

**Market snapshot**



Equities - India	Close	Chg .%	CY23.%
Sensex	71,187	-0.4	17.5
Nifty-50	21,462	-0.5	19.1
Nifty-M 100	47,100	-0.1	49.6
Equities-Global	Close	Chg .%	CY23.%
S&P 500	4,781	0.9	23.4
Nasdaq	15,056	1.3	41.9
FTSE 100	7,459	0.2	-0.1
DAX	16,567	0.8	18.0
Hang Seng	5,172	0.8	-23.4
Nikkei 225	35,466	0.0	36.0
Commodities	Close	Chg .%	CY23.%
Brent (US\$/Bbl)	81	1.8	-2.4
Gold (\$/OZ)	2,023	0.9	10.0
Cu (US\$/MT)	8,224	0.6	-2.3
Almn (US\$/MT)	2,118	-0.6	-9.3
Currency	Close	Chg .%	CY23.%
USD/INR	83.1	0.0	0.5
USD/EUR	1.1	-0.1	1.7
USD/JPY	148.2	0.0	13.0
YIELD (%)	Close	1MChg	CYTD chg
10 Yrs G-Sec	7.2	0.01	-0.1
10 Yrs AAA Corp	7.7	0.02	0.0
Flows (USD b)	18-Jan	MTD	CY23YTD
FII	-1.2	5.83	21.4
DII	0.72	2.27	22.3
Volumes (INRb)	18-Jan	MTD*	YTD*
Cash	1,372	1151	1151
F&O	5,79,246	4,10,195	4,10,195

Note: Flows, MTD includes provisional numbers.

\*Average



**Today's top research idea**

**IndusInd Bank: Earnings in line; growth outlook remains healthy**

- ❖ IndusInd Bank (IIB) reported an in-line 3QFY24 performance with PAT growing 17% YoY at INR23b (in line), aided by healthy revenue growth and lower provisions (aided by drawdown of INR2.2b of contingent provisions). On the business front, loans grew 3.7% QoQ (up 20% YoY), led mainly by the Consumer Finance segment (up 4.7% QoQ). The bank's Retail-to-Wholesale mix was stable at 55:45. Deposits grew 13.4% YoY (up 2.6% QoQ), with the CASA mix moderating 92bp QoQ to 38.5% and the Retail deposit mix as per LCR increasing slightly to 45%.
- ❖ Fresh slippages rose ~20.5% QoQ to INR17.7b, primarily driven by a rise in slippages in the corporate book to INR3.12b (INR1.4b pertaining to one large account) and elevated slippages from the Vehicle Finance book of INR6b.
- ❖ The management has guided for a loan growth of 18-23% over FY23-26, while slippages are estimated to normalize at ~INR12b going further. Healthy provisioning in the MFI portfolio and moderation in overall slippage run-rate will contribute to a further reduction in credit cost. Additionally, the presence of a contingent provisioning buffer of 0.4% of loans provides further comfort. We estimate 21% earnings CAGR over FY24-26, leading to ROE of 16.2% in FY25. We reiterate our BUY rating on the stock with a TP of INR1,900 (premised on 1.9x Sep'25E ABV).



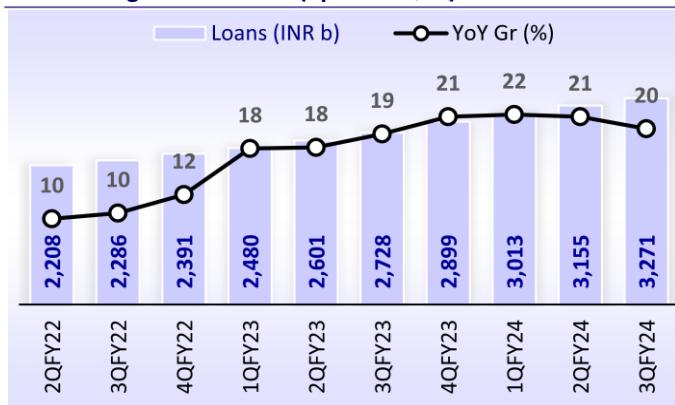
**Research covered**

Cos/Sector	Key Highlights
<b>IndusInd Bank</b>	<b>Earnings in line; growth outlook remains healthy</b>
<b>ICICI Prudential</b>	<b>VNB margin hit due to adverse product mix</b>
<b>Tata Comm.</b>	<b>Integration of Kaleyra drives EBITDA</b>
<b>Poonawalla Fincorp</b>	<b>Earnings in line despite NIM compression</b>
<b>Other updates</b>	<b>IIFL Finance   IndiaMART Inter   Metro Brands   360 ONE   Home First Finance   Shoppers Stop</b>



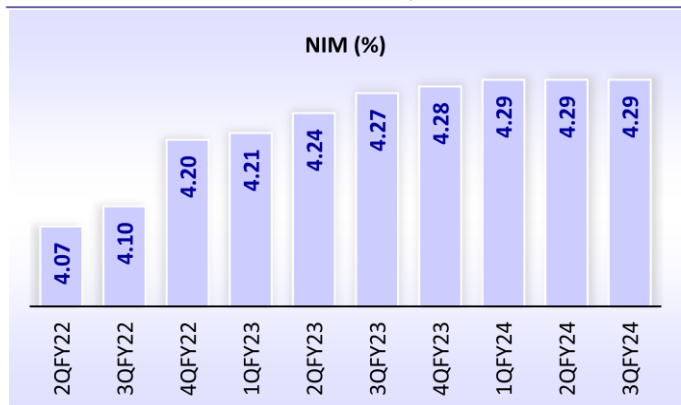
**Chart of the Day: IndusInd Bank (Earnings in line; growth outlook remains healthy)**

**Loan book grew ~20% YoY (up 3.7% QoQ)**



Source: MOFSL, Company

**NIMs remained stable at 4.29% in 3QFY24**



Source: MOFSL, Company

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**Investors are advised to refer through important disclosures made at the last page of the Research Report.**

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Kindly click on textbox for the detailed news link

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### **RBI Governor says topic of rate cut not on table at this time, focus to bring inflation to 4%**

RBI Governor Shaktikanta Das further said, inflation has moderated steadily from the high of 7.8 percent after Russia-Ukraine war and it has come the RBI's target range of 2-6 percent, but the target is being 4 percent.

2

### **Tata Technologies to invest \$1.8b in Telangana state**

The investment from the unit of Tata Motors is the second commitment to the Telangana government in two days after the Adani Group announced a \$1.49 billion investment on Wednesday.

3

### **India must sustain growth momentum, secure at least 7% growth in FY25 - RBI bulletin**

The RBI also noted the pressure on global supply chains due to the recent attacks on commercial ships in the Red Sea trade route, necessitating rerouting via the Cape of Good Hope in South Africa.

4

### **Tata Communications posts fastest quarterly revenue growth in 9 years**

Revenue from the data services segment, which contributes more than 80% to the total, climbed 28.3% on robust demand in its core connectivity and digital portfolio segments

5

### **Cheap Russian oil cuts OPEC's share of India imports to record-low 50%**

In 2023, India's reliance on OPEC's oil hit an all-time low, while imports of discounted Russian oil reached a record high, marking a significant shift in the country's crude imports.

6

### **Haldiram's seeks to buy Indian chips maker Prataap Snacks: Report**

The talks are at an early stage and a valuation has not been discussed, though it could be at a premium to Prataap's stock price

7

### **Tata Steel to close Port Talbot blast furnaces in UK; 3,000 jobs at stake: Reports**

The company plans to shift to an electric-arc furnace-only site in a bid to reduce its carbon emissions and achieve net-zero targets



# IndusInd Bank

Estimate change	↔
TP change	↑
Rating change	↔

Bloomberg	IIB IN
Equity Shares (m)	776
M.Cap.(INRb)/(USDb)	1254.4 / 15.1
52-Week Range (INR)	1695 / 990
1, 6, 12 Rel. Per (%)	3/7/14
12M Avg Val (INR M)	4618

### Financials & Valuations (INR b)

Y/E MARCH	FY23	FY24E	FY25E
NII	175.9	206.4	244.2
OP	144.2	158.9	187.6
NP	74.4	90.0	109.0
NIM (%)	4.1	4.2	4.4
EPS (INR)	96.0	116.0	140.5
EPS Gr. (%)	54.7	20.8	21.2
BV/Sh. (INR)	707	807	932
ABV/Sh. (INR)	691	790	913

### Ratios

RoE (%)	14.5	15.4	16.2
RoA (%)	1.7	1.9	2.0

### Valuations

P/E (X)	16.8	13.9	11.5
P/BV (X)	2.3	2.0	1.7
P/ABV (X)	2.3	2.0	1.8

### Shareholding pattern (%)

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

FII Includes depository receipts

**CMP: INR1,615      TP: INR1,900 (+18%)      Buy**

## Earnings in line; growth outlook remains healthy

### Contingency buffer moderates; slippages set to improve

- IndusInd Bank (IIB) reported an in-line 3QFY24 performance with PAT growing 17% YoY at INR23b (in line), aided by healthy revenue growth and lower provisions (aided by drawdown of INR2.2b of contingent provisions).
- Loan growth was healthy at 20% YoY to INR3.3t, with healthy traction in both Corporate and Consumer Finance books. Deposits grew 13.4% YoY to INR3.7t, led by term deposits. CASA ratio moderated 92bp QoQ to 38.5%.
- Fresh slippages rose ~20.5% QoQ to INR17.7b, primarily driven by a rise in slippages in the corporate book to INR3.12b (INR1.4b pertaining to one large account) and elevated slippages from the Vehicle Finance book of INR6b. GNPA/NNPA ratios remained stable at 1.92%/0.57%, aided by ARC sale of INR3.1b. Restructured book declined 6bp QoQ to 0.48%.
- We estimate IIB to deliver a ~21% earnings CAGR over FY24-26, leading to RoA/RoE of 2.0%/16.2% by FY25. We **reiterate our BUY rating on the stock with a TP of INR1,900.**

