1%	▲	11.0%
Eris Lifesciences	BUY	BUY	Maintained	1,015	1,100	1100	0.0	8.4	138.0	136	29.5	33.7	40.4	28.8	30.3	39.3	-2.2%	▼	-10.2%	▼	-2.7%
Indoco Remedies	Accumulate	Accumulate	Maintained	322	380	335	-11.8	3.9	29.7	92	11.7	17.6	21.7	9.3	14.1	18.2	-20.6%	▼	-20.3%	▼	-16.4%
Ipca Laboratories	HOLD	Reduce	Dow ngrade	1,179	1,060	1150	8.5	(2.5)	299.2	254	24.3	35.1	45.6	25.8	32.0	41.4	6.1%	▼	-8.7%	▼	-9.3%
J.B. Chemicals & Pharmaceu	BUY	BUY	Maintained	1,897	1,920	1920	0.0	1.2	294.4	155	35.2	45.5	55.8	35.6	44.9	55.5	1.2%	▼	-1.2%	▼	-0.6%
Lupin	HOLD	HOLD	Maintained	1,606	1,600	1675	4.7	4.3	731.6	456	41.0	52.9	64.1	41.7	54.0	66.9	1.8%	▲	2.1%	▲	4.3%
Sun Pharmaceutical Industrie	BUY	BUY	Maintained	1,507	1,640	1710	4.3	13.5	3,615.4	2,399	39.1	45.8	54.7	41.8	44.0	52.9	6.9%	▼	-4.0%	▼	-3.3%
Torrent Pharmaceuticals	BUY	BUY	Maintained	2,894	2,700	2900	7.4	0.2	978.0	338	46.0	61.9	77.0	46.4	60.3	77.4	1.0%	▼	-2.6%	▲	0.5%
Real Estate																					
Sunteck Realty	BUY	BUY	Maintained	577	565	600	6.2	4.0	84.5	146	11.4	27.5	35.9	4.8	23.9	33.6	-57.4%	▼	-13.3%	▼	-6.4%
Travel & Tourism																					
Chalet Hotels	Accumulate	Accumulate	Maintained	841	888	830	-6.5	(1.3)	172.9	205	12.2	17.6	22.3	11.6	16.5	21.0	-4.6%	▼	-6.3%	▼	-5.9%
InterGlobe Aviation	Accumulate	Accumulate	Maintained	4,300	4,079	4667	14.4	8.5	1,659.9	386	200.3	192.9	189.2	211.7	219.0	217.6	5.7%	▲	13.5%	▲	15.0%
Indian Railw ay Catering and	HOLD	Reduce	Dow ngrade	1,027	825	811	-1.7	(21.1)	821.6	800	15.1	16.4	17.4	14.6	16.2	17.1	-3.4%	▼	-1.1%	▼	-1.7%
Lemon Tree Hotels	BUY	BUY	Maintained	145	153	155	1.2	7.1	114.8	792	1.7	2.9	3.8	1.9	3.0	3.9	9.6%	▲	2.8%	▲	3.6%
Safari Industries (India)	BUY	BUY	Maintained	2,029	2,268	2225	-1.9	9.7	98.9	49	35.8	44.4	56.9	36.1	42.5	55.6	0.6%	▼	-4.2%	▼	-2.2%
V.I.P. Industries	BUY	HOLD	Dow ngrade	477	603	557	-7.7	16.6	67.7	142	4.5	13.3	18.3	2.0	11.4	16.9	-55.4%	▼	-14.1%	▼	-7.9%
Telecom																					
Bharti Airtel	Accumulate	Accumulate	Maintained	1,438	1,269	1373	8.3	(4.5)	8,169.2	5,679	13.3	25.3	29.0	15.1	26.3	30.0	13.7%	▲	3.8%	▲	3.3%

Source: Company, PL



**4Q Sectoral
Snapshot**

AMCs

- Coverage AMCs saw a weaker quarter; while core PAT at Rs7.7bn was 6% above PLe due to lower tax rate and core income was a miss due to lower revenue. QAAuM growth was in-line, while yields continued to decline.
- QAAuM growth for coverage AMCs was 11% QoQ (in-line). NAM/HDFC AMC (+14%/+11% QoQ) both outpaced industry growth of 10.0% QoQ.
- Equity+bal QAAuM growth for the industry was strong at 13.4% QoQ to Rs28.8trn. HDFCAMC/NAM/UTIAM grew by 15.2%/15.5%/5.3% QoQ.
- Revenue yield was a miss at 44.4bps (PLe 45.1bps) as yields for HDFCAMC fell due to underestimation of commissions. However, UTIAM saw overestimation of payout, leading to QoQ increase in yields.
- Opex was higher than PLe due to higher staff cost for UTIAM and other opex in case of NAM and UTIAM. Core income was lower at Rs9.2bn (PLe Rs9.6bn) mainly led by lower yields and higher opex.
- Other income cushioned profits at Rs3.5bn (PLe Rs2.5bn) led by higher MTM gains in case of HDFCAMC and NAM.
- We are positive on the AMC space as equity+bal QAAuM growth for HDFCAMC and NAM is likely to outpace the industry, led by better performance and further market share gains in net flows.

Exhibit 71: Q4FY24 Result Snapshot

(Rs mn)	Revenue			Opex			Core PAT			AAuM		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	QFY24	YoY gr.	QoQ gr.
HDFCAMC IN	6,954	28.6%	3.6%	1,718	17.6%	-1.9%	4,172	38.1%	9.7%	6,129,639	36.3%	11.2%
NAM IN	4,683	34.4%	10.6%	1,865	25.3%	8.2%	2,581	56.5%	29.6%	4,314,041	47.1%	14.2%
UTIAM IN	3,177	17.9%	9.5%	2,024	5.8%	6.8%	960	68.1%	22.5%	2,907,290	21.8%	6.6%

Source: Company, PL

*Hyperlink on Bloomberg Code

Automobiles

Conviction Picks:

Maruti Suzuki

Ashok Leyland

- Q4FY24 performance barring a few companies was largely in line with PLe and slightly better than consensus expectations. The aggregate growth in revenue was at 14.1%. On OEM basis, realizations increased ranging from 1-8% YoY.
- Operationally, benign input cost and better operating leverage aided in aggregate gross margin expansion by 238bps YoY to 34.1%. Aggregate EBITDA margin increased by 177bps YoY to 14.1%, led by better product mix and price increases.
- PV OEMs indicated the pace of volume growth is expected to be moderate due to high base effect and drying up of pent-up demand. OEMs expect PV industry growth at 5-7% to be driven by UVs supported by rising income levels and new launches across. CV OEMs gave mixed outlook wherein growth in the higher tonnage vehicle will drive the volume and margin expansion. 2W OEMs expect robust growth on the back of revival in rural demand, new launches, network expansion and premiumization theme across industry. M&M noted timely arrival of monsoon and preparation activities for Kharif crops is expected to drive tractor demand, forecasting a growth of 5% for FY25.
- Going ahead, we expect mid-single digit growth in PVs with strong outperformance in UVs while compact cars would be dragged lower because of increased preferences towards UVs. 2W demand is expected to be in the high single digit, with 125+cc segment outperforming on the back of the premiumization theme. In CVs, we expect replacement demand as well as infrastructure push shall aid in growth especially in the higher tonnage vehicles. Additionally, stable commodity prices, cost cutting initiative and price hikes should support margin improvement and sustain it going forward.

Exhibit 72: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
AL IN	1,12,667	-3.1%	21.5%	15,921	24.8%	42.9%	14,711	37.7%	62.8%	9,452	32.4%	62.8%
BHFC IN	41,642	14.7%	7.7%	6,532	36.6%	-2.9%	3,854	49.6%	4.6%	2,486	28.3%	0.0%
BJAUT IN	1,14,847	29.0%	-5.2%	23,063	34.4%	-5.1%	25,416	34.7%	-5.0%	19,360	35.1%	-5.2%
CEAT IN	29,919	4.1%	1.0%	3,915	6.4%	-6.2%	1,969	10.4%	-13.5%	1,475	5.4%	-18.7%
DIVGIIT IN	651	-11.3%	3.2%	131	-31.8%	1.9%	124	-31.8%	-2.3%	92	-31.5%	-1.8%
EIM IN	42,560	11.9%	1.8%	11,286	20.9%	3.5%	12,532	27.5%	5.8%	10,705	18.2%	7.5%
ENDU IN	26,848	20.2%	4.8%	3,894	36.4%	30.2%	2,748	55.5%	37.0%	2,102	54.0%	38.0%
EXID IN	40,094	13.2%	4.4%	5,162	40.6%	17.3%	3,819	36.0%	19.0%	2,838	36.5%	18.1%
HMCL IN	95,193	14.6%	-2.1%	13,592	25.5%	-0.2%	13,496	17.7%	-4.8%	10,161	18.3%	-5.3%
MM IN	2,51,090	11.2%	-0.7%	31,188	11.9%	-3.6%	26,505	19.2%	-15.1%	20,382	-1.1%	-16.9%
MSIL IN	3,82,349	19.3%	14.8%	46,850	39.8%	19.9%	49,978	53.6%	23.3%	38,778	47.8%	23.9%
TTMT IN	11,99,863	13.3%	8.5%	1,69,933	32.8%	10.8%	92,109	84.2%	21.5%	1,74,953	211.1%	145.9%
TVSL IN	81,688	23.7%	-0.9%	9,262	36.3%	0.2%	6,716	22.9%	-13.3%	4,854	18.3%	-18.2%

Source: Company, PL *Hyperlink on Bloomberg Code

Exhibit 73: Conviction Picks Commentary

Name	Commentary
Maruti Suzuki	Increased participation of UVs in the portfolio, mix improvement in export, higher exposure to Hybrid and CNG models in the portfolio shall continue to drive revenue/ASP growth.
Ashok Leyland	New launches, replacement demand and channel expansion shall aid in volume expansion while discipline on discounts as well as cost cutting initiatives shall aid in ASP and margin expansion.