### PPoP in line; NIMs remain stable at ~4.3%

- IIB reported 3QFY24 PAT of INR23b (up 17% YoY; in line), aided by healthy NII growth (up 18% YoY), healthy other income (up 15.4% YoY), and lower provisions (down 9% YoY).
- NII rose 18% YoY to INR52.9b (in line), while 'other income' grew 15.4% YoY, with treasury income of INR2.3b (vs. INR1.6b in 2QFY24). Total revenue grew 17% YoY to INR76.9b. NIM remained stable at 4.29%.
- Operating expenses rose 26.5% YoY to INR36.5b. The C/I ratio increased 56bp QoQ to 47.4% and the bank expects it to stabilize to ~41-43% in the next two years. PPoP grew 10% YoY in 3QFY24 to INR40.4b (in line).
- On the business front, loans grew 3.7% QoQ (up 20% YoY), led mainly by the Consumer Finance segment (up 4.7% QoQ). In the Consumer business, growth picked up in the Vehicle segment, with disbursements of more than INR137b in 3QFY24. Utility vehicle/credit card segments clocked healthy growth of 11.4%/8.2% QoQ. The Microfinance business grew 4.1% QoQ. The bank's Retail-to-Wholesale mix was stable at 55:45. Deposits grew 13.4% YoY (up 2.6% QoQ), with the CASA mix moderating 92bp QoQ to 38.5% and the Retail deposit mix as per LCR increasing slightly to 45%.
- Fresh slippages increased ~20% QoQ to INR17.7b in 3QFY24 from INR14.7b in 2QFY24. GNPA/NNPA ratios remained stable at 1.92%/0.57%, while PCR stood at 71%. The bank utilized INR2.2b of contingent provisions and now holds INR13b of contingency buffer. Restructured book declined 6bp QoQ to 0.48%.

### Highlights from the management commentary

- **Slippages composition:** Corporate at INR3.12b (INR 1.4b pertaining to one large account), Consumer at INR 14.5b (of which VF at INR6b, SME/BB at INR0.8b, LAP account at INR0.4b, Agri had extra slippages of INR 0.25b, while Merchant acquiring business had INR0.3b of extra slippages in 3Q). Net slippages has been adversely impacted due to higher slippages from the VF book.
- The bank remains in a comfortable position with respect to its CD ratio and has not heard anything from the RBI in this regard.
- The bank expects C/I ratio to stabilize at 41-43% in the next two years.
- **PC-6 guidance:** Loan growth is expected to be ~18-23%, with the retail loan mix at ~55%-60%. Customer base to be >50m by FY26 vs 38m in 3QFY24.

### Valuation and view

IIB reported an in line performance in 3QFY24, led by healthy NII growth and controlled provisions. The asset quality ratios remained stable fresh slippages increased in corporate book due to a slippage of one corporate account worth INR1.4b while Vehicle Finance book also reported some stress.

The management has guided for a loan growth of 18-23% over FY23-26, while slippages are estimated to normalize at ~INR12b going further. Healthy provisioning in the MFI portfolio and moderation in overall slippage run-rate will contribute to a further reduction in credit cost. Additionally, the presence of a contingent provisioning buffer of 0.4% of loans provides further comfort. **We estimate 21% earnings CAGR over FY24-26, leading to ROE of 16.2% in FY25. We reiterate our BUY rating on the stock with a TP of INR1,900 (premised on 1.9x Sep'25E ABV).**

### Quarterly performance

(INR b)

	FY23				FY24E				FY23	FY24E	FY24E	V/S our
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		3QE	Est	
<b>Net Interest Income</b>	<b>41.3</b>	<b>43.0</b>	<b>45.0</b>	<b>46.7</b>	<b>48.7</b>	<b>50.8</b>	<b>53.0</b>	<b>54.0</b>	<b>175.9</b>	<b>206.4</b>	<b>52.9</b>	<b>0%</b>
% Change (YoY)	15.8	17.6	18.5	17.2	18.0	18.0	17.8	15.7	17.3	17.3	17.8	
Other Income	19.3	20.1	20.8	21.5	22.1	22.8	24.0	23.9	81.7	92.8	23.4	2%
<b>Total Income</b>	<b>60.6</b>	<b>63.1</b>	<b>65.7</b>	<b>68.2</b>	<b>70.8</b>	<b>73.6</b>	<b>76.9</b>	<b>77.9</b>	<b>257.6</b>	<b>299.2</b>	<b>76.3</b>	<b>1%</b>
Operating Expenses	26.3	27.7	28.9	30.7	32.5	34.5	36.5	36.9	113.5	140.3	35.6	2%
<b>Operating Profit</b>	<b>34.3</b>	<b>35.4</b>	<b>36.9</b>	<b>37.6</b>	<b>38.3</b>	<b>39.1</b>	<b>40.4</b>	<b>41.0</b>	<b>144.2</b>	<b>158.9</b>	<b>40.7</b>	<b>-1%</b>
% Change (YoY)	9.9	10.0	11.3	11.2	11.7	10.3	9.7	9.2	10.6	10.2	10.5	
Provisions	12.5	11.4	10.6	10.3	9.9	9.7	9.7	9.4	44.9	38.7	9.6	1%
<b>Profit before Tax</b>	<b>21.8</b>	<b>24.0</b>	<b>26.2</b>	<b>27.3</b>	<b>28.4</b>	<b>29.3</b>	<b>30.7</b>	<b>31.6</b>	<b>99.3</b>	<b>120.1</b>	<b>31.1</b>	<b>-1%</b>
Tax	5.5	6.0	6.6	6.8	7.2	7.3	7.7	8.0	24.9	30.2	7.8	-2%
<b>Net Profit</b>	<b>16.3</b>	<b>18.1</b>	<b>19.6</b>	<b>20.4</b>	<b>21.2</b>	<b>22.0</b>	<b>23.0</b>	<b>23.7</b>	<b>74.4</b>	<b>90.0</b>	<b>23.3</b>	<b>-1%</b>
% Change (YoY)	60.5	57.4	58.2	45.9	30.3	22.0	17.2	16.0	54.9	20.9	18.6	
<b>Operating Parameters</b>												
Deposit (INR b)	3,031	3,155	3,253	3,361	3,470	3,595	3,688	3,835	3,361	3,835	3,719	-1%
Loan (INR b)	2,480	2,601	2,728	2,899	3,013	3,155	3,271	3,444	2,899	3,444	3,297	-1%
Deposit Growth (%)	13.4	14.6	14.3	14.6	14.5	13.9	13.4	14.1	14.6	14.1	14.3	-95
Loan Growth (%)	17.7	17.8	19.3	21.3	21.5	21.3	19.9	18.8	21.3	18.8	20.9	-97
<b>Asset Quality</b>												
Gross NPA (%)	2.4	2.1	2.1	2.0	1.9	1.9	1.9	1.9	2.0	1.9	1.9	3
Net NPA (%)	0.7	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	1
PCR (%)	72.0	71.5	70.6	70.6	70.6	70.6	70.6	70.8	69.4	70.8	70.8	-21

E: MOFSL Estimates



# ICICI Prudential Life Insurance

Estimate change	↓
TP change	↓
Rating change	↔

**CMP: INR485 TP: INR580 (+20%) Buy**

## VNB margin hit due to adverse product mix

### Guides for a double-digit growth in 4QFY24

Bloomberg	IPRU IN
Equity Shares (m)	1439
M.Cap.(INRb)/(USDb)	700.2 / 8.4
52-Week Range (INR)	616 / 381
1, 6, 12 Rel. Per (%)	-7/-24/-18
12M Avg Val (INR M)	1058

- ICICI Prudential Life Insurance (IPRU) reported a 4.7% YoY growth in APE (9.5% higher than estimated) to INR19.1b in 3QFY24. In 3QFY24, protection/ULIP segments rose 5.3%/8.9% YoY but the group segment declined 15.5% YoY.
- VNB declined 29% YoY to INR5.4b (15% miss), due to a moderation in margins. VNB margin for the quarter stood at 22.9% (-510bp QoQ) vs. our estimate of 29.5%. For 9MFY24, APE stood at INR54.3b and VNB was at INR14.5b, with a VNB margin of 26.7%.
- Considering the 3QFY24 performance, we have cut our APE/VNB margin for FY24E and FY25E. We expect IPRU to deliver a 6% CAGR in VNB over FY23-26. Going forward, premium growth and expansion of VNB margin will be the key drivers for the re-rating of the stock. We note that the 1-year forward P/EV for IPRU has declined to 1.5x currently from 1.8x in Jun'23. **We reiterate our BUY rating with a TP of INR580 (based on 1.5x Sep'25E EV).**

### Financials & Valuations (INR b)

Y/E MARCH	FY24E	FY25E	FY26E
Net Premiums	402.0	461.6	528.6
Surplus / Deficit	16.0	17.1	19.6
Sh. holder's PAT	3.5	4.7	6.9
NBP growth unwt'd (%)	-1.0	15.0	15.0
APE growth - (%)	4.3	19.8	17.0
Tot. Premium gr. (%)	4.2	14.8	14.5
VNB margin (%)	26.1	26.7	27.5
RoEV (%)	16.4	16.6	16.8
Total AUMs (INRt)	3.1	3.6	4.0
VNB (INRb)	23.5	28.8	34.8
EV per share	288	336	393

### Valuations

P/EV (x)	1.7	1.4	1.2
P/EVOP (x)	12.5	10.8	9.3

### Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	73.3	73.3	73.3
DII	6.4	6.3	5.0
FII	15.5	15.4	16.6
Others	4.9	4.9	5.0

FII Includes depository receipts

### Shift in product mix towards ULIPs and par products

- IPRU's gross premium grew 5.4% YoY to INR103b (in line with our estimate) in 3QFY24, with renewal/first-year premium rising 6%/11% YoY and single premium being flat YoY.
- PAT grew 3% YoY to INR2.3b in 3QFY24. For 9MFY24, the company's PAT rose 18% YoY to INR6.8b.
- APE grew 4.7% YoY to INR19.1b (9.5% higher than estimate). In 3QFY24, protection/ULIP segments rose 5.3%/8.9% YoY but the group segment declined 15.5% YoY.
- VNB declined 29% YoY to INR5.4b (15% miss), due to a moderation in margins. VNB margin for the quarter stood at 22.9% (-510bp QoQ) vs. our estimate of 29.5%.
- On the distribution side, the share of banca/corp. agents/group channels fell sequentially to 26.8%/11%/16.4%. ICICI Bank channel dipped 4.8% YoY.
- Business from the ICICI Bank channel has settled at INR0.8-1.0b per month. On YoY basis, the banca channel has grown in double digits (ex- ICICI Bank).
- Cost-TWRP increased 450bp YoY to 23.9% led by a rise in opex.
- On a premium basis, the 61<sup>st</sup> month persistency improved 120bp QoQ to 63.1%, whereas the 49<sup>th</sup> month persistency declined 220bp QoQ to 65.7%.
- AUM rose 13.8% YoY to INR2.87t, while solvency ratio moderated to 196.5%.