Source: PL

Banks

Conviction Picks:

Axis Bank

HDFC Bank

Kotak Mahindra Bank

- Coverage banks saw a 16.6% beat on core PAT at Rs564bn (+11.2% QoQ) due to better NII, fees and opex. The variation in core PAT was materially higher since wage revision for SBI was much lower at Rs6.7bn (guidance of Rs54bn). Adjusting for the same, core PAT beat PLe by 5.8%.
- Core PPop ex-SBI was 4.0% higher than PLe, at Rs624bn adjusting for ex-gratia of Rs15bn in case of HDFCB. We evaluate earnings quality basis core PPop and HDFCB, ICICB, AXSB and KMB were outliers.
- Loan growth at 14.8% YoY was lower than system (16.3%) on account of softer loan accretion by HDFCB due to focus on reducing LDR. Traction continues in retail/SME, while corporate growth remains muted.
- System deposits grew by 13.0% YoY (12.6% in Q3FY24). Deposit accretion for covered banks was 13.9% YoY, largely driven by TD (+19.5% YoY) as CASA grew by 6.1% YoY. CASA ratio was 39.3% (vs 39.0% in Q3FY24).
- NIM for coverage banks, adjusted for one-offs, declined by 8bps QoQ to 3.57% (2bps higher than PLe) due to catch-up in funding cost. IIB saw lower NIM, while NIM of all other banks was broadly in-line.
- Fee was Rs369bn (2.4% more than PLe). Opex (ex-SBI & ex-gratia of HDFCB) at Rs543bn was a 1.1% miss. Staff cost, ex-SBI, was Rs208bn (1.1% miss).
- Asset quality improved as GNPA fell by 12bps QoQ to 2.0%. Gross slippage ratio was controlled at 1.2%, while recoveries were better at 31% (PLe 29%). HDFCB made a one-time floating provision of Rs109bn. Provisions, ex-HDFCB, stood at 35bps. On asset quality, mid-cap banks performed better.

Exhibit 74: Q4FY24 Result Snapshot

(Rs mn)	NII			Operating Profit			Adj. PAT		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
AXSB IN	1,30,890	11.5%	4.4%	1,05,357	14.9%	15.3%	71,297	5.4%	17.4%
BOB IN	1,17,928	2.3%	6.2%	81,061	0.4%	15.6%	48,865	2.3%	6.7%
CUBK IN	5,466	6.3%	5.9%	3,518	-15.6%	-3.4%	2,548	16.9%	0.7%
DCBB IN	5,075	4.4%	7.1%	2,338	-4.2%	10.5%	1,557	9.5%	23.0%
FB IN	21,951	15.0%	3.4%	11,104	-16.8%	-22.7%	9,063	0.4%	-10.0%
HDFCB IN	2,90,768	1.4%	2.1%	2,92,742	29.5%	23.8%	1,65,119	10.7%	0.9%
ICICIB IN	1,90,928	8.1%	2.2%	1,50,388	8.8%	2.1%	1,07,075	17.4%	4.2%
IIB IN	53,764	15.1%	1.5%	40,271	7.3%	0.6%	23,468	15.0%	2.1%
KMB IN	69,094	13.2%	5.4%	54,616	17.5%	19.6%	41,333	18.2%	37.5%
SBIN IN	4,16,552	3.1%	4.6%	2,87,476	16.8%	41.4%	2,06,984	24.0%	43.4%

Source: Company, PL

*Hyperlink on Bloomberg Code

Exhibit 75: Conviction Picks Commentary

Name	Commentary
Axis Bank	NIM trajectory for FY24-26E is expected to be superior to peers; well poised to deliver core RoA of 1.65-1.7%
HDFC Bank	Replacement of HDFCL's liabilities over FY24-26E should lead to improving margins and better PAT CAGR
Kotak Mahindra Bank	Impact on FY25E earnings priced in; we expect core PAT growth of 14% in FY26E with core RoA of 1.9%

Source: PL

Building Materials

Conviction Picks:

Astral

Cera Sanitaryware

- EBITDA margin below estimates, healthy pickup in volume:** In Q4FY24, aggregate revenue/EBITDA/PAT grew by 8.6%/-3.5%/-10.1% YoY in our coverage universe (PLe: +7.0%/-1.2%/-7.6%), with the woodpanel & tiles segment underperforming and plastic pipe continuing to post healthy performance. Plastic pipe companies outperformed in volume growth, up 31.3% YoY compared to single-digit growth by others. EBITDA margin of our coverage universe contracted by 200bps YoY on account of higher RM prices in the woodpanel segment and inventory gain in the previous year same quarter in the plastic pipe segment.
- Plastic pipe – healthy volume growth:** Our plastic pipe universe sales volume grew 31.3% YoY (PLe:+23.0% YoY), on account of strong traction in the infra, agri and plumbing segments. The plastic pipe companies reported revenue growth of 11.9% YoY led by strong volume growth. EBITDA margins contracted by 230bps YoY to 16.9% (PLe:17.4%), mainly because of inventory gain in the previous year same quarter. Supreme Ind. has outperformed the sector with a robust volume growth of 41.4% YoY.
- Tiles & bathware – soft performance:** Cera Sanitaryware (CRS) revenue grew 3.1% YoY due to a soft demand environment and increase in competitive intensity. EBITDA/PAT was up 8.9%/11.1%, with improvement in operating margins on account of cost saving initiatives, reduction in advisement expense and increase in other income. KJC reported vol. growth of 5.5% in Q4FY24 due to continued slowdown in demand. The tiles & bathware segment is anticipated to see a gradual increase in volumes in FY25, driven by growing real estate demand.
- Woodpanel – Weak performance, maintained guidance:** CPBI has outperformed in the segment, with better performance in MDF (revenue/volume +22.6%/34.2% YoY). EBITDA margin contracted by 300bps due to increase in raw material prices and correction in realizations. Greenpanel delivered weak performance (rev. -10.2% YoY & PAT -56.8% YoY), impacted by a fall in export volume and reduction in domestic realizations due to the launch of volume-based schemes in Q4 amid increased competition and higher wood prices.

Exhibit 76: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
ASTRA IN	16,251	7.9%	18.6%	2,915	-5.6%	34.9%	2,414	-9.8%	46.4%	1,813	-12.6%	45.9%
CPBI IN	10,607	9.9%	13.2%	1,483	-9.5%	39.8%	1,206	-22.4%	43.3%	1,005	-12.3%	60.4%
CRS IN	5,488	3.1%	25.0%	950	8.9%	54.5%	995	11.6%	50.3%	757	19.9%	46.9%
FNXP IN	12,354	8.3%	21.2%	2,089	-3.9%	74.3%	2,187	1.1%	82.6%	1,649	-1.0%	72.9%
GREENP IN	3,966	-10.2%	2.8%	513	-32.7%	-14.9%	403	-37.4%	7.5%	298	-56.8%	-13.9%
KJC IN	12,408	3.0%	7.7%	1,720	-2.2%	-3.8%	1,403	-3.1%	-4.0%	1,031	-8.3%	-1.3%
SI IN	30,079	15.8%	22.8%	4,907	2.2%	29.5%	4,239	2.0%	33.6%	3,548	-1.3%	38.5%

Source: Company, PL *Hyperlink on Bloomberg Code

Exhibit 77: Conviction Picks Commentary

Name	Commentary
Astral	1) Volume growth guidance at >20% in pipe & fittings business and 15%-20% rev. growth guidance in paints & adhesive business with consolidated EBITDA margin of 17%+. We expect Revenue/EBITDA/PAT CAGR of 21.8%/27.0%/34.5% over FY24-26E.
Cera Sanitaryware	Guided to reach revenue of Rs29bn by Mar-27 with EBITDA margin of 16%+. We believe demand scenario will continue to remain subdued in the near term and revive by H2FY25 with expected improvement in demand environment emanating from rub-off of healthy growth in real estate sector. We expect Revenue/ EBITDA /PAT CAGR of 13.4%/14.1%/14.4% over FY24-26E.

Source: PL

Capital Goods

Conviction Picks:

Larsen & Toubro

Apar Industries

Triveni Turbine

Praj Industries

- **Healthy quarterly performance** in our coverage universe with revenue growth of 14.6% YoY to Rs1.4tn (14.2% YoY ex. L&T) and order inflow growth of 16.2% YoY to ~Rs1.6tn (excluding Siemens' Rs263bn locomotive order in the same quarter last year), largely driven by Thermal Power, T&D, Oil & Gas, Defence, and Buildings & Factories (incl. data centers).
- **Product/consumables companies** reported decent cumulative revenue growth (+11.4% YoY) led by healthy domestic demand, while exports largely remained soft. EBITDA margin improvement in most companies was aided by better product mix, stable commodity prices, and operating leverage. Order inflows were driven by sectors like thermal power, data centers, commercial & residential buildings, energy & energy transition, water, and T&D.
- **Project companies** reported healthy cumulative revenue growth of 15.6% YoY (16.8% YoY ex. L&T), driven by strong execution of substantial order books. EBITDA margins for project companies were mixed during the quarter as some companies benefitted from better revenue mix and operating leverage, while others were impacted by higher operating expenses.
- **Order enquiries/tendering pipeline** continue to remain healthy across areas such as Data Centers, Power Generation, T&D, Energy Transition (CBG, green hydrogen, coal gasification, etc.), Defence, Buildings & Infra, Rail & Metro, Steel, Cement, Oil & Gas, and Water in India as well as Middle East and Europe. Going forward, any reshuffle in allocations of key ministries such as Defence, Power, Transport, and Railways will be closely monitored to gauge the order prospects of our coverage universe.

Exhibit 78: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
ABB IN	30,804	27.8%	11.7%	5,652	98.1%	35.5%	6,171	88.2%	36.0%	4,596	87.5%	33.1%
APR IN	44,551	9.0%	11.1%	4,213	-0.6%	4.0%	3,216	-2.0%	13.1%	2,362	-2.7%	8.6%
BHE IN	85,285	32.1%	106.2%	22,800	24.9%	117.3%	23,856	33.9%	103.5%	17,835	30.6%	99.7%
BEML IN	15,137	9.1%	44.6%	3,704	29.1%	562.8%	3,476	25.3%	420.0%	2,568	62.8%	432.7%
BHEL IN	82,603	0.4%	50.1%	7,279	-30.6%	236.1%	6,311	-31.9%	795.2%	4,844	-24.9%	945.9%
CU IN	12,012	0.1%	4.3%	2,094	10.0%	8.8%	1,674	11.4%	9.3%	1,348	14.3%	21.2%
ENGR IN	8,051	-8.5%	-7.2%	775	-53.6%	54.7%	1,171	-42.7%	63.9%	1,155	-39.3%	82.4%
GETD IN	9,136	29.9%	8.9%	1,110	297.6%	14.9%	1,012	2231.3%	38.7%	663	-708.7%	34.3%
GWN IN	6,911	4.0%	4.7%	1,250	-3.3%	-2.2%	1,208	-9.4%	-1.1%	926	-6.7%	0.1%
HARSHA IN	3,804	10.7%	17.2%	545	7.4%	37.2%	495	10.2%	30.3%	368	12.8%	23.9%
HNAL IN	1,42,198	13.8%	134.6%	53,523	64.9%	272.9%	52,343	112.4%	211.0%	39,009	100.6%	209.2%
KECI IN	61,648	11.6%	23.1%	3,880	36.9%	26.0%	1,933	125.1%	60.1%	1,518	110.2%	56.7%
KKC IN	23,162	20.3%	-8.6%	5,443	66.9%	1.2%	7,006	69.7%	16.1%	5,615	76.3%	23.1%
KPIL IN	51,470	17.1%	24.1%	4,000	28.6%	16.3%	2,450	47.6%	26.3%	1,750	52.6%	21.5%
LT IN	6,70,787	15.0%	21.7%	72,340	5.9%	25.6%	63,282	7.1%	32.6%	43,232	8.4%	46.7%
PRJ IN	10,186	1.5%	22.9%	1,262	20.7%	30.8%	1,230	9.1%	33.8%	919	4.3%	30.6%
SIEM IN	57,499	18.4%	19.2%	8,782	41.4%	47.3%	8,956	37.9%	32.0%	6,105	29.4%	20.7%
TMX IN	27,637	19.6%	18.9%	2,732	36.6%	45.7%	2,507	17.1%	36.7%	1,876	20.1%	69.1%
TRIV IN	4,581	23.9%	6.1%	898	35.4%	7.3%	1,009	37.6%	6.4%	760	36.9%	11.4%
VAMP IN	5,042	14.6%	23.4%	1,007	8.5%	-3.9%	1,194	18.4%	-5.5%	935	22.2%	-1.1%