### Highlights from the management commentary

- VNB margin during the quarter compressed due to: 1) product mix shifting from non-par to ULIP and par (share of non-par is down to less than 50% in 9MFY24 from two-thirds last year), 2) increased competition in non-par savings that led to a fall in absolute margin in the product, 3) price correction in group term, and 4) higher unit costs as IPRU has invested in creating a capacity for higher growth.
- On the base of 4QFY23 (INR33b APE with 26% YoY growth), IPRU expects double-digit growth in 4QFY24. Management is aiming for mid-teen growth in APE for FY25.
- On the product front, ICICI Pru Guaranteed Pension Plan Flexi with Benefit Enhancer was introduced. This is the industry's first annuity product, which provides customers the option to receive a 100% refund of premiums paid.

### Valuation and view

IPRU delivered a weaker-than-expected performance in 3QFY24. High commission costs and lower product-level margins would continue to be the concerns over the medium term. However, growth delivery would be the key driver for valuation re-rating. Growth would result from improved efficiency of investments made in various channels over the past two years, such as direct and agency. While the business from ICICI Bank channel has settled at INR0.8-1.0b per month, the banca channel (ex-ICICI Bank) has grown in double digits on a YoY basis. Considering the 3QFY24 performance, we have cut our APE/VNB margin for FY24E and FY25E. We expect IPRU to deliver a 6% CAGR in VNB over FY23-26. Going forward, premium growth and expansion of VNB margin will be the key drivers for the re-rating of the stock. We note that the 1-year forward P/EV for IPRU has declined to 1.5x currently from 1.8x in Jun'23. **We reiterate our BUY rating with a TP of INR580 (based on 1.5x Sep'25E EV).**

### Quarterly performance

Policy holder's A/c (INR b)	FY23				FY24E				FY23	FY24E	FY24E	A v/s E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		3QE		
First year premium	10.4	14.4	13.8	26.3	10.2	15.3	15.3	40.2	64.9	81.0	14.6	5%
Growth (%)	18.0%	-7.2%	-10.9%	32.9%	-1.5%	5.9%	11.3%	52.6%	8.9%	24.8%	6.0%	
Renewal premium	38.9	56.4	57.5	72.3	41.6	58.9	60.8	82.4	225.2	243.7	58.5	4%
Growth (%)	-5.9%	1.3%	5.7%	6.3%	6.8%	4.4%	5.7%	14.0%	2.6%	8.2%	1.7%	
Single premium	23.3	28.1	26.5	31.3	21.9	30.1	26.7	12.6	109.2	91.4	28.1	-5%
Growth (%)	25.9%	16.8%	12.6%	6.9%	-5.9%	7.0%	0.9%	-59.6%	14.5%	-16.3%	6.0%	
<b>Gross premium income</b>	<b>72.6</b>	<b>99.0</b>	<b>97.8</b>	<b>129.9</b>	<b>73.7</b>	<b>104.3</b>	<b>102.8</b>	<b>135.2</b>	<b>399.3</b>	<b>416.1</b>	<b>101.2</b>	<b>2%</b>
Growth (%)	5.7%	3.8%	4.7%	10.9%	1.5%	5.4%	5.2%	4.1%	6.6%	4.2%	3.5%	
<b>PAT</b>	<b>1.6</b>	<b>2.0</b>	<b>2.2</b>	<b>2.3</b>	<b>2.1</b>	<b>2.4</b>	<b>2.3</b>	<b>-3.6</b>	<b>8.1</b>	<b>3.5</b>	<b>2.8</b>	<b>-18%</b>
Growth (%)		-55.1%	-29.0%	27.2%	32.9%	22.4%	3.1%	-255.2%	7.5%	-56.8%	25.7%	
<b>Key metrics (INRb)</b>												
New Business APE	15.2	20.0	18.2	33.0	14.6	20.6	19.1	35.9	86.4	90.2	17.4	9%
Growth (%)	24.7	1.1	-5.5	26.5	-3.9	3.2	4.7	8.7	11.7	4.3	-4.4	
VNB	4.7	6.2	6.2	10.6	4.4	5.8	4.4	9.0	27.6	23.5	5.1	-15%
Growth (%)	31.6	20.6	20.0	36.1	-7.0	-7.1	-29.4	-14.9	27.7	-15.0	-16.9	
AUM	2,301	2,443	2,519	2,512	2,664	2,719	2,867	3,134	2,512	3,134	2,828	1%
Growth (%)	3.1	3.0	6.0	4.4	15.8	11.3	13.8	24.7	4.4	24.7	12.3	
<b>Key Ratios (%)</b>												
VNB Margins (%)	31.0	31.1	33.9	32.0	30.0	28.0	22.9	25.1	32.0	26.1	29.5	
Solvency ratio (%)	204	201	212	209	203	199	197	200	209	200	205	



# Tata Communications

Estimate change	↓
TP change	↑
Rating change	↔

Bloomberg	TCOM IN
Equity Shares (m)	285
M.Cap.(INRb)/(USDb)	504.3 / 6.1
52-Week Range (INR)	1957 / 1157
1, 6, 12 Rel. Per (%)	-2/2/9
12M Avg Val (INR M)	1402

## Financials & Valuations (INR b)

Y/E March	FY23	FY24E	FY25E
Net Sales	178.4	210.5	246.5
EBITDA	43.2	43.3	50.1
Adj. PAT	17.3	12.7	15.6
EBITDA Margin (%)	24.2	20.6	20.3
Adj. EPS (INR)	60.7	44.6	54.6
EPS Gr. (%)	17.1	-26.6	22.5
BV/Sh. (INR)	53.3	81.7	124.7
Ratios			
Net D:E	3.7	1.9	0.6
RoE (%)	141.5	66.1	52.9
RoCE (%)	20.6	14.3	15.1
Payout (%)	34.6	22.4	18.3
Valuations			
EV/EBITDA (x)	13.0	12.7	10.5
P/E (x)	29.1	39.7	32.4
P/BV (x)	33.2	21.7	14.2
Div. Yield (%)	1.2	0.6	0.6
FCF Yield (%)	5.2	2.7	5.9

## Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	58.9	58.9	58.9
DII	13.6	14.1	13.9
FII	17.5	17.2	17.0
Others	10.1	9.9	10.2

FII Includes depository receipts

**CMP: INR1,770      TP: INR1,750 (-1%)      Neutral**

## Integration of Kaleyra drives EBITDA

- Tata Communications (TCOM) reported 16% QoQ growth in revenue (in line) and 12% QoQ growth in EBITDA (9% beat). Cost synergies after the integration of the Kaleyra acquisition led to a beat in EBITDA. Adjusting for the acquisitions, revenue/EBITDA were flat QoQ.
- The management's endeavor to drive growth has diluted margins, including the loss-making acquisitions. However, the company has reiterated its long-term focus on margin-accretive growth. We have raised our estimates to factor in a higher EBITDA run rate from the acquisition and now expect revenue/EBITDA CAGRs of 15%/16% over FY24-26. At P/E of 23x and EV/EBITDA of 8.5x on FY26E EPS, we see limited upside. **We reiterate our Neutral rating on the stock.**

## EBITDA up 12% QoQ (9% beat)

- Consolidated revenue grew 16% QoQ to INR56.3b (in line), led by a 15% QoQ improvement in the data segment.
- Adjusted for INR9.1b in revenue from Switch, Kaleyra and Oasis, consolidated/data revenue remained flat QoQ.
- Consolidated EBITDA grew 12% QoQ to INR11.3b (9% beat), led by Kaleyra, which turned EBITDA positive in the first quarter itself.
- **The big beat was driven by the integration of Kaleyra EBITDA, which was estimated to be INR1b vs. expectation of an operating loss of INR220m, a swing of INR1.2b. Adjusted for INR1.1b in EBITDA from three acquisitions, Consol. EBITDA at INR10.2b was flat QoQ and margins stood at 21.7%.**
- Consol. EBITDA margin declined by 70bp QoQ to 20.1% (200bp beat).
- Adj. PAT after minority grew 4% QoQ to INR2.3b (27% miss).
- Adjusted for a loss of INR75m in Switch, Kaleyra and Oasis (vs. INR386m loss in 2Q), PAT declined 9% QoQ to INR2.4b.

## Key takeaways from the management commentary

- **Margin trajectory:** The management has reiterated the long-term target of 23-25%, but in the short term, margin would decrease due to acquisitions.
- **Kaleyra profitable:** Cost synergies in 3QFY24 led to positive EBITDA in Kaleyra for the first quarter itself. In the medium term, TCOM expects double-digit EBITDA margin for Kaleyra.
- **Weak macro condition:** The funnel is improving, but customers are taking more time in decision-making, which is leading to a lower customer conversion rate.
- **Capex:** Cash capex would be higher than accrued capex for a couple of quarters and overall capex intensity may stay high to push growth.

### Valuation and view

- We have increased our estimates to account for Kaleyra EBITDA improvement and now model a revenue/EBITDA CAGR of 15%/16% over FY24-26E. However, debt increased by INR30b largely to fund the acquisition, thus implying 5-6x EV/EBITDA on acquisition.
- The company has set an ambitious target of INR280b in revenue by FY27 in the digital portfolio, which would be supported by both organic and inorganic initiatives.
- Inorganic acquisitions led to a higher net debt of INR70b (22% YoY). However, TCOM's strong FCF of INR20-25b annually would allow it to scout for growth opportunities, with a healthy RoCE target of over 20%.
- At P/E of 23x and EV/EBITDA of 8.5x on FY26E EPS, we see limited upside. We maintain our Neutral rating with a revised TP of INR1,750 (led by acquisitions), assigned 10x/3x EBITDA to the Data/Voice businesses. Improved growth visibility will be vital for further valuation re-rating.

### Cons. Quarterly Earning

(INR b)

Y/E March	FY23				FY24E				FY23	FY24E	FY24E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
<b>Revenue</b>	<b>43.1</b>	<b>44.3</b>	<b>45.3</b>	<b>45.7</b>	<b>47.7</b>	<b>48.7</b>	<b>56.3</b>	<b>57.7</b>	<b>178.4</b>	<b>210.5</b>	<b>57.4</b>	-2
YoY Change (%)	5.1	6.2	8.2	7.2	10.7	10.0	24.4	26.3	6.7	18.0	35.9	
Total Expenditure	32.3	33.0	34.5	35.3	37.5	38.6	45.0	46.1	135.2	167.2	47.0	-4
<b>EBITDA</b>	<b>10.8</b>	<b>11.3</b>	<b>10.8</b>	<b>10.3</b>	<b>10.2</b>	<b>10.2</b>	<b>11.3</b>	<b>11.6</b>	<b>43.2</b>	<b>43.3</b>	<b>10.4</b>	9
YoY Change (%)	9.2	1.5	-0.5	-1.1	-4.9	-10.1	5.3	11.7	2.2	0.2	-0.7	
Depreciation	5.4	5.5	5.5	6.2	5.8	6.1	6.2	6.4	22.6	24.4	6.1	1
Interest	0.8	1.0	1.2	1.3	1.3	1.4	1.9	2.2	4.3	6.7	1.4	34
Other Income	2.3	0.4	0.3	0.6	1.9	0.3	0.1	3.4	3.6	5.7	1.3	-91
<b>PBT before EO expense</b>	<b>6.9</b>	<b>5.2</b>	<b>4.3</b>	<b>3.5</b>	<b>5.0</b>	<b>3.0</b>	<b>3.4</b>	<b>6.4</b>	<b>19.9</b>	<b>17.8</b>	<b>4.1</b>	-18
Exceptional (gain)/loss	0.0	-0.8	0.0	0.0	0.0	0.0	1.9	0.0	-0.8	1.8	0.0	
<b>PBT</b>	<b>6.9</b>	<b>5.9</b>	<b>4.3</b>	<b>3.5</b>	<b>5.0</b>	<b>3.0</b>	<b>1.5</b>	<b>6.4</b>	<b>20.6</b>	<b>16.0</b>	<b>4.1</b>	-63
Tax	1.6	0.7	0.4	0.3	1.3	0.8	1.1	1.6	3.0	4.8	1.0	
Rate (%)	22.9	11.1	10.1	8.1	25.9	26.1	73.8	25.0	14.4	30.2	25.0	
MI & P/L of Asso. Cos.	-0.1	0.0	-0.1	-0.1	-0.1	0.0	0.0	-0.2	-0.3	-0.3	0.1	
<b>Reported PAT</b>	<b>5.4</b>	<b>5.3</b>	<b>3.9</b>	<b>3.3</b>	<b>3.8</b>	<b>2.2</b>	<b>0.4</b>	<b>5.0</b>	<b>18.0</b>	<b>11.4</b>	<b>3.2</b>	-86
<b>Adj PAT</b>	<b>5.4</b>	<b>4.6</b>	<b>3.9</b>	<b>3.3</b>	<b>3.8</b>	<b>2.2</b>	<b>2.3</b>	<b>5.0</b>	<b>17.2</b>	<b>13.3</b>	<b>3.2</b>	-27
YoY Change (%)	87.2	10.5	1.9	-15.5	-30.2	-51.5	-41.5	51.8	16.5	-22.9	-1.0	

E: MOFSL Estimates





# Poonawalla Fincorp

Estimate changes



TP change



Rating change



Bloomberg	POONAWAL IN
Equity Shares (m)	768
M.Cap.(INRb)/(USD\$b)	377 / 4.5
52-Week Range (INR)	505 / 274
1, 6, 12 Rel. Per (%)	11/24/45
12M Avg Val (INR M)	963

## Financials Snapshot (INR b)

Y/E MARCH	FY24E	FY25E	FY26E
Net Income	21.6	30.6	41.2
PPOP	13.7	21.6	31.0
PAT	10.0	14.2	20.4
EPS (INR)	13.0	18.5	26.6
EPS Gr. (%)	67.5	42.7	43.6
BV/Share	108	124	145

## Ratios

NIM on AUM (%)	9.5	9.4	9.6
C/I ratio (%)	36.5	29.5	24.8
RoAA (%)	4.8	4.9	5.0
RoE (%)	13.5	16.0	19.8

## Valuations

P/E (X)	38.3	26.8	18.7
P/BV (X)	4.6	4.0	3.4

## Shareholding pattern (%)

As On	Dec-23	Sep-23	Dec-22
Promoter	62.1	62.1	62.1
DII	5.6	7.0	4.5
FII	7.8	7.9	7.3
Others	24.6	22.7	26.2

FII Includes depository receipts

**CMP: INR490**

**TP: INR580 (+18%)**

**BUY**

## Earnings in line despite NIM compression

### Recoveries from write-offs result in credit cost write-backs

- Poonawalla Fincorp (PFL)'s 3QFY24 NII grew 63% YoY to INR4.9b (6% miss), while PPOP jumped 125% YoY to INR3.5b (in line). 3Q PAT surged 76% YoY to ~INR2.65b (in line), while 9MFY24 normalized PAT grew 72% YoY to ~INR6.95b.
- Opex declined 2% YoY to ~INR2b (~6% lower than estimate), while the C/I ratio remained broadly stable QoQ at ~36% (PY: ~57%). Provision write-backs stood at INR65m (vs. estimated credit costs of ~INR300m)
- PFL is dedicated to enhancing productivity, aided by digitization. It is gearing up for expansion with new products such as co-branded credit card, EMI cards, and dropline flexi products.
- PFL has laid down a robust foundation for sustainable profitability through initiatives that will lead to lower operating costs (as a % of AUM), higher business volumes, and robust asset quality. We model a CAGR of ~42%/51% for AUM/PAT over FY23-FY26 and expect PFL to deliver an RoA/RoE of ~5.0%/~20% in FY26. **Reiterate BUY with a TP of INR580 (premised on 4x FY26E BVPS).**

### Strong momentum in AUM growth; DDP contribution healthy

- AUM rose 58% YoY/9% QoQ to ~INR219b through market share gains in its existing product suite. Discontinued AUM (including legacy/DA) contributed ~8% to the AUM mix. Unsecured loans contributed ~48% to the AUM mix and short-tenor loans formed 22% of the AUM mix (vs. guidance of 20-25%) in 3QFY24.
- PFL reported 3QFY24 disbursements of INR87.3b, which grew 160% YoY.
- The company continued to focus on accelerated customer acquisitions, with the proportion of Direct, Digital, and Partnerships (DDP) in the sourcing mix at ~80% (PQ: 81% and PY: 66%). This has been driving down the customer acquisition costs (CAC).
- The company has obtained approval for a co-branded credit card, and PFL anticipates its launch in the ongoing quarter. Dropline flexi loans and EMI cards are the new offerings in the development pipeline.

### NIM compression due to lower yields from interest income reversals

- Reported NIM declined ~40bp QoQ to ~11% (PQ: ~11.4%) in 3QFY24.
- The cost of borrowings (CoB) remained stable QoQ at ~8% despite tight liquidity conditions and higher interest rates in the system. The run-down of legacy borrowings of INR3b will help PFL bring down its CoB further.

### Highlights from the management commentary

- Management guided for a steady-state NIM of ~10% (vs. ~11% in 3QFY24). In the medium term, NIM may contract marginally, but PFL is confident of delivering its RoA guidance.
- The company will strive to maintain its long-term guidance of AUM growth of 35-40%. It will focus on reducing opex and improving profitability.

**Robust asset quality in the new book; legacy book's GNPA at ~4.9%**

- Asset quality remained pristine, with GS3/NS3 at 1.3%/0.7% while the PCR on S3 loans rose ~15bp QoQ to ~47.3%. The newly originated book had a robust asset quality with a GS3 of 0.42%, while the legacy book's GNPA stood at ~4.9%.
- For loans sourced through partnerships, GNPA/NNPA stood at ~1.8%/0.9%.
- We model credit costs of 0.3%/1.0%/1.1% over FY24/FY25/FY26.

**Valuation and view**

- Consumer and small business finance, the segments targeted by PFL, have a huge market opportunity. We believe that the company has levers to maintain its NIM of ~9.5% over FY25-FY26E.
- We raise our FY26E EPS by ~2% to factor in lower credit costs. Strong leadership teams across functions, realignment of customer and product segments, and focus on leveraging technology/analytics position PFL well to build scale and deliver superior risk-adjusted returns. We **reiterate our BUY rating with a TP of INR580 (premised on 4x Mar'26E BVPS)**.
- **Key downside risks:** a) inability to execute its articulated strategy despite a new management team and investments in technology and processes; and b) aggressive competitive landscape leading to a pressure on spreads and margins and/or deterioration in asset quality.