Source: Company, PL

*Hyperlink on Bloomberg Code

Exhibit 79: Conviction Picks Commentary

Name	Commentary
Larsen & Toubro	We believe L&T is well-placed to benefit in the long-run owing to 1) strong international prospects led by Middle East, 2) healthy domestic pipeline on the back of public-driven capex and uptick in private capex, and 3) improving profitability in development projects, and 4) penetration in newer areas such as green hydrogen, electrolyzers, semiconductors, data centers, etc.
Apar Industries	We believe APR's focus towards value-added products and strong traction in exports business will continue to drive strong topline & profitability in the long run.
Triveni Turbine	We believe TRIV's prospects continue to remain strong due to 1) healthy enquiry pipeline across markets, 2) growing share of higher margin exports & aftermarket sales, 3) strong traction in both industrial & API drive turbines, and 4) robust order book with strong inflows across businesses.
Praj Industries	We remain positive on PRJ in the long run given 1) its leadership in domestic ethanol (~50-55% market share), 2) large domestic CBG pipeline, 3) healthy export outlook in Engineering driven by ETCA, 4) focus on new technologies such as 2G ethanol, SAF, bio-manufacturing, and multi-feedstock plants, and 5) improving margins owing to growing share of exports & services.

Source: PL

Exhibit 80: Order Inflows

Order Inflow (Rs mn)	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	YoY gr.	QoQ gr.
ABB	31,250	30,440	30,040	31,470	36,070	15.4%	14.6%
Bharat Electronics	1,67,921	81,127	72,901	1,16,091	80,520	-52.0%	-30.6%
BHEL	83,160	1,56,000	1,78,790	25,690	4,18,590	403.4%	1529.4%
Engineers India	39,119	12,652	11,442	6,371	3,597	-90.8%	-43.5%
KEC International	68,240	45,000	45,000	38,500	52,520	-23.0%	36.4%
Kalpataru Power Transmission	73,100	51,200	54,960	74,490	1,19,570	63.6%	60.5%
Larsen & Toubro	7,60,990	6,55,200	8,91,530	7,59,900	7,21,500	-5.2%	-5.1%
Siemens*	48,410	52,880	44,980	59,710	51,840	7.1%	-13.2%
Thermax	22,540	25,670	19,730	25,060	23,090	2.4%	-7.9%
Voltamp Transformers	3,234	6,135	2,825	4,890	4,740	46.6%	-3.1%
GE T&D India	8,706	10,066	10,816	23,681	13,349	53.3%	-43.6%
Triveni Turbine	4,663	4,532	4,587	5,313	4,351	-6.7%	-18.1%
Praj Industries	10,380	11,010	10,630	10,370	9,240	-11.0%	-10.9%
BEML	12,020	17,920	38,530	5,280	11,260	-6.3%	113.3%
Total	13,33,733	11,59,832	14,16,761	11,86,816	15,50,237	16.2%	30.6%

Source: Company, PL

*Siemens Q4FY23 order inflow excludes Rs263bn 9,000HP locomotive order

Cement

Conviction Picks:

Ambuja Cement

Ultratech Cement

- Cement coverage universe registered healthy revenue growth of 16% QoQ aided by strong sales volumes (23% QoQ), aided by demand recovery across geographies in the second half of the quarter as well as year-end sales targets. Our recent channel checks indicate soft demand in May'24 due to muted construction activities on account of a harsh summer, lower infra spending during election time and water shortage in a few southern regions.
- Realizations came under pressure as the price hikes undertaken in Sep-Oct'23 were rolled back. Realizations for the universe declined 6.8% QoQ to Rs5,173/t. The most affected were NUVOCO and DALBHARA having substantial exposure to the eastern region. Price hikes were taken towards the end of the quarter, which sustained in Apr'24. However, pricing in the month of May has shown a declining trend, except in a few cities like Delhi and Lucknow.
- All the companies benefitted from declining fuel costs in the quarter aided by a fall in coal costs as well as muted pet coke prices. Power and fuel costs are expected to remain muted in 1QFY25 also as some companies have guided for sufficient low-cost coal inventories.
- EBITDA/t declined sequentially for the universe affected by NSR. Average EBITDA/t declined by Rs157/t QoQ. EBITDA for the coverage universe increased 11% QoQ to Rs81.3bn (+26% YoY) aided by strong volume growth.
- Capex plans for universe companies remained intact with industry leaders employing aggressive strategies to capture market share. Our universe added 7.4mtpa during 4QFY24 vs addition of 10.5mtpa in the listed space.
- We expect moderate demand in the near term, affected by the elections and strong monsoon forecast by IMD. We expect realizations to improve post monsoon in 2HFY25, only once demand picks up significantly. We remain positive on industry leaders due to their aggressiveness in adding capacities, gaining market share and cost optimization initiatives.

Exhibit 81: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
ACC IN	54,087	19.2%	10.1%	8,368	120.7%	-7.5%	6,548	186.7%	-9.3%	7,730	350.8%	43.8%
ACEM IN	47,803	15.8%	7.7%	7,978	27.4%	-6.3%	6,968	32.7%	2.4%	5,481	31.2%	6.7%
DALBHARA IN	43,070	10.0%	19.5%	6,540	-7.9%	-16.0%	3,520	1.1%	-2.5%	3,150	-51.1%	19.8%
NUVOCO IN	29,334	0.2%	21.2%	4,908	29.0%	19.6%	1,550	2352.7%	172.8%	1,004	-50.1%	223.4%
SRCM IN	51,010	6.6%	4.1%	13,272	48.7%	7.6%	7,722	50.5%	-20.1%	6,618	21.2%	-9.9%
UTCEM IN	1,98,059	9.4%	22.8%	40,202	24.4%	27.7%	31,619	27.8%	37.6%	23,764	43.3%	38.3%

Source: Company, PL

*Hyperlink on Bloomberg Code

Exhibit 82: Conviction Picks Commentary

Name	Commentary
Ambuja Cement	ACEM remains our top pick owing to strong capex pipeline, focus on cost optimization by increasing green share, captive coal mines and synergy benefits from Adani Group's logistical expertise.
Ultratech Cement	UTCEM is well placed to capitalize on strong volume growth given the ongoing expansion projects to take the capacity to ~192mt by FY26, focus on green energy and well-established presence in the domestic markets.

Source: PL

Conviction Picks:

Vinati Organics

Navin Fluorine International

Chemicals

- **Mixed quarter for our coverage universe:** Most of the Indian chemical companies are yet to recover fully from the headwinds they faced throughout FY24. However, some sequential improvement was seen across all the companies majorly led by volume growth. Destocking has been largely phased out and volumes are expected to pick up in FY25. Agrochem segment is expected to be sluggish in H1FY25. The ongoing Red Sea crisis has led to an increase in freight cost across the industry. For Q4FY24, chemicals companies under our coverage posted aggregate sales of Rs127bn, a decline of 4% YoY and an increase of 12% QoQ. Aggregate EBITDA saw a 17% increase QoQ and a 23% decline YoY. EBITDAM on aggregate basis stood at 19.6%, down 370 bps YoY and up 68 bps QoQ; Jubilant Ingrevia had the lowest EBITDAM at 8.5% and Clean Science had the best margin, at 41.5%.
- **Competition from China:** Companies like NOCIL, Laxmi Organics, SRF, Deepak Nitrate and Jubilant Ingrevia continue to face threat from Chinese competition, impacting both prices & volumes.
- **Capex update:** Aarti Industries is expected to spend Rs16-18bn in FY25. Clean Science commissioned HALS in Mar'24, and will invest Rs300mn for pharma intermediates and additional Rs1000-1500mn for performance chemicals in FY25. Deepak Nitrate plans to spend Rs10-12bn in FY25. Fine Organic's 30acre land allotment is confirmed and is awaiting formal allotment letter. Gujarat Fluorochemicals plans to spend Rs8bn on the battery chemicals vertical focused on electrolyte salt, cathode and cathode binder plants. Laxmi Organics' capex of Rs7.1bn at Dahej is on track. SRF aims to incur a capex of Rs8-9bn in FY25. Expansion of ATBS capacity to 60,000mtpa is on track for Vinati Organics and is likely to be commissioned by Dec'24. Commissioning of phenol plant and launch of additional antioxidants is expected in H2FY25.