Quarterly Performance (Standalone)

(INR m)

Y/E March	FY23				FY24E				FY23	FY24E	3QFY24E	v/s Est.
	1QFY23	2QFY23	3QFY23	4QFY23	1QFY24	2QFY24	3QFY24	4QFY24				
Interest Income	3,857	4,179	4,605	5,529	6,560	6,901	7,144	7,876	18,265	28,481	7,487	-5
Interest Expenses	1,187	1,441	1,593	1,732	2,348	2,155	2,237	2,580	5,953	9,320	2,263	-1
<b>Net Interest Income</b>	<b>2,670</b>	<b>2,738</b>	<b>3,012</b>	<b>3,798</b>	<b>4,212</b>	<b>4,746</b>	<b>4,907</b>	<b>5,296</b>	<b>12,312</b>	<b>19,161</b>	<b>5,224</b>	<b>-6</b>
YoY Growth (%)	26.3	12.0	23.6	52.0	77.8	73.3	62.9	39.5	29.7	55.6	73.5	
Other Income	434	627	588	282	563	539	594	736	1,931	2,432	574	
<b>Total Income</b>	<b>3,103</b>	<b>3,365</b>	<b>3,600</b>	<b>4,080</b>	<b>4,775</b>	<b>5,285</b>	<b>5,501</b>	<b>6,032</b>	<b>14,243</b>	<b>21,593</b>	<b>5,799</b>	<b>-5</b>
YoY Growth (%)	34.6	25.1	33.2	41.7	70.3	57.1	52.8	47.9	34.6	51.6	61.1	
Operating Expenses	1,926	2,107	2,043	2,064	1,834	1,929	1,998	2,121	8,139	7,882	2,122	-6
<b>Operating Profit</b>	<b>1,178</b>	<b>1,257</b>	<b>1,558</b>	<b>2,016</b>	<b>2,941</b>	<b>3,356</b>	<b>3,502</b>	<b>3,911</b>	<b>6,104</b>	<b>13,711</b>	<b>3,677</b>	<b>-5</b>
YoY Growth (%)	16.8	2.8	35.6	75.0	185.0	167.0	124.8	94.0	34.7	124.6	136.0	
Provisions & Loan Losses	-164	-482	-452	-347	266	281	-65	181	-1,445	662	294	-122
<b>Profit before Tax</b>	<b>1,550</b>	<b>1,740</b>	<b>2,010</b>	<b>2,367</b>	<b>2,676</b>	<b>3,075</b>	<b>3,568</b>	<b>3,730</b>	<b>7,761</b>	<b>13,049</b>	<b>3,382</b>	<b>5</b>
Exceptional items							12,212			12,212		
Tax Provisions	313	438	506	560	674	2,698	916	728	1,816	3,093	778	18
<b>PAT (excl. exceptional)</b>	<b>1,237</b>	<b>1,302</b>	<b>1,504</b>	<b>1,807</b>	<b>2,002</b>	<b>2,300</b>	<b>2,651</b>	<b>3,002</b>	<b>5,945</b>	<b>9,956</b>	<b>2,604</b>	<b>2</b>
<b>PAT (incl. exceptional)</b>	<b>1,237</b>	<b>1,302</b>	<b>1,504</b>	<b>1,807</b>	<b>2,002</b>	<b>12,589</b>	<b>2,651</b>	<b>3,002</b>	<b>5,945</b>	<b>20,245</b>	<b>2,604</b>	<b>2</b>
YoY Growth (%)	148.2	75.8	87.5	102.7	86.0	76.7	76.3	66.2	102.8	67.5	73.1	
<b>Key Parameters (Calc., %)</b>												
Yield on loans	13.9	14.1	14.6	15.7	16.3	15.8	15.3	15.3	14.0	15.3		
Cost of funds	7.0	7.2	7.5	7.9	8.0	7.2	7.5	7.7	6.6	7.3		
Spread	6.9	6.9	7.1	7.8	8.3	8.6	7.8	7.6	7.4	8.0		
NIM on loans	9.7	9.2	9.6	10.8	10.4	10.9	10.5	10.3	8.8	9.5		
C/I ratio	62.1	62.6	56.7	50.6	38.4	36.5	36.3	35.2	57.1	36.5		
Credit cost	-0.1	-1.5	-1.3	-0.9	0.6	0.6	-0.1	0.3	-1.1	0.3		
Tax rate	20.2	25.2	25.2	23.6	25.2	17.7	25.7	19.5	23.4	23.7		
<b>Balance Sheet Parameters</b>												
<b>Disbursements (INR b)</b>	<b>29.0</b>	<b>31.1</b>	<b>33.7</b>	<b>63.7</b>	<b>70.6</b>	<b>78.1</b>	<b>87.3</b>	<b>100.3</b>	<b>158</b>	<b>199</b>		
Growth (%)	95.5	42.0	157.2	150.9	169.1	151.0	159.2	57.4	109.4	113.5		
<b>AUM (INR b)</b>	<b>126</b>	<b>132</b>	<b>139</b>	<b>161</b>	<b>178</b>	<b>202</b>	<b>219</b>	<b>241</b>	<b>161</b>	<b>178</b>		
Growth (%)	21.5	16.8	27.6	37.2	60.4	53.6	57.6	49.3	37.2	60.4		
<b>AUM mix (%)</b>												
Focused	81.9	88.3	91.4	94.1	96.3	89.0	91.7		94.1	96.3		
Discontinued (Legacy and DA)	18.1	11.7	8.6	5.9	3.7	11.0	8.3		5.9	3.7		
<b>Asset Quality Parameters</b>												
GS 3 (INR m)	3,270	2,240	2,230	2,250	2,450	2,660	2,750		2,250	2,450		
GS 3 (%)	2.7	1.8	1.7	1.4	1.4	1.4	1.3		1.4	1.4		
NS 3 (INR m)	1,340	1,180	1,170	1,210	1,310	1,400	1,450		1,210	1,310		
NS 3 (%)	1.1	0.9	0.9	0.8	0.8	0.7	0.7		0.8	0.8		
PCR (%)	59.0	47.3	47.5	46.2	46.5	47.4	47.3		46.2	46.5		

E: MOFSL estimates



# IIFL Finance

Estimate changes



TP change



Rating change



Bloomberg	IIFL IN
Equity Shares (m)	381
M.Cap.(INRb)/(USDb)	243.7 / 2.9
52-Week Range (INR)	704 / 408
1, 6, 12 Rel. Per (%)	-1/6/7
12M Avg Val (INR M)	495

Financials Snapshot (INR b)

Y/E MARCH	FY24E	FY25E	FY26E
NII	58.9	74.2	90.4
PPOP	38.5	48.8	59.7
NP	19.4	24.8	31.0
EPS (Rs)	50.9	65.0	81.4
EPS Gr. (%)	29	28	25
BV/Share	279	339	415

Ratios

NIM	8.0	8.0	7.9
C/I ratio	42.3	41.0	40.2
Credit cost	2.2	2.3	2.2
RoE (%)	3.7	3.9	4.1
RoA (%)	19.8	21.0	21.6

Valuations

P/E (x)	12.6	9.9	7.9
P/BV (x)	2.3	1.9	1.5

Shareholding pattern (%)

As On	Dec-23	Sep-23	Dec-22
Promoter	24.8	24.8	24.9
DII	8.3	7.3	3.9
FII	31.3	28.3	27.8
Others	35.7	41.0	43.4

FII Includes depository receipts

CMP: INR639

TP: INR800 (+25%)

Buy

## Healthy profitability aided by NIM expansion

AUM grew 34% YoY; PAT up 30% YoY despite lower non-interest income

- IIFL's 3QFY24 PAT (post-NCI) grew 30% YoY/3% QoQ to ~INR4.9b, while its 9MFY24 PAT increased by ~28% YoY to INR13.9b. 3QFY24 RoA/RoE stood at 3.8%/19.7%.
- NII grew 45% YoY to ~INR15.7b. Non-interest income stood at INR1.1b (down ~40% QoQ/~55% YoY) due to lower assignment and fee income. PPoP stood at INR9.6b, up ~25% YoY.
- Credit costs declined to ~2.1% (PQ and PY: 2.4%), which included ~INR400m provisions on investments in AIF. **IIFL has also taken a charge of ~INR1.6b (impact of the RBI AIF circular) on the capital of its HFC subsidiary.**

## Strong business momentum despite calibration in MFI business

- Consol. AUM jumped 34% YoY and ~6% QoQ to INR774b. On-book loans grew ~30% YoY. Off-book formed ~39% of the AUM mix, including co-lending, which contributed ~15% of the AUM mix.
- Disbursements (core products) rose ~27% YoY/5% QoQ. MFI disbursements declined ~8% QoQ because of the company's conscious decision to calibrate growth and improve the credit underwriting in the segment. IIFL Samasta is not giving loans to customers who have four/five loans from other MFI lenders or already have a high FOIR ratio.
- Urban affordable housing growth in Metro and Tier 1 cities was sluggish, but the management expects demand improvement over the next few quarters. In terms of digital loans, the management has scaled down and discontinued many of its fintech partnerships and is disbursing PL only as a cross-sell product to its existing customers.
- We estimate AUM CAGR of ~25% over FY23-26.

## Expansion in spreads aided by healthy improvement in gold loan yields

- Consolidated yields rose ~20bp QoQ to 17.2% (aided by ~50bp QoQ rise in gold loan yields). Consol. borrowing costs rose ~5bp QoQ to 9.1%. This resulted in average interest spreads of 8.2% (1H FY24: 8.1%).
- IIFL expects MFI yields to decline by ~50bp over the next few quarters. Further, it expects gold loan yields to moderate in 4Q due to seasonality in gold loan demand leading to high competitive intensity.
- We model NIM of ~7.8%/7.7% in FY25E/FY26E (vs. 7.7% in FY24E).

## Cost ratios expected to moderate, operating leverage to kick in

- Opex grew 28% YoY to INR7.3b, with the cost-income ratio at ~43% due to marketing/branding campaigns undertaken during the quarter. The management has paused branch expansions in the HFC and has opted for a measured approach in adding branches in gold and MFI loans.

- With a moderation in branch additions and operating leverage kicking in, the cost/income ratio is expected to moderate to ~41%/40% in FY25E/FY26E.

**Asset quality continues to strengthen; NNPA now below 1%**

- GS3 declined ~10bp QoQ to 1.7%, while NS3 declined ~15bp QoQ to 0.9%.
- The full impact of the RBI’s RWA circular and AIF circular has been accounted for in 3QFY24. The company has earlier shared that these are performing exposures in AIF and it expects a full recovery as and when the recoveries accrue in AIF.

**Highlights from the management commentary**

- IIFL has guided for a stable NIM trajectory. NIM stability will be aided by an expected decline in CoF across its three entities and the product mix change in favor of higher-yielding products.
- The company expects credit costs to remain around 2%.
- IIFL board has approved a resolution (valid for one year) to raise equity capital at an opportune time.

**Valuation and view**

- IIFL has morphed into a franchise that has a robust distribution network, strong presence in co-lending, and superior digital loan origination and underwriting capabilities. It can effectively leverage fintech partnerships to deliver ~25% AUM CAGR over FY23-FY26E. We believe the company can sustainably deliver RoE of 20%+ in the medium term.
- The stock trades at 1.9x FY25E P/BV and ~10x P/E for a PAT CAGR of ~27% over FY23-FY26E. IIFL can see further re-rating as investors get more confidence in its core retail business. We have a BUY rating on the stock and a TP of INR800 (based on SOTP valuation; refer table below).

**IIFL Finance: SOTP - Mar’26E**

Particulars	Stake	Value (INR B)	Value (USD B)	INR per share	% To Total	Target Multiple(x)	Basis
IIFL Finance (Standalone)	100	132	1.6	346	43	1.8	PBV
IIFL Home Finance (HFC)	80	115	1.4	303	38	2.0	PBV
IIFL Samasta Finance (MFI)	100	58	0.7	151	19	1.7	PBV
<b>Target Value</b>		<b>305</b>	<b>3.6</b>	<b>800</b>	<b>100</b>		
Current market cap.		244	2.9	639			
<b>Upside (%)</b>				<b>25</b>			



**IIFL Finance (Consolidated): Quarterly Performance**

Y/E March	FY23				FY24				FY23	FY24E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Interest Income	16,567	17,613	18,980	20,454	21,989	23,576	25,630	26,275	73,693	97,470
Interest Expenses	7,760	7,758	8,095	8,606	8,878	9,321	9,885	10,440	32,218	38,524
<b>Net Interest Income</b>	<b>8,807</b>	<b>9,855</b>	<b>10,885</b>	<b>11,849</b>	<b>13,111</b>	<b>14,255</b>	<b>15,745</b>	<b>15,835</b>	<b>41,474</b>	<b>58,946</b>
YoY Growth (%)	19.9	27.7	39.3	38.5	48.9	44.7	44.7	33.6	31.9	42.1
Other Income	3,186	2,901	2,464	2,306	1,306	1,878	1,120	3,457	10,778	7,762
<b>Total Income</b>	<b>11,992</b>	<b>12,756</b>	<b>13,349</b>	<b>14,155</b>	<b>14,417</b>	<b>16,134</b>	<b>16,865</b>	<b>19,292</b>	<b>52,253</b>	<b>66,708</b>
YoY Growth (%)	44	32	25	22	20	26	26	36	29.6	27.7
Operating Expenses	5,166	5,502	5,667	6,132	6,332	6,772	7,272	7,827	22,466	28,203
<b>Operating Profit</b>	<b>6,827</b>	<b>7,255</b>	<b>7,682</b>	<b>8,023</b>	<b>8,085</b>	<b>9,361</b>	<b>9,593</b>	<b>11,465</b>	<b>29,787</b>	<b>38,504</b>
YoY Growth (%)	32.4	24.7	18.1	16.0	18.4	29.0	24.9	42.9	22.0	29.3
Provisions & Loan Losses	2,487	1,960	2,132	2,083	1,901	2,526	2,430	3,216	8,661	10,073
<b>Profit before Tax</b>	<b>4,340</b>	<b>5,294</b>	<b>5,550</b>	<b>5,941</b>	<b>6,184</b>	<b>6,835</b>	<b>7,163</b>	<b>8,250</b>	<b>21,125</b>	<b>28,432</b>
Tax Provisions	1,042	1,324	1,319	1,365	1,455	1,580	1,711	2,143	5,050	6,889
<b>PAT (Pre NCI)</b>	<b>3,298</b>	<b>3,971</b>	<b>4,231</b>	<b>4,576</b>	<b>4,729</b>	<b>5,255</b>	<b>5,452</b>	<b>6,107</b>	<b>16,076</b>	<b>21,543</b>
NCI	0	175	449	448	475	513	548	605	1,072	2,140
<b>PAT (Post NCI)</b>	<b>3,298</b>	<b>3,796</b>	<b>3,782</b>	<b>4,128</b>	<b>4,254</b>	<b>4,743</b>	<b>4,904</b>	<b>5,502</b>	<b>15,003</b>	<b>19,403</b>
YoY Growth (%)	24	30	22	29	29	25	30	33	26	29
<b>Key Parameters (%)</b>										
Yield on AUM	12.7	13.0	13.4	13.3	13.2	13.4	13.6			
Cost of funds	8.8	8.9	9.2	9.1	9.1	9.5	9.5			
Spread	3.9	4.1	4.3	4.2	4.1	3.9	4.1			
NIM (on AUM)	6.8	7.3	7.7	7.7	7.9	8.1	8.4			
Credit cost	2.9	2.3	2.4	2.2	1.9	2.4	2.1			
Cost to Income Ratio (%)	43.1	43.1	42.5	43.3	43.9	42.0	43.1			
Tax Rate (%)	24.0	25.0	23.8	23.0	23.5	23.1	23.9			
<b>Balance Sheet Parameters</b>										
<b>Consol. AUM (INR B)</b>	<b>528</b>	<b>553</b>	<b>579</b>	<b>646</b>	<b>682</b>	<b>731</b>	<b>774</b>			
Change YoY (%)	22	25	24	26	29	32	34			
<b>Disbursements - Core (INR B)</b>	<b>116</b>	<b>120</b>	<b>131</b>	<b>193</b>	<b>150</b>	<b>159</b>	<b>166</b>			
Change YoY (%)	118	45	23	37	30	32	27			
<b>Borrowings (INR B)</b>	<b>348</b>	<b>348</b>	<b>360</b>	<b>396</b>	<b>385</b>	<b>404</b>	<b>430</b>			
Change YoY (%)	25	19	7	11	11	16	19			
Borrowings/AUM (%)	65.9	62.9	62.1	61.3	56.4	55.3	55.5			
Debt/Equity (x)		4.3	4.1	4.4	4.1	4.1	4.1			
<b>Asset Quality (%)</b>										
<b>GS 3 (INR M)</b>	<b>8,850</b>	<b>8,500</b>	<b>7,540</b>	<b>7,380</b>	<b>7,639</b>	<b>7,931</b>	<b>8,026</b>			
G3 %	2.6	2.4	2.1	1.8	1.8	1.8	1.7			
<b>NS 3 (INR M)</b>	<b>5,098</b>	<b>4,284</b>	<b>3,853</b>	<b>3,771</b>	<b>4,400</b>	<b>4,402</b>	<b>4,045</b>			
NS3 %	1.5	1.2	1.1	0.9	1.1	1.0	0.9			
<b>PCR (%)</b>	<b>42.4</b>	<b>49.6</b>	<b>48.9</b>	<b>48.9</b>	<b>42.4</b>	<b>44.5</b>	<b>49.6</b>			
ECL (%)	3.6	3.6	3.4	3.2	2.9	2.9	2.6			
<b>Return Ratios - YTD (%)</b>										
ROA (Rep)	2.9	3.5	3.4	3.3	3.6	3.9	3.8			
ROE (Rep)	20.5	19.6	17.9	19.9	19.1	20.1	19.7			

E: MOFSL Estimates



# IndiaMART

Estimate change	↔
TP change	↓
Rating change	↔

**CMP: INR 2,489      TP: INR3,000 (+21%)      Buy**

## Weak supplier addition to weigh on near-term growth

### Underlying fundamentals remain intact; reiterate BUY

Bloomberg	INMART IN
Equity Shares (m)	61
M.Cap.(INRb)/(USD\$)	149.3 / 1.8
52-Week Range (INR)	3336 / 2180
1, 6, 12 Rel. Per (%)	-12/-23/-8
12M Avg Val (INR M)	649

### Financials & Valuations (INR b)

Y/E Mar	2024E	2025E	2026E
Sales	12.0	14.6	17.7
EBITDA	3.3	4.1	5.4
Adj. PAT	3.1	3.9	5.1
Adj. EPS (INR)	52.2	65.6	86.2
Adj. EPS Gr. (%)	37%	26%	31%
BV/Sh. (INR)	384.9	433.7	487.9

### Ratios

RoE (%)	14.3	15.9	18.7
RoCE (%)	16.3	17.5	20.1
Payout (%)	25.6	35.8	37.6

### Valuations

P/E (x)	47.7	37.7	28.7
P/BV (x)	6.4	5.7	5.1

### Shareholding pattern (%)

As On	Sep-23	Jun-23	Sep-22
Promoter	49.2	49.2	49.2
DII	5.5	5.6	5.2
FII	27.5	26.9	25.2
Others	18.3	18.3	20.3