Exhibit 83: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
ARTO IN	17,730	7.1%	2.4%	2,830	12.7%	8.8%	1,260	-6.0%	7.7%	1,320	-10.8%	6.5%
CLEAN IN	2,275	4.9%	16.8%	945	-10.1%	9.1%	953	-11.4%	14.9%	703	-12.7%	12.2%
DN IN	21,262	8.4%	5.8%	3,011	-13.5%	-1.2%	2,694	-14.5%	-1.5%	1,741	-25.6%	-13.8%
FINEORG IN	5,215	-12.6%	22.5%	1,322	-34.7%	43.2%	1,391	-31.0%	47.0%	1,049	-29.8%	50.5%
FLUOROCH IN	11,330	-23.0%	14.2%	2,376	-55.1%	15.2%	1,410	-68.6%	27.9%	1,010	-69.6%	26.1%
JUBLINGR IN	10,744	-6.2%	11.2%	912	-10.6%	-4.5%	514	-31.9%	-6.6%	293	-44.1%	-24.1%
LXCHEM IN	7,921	8.0%	14.2%	900	48.2%	74.5%	680	59.0%	130.0%	443	82.1%	62.6%
NFIL IN	6,020	-13.6%	20.0%	1,101	-45.5%	45.4%	794	-56.9%	76.4%	704	-48.4%	-9.8%
NOCIL IN	3,565	-9.2%	4.7%	446	-10.3%	-8.7%	556	44.3%	36.6%	415	46.7%	38.5%
SRF IN	35,697	-5.5%	16.9%	6,958	-25.3%	23.0%	4,433	-39.6%	27.3%	4,222	-24.9%	66.6%
VO IN	5,503	6.0%	22.8%	1,502	2.0%	31.0%	1,396	-1.4%	35.3%	1,045	-0.2%	35.8%

Source: Company, PL

*Hyperlink on Bloomberg Code

Exhibit 84: Conviction Picks Commentary

Name	Commentary
Vinati Organics	Demand for ATBS, which is the key product of the company (30-35% of the total revenue), is expected to rise as oil and gas companies are focusing more on enhanced oil recovery, rather than drilling new fields. The company is also expanding its ATBS capacity from 40,000 mtpa to 60,000 mtpa, which is expected to be commissioned by Dec'24. Additionally, the management expects the antioxidant segment to drive growth and double its revenue from Rs1.3bn to Rs2.5bn in FY25.
Navin Fluorine International	Navin's HFO plant, which was struggling previously, has stabilized and is anticipated to achieve 1.3x volume growth if operated at the same utilization rate as in Q4FY24. In the Specialty Chemical segment, addition of new molecules and higher utilization have led to increase in sales growth. Navin's CDMO vertical was below expectations in FY24 mainly due to deferral in sales of key molecules, but this high-margin segment has the potential to double revenue in FY25.

Source: PL

Consumer

Conviction Picks:

Titan Company

ITC

Britannia Industries

- FMCG universe reported 6.1% top-line growth led by modest volume growth amid price cuts to pass on RM prices benefit. Demand trends mirrored previous quarters; however, most players witnessed rural recovery by the end of 4QFY24. GM continued to expand which was used to step up ad-spends & other operating expenses which restricted EBITDA margin expansion. The commentary on consumption is positive considering harsh summers, normal monsoons and pick-up in rural demand.
- Paints companies reported double digit decorative volume growth led by price cuts & down trading. Industrial segment growth slightly moderated due to election period. Competitive intensity post Grasim's entry in Mar'24 continues to remain a key monitorable.
- QSR's** reported mixed SSG numbers with negative demand sentiments for most players amidst heightened competition and impact of geopolitical issues. Demand is stabilizing; however, demand reversal is not expected until 2Q25.
- Retail** companies reported poor sales growth amid tepid demand environment and lower wedding days across Jewellery, Apparel and footwear. The pressure in demand was visible across price segments. Jewellery companies reported negative demand trend amid rising gold prices.

Exhibit 85: Q4FY24 Result Snapshot

(Rs mn)	Vol. Gr. (%)		Sales		EBITDA			PBT			Adj. Pat		
	Q4FY24	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
APNT IN	10.0	87,308	-0.6%	-4.1%	16,914	-9.3%	-17.7%	15,988	-6.6%	-16.7%	12,665	0.0%	-12.5%
BRIT IN	5.6	40,694	1.1%	-4.4%	7,875	-1.7%	-4.1%	7,384	-2.5%	-3.2%	5,366	-3.8%	-3.9%
CLGT IN	2.0	14,900	10.3%	6.8%	5,322	17.8%	13.6%	5,114	19.5%	15.3%	3,798	19.4%	15.1%
DABUR IN	4.2	28,146	5.1%	-13.5%	4,668	13.9%	-30.1%	4,531	14.3%	-31.5%	3,412	16.6%	-32.6%
DMART IN		127,266	20.1%	-6.2%	9,436	22.3%	-15.7%	7,632	22.1%	-19.6%	5,631	22.4%	-18.5%
HMN IN	6.4	8,912	6.6%	-10.5%	2,109	5.5%	-33.0%	1,709	15.3%	-39.6%	1,490	3.1%	-43.6%
HUVR IN	2.0	148,570	-0.2%	-2.2%	34,350	-1.0%	-3.0%	32,640	-2.4%	-5.7%	23,960	-3.0%	-5.7%
ITC IN	2.0	165,793	1.1%	0.6%	61,626	-0.8%	2.3%	65,338	0.2%	-2.9%	50,223	0.2%	-10.0%
JUBI IN	0.1	13,313	6.3%	-1.8%	2,543	0.8%	-10.1%	508	-45.3%	-37.9%	376	-44.3%	-38.3%
METROBRA IN		5,830	7.1%	-8.3%	1,586	10.5%	-20.3%	1,036	9.5%	-23.8%	1,552	126.6%	58.6%
KNPL IN	10.5	16,617	3.5%	-8.4%	1,791	17.5%	-25.3%	1,623	32.7%	-23.8%	1,205	28.2%	-23.5%
MRCO IN	3.0	22,780	1.7%	-5.9%	4,420	12.5%	-13.8%	3,990	-0.5%	-19.4%	3,200	4.9%	-17.1%
MTEP IN		1,769	-4.2%	6.9%	355	-0.3%	17.2%	236	-12.3%	24.5%	180	-21.9%	26.6%
NEST IN		52,677	9.0%	14.5%	13,386	20.6%	20.3%	12,303	22.4%	21.6%	9,139	21.7%	17.0%
PIDI IN	15.1	29,019	7.9%	-7.3%	5,769	25.6%	-22.3%	4,998	26.9%	-27.3%	3,759	31.5%	-26.4%
RBA IN	1.9	4,392	20.4%	-1.4%	552	30.6%	-22.0%	-309	25.8%	383.0%	-309	25.8%	383.0%
TTAN IN		112,570	16.0%	-13.8%	11,090	6.2%	-23.9%	9,770	-0.2%	-27.4%	7,860	7.1%	-24.4%
WESTLIFE IN	-5.0	5,623	1.1%	-6.3%	749	-15.5%	-18.6%	20	-93.0%	-91.5%	8	-96.2%	-95.6%

Source: Company, PL

*Hyperlink on Bloomberg Code

Exhibit 86: Conviction Picks Commentary

Name	Commentary
Titan Company	Margins near bottom across segments, expect recovery from 2H25. Rising gold prices is likely to reduce competitive intensity with regional players. We expect TTAN's expansion strategy in Tier2/3 cities will help gain market share from unorganized segment. We estimate 25.5% EPS CAGR over FY24-26
ITC	Cig volumes were up~2.1% in 4Q & we expect returns to be driven by cigarette volume numbers and budget outcome in July while FMCG will continue to expand margins by ~80-100bps annually. We estimate 7.3% EPS CAGR over FY24-26.
Britannia Industries	BRIT is targeting double digit volume growth post elections & monsoons which would be led by promotions & innovation. We believe new government would focus on consumption spending which is likely to boost consumer sentiments & benefit BRIT in medium to long term. We estimate 9.4%/11.6% sales and PAT CAGR over FY24-26

Source: PL

Consumer Durables

Conviction Picks:

RR Kabel

- Revenue better than estimates, margins contract:** Aggregate sales / EBITDA / Adj. PAT in our coverage universe grew 20.2% /12.0% /15.7% YoY (PLe: 17.1%/14.1%/18.8% YoY), led by healthy growth in revenue, largely from the UCP and C&W segments, which grew by 29.4% and 18.1% YoY, respectively. Meanwhile, the FMEG segment continued to underperform with ~8.9% YoY growth due to a soft B2C segment. Bajaj Electricals was the major underperformer in our coverage universe, reporting revenue/PAT decline of 8.0%/43.5% YoY. Significant improvement in profitability was achieved by Polycab/Havells/KEI/RR Kabel, up 28.5%/24.8%/22.1%/20.6% YoY. Voltas outperformed in revenue growth (up 42.1% YoY), while profitability declined by 19.1% YoY.
- C&W continues to grow:** Polycab/Havells/KEI/RR Kabel reported 21.8% /14.1% /16.9%/13.6% YoY growth in the cable segment with EBIT margin improving by +100bps/120bps/40bps for Polycab/KEI/RR Kabel, while remaining flat YoY for Havells. The C&W segment was fueled by healthy volume growth and strong demand scenario in sectors like real estate and infrastructure.
- FMEG growth driven by fan segment:** Havells/Crompton/Polycab/RR Kabel reported revenue growth of 16.5%/12.0%/17.3%/29.4% YoY, while Bajaj Electricals (CP) reported 8.0% YoY decline. Overall coverage segment reported 8.9% YoY growth led by 1) robust growth in the fan segment coupled with a high share of premium fans, 2) new product launches across segments, and 3) increase in distribution & advertising expanses. The decline in BJE (CP) was due to sluggish demand in rural & non-premium markets and slowdown in the GT segment.
- RAC delivers strong growth in a seasonally strong quarter:** Voltas has outperformed the segment and sustained its market share in the RAC segment (YTD 18.7%), buoyed by a strong summer season, which led to robust volume growth (+72% YoY in Q4FY24). Havells' Lloyd reported soft revenue growth of +5.4% YoY in Q4FY24.

Exhibit 87: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
BJE IN	11,881	-8.0%	-3.3%	497	-47.4%	-38.3%	245	-69.8%	-66.7%	293	-43.5%	-21.5%
CROMPTON IN	19,610	9.5%	15.9%	2,036	-3.7%	35.9%	1,690	-0.8%	50.3%	1,384	5.5%	60.9%
HAVL IN	54,420	12.0%	23.3%	6,346	20.4%	61.4%	5,993	23.1%	70.6%	4,467	24.8%	79.8%
KEII IN	23,193	18.7%	12.6%	2,446	20.0%	14.0%	2,274	23.3%	12.4%	1,688	22.2%	12.0%
POLYCAB IN	55,919	29.3%	28.8%	7,615	24.9%	33.7%	7,253	25.2%	32.7%	5,460	28.5%	32.3%
RRKABEL IN	17,541	15.7%	7.4%	1,153	14.8%	2.4%	1,055	20.4%	10.0%	787	20.1%	10.9%
VOLT IN	42,029	42.1%	60.1%	1,906	-12.6%	570.6%	2,124	-12.2%	254.4%	1,164	-19.1%	-482.9%

Source: Company, PL **Hyperlink on Bloomberg Code*

Exhibit 88: Conviction Picks Commentary

Name	Commentary
RR Kabel	RR Kabel is one of the fastest growing W&C company, reported revenue CAGR of 34.3% over FY21-24. The company reported ~19.3% vol. growth in FY24 and expects healthy growth (20%+) in coming years, driven by demand from infrastructure and emerging sectors. We continue our positive view on RR Kabel on account of 1) strong brand with diverse product portfolio 2) capacity expansion plans, 3) focus of increasing sales per dealers and 4) healthy growth in FMEG segment. We expect Revenue/EBITDA/PAT CAGR of 22.0%/38.3%/43.4%.