FII Includes depository receipts

- IndiaMART (INMART) delivered a weak 3QFY24 performance, with five-quarter low collection growth of 17% (last four-quarter average of 24%) as its paying supplier addition moderated to only 1.8k QoQ (vs. ~2k in 2Q and quarterly average of 8.5k in FY23). INMART reported in-line 3Q revenue of INR3.05b, up 21% YoY, aided by continued strength in deferred revenue (up 24% YoY to INR12.3b). On the other hand, EBITDA margin expanded by a strong 90bp QoQ to 27.9% and ARPU jumped 11% YoY (vs. 10% in 2Q) to INR55.1k.
- Weak paying supplier addition is a near-term concern for INMART's business growth as it would hurt collections (and subsequently revenue) over the next few quarters. But we take comfort in the fact that the impact is mainly seen among some Silver customers, which form only 25% of the company's revenue base. Moreover, the management remains confident that the supplier addition trajectory (impacted by price hikes few quarters ago) should return to over 5k per quarter in the next few quarters, helping INMART return to its long-term collection growth target of 20-25% YoY.
- Moreover, we continue to view INMART as a long-term play on MSMEs transitioning to the online model, and see the low penetration (<3% overall and 4-5% in Tier 1 cities) as a key growth driver. With gross additions now close to last year's levels – implying that new customers are ready to pay higher pricing, the churn should start moderating in the next 2-3 quarters. We estimate INMART to deliver a 21.5% CAGR in INR revenue over FY23-26.
- With its sales investments behind, INMART has started delivering better profitability and reported 30% EBITDA margin in its core business (ex of Busy). We continue to see an upward trajectory in profitability in the medium term as employee cost management and higher ARPU should aid margins. We estimate consolidated EBITDA margin of 28.2%/30.6% in FY25/FY26 and a PAT CAGR of 30% (excluding one-time gain) over FY23-26.
- We adjust our FY24/FY25/FY26 earnings estimates by +3.3%/-2.5%/+4.7% as we bake in longer recovery time for margins and higher other income. We value INMART on a DCF basis to arrive at a TP of INR3,000, assuming 12.5% WACC and a 6.5% terminal growth rate. **We retain our BUY rating on the stock.**

### In-line performance; muted subscriber addition

- INMART's 3QFY24 revenue grew 21% YoY, EBITDA rose 22% YoY, and Adj. PAT was up 33.5% YoY.
- Standalone collection was below our estimates at INR3.2b (+17% YoY). Deferred revenue rose 24% YoY to INR12.3b.
- Subscriber addition was weak at +1.8k paying subscribers QoQ vs. normal range of 6-8k. ARPU jumped again by 11% YoY to INR55.1k (vs. 10% in 2Q).

- EBITDA margin at 27.9% was up 90bp QoQ and 40bp below our estimate on the back of higher-than-expected employee expenses.
- Adj. PAT was up 33.5% YoY at INR817m, beating our estimate due to higher other income.
- Traffic momentum remained intact in 3Q, growing 9% YoY to 272m after 10% YoY growth reported in 2Q. Total suppliers on the platform stood at 7.8m, up 5.0% YoY
- Total cash and Investments stood at INR20.4b.

#### Highlights from the management commentary

- The slowing customer growth is primarily attributed to the churn that has intensified in the Silver bucket, which is also leading to slower growth in collections. The subscriber addition to 5k-6k per quarter would result in 20% YoY growth in collections going forward.
- To address the churn in the Silver bucket, the company has hired senior managers; however, it will take a couple of quarters to reduce that degree of churn.
- In terms of unique business enquiries, the YoY growth decelerated. The company has experimented (through WhatsApp, social media apps) in the past to improve unique business enquiries. The company firmly believes that it will achieve the earlier YoY growth rate in unique business enquiries.
- The increase in employee costs was mainly due to wage revisions in 3Q (Dec'23) — ideally the wage revision cycle is executed in 4Q.

#### Valuation and View

- We anticipate that collection growth would return to its earlier trajectory with the reduction of churn in the Silver bucket.
- We are confident of strong fundamental growth in operations, propelled by: 1) higher growth in Digitization among SMEs (~25%), 2) the need for out-of-the-circle buyers, 3) a strong network effect, 4) over 70% market share in the underlying industry, 5) the ability to improve ARPU on low price sensitivity, and 6) higher operating leverage.
- We have arrived at our DCF-based TP of INR3,000, assuming 12.5% WACC and a terminal growth rate of 6.5%. Our TP implies a 21% potential upside. **We reiterate our BUY rating on the stock.**

**Consolidated quarterly earnings**

(INR m)

Y/E March	FY23				FY24				FY23	FY24E	FY24 3QE	Var. (%/bp)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
<b>Gross Sales</b>	<b>2,246</b>	<b>2,406</b>	<b>2,514</b>	<b>2,688</b>	<b>2,821</b>	<b>2,947</b>	<b>3,053</b>	<b>3,218</b>	<b>9,854</b>	<b>12,039</b>	<b>3,065</b>	<b>-0.4</b>
Change (YoY %)	23.7	31.9	33.7	33.5	25.6	22.5	21.4	19.7	30.8	22.2	21.9	-50bp
Total Expenditure	1,604	1,734	1,812	2,027	2,048	2,150	2,200	2,385	7,177	8,783	2,198	0.1
<b>EBITDA</b>	<b>642</b>	<b>672</b>	<b>702</b>	<b>661</b>	<b>773</b>	<b>797</b>	<b>853</b>	<b>833</b>	<b>2,677</b>	<b>3,256</b>	<b>867</b>	<b>-1.6</b>
Margin (%)	28.6	27.9	27.9	24.6	27.4	27.0	27.9	25.9	27.2	27.0	28.3	-30bp
Depreciation	63	76	86	86	74	80	84	86	311	324	79	6
Interest	12	26	22	21	22	23	22	22	81	89	20	10
Other Income	10	466	352	307	571	346	417	387	1,135	1,721	352	19
<b>PBT before EO expense</b>	<b>577</b>	<b>1,036</b>	<b>946</b>	<b>861</b>	<b>1,248</b>	<b>1,040</b>	<b>1,164</b>	<b>1,112</b>	<b>3,420</b>	<b>4,564</b>	<b>1,120</b>	<b>3.9</b>
Extra-Ord. expense	0	0	-516	0	18	0	0	0	-516	18	0	
<b>PBT</b>	<b>577</b>	<b>1,036</b>	<b>1,462</b>	<b>861</b>	<b>1,230</b>	<b>1,040</b>	<b>1,164</b>	<b>1,112</b>	<b>3,936</b>	<b>4,546</b>	<b>1,120</b>	<b>3.9</b>
Tax	40	243	240	198	293	239	277	255	721	1,064	257	8
Rate (%)	6.9	23.5	16.4	23.0	23.8	23.0	23.8	23.0	18.3	23.4	22.9	90bp
MI and P/L of Asso. Cos.	70	109	94	105	106	110	80	80	378	376	110	
<b>Reported PAT</b>	<b>467</b>	<b>684</b>	<b>1,128</b>	<b>558</b>	<b>831</b>	<b>691</b>	<b>807</b>	<b>776</b>	<b>2,837</b>	<b>3,105</b>	<b>753</b>	<b>7.1</b>
<b>Adj. PAT</b>	<b>467</b>	<b>684</b>	<b>612</b>	<b>558</b>	<b>849</b>	<b>691</b>	<b>807</b>	<b>776</b>	<b>2,321</b>	<b>3,123</b>	<b>753</b>	<b>7.1</b>
Change (YoY %)	-46.9	-16.8	-12.8	-2.8	81.8	1.0	31.8	39.1	-22.0	34.6	23.1	880bp
Margin (%)	20.8	28.4	24.3	20.8	30.1	23.4	26.4	24.1	23.6	25.9	24.6	190bp

**Key performance indicators**

Y/E March	FY23				FY24				FY23	FY24E
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE		
<b>Revenue indicators</b>										
Paid suppliers ('000)	179.0	188.0	194.4	203.0	208.0	210.0	212.0	217.2	203.0	217.2
ARPU ('000)	47.6	48.7	49.4	50.6	51.5	53.5	55.1	56.8	46.4	53.0
<b>Cost indicators</b>										
Employees	3835	4088	4413	4583	4821	5,066	5,186	5,286	4583	
Other expenses (INR m)	359	484	482	567	488	460	460	478	1892	

## Metro Brands

BSE SENSEX 71,187 S&amp;P CNX 21,462

## Conference Call Details

Date: 19<sup>th</sup> Jan 2024

Time: 03:30PM IST

## Financials &amp; Valuations (INR b)

Y/E March	FY23	FY24E	FY25E
Sales	21.3	24.9	30.3
EBITDA	6.8	7.4	9.7
Adj. PAT	3.6	3.6	5.0
EBITDA Margin (%)	31.9	29.8	32.0
Adj. EPS (INR)	13.3	13.3	18.5
EPS Gr. (%)	70.7	0.4	38.7
BV/Sh. (INR)	58.3	66.9	78.8

## Ratios

Net D:E	0.2	0.2	0.2
RoE (%)	25.7	21.8	26.0
RoCE (%)	18.4	15.4	17.6
Payout (%)	37.4	37.2	37.2

## Valuations

P/E (x)	90.4	90.0	64.9
EV/EBITDA (x)	49.2	45.1	34.5
EV/Sales (X)	15.7	13.4	11.0
Div. Yield (%)	0.4	0.4	0.6
FCF Yield (%)	0.9	1.5	1.8

CMP: INR1202

Buy

## PAT down 13% (big miss) due to lower revenue and CBL loss

- Consolidated revenue grew 6% YoY to INR6.4b (12% miss) in 3QFY24, mainly driven by store additions as revenue per store remained muted.
  - Excluding CBL revenue, revenue grew 5% YoY to INR6.3b, aided by store additions; however, revenue per store declined ~7% YoY to INR7.6m.
  - Same-store sales declined due to a higher base in FY23.
  - Normalizing the impact of the shift in the festive season, cumulative revenue for 2Q and 3Q of FY24 grew 8% YoY vs. 15% growth in stores, implying a 7% decline in revenue per store, which indicates a weak operating performance.
- Gross profit increased by 7% YoY to INR3.8b, while margins expanded 70bp YoY to 59.9%. Gross margins remained higher than the company's annual guidance of 55-57%.
- EBITDA declined 3% YoY to INR2b (17% miss)** as higher gross margins were offset by higher employee costs and other expenses. **Adjusting for CBL loss, EBITDA was up 3% YoY at INR2.1b, with 33.6% margin (vs. 35.1% YoY).**
- Depreciation/finance costs grew 16%/18% YoY, while other income rose 9% YoY.
- Resultantly, PAT was down 13% YoY at INR981m (25% miss). **However, adjusting CBL loss, PAT was fairly flat YoY at INR1.1b.**
- For 9MFY24, revenue grew 12% YoY to INR17.7b, and EBITDA grew by merely 1% to INR5.4b, dragged down by lower margins from Cravatex and higher opex. PAT for 9MFY24 declined 13% YoY to INR2.6b, hit by CBL losses.
- The company announced an interim dividend of INR2.75 per share.