Source: PL

Conviction Picks:
S Chand & Company
Education

- Both education companies under our coverage reported decent set of numbers for the quarter. **Key highlights:** Navneet’s publishing segment reported an EBIT margin of 25.7%, while S Chand’s GM increased to 68.6% driven by softening paper prices.
- Navneet Education:** NELI reported robust operational performance, with a 19.9% EBITDA margin, driven by margin recovery in publishing division, but near term outlook is bleak amid status quo in syllabus change schedule for FY25E. Despite strong operational performance in 4QFY24, delay in NEP implementation will pose near term growth challenges in publishing division. The stock is trading at 16x/14x our FY25E/FY26E EPS estimates respectively and we believe returns will be back-ended and re-rating will hinge on NEP implementation time-line.
- S Chand:** S Chand delivered decent performance in 4QFY24. For FY25E, management is guiding for a double digit growth in top-line with EBITDA margin of 17-19% backed by price hike, RM stabilization and anticipated NEP-driven demand surge. Though there has been some delay in NEP implementation, adoption rate of new syllabus is likely to rise in the next 2 years. S Chand trades at attractive valuation of 11x/9x our FY25E/FY26E EPS estimates with a net cash BS of ~Rs600mn and we maintain our positive bias on the stock.
- Despite delay in NEP implementation, we expect strong growth for S Chand over next 2 years as adoption rate of new syllabus is likely to rise. However, for Navneet, near-term prospects appear challenging given the current syllabus schedule for FY25E remains unchanged.

Exhibit 89: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
NELI IN	4,353	6.4%	68.2%	865	44.7%	NA	647	62.1%	NA	479	NA	NA
SCHAND IN	4,372	11.9%	472.9%	1,863	27.1%	NA	1,698	26.4%	NA	1,292	25.5%	NA

Source: Company, PL *Hyperlink on Bloomberg Code

Exhibit 90: Conviction Picks Commentary

Name	Commentary
S Chand & Company	Implementation of NEP will result in strong growth for next 2-3 years. Further, core business is now on a path of sustained profitability with sharp improvement in BS and NWC metrics. We expect sales/EBITDA CAGR of 11%/18% over FY24-FY26E and maintain 'BUY' on the stock with a revised TP of Rs307.

Source: PL

Information Technology

Conviction Picks:

HCL Technologies

Tata Consultancy Services

LTIMindtree

- FY24 ended on a disappointing note for IT Services companies as the headwinds of cutdown in discretionary spending, delayed decision making and reprioritization of tech spends continued throughout the year.
- During the quarter Tier-1 companies' revenue declined by 0.6% QoQ in CC terms while Tier-2 companies reported median revenue growth of 2.1% QoQ. IT sector at overall level reported a median revenue growth of 0.7% QoQ in CC terms in Q4FY24.
- Retail sector remains weak and its median revenue declined by 2.3% QoQ. BFSI sector continues to remain under pressure but have shown signs of bottoming out as it reported median revenue growth of 1.9% QoQ (growth after 3 successive quarters)
- The operating margins remained flat for sector at 19.7% with both Tier-1 & Tier-2 (barring Persistent) maintaining their margins at 20.1% & 14.8%.
- The deal TCv (Tier-1+Tier-2) during the quarter was strong at ~USD27bn (up +33% QoQ). Median Book-to-Bill (BTB) remains elevated at 1.2x for the sector.
- Net Headcount continue to decline with Q4 reporting a net decline of 14.4k employees while in FY24 net headcount declined by 69.4k. Median attrition declined further declined by 40bps QoQ to 12.5% while median utilization increased by 130 bps QoQ to 82.9%.
- FY25 Outlook: The revenue growth outlook for FY25 has been discouraging with Tier-1 names expected to report below mid-single digit growth (average), while Tier-2 companies are capping their revenue growth to high-single digit as macro environment haven't improved much. Discretionary spending is expected to remain under pressure and focus will remain on cost optimization programs.

Exhibit 91: Q4FY24 Result Snapshot

(Rs bn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q3FY24	YoY gr.	QoQ gr.	Q3FY24	YoY gr.	QoQ gr.	Q3FY24	YoY gr.	QoQ gr.
HCLT IN	285	7.1%	0.2%	65	3.9%	-8.8%	53	1.5%	-10.3%	40	0.1%	-8.4%
INFO IN	379	1.3%	-2.3%	88	-2.3%	-3.8%	83	-2.3%	-4.1%	60	-2.1%	-1.8%
LTIM IN	89	2.3%	-1.4%	15	-4.2%	-3.1%	14	0.3%	-6.2%	11	-1.2%	-5.8%
TCS IN	612	3.5%	1.1%	172	8.8%	4.7%	168	9.5%	6.2%	124	9.1%	5.9%
TECHM IN	129	-6.2%	-1.8%	14	-30.3%	3.9%	13	-27.6%	43.0%	10	-27.1%	34.9%
WPRO IN	222	-4.2%	0.0%	44	-4.9%	3.8%	39	-3.9%	8.7%	28	-7.8%	5.2%

Source: Company, PL *Hyperlink on Bloomberg Code

Exhibit 92: Conviction Picks Commentary

Name	Commentary
HCL Technologies	HCL Tech has a diversified business mix which will aid in its resilient growth trajectory despite the challenging macro headwinds in the industry.
Tata Consultancy Services	TCS is well positioned in the current challenging macro environment to be a beneficiary of vendor consolidation & win cost optimization deals. The deal wins continue to remain healthy with deal wins of US\$ 42.7 Bn in FY24 and steady executions will aid to revenue growth.
LTIMindtree	Ramp up in large deals will help in revenue growth which will in turn will lead to margin expansion as the merger benefits starts to kick in.

Source: PL

Conviction Picks:

Max Healthcare Institute
 Apollo Hospitals Enterprises
 Aster DM Healthcare

Hospitals

- Seasonally Q4 is a strong quarter for hospital companies. However, occupancy for our coverage companies was a mixed bag with some companies reporting a dip QoQ. Occupancies were also impacted due to a severe winter in January and high base in Q3.
- Hospital companies under PL coverage witnessed EBITDA growth of 22% YoY and 10% QoQ. Further, adjusted for 24x7 losses in APHS; EBITDA growth was 16% YoY and 9% QoQ.
- Revenue growth was healthy at 13% YoY and 4% QoQ; aided by strong ARPOB and payor mix. International revenues continue to improve on account of increasing medical tourism.
- ARPOB continues to further increase across companies with ~10% YoY growth, driven by improved case and payor mix. Management have guided for flat to moderate ARPOB increase in FY25 vs last 2 years. Price increase in insurance segment was already reflected in FY23/24 as a result this segment to remain flat in FY25.
- Expansion and capex plan for companies like MAXHEALT, ASTERDM, FORH, KIMS and NARH is largely on track with a slight delay in few companies with a quarter or two. Given a strong cash flow generation; companies will continue to explore inorganic and greenfield expansion. We remain structurally positive on hospitals space over medium term and expect momentum to continue with improvement in occupancy, better case - payor mix and new capacity additions.

Exhibit 93: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q3FY24	YoY gr.	QoQ gr.	Q3FY24	YoY gr.	QoQ gr.	Q3FY24	YoY gr.	QoQ gr.
APHS IN	49,439	14.9%	1.9%	6,405	31.2%	4.4%	3,596	43.8%	-0.6%	2,538	75.6%	3.5%
ASTERDM IN	9,736	20.7%	2.0%	1,593	28.5%	5.0%	752	24.0%	-5.0%	417	-15.3%	-36.1%
FORH IN	17,859	8.7%	6.3%	3,810	40.7%	34.2%	2,639	54.2%	54.4%	1,787	34.8%	32.7%
HCG IN	4,946	12.0%	5.3%	920	20.6%	17.1%	243	84.6%	119.2%	213	154.0%	273.0%
JLHL IN	2,905	19.9%	6.6%	623	20.7%	0.7%	599	75.4%	2.9%	453	NA	3.7%
KIMS IN	6,338	10.0%	4.6%	1,590	-2.6%	8.1%	1,001	-21.3%	-2.4%	655	-29.8%	-8.9%
MAXHEALT IN	17,910	16.0%	6.5%	4,940	15.2%	6.2%	4,230	14.6%	1.9%	3,110	-2.5%	-8.0%
NARH IN	12,794	4.7%	6.3%	2,946	6.8%	5.6%	2,256	5.7%	8.2%	1,909	10.1%	1.4%

Source: Company, PL *Hyperlink on Bloomberg Code

Exhibit 94: Conviction Picks Commentary

Name	Commentary
Max Healthcare Institute	Healthy quarter aided by recovery in occupancy and higher ARPOB resulting from tariff revisions in Q3. Expansion plan is largely on track where +3000 beds will be operational by end of FY27E. Growth will be aided from expansion and ramping up of Lucknow, Nagpur units.
Apollo Hospital Enterprises	Guided for margins at 25% in FY25 for hospital segment driven from cost optimization measures, growth in surgical volumes and improving occupancy. Digital business guided to breakeven in 6-8 quarters.
Aster DM Healthcare	Strong quarter led by higher ARPOB growth, breakeven in lab biz and healthy performance at Karnataka cluster. Mgmt reiterated margin target of 20% at consol level for the next 3 years. Guided ARPOB growth of 8-9% YoY.

Source: PL

Conviction Picks:
Can Fin Homes
HFCs

- Our coverage HFCs saw a decent quarter. While AuM growth was a tad lower, NII/NIM was ahead of PLe, leading to a beat on PPOp and PBT. However, PAT at Rs14.4bn missed PLe by 2.2%, led by higher tax rate for LICHF owing to DTL of past years (Rs1.3bn impact).
- Loan growth was lower at 5.7% YoY (PLe 6.5%) driven by softer disbursals and higher repayments for LICHF and CANFIN.
- Margins were ahead at 3.41% (PLe 3.21%) led by better NIM for LICHF owing to lower cost of funds. CANFIN margins were a miss by 8bps due to lower yield on assets, while AAVAS NIM was largely in-line.
- Other income was higher at Rs1.4bn (PLe Rs1.2bn) driven by higher fees and off-book income for AAVAS.
- Opex was higher at Rs6.0bn (PLe Rs5.0bn) due to higher staff cost and other opex for LICHF and CANFIN. Led by stronger NII/NIM, PPOp was 3.4% ahead of PLe at Rs23.6bn (+1.3% QoQ).
- Asset quality improved QoQ as stage-3 for covered HFCs was lower at 2.9% (PLe 3.6%) mainly led by material fall in stage-3 for LICHF due to higher TWO. Provisions were in-line at 53bps at Rs4.34bn (59bps in Q3FY24).

Exhibit 95: Q4FY24 Result Snapshot

(Rs mn)	NII			Operating Profit			PAT		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
AAVAS IN	2,371	7.2%	7.4%	1,818	10.2%	15.3%	1,426	12.5%	22.3%
CANF IN	3,278	25.5%	-0.3%	2,717	22.5%	-4.9%	2,090	26.1%	6.5%
LICHF IN	22,481	12.8%	6.8%	19,041	8.7%	1.0%	10,908	-7.6%	-6.2%

Source: Company, PL *Hyperlink on Bloomberg Code

Exhibit 96: Conviction Picks Commentary

Name	Commentary
CanFin Homes	Canfin saw a mixed FY24 as disbursals were softer due to focus on process strengthening. However, led by increased branch productivity, digitization, increase in ATS and credit standards we expect loan CAGR of 15% over FY24-26E. Valuation is attractive at 2.0/1.7x on Mar'25/26E ABV. Reiterate BUY with TP at 950.

Source: PL

Media & Entertainment

Conviction Picks:

Imagicaaworld Entertainment

- **Media:** PVR-Inox reported modest performance by managing a break-even at pre-IND AS EBITDA level with footfalls of 32.6mn in 4QFY24. However, ZEEL reported robust performance with domestic ad-revenues registering a growth after 6 quarters. Operating performance was also noteworthy with EBITDA margin of 9.7% aided by effective cost management and operating leverage benefits.
- **Entertainment:** Nazara's top-line performance was broadly in line with our estimates while PAT was impacted by an impairment loss. Given cash balance of ~Rs14.5bn, we believe capital allocation decisions from hereon will be a key to re-rating. Imagicaaworld Entertainment (IEL) demonstrated robust performance in a non-seasonal quarter and is poised for strong growth, driven by integration of five parks across Lonavala, Shirdi, and Indore starting from 1QFY25.
- **PVR-Inox:** PVR-Inox achieved operational breakeven, and is actively reducing costs and has plans to migrate to an asset-light growth model by partnering with developers for screen capex. We believe PVR-Inox is currently in reset mode where the focus is to rationalize cost, reduce capex outgo, and target debt reduction which should yield results once content flow stabilizes.
- **ZEEL:** ZEEL's performance surpassed expectations, driven by an uptick in the advertising environment. Domestic ad revenue surged by 10.6% YoY and a noteworthy achievement was 8.0% sequential growth on festive base. We believe recalibration measures taken to reset the cost base by re-visiting content, technology, marketing and employee spends will start yielding results from 2HFY25E. However, we would like to witness the efficacy of cost realignment measures and trajectory of digital losses (EBITDA loss was flat at Rs11bn in FY24) before we turn constructive.
- **Nazara Technologies:** Concerns have risen about organic growth as various segments face challenges. Kiddopia is grappling with decline in subscribers, Nodwin has deconsolidated its accessories business, Ad-Tech segment is under pressure due to loss of a major client, and Real Money Gaming segment is facing a brunt of higher GST levy. While some of these concerns are external and resolution may not be easy; Nazara has cash balance of Rs14.5bn and we believe capital allocation decisions from hereon will be key to re-rating.
- **Imagicaaworld Entertainment Limited:** IEL reported decent performance in a non-seasonal quarter with EBITDA margin of 30.4% while bottom-line was aided by tax write-back of Rs51mn. We believe IEL is on a strong growth path led by the consolidation of 5 parks at Lonavala, Shirdi and Indore from 1QFY25E. Beyond the inorganic growth catalyst led by consolidation impact, plans to raise Rs6,000mn signal a strong organic growth trajectory ahead.

Exhibit 97: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
NAZARA IN	2,662	-8.0%	-16.9%	292	5.1%	-22.5%	189	14.6%	-48.8%	86	61.6%	-66.3%
IMAGICAA IN	566	5.1%	-16.2%	172	19.2%	-31.5%	53	-96.2%	-58.5%	48	-103.0%	12.0%
PVRINOX IN	12,564	9.9%	-18.7%	2,784	5.5%	-41.1%	-1,752	-12.0%	NA	-1,295	-59.9%	NA
Z IN	21,699	2.7%	6.1%	2,103	38.6%	0.5%	1,415	229.2%	-0.6%	398	133.1%	-65.0%

Source: Company, PL *Hyperlink on Bloomberg Code

Exhibit 98: Conviction Picks Commentary

Name	Commentary
Imagicaaworld Entertainment	We believe IEL is a classic turnaround candidate post BS restructuring and takeover by the Malpani Group. IEL is on a strong growth path led by the consolidation of 5 parks at Lonavala, Shirdi and Indore from 1QFY25E. Beyond the inorganic growth catalyst, plans to raise Rs6bn signals a strong growth trajectory ahead. We expect sales/EBITDA CAGR of 32%/42% over FY24-FY27E and retain BUY on the stock with an SOTP-based TP of Rs111.

Source: PL

Conviction Picks:
Jindal Steel & Power
Hindalco Industries

Metals & Mining

- Metals coverage universe reported ~7% QoQ increase in revenue largely led by strong volume growth as domestic demand recovered sequentially and imports subsided towards the second half of the quarter. Steel imports declined 27% to 2.03mt in 4QFY24.
- Steel companies' realizations were impacted by weak steel product prices in the quarter. Flat steel prices declined ~4.4% to ~Rs53.6k/t, while long steel prices witnessed a sharp ~7% fall to ~Rs52k/t. From Apr'24, secondary producers increased long product prices on tightness in coal availability due to peak summer and higher demand from the power sector. Long product prices have improved sharply from end-Mar'24 to Rs58k/t today, while flats are still at Rs54k/t.
- EBITDA per ton declined QoQ due to weak realizations and higher iron ore prices, which was partially offset by lower coking coal costs in the quarter. Lower coal costs are expected to benefit steel companies in 1QFY25.
- Jindal Stainless reported weak margins at Rs14.5k/t led by sharp 6% QoQ decline in realizations, deterioration in product mix due to lower exports, and inflated costs due to the Red Sea crisis. Volumes improved 11% QoQ to 570kt.
- EBITDA grew 5% QoQ to Rs299bn for our metals coverage universe. PAT was flat QoQ at Rs109bn. EBITDA margins declined 25bps QoQ to 13.7% largely led by lower realizations, while lower coking coal prices provided some relief.
- The managements have guided for better pricing led by price hikes undertaken in the recent past. However, demand is expected to remain stable in quarter affected by elections and strong summer. Lower coking coal prices shall aid margin recovery in 1QFY25. But we should keep a close watch on the upcoming Australian winter season, which can impact production volumes.

Exhibit 99: Q4FY24 Result Snapshot

(Rs bn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
HNDL IN	559.9	0.2%	6.0%	66.8	25.4%	13.9%	41.4	45.8%	24.3%	31.8	31.8%	36.3%
JDSL IN	94.5	-3.2%	3.6%	10.4	-9.5%	-16.9%	7.0	-23.3%	-22.2%	5.0	-34.6%	-27.7%
JSP IN	134.9	-1.5%	15.3%	24.4	11.8%	-14.0%	11.6	21.3%	-39.6%	9.4	100.9%	-51.5%
JSTL IN	462.7	-1.5%	10.3%	61.2	-22.9%	-14.7%	21.1	-50.4%	-36.4%	13.0	-64.5%	-46.2%
NAACL IN	35.8	-2.5%	6.9%	11.1	44.5%	43.3%	9.4	66.5%	41.1%	10.2	94.6%	108.0%
NMDC IN	64.9	10.9%	20.0%	21.0	-2.8%	4.7%	23.9	16.6%	7.1%	14.3	1.0%	-13.5%
SAIL IN	265.2	-9.0%	13.6%	20.4	-30.0%	-4.7%	3.9	-74.0%	2.8%	10.1	-3.6%	205.1%
TATA IN	586.9	-6.8%	6.1%	66.0	-8.6%	5.4%	23.7	-26.3%	8.1%	7.9	-53.8%	32.1%

Source: Company, PL
**Hyperlink on Bloomberg Code*
Exhibit 100: Conviction Picks Commentary

Name	Commentary
Jindal Steel & Power	JSPL's earnings growth will be led by drivers such as a) margin improvement projects like a pellet plant, a slurry pipeline and captive coal blocks, b) strong 15% CAGR in steel volumes over FY24-26E led by the ongoing Angul capacity expansion, and c) ramping up of a hot strip mill to improve product mix.
Hindalco Industries	Novelis is expected to witness gradual improvement in EBITDA/t over the next few quarters given the resilient developed economies and gradual improvement in consumer demand from China. Recent surge in global LME prices led by Russian ban, is expected to benefit India operations in 1HFY25.

Source: PL

Conviction Picks:

Oil India

Gujarat Gas

Oil & Gas

- In Q4FY24, oil and gas sector reported EBITDA/PAT of Rs956bn (up 3.6% QoQ)/Rs481bn (up 3.8% QoQ).
- **RIL's O2C segment beats expectations**, with EBITDA at Rs200.2bn, up14% QoQ on account of better refining margins and rise in PE (+6%) and PP (+7%) deltas. Retail EBITDA fell 7% QoQ with a margin of 8.3%. Jio EBITDA grew 4% QoQ with a 10.9mn QoQ addition in subscribers and flat ARPU at Rs181.7/month.
- **On the upstream front**, ONGC's EBITDA grew 1.4% QoQ, oil production grew 3% QoQ while gas production remained flat. OIL's operating profit improved 11% QoQ aided by lower other expenses, although volumes fell QoQ.
- **OMCs' operating profit of Rs245bn was up 2.4% QoQ**, while refining margins fell sequentially, gross marketing margins improved.
- **CGDs reported mixed set of numbers** - CGD players' operating profit came in at Rs15.1bn, up 7% QoQ primarily due to remarkable improvement in Gujarat Gas margins. MGL's operating profit fell 12% QoQ due to marketing schemes implemented by the company, while IGL's EBITDA declined 6% with lower volume growth due to CNG sales being impacted.
- **Going forward**, we expect OMCs' refining margins to weaken amid softening Singapore GRM and gross marketing margins to come in moderate. ONGC's incremental oil production is likely to peak in Q3. Oil India has also guided for a strong volume growth by FY26. For CGD companies, any price hike/cuts undertaken by them would remain a key monitorable.

Exhibit 101: Q4FY24 Result Snapshot

(Rs bn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
BPCL IN	1,165.6	-1.3%	0.9%	92.1	-17.4%	48.0%	74.4	-21.5%	62.5%	42.2	-34.8%	24.3%
GAIL IN	323.3	-1.6%	-5.6%	35.6	1058.3%	-6.9%	28.4	380.9%	-23.1%	21.8	260.7%	-23.4%
GUJGA IN	41.3	5.2%	5.2%	5.9	5.5%	47.5%	4.9	3.6%	66.7%	3.7	-0.3%	67.0%
GUJS IN	4.5	21.6%	-0.2%	3.8	28.3%	-0.4%	3.6	21.8%	1.8%	2.6	16.4%	-0.4%
HPCL IN	1,075.8	-0.3%	3.3%	48.0	0.1%	122.0%	33.1	-24.6%	331.2%	28.4	-11.8%	437.4%
IGL IN	36.0	-2.3%	1.3%	5.2	13.4%	-6.7%	5.2	19.1%	0.3%	3.8	16.1%	-2.8%
IOCL IN	1,979.8	-2.5%	-0.6%	104.4	-27.3%	-32.6%	63.3	-48.2%	-41.2%	48.4	-51.9%	-40.0%
MAHGL IN	15.7	-2.7%	-0.1%	3.9	1.0%	-12.2%	3.6	-0.1%	-16.1%	2.6	-1.4%	-16.5%
MRPL IN	253.3	-0.1%	2.7%	23.4	-31.1%	97.5%	17.7	-39.9%	200.1%	11.4	-40.4%	193.7%
OINL IN	57.6	1.9%	-1.0%	23.4	-0.7%	10.9%	25.2	8.0%	30.6%	20.3	13.5%	28.1%
ONGC IN	346.4	-4.6%	-0.4%	174.1	6.5%	1.4%	128.6	38.4%	2.0%	98.7	43.0%	-0.2%
PLNG IN	137.9	-0.6%	-6.5%	11.0	17.1%	-35.3%	10.0	21.7%	-37.7%	7.4	20.1%	-38.1%
RELIANCE IN	2,365.3	11.1%	5.1%	425.2	10.6%	4.6%	277.2	15.1%	7.3%	189.5	-1.8%	9.8%

Source: Company, PL

*Hyperlink on Bloomberg Code

Exhibit 102: Conviction Picks Commentary

Name	Commentary
Oil India	Significant volume CAGR of 8%/16% in oil/gas expected over FY24-26E
Gujarat Gas	With softening of LNG prices, Morbi volumes have already risen and are expected to increase further

Source: PL

Conviction Picks:
Sun Pharmaceutical Industries
J.B. Chemicals & Pharmaceuticals
Torrent Pharmaceuticals
Eris Lifesciences

Pharma

- Pharmaceutical coverage universe registered healthy revenue growth of 12.5% YoY aided by strong show from complex generics in US. Domestic segment growth was mixed bag with muted growth from acute and trade generic segment due to weak season.
- The US business performed well both in terms of base business as well as in constant currency terms. It delivered 16% growth YoY on overall basis and 15% YoY on constant currency terms.
- API business was supported with incremental volumes YoY.
- On operational front, EBITDA margins increased 203 bps YoY to 23% for our coverage universe. Factors played out 1) Improved product mix 2) Stabilising of price erosion in US and 3) Softening of input costs as well as freight costs. In value terms, it grew 27% YoY to Rs121bn. PAT grew 34% YoY to Rs 85.8bn, due to debt repayment and benefit from tax implications.
- There was an increase in employee expenses on YoY and QoQ basis across our coverage universe. Capex plans for most of the companies remain intact.
- US business is likely to pick up meaningfully with receipt of new ANDA approvals and new launch guidance. Domestic formulation business to maintain its growth trend in coming quarters.
- The management has guided for incremental margin trend for our coverage universe on the back of sustained R&D spends, cost savings from input prices and healthy price realisations.

Exhibit 103: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
ARBP IN	75,802	17.1%	3.1%	16,871	68.3%	5.4%	13,932	89.3%	10.1%	11,516	122.5%	22.5%
CIPLA IN	61,632	7.4%	-6.7%	13,159	12.1%	-24.7%	12,592	35.7%	-24.5%	9,390	78.6%	-11.1%
DIVI IN	23,030	18.1%	24.2%	7,330	49.0%	49.9%	7,130	52.8%	45.8%	5,380	67.6%	50.3%
DRRD IN	70,830	12.5%	-1.8%	17,842	12.7%	-11.6%	15,808	15.2%	-13.8%	13,070	36.3%	-5.2%
ERIS IN	5,509	36.8%	13.3%	1,484	24.8%	-15.4%	766	1.0%	-33.9%	710	8.5%	-30.9%
INDR IN	4,496	5.0%	-2.1%	489	-24.5%	-22.3%	133	-66.0%	-57.0%	23	-91.1%	-90.3%
IPCA IN	20,330	34.5%	-1.0%	3,046	78.6%	-8.0%	2,133	64.8%	-3.4%	1,963	156.5%	75.5%
JBCP IN	8,617	13.0%	2.0%	1,981	21.1%	-11.2%	1,646	34.4%	-10.5%	1,262	44.0%	-5.5%
LPC IN	49,608	12.0%	-4.6%	9,968	65.0%	-2.5%	4,977	92.5%	-32.4%	3,594	52.3%	-41.4%
SUNP IN	1,19,829	9.6%	-3.2%	30,915	9.3%	-7.8%	29,735	22.0%	0.9%	26,546	33.8%	5.2%
TRP IN	27,450	10.2%	0.5%	8,830	21.5%	1.6%	6,310	45.7%	16.2%	4,490	56.4%	1.4%
ZYDUSLIF IN	55,338	10.4%	22.8%	16,252	23.7%	50.2%	15,417	34.6%	70.4%	11,738	228.5%	57.1%

Source: Company, PL *Hyperlink on Bloomberg Code

Exhibit 104: Conviction Picks Commentary

Name	Commentary
Sun Pharma Industries	Growth trajectory to continue on the back of specialty portfolio with 6 products under clinical trials with competitive profile. Strong growth visibility remains in ROW and Domestic business.
J.B. Chemicals & Pharmaceuticals	Scale up in the acquired portfolio and its well positioning in the domestic market will continue to drive its growth momentum.
Torrent Pharmaceuticals	Continued traction from branded portfolio with and Scale up post Curatio acquisition to augur well.
Eris Lifesciences	Ramp up of its existing franchise with opportunities from patent expiry and Oaknets performance to augment profitability

Source: PL

Telecom

- In Q4FY24, Bharti Airtel reported an EBITDA/PAT of Rs193.6bn (down 2.3%QoQ) and Rs20.7bn (down 15.2%QoQ)
- Subscribers came in at 352.3mn, growth of 2% QoQ. ARPU stood at Rs 209, up 0.5% QoQ
- India mobile Q4 Revenue/ EBITDA were Rs220.6bn (+2%QoQ) and Rs121.6bn (+2%QoQ). 4G net customer addition was an impressive 7.8mn (28.6mn in FY24). Average ARPU of Rs208 (+7.5%YoY). For comparison, Jio's ARPU came in at Rs181.7, flat QoQ while subscribers grew by 10.9mn QoQ to 481.8mn.
- Africa mobile Revenue/EBITDA declined 9.8%/13.2% QoQ due to currency devaluation.
- Airtel enterprise remains a leader in B-B space, by gaining revenue market share. Company sees lots of opportunities in IOT, CPaaS and cyber security.
- Going ahead, tariff hikes would be key monitorable

Exhibit 105: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
BHARTI IN	3,75,991	4.4%	-0.8%	1,93,648	3.6%	-2.3%	44,032	-0.2%	24.5%	36,333	20.9%	48.8%

Source: Company, PL

*Hyperlink on Bloomberg Code

Conviction Picks:

Safari Industries

Travel & Tourism

- Luggage:** Although VIP reported double-digit top-line growth after 3 quarters, operating performance of the market leader was subdued, marred by higher freight and accelerated spends on e-com. On the other hand, Safari's GM crossed the 50% mark due to improvement in HL:SL mix. Safari's expansion plan at Jaipur is on track, and production is expected to begin from 3QFY25E. GM profile, A&P spends and market share trends are key factors to watch out for both the players in near term.
- Hotels:** Chalet saw a single digit RevPAR growth of 7.0%, while in case of Lemon Tree, RevPAR growth was higher at 10.9% due to operationalization of Aurika which is yet to stabilize. We believe Chalet will benefit from operationalization of ~200 new rooms at Lonavala & Bangalore coupled with expansion in lease portfolio whereas Lemon Tree is likely to gain from rising contribution of Aurika, and expansion in managed room portfolio.
- Aviation:** Indigo reported strong performance in 4QFY24 with an adjusted EBITDAR margin of 25.5%. The announcement of plans to introduce a business class service by year-end signals a strategic move towards premiumization. Despite ongoing engine challenges, management remains optimistic, forecasting early double-digit capacity growth for FY25E driven by fresh deliveries (induction of 1 aircraft each week in FY25E) and negotiating damp lease contracts. Trend in fuel prices, extent of competitive intensity and gravity of P&W engine problems are key factors to monitor in near term.
- IRCTC:** Catering EBIT margins sharply slipped to 8.7%, while Internet ticketing EBIT margin decreased due to rising share of UPI transactions that have lower yield, leading to lower than expected operational performance. IRCTC trades at 61x/57x our FY25E/FY26E EPS estimates, and we believe current valuations are expensive in light of 8% PAT CAGR over the next 2 years.

Exhibit 106: Q4FY24 Result Snapshot

(Rs mn)	Sales			EBITDA			PBT			Adj. Pat		
	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.	Q4FY24	YoY gr.	QoQ gr.
CHALET IN	4,183	23.8%	11.9%	1,829	20.0%	10.2%	990	10.2%	11.7%	825	49.6%	16.8%
INDIGO IN	178,253	25.9%	-8.4%	43,795	51.3%	-19.6%	17,710	92.5%	-40.9%	18,948	106.1%	-36.8%
IRCTC IN	11,548	19.7%	3.3%	3,624	11.7%	-8.0%	3,741	7.3%	-11.1%	2,763	9.2%	-12.1%
LEMONTRE IN	3,330	31.8%	15.3%	1,771	26.6%	26.8%	892	21.8%	61.6%	584	32.9%	65.0%
SII IN	3,654	20.7%	-5.9%	669	14.7%	-2.0%	559	12.8%	-1.1%	432	13.4%	0.6%
VIP IN	5,163	14.6%	-5.5%	78	-87.8%	-85.0%	-333	-181.5%	-352.1%	-239	-155.6%	-434.0%

Source: Company, PL

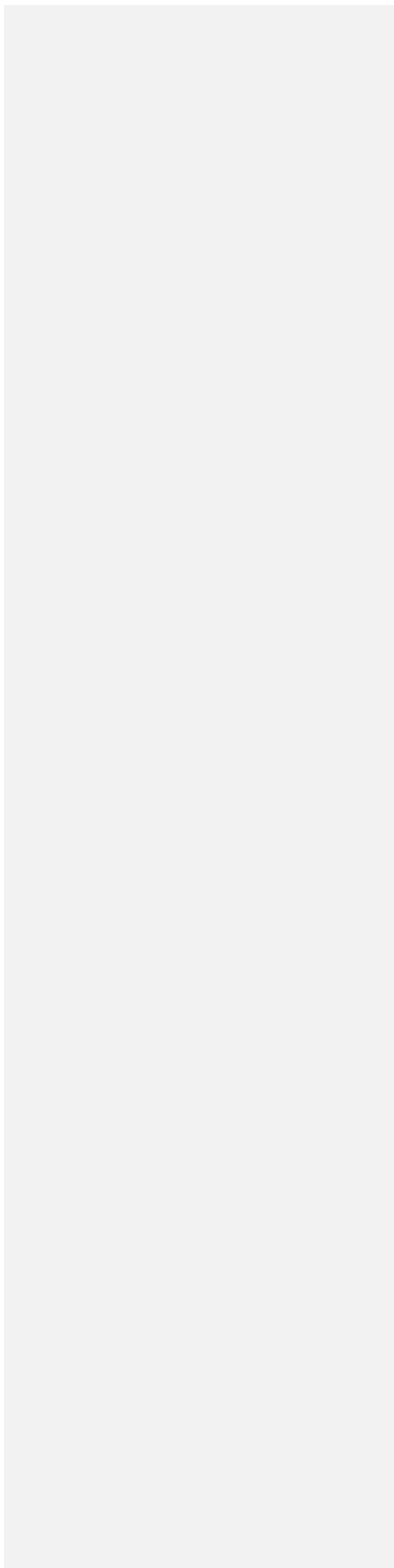
*Hyperlink on Bloomberg Code

Exhibit 107: Conviction Picks Commentary

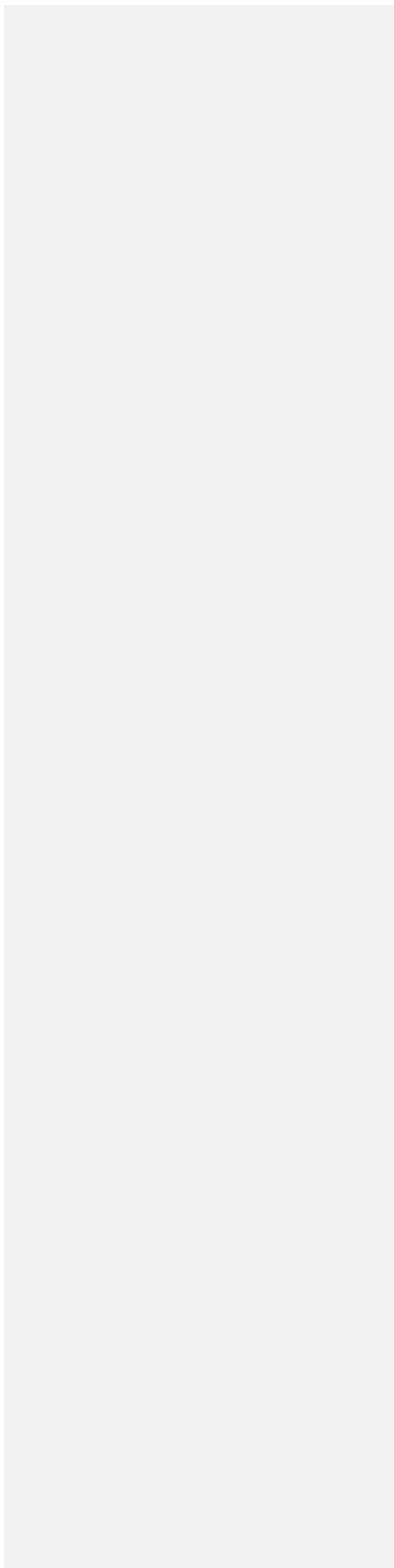
Name	Commentary
Safari Industries	In yet another quarter, Safari outperformed peers with top-line growth of 20.7% YoY. The Jaipur expansion plan is on track and production is expected to begin from 3QFY25E. We believe capacity expansion will emerge as key earnings lever as freight cost will reduce given demand emanating from Northern belt will get catered from the new plant. While there are near term headwinds given lower number of wedding days in 1QFY25E, we maintain our positive stance, as consistent gain in market share and rising share of indigenous manufacturing is likely to result in sales/PAT CAGR of 21%/24% over FY24-FY26E. Retain BUY with a TP of Rs2,225.

Source: PL

Notes



Notes





PL's Recommendation Nomenclature

Buy	: > 15%
Accumulate	: 5% to 15%
Hold	: +5% to -5%
Reduce	: -5% to -15%
Sell	: < -15%
Not Rated (NR)	: No specific call on the stock
Under Review (UR)	: Rating likely to change shortly

ANALYST CERTIFICATION

(Indian Clients)

We/I Mr. Amnish Aggarwal- MBA, CFA Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report.

(US Clients)

The research analysts, with respect to each issuer and its securities covered by them in this research report, certify that: All of the views expressed in this research report accurately reflect his or her or their personal views about all of the issuers and their securities; and No part of his or her or their compensation was, is or will be directly related to the specific recommendation or views expressed in this research report.

DISCLAIMER

Indian Clients

Prabhudas Lilladher Pvt. Ltd, Mumbai, India (hereinafter referred to as "PL") is engaged in the business of Stock Broking, Portfolio Manager, Depository Participant and distribution for third party financial products. PL is a subsidiary of Prabhudas Lilladher Advisory Services Pvt Ltd. which has its various subsidiaries engaged in business of commodity broking, investment banking, financial services (margin funding) and distribution of third party financial/other products, details in respect of which are available at www.plindia.com.

This document has been prepared by the Research Division of PL and is meant for use by the recipient only as information and is not for circulation. This document is not to be reported or copied or made available to others without prior permission of PL. It should not be considered or taken as an offer to sell or a solicitation to buy or sell any security.

The information contained in this report has been obtained from sources that are considered to be reliable. However, PL has not independently verified the accuracy or completeness of the same. Neither PL nor any of its affiliates, its directors or its employees accepts any responsibility of whatsoever nature for the information, statements and opinion given, made available or expressed herein or for any omission therein.

Recipients of this report should be aware that past performance is not necessarily a guide to future performance and value of investments can go down as well. The suitability or otherwise of any investments will depend upon the recipient's particular circumstances and, in case of doubt, advice should be sought from an independent expert/advisor.

Either PL or its affiliates or its directors or its employees or its representatives or its clients or their relatives may have position(s), make market, act as principal or engage in transactions of securities of companies referred to in this report and they may have used the research material prior to publication.

PL may from time to time solicit or perform investment banking or other services for any company mentioned in this document.

PL is a registered with SEBI under the SEBI (Research Analysts) Regulation, 2014 and having registration number INH000000271.

PL submits that no material disciplinary action has been taken on us by any Regulatory Authority impacting Equity Research Analysis activities.

PL or its research analysts or its associates or his relatives do not have any financial interest in the subject company.

PL or its research analysts or its associates or his relatives do not have actual/beneficial ownership of one per cent or more securities of the subject company at the end of the month immediately preceding the date of publication of the research report.

PL or its research analysts or its associates or his relatives do not have any material conflict of interest at the time of publication of the research report.

PL or its associates might have received compensation from the subject company in the past twelve months.

PL or its associates might have managed or co-managed public offering of securities for the subject company in the past twelve months or mandated by the subject company for any other assignment in the past twelve months.

PL or its associates might have received any compensation for investment banking or merchant banking or brokerage services from the subject company in the past twelve months.

PL or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past twelve months

PL or its associates might have received any compensation or other benefits from the subject company or third party in connection with the research report.

PL encourages independence in research report preparation and strives to minimize conflict in preparation of research report. PL or its analysts did not receive any compensation or other benefits from the subject Company or third party in connection with the preparation of the research report. PL or its Research Analysts do not have any material conflict of interest at the time of publication of this report.

It is confirmed that Mr. Amnish Aggarwal- MBA, CFA Research Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

The Research analysts for this report certifies that all of the views expressed in this report accurately reflect his or her personal views about the subject company or companies and its or their securities, and no part of his or her compensation was, is or will be, directly or indirectly related to specific recommendations or views expressed in this report.

The research analysts for this report has not served as an officer, director or employee of the subject company PL or its research analysts have not engaged in market making activity for the subject company

Our sales people, traders, and other professionals or affiliates may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest.

PL and its associates, their directors and employees may (a) from time to time, have a long or short position in, and buy or sell the securities of the subject company or (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the subject company or act as an advisor or lender/borrower to the subject company or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.

US Clients

This research report is a product of Prabhudas Lilladher Pvt. Ltd., which is the employer of the research analyst(s) who has prepared the research report. The research analyst(s) preparing the research report is/are resident outside the United States (U.S.) and are not associated persons of any U.S. regulated broker-dealer and therefore the analyst(s) is/are not subject to supervision by a U.S. broker-dealer, and is/are not required to satisfy the regulatory licensing requirements of FINRA or required to otherwise comply with U.S. rules or regulations regarding, among other things, communications with a subject company, public appearances and trading securities held by a research analyst account.

This report is intended for distribution by Prabhudas Lilladher Pvt. Ltd. only to "Major Institutional Investors" as defined by Rule 15a-6(b)(4) of the U.S. Securities and Exchange Act, 1934 (the Exchange Act) and interpretations thereof by U.S. Securities and Exchange Commission (SEC) in reliance on Rule 15a 6(a)(2). If the recipient of this report is not a Major Institutional Investor as specified above, then it should not act upon this report and return the same to the sender. Further, this report may not be copied, duplicated and/or transmitted onward to any U.S. person, which is not the Major Institutional Investor.

In reliance on the exemption from registration provided by Rule 15a-6 of the Exchange Act and interpretations thereof by the SEC in order to conduct certain business with Major Institutional Investors, Prabhudas Lilladher Pvt. Ltd. has entered into an agreement with a U.S. registered broker-dealer, Marco Polo Securities Inc. ("Marco Polo").

Transactions in securities discussed in this research report should be effected through Marco Polo or another U.S. registered broker dealer.

Prabhudas Lilladher Pvt. Ltd.

3rd Floor, Sadhana House, 570, P. B. Marg, Worli, Mumbai-400 018, India | Tel: (91 22) 6632 2222 Fax: (91 22) 6632 2209

www.plindia.com