## Store additions-

- The company added net 23 stores in 3QFY24, taking the total store count to 840, which included 14 stores for FILA. Excluding FILA, the company added net 31 stores, with a total store count of 826.
- It added 87 stores in 9MFY24, excluding CBL.**

## Cravatex brands (CBL) update-

- CBL revenue for 3QFY24 stood at INR80m, accounting for ~1% of METRO's consolidated revenue.
- Operating loss widened to INR120m vs. INR90m in 1QFY24 and INR70m in 2QFY24.
- The management indicated that the liquidation of excess inventory is on track and will substantially be completed by Mar'24.



### Strategic Partnership

- The company announced a strategic partnership with Foot Locker, which is expected to provide METRO access to premium brands globally in sports, athleisure, and sneakers.
- The Foot Locker partnership fits strategically and addresses a big white space for METRO in the sports & athleisure category, which is expected to grow exponentially in coming years in India, in our view.

### Update on BIS

- The Department for Promotion of Industry and Internal Trade (DPIIT) issued BIS Quality Control Order (QCO) for footwear, which is mandatory from 1<sup>st</sup> Jan'24 for most categories of footwear.
- In order to circumvent any potential supply-chain disruptions, METRO has front-loaded inventory to some extent, which is expected to lead to higher inventory levels until the end of 1QFY25.

### Consolidated - Quarterly Earning

(INR m)

Y/E March	FY23				FY24E				FY23	FY24E	FY24E	Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		3QE	Var (%)	
<b>Revenue</b>	<b>5,080</b>	<b>4,763</b>	<b>5,987</b>	<b>5,441</b>	<b>5,825</b>	<b>5,557</b>	<b>6,355</b>	<b>7,202</b>	<b>21,271</b>	<b>24,939</b>	<b>7,207</b>	<b>-11.8</b>
YoY Change (%)	286.6	46.7	23.8	35.0	14.7	16.7	6.1	32.4	58.4	17.2	20.4	
Total Expenditure	3,251	3,292	3,935	4,006	3,959	4,003	4,365	5,192	14,483	17,520	4,811	-9.3
<b>EBITDA</b>	<b>1,829</b>	<b>1,472</b>	<b>2,052</b>	<b>1,436</b>	<b>1,866</b>	<b>1,554</b>	<b>1,990</b>	<b>2,010</b>	<b>6,788</b>	<b>7,419</b>	<b>2,396</b>	<b>-17.0</b>
EBITDA Margin (%)	36.0	30.9	34.3	26.4	32.0	28.0	31.3	27.9	31.9	29.8	33.3	1.9
Depreciation	390	414	504	502	543	572	586	611	1,810	2,312	593	-1.1
Interest	134	148	173	175	185	197	204	218	631	804	201	1.3
Other Income	93	118	146	187	144	162	160	134	544	599	153	3.9
<b>PBT</b>	<b>1,397</b>	<b>1,027</b>	<b>1,521</b>	<b>946</b>	<b>1,282</b>	<b>946</b>	<b>1,359</b>	<b>1,314</b>	<b>4,891</b>	<b>4,902</b>	<b>1,756</b>	<b>-22.6</b>
Tax	345	253	394	267	353	275	379	267	1,257	1,274	457	-17.1
Rate (%)	24.7	24.6	25.9	28.2	27.5	29.1	27.9	20.3	25.7	26.0	26.0	
MI & Profit/Loss of Asso. Cos.	5	5	2	8	0	0	0	0	20	0	0	
<b>PAT before MI</b>	<b>1,052</b>	<b>774</b>	<b>1,128</b>	<b>680</b>	<b>929</b>	<b>671</b>	<b>981</b>	<b>1,047</b>	<b>3,634</b>	<b>3,627</b>	<b>1,300</b>	<b>-24.5</b>
<b>Adj PAT post MI</b>	<b>1,058</b>	<b>779</b>	<b>1,130</b>	<b>688</b>	<b>929</b>	<b>671</b>	<b>981</b>	<b>1,047</b>	<b>3,654</b>	<b>3,627</b>	<b>1,300</b>	<b>-24.5</b>
YoY Change (%)	-973	41	11	-1	-12	-14	-13	52	70.4	-0.7	15	

E: MOFSL Estimates

# 360ONE WAM

Bloomberg	360ONE IN
Equity Shares (m)	356
M.Cap.(INRb)/(USD\$)	230.5 / 2.8
52-Week Range (INR)	735 / 395
1, 6, 12 Rel. Per (%)	-4/16/20
12M Avg Val (INR M)	285

## Conference Call details

[Link for the call](#)

19 Jan, 2024

2.00 pm

## Financials & Valuations (INR b)

Y/E March	2024E	2025E	2026E
Net Revenues	17.5	20.9	23.6
Opex	8.6	9.3	10.0
Core PBT	9.0	11.6	13.6
PAT	7.6	9.5	11.1
EPS	21.2	26.6	31.1
EPS Grw (%)	14.8	25.4	16.9
BV	91.4	96.7	103.0

## Ratios

PBT margin (bp)	29.0	31.1	31.3
PAT margin (bp)	24.4	25.4	25.5
RoE (%)	23.8	28.3	31.1
Div. Payout (%)	80.0	80.0	80.0

## Valuations

P/E (x)	30.3	24.2	20.7
P/BV (x)	7.0	6.6	6.2
Div. Yield (%)	2.6	3.3	3.9

## CMP: INR643

Buy

### Profitability in line; yields on ARR assets flat sequentially

- Revenue grew 6% YoY (broadly in line) to INR4.4b in 3QFY24.
- Total opex rose 24% YoY to ~INR2.3b, which was 6% higher than our estimate. Increased employee costs (6% above estimate) led to higher opex in 3QFY24.
- Employee costs jumped 30% YoY. Total ESOP cost came in at INR120m (+109% YoY and +33% QoQ). During the quarter, 360ONE's cost-to-income ratio increased ~760bp YoY to 52.5% (vs. our estimate of 48%).
- PBT for the quarter was broadly in line at ~INR2.4b. PAT grew 13% YoY to INR1.9b in 3QFY24.
- For 9MFY24, Revenue/PAT grew 9%/12% YoY to INR12.7b/INR5.7b.
- Total AUM rose 32% YoY to INR4.54t led by a continued focus on scaling up the ARR assets. ARR AUM was up 33% YoY to INR2.21t. Yields on ARR assets stood at 64bp during the quarter.
- The Board has approved an interim dividend of INR4.5 per share.

### Valuation and view

360ONE is looking to diversify its presence in terms of client segment (mass affluent) and geography (lower tier cities). However, investments into team building has kept the costs at elevated levels. ARR inflows have been healthy with wealth management seeing INR77b while AMC witnessing INR11b inflows in 3QFY24. Sequentially, yields on ARR assets were flat, while the same declined for TBR assets. We look to revise our estimates and TP post the concall on 19<sup>th</sup> Jan'24.

## Quarterly performance

Y/E March	FY23				FY24E			3QFY24E	Act. Vs Est.	YoY	QoQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q				
<b>Net Revenues</b>	<b>3,747</b>	<b>3,825</b>	<b>4,150</b>	<b>3,929</b>	<b>4,060</b>	<b>4,270</b>	<b>4,400</b>	<b>4,521</b>	<b>-3</b>	<b>6%</b>	<b>3%</b>
Change (%)	32.2	21.7	9.7	-7.1	8.4	11.6	6.0	9.0			
ARR Assets Income	3,017	2,843	3,053	2,797	3,240	3,110	3,390	3,421	-1	11%	9%
TBR Assets Income	730	982	1,097	1,132	820	1,160	1,010	1,100	-8	-8%	-13%
<b>Operating Expenses</b>	<b>1,670</b>	<b>1,794</b>	<b>1,863</b>	<b>1,850</b>	<b>2,090</b>	<b>2,140</b>	<b>2,310</b>	<b>2,172</b>	<b>6</b>	<b>24%</b>	<b>8%</b>
Change (%)	9.1	3.7	-16.1	-21.3	25.1	19.3	24.0	16.6			
Cost to Income Ratio (%)	44.6	46.9	44.9	47.1	51.5	50.1	52.5	48.0	446bps	760bps	238bps
<b>Operating Profits</b>	<b>2,077</b>	<b>2,031</b>	<b>2,286</b>	<b>2,079</b>	<b>1,970</b>	<b>2,130</b>	<b>2,090</b>	<b>2,349</b>	<b>-11</b>	<b>-9%</b>	<b>-2%</b>
Change (%)	59.3	43.7	46.4	10.7	-5.1	4.9	-8.6	2.8			
Other Income	-60	225	-54	-78	290	140	270	100			
<b>Profit Before Tax</b>	<b>2,017</b>	<b>2,255</b>	<b>2,232</b>	<b>2,001</b>	<b>2,260</b>	<b>2,270</b>	<b>2,360</b>	<b>2,449</b>	<b>-4</b>	<b>6%</b>	<b>4%</b>
Change (%)	33.6	19.1	12.7	-6.6	12.1	0.7	5.7	9.7			
Tax	449	512	517	447	403	408	429	563	-24	-17%	5%
Tax Rate (%)	22.2	22.7	23.2	22.3	17.8	18.0	18.2	23.0	-498bps		20bps
<b>PAT</b>	<b>1,568</b>	<b>1,744</b>	<b>1,715</b>	<b>1,554</b>	<b>1,857</b>	<b>1,862</b>	<b>1,931</b>	<b>1,886</b>	<b>2</b>	<b>13%</b>	<b>4%</b>
Change (%)	34.2	21.5	12.0	-6.2	18.4	6.8	12.6	10.0			
PAT Margins (%)	41.9	45.6	41.3	39.6	45.7	43.6	43.9	41.7	217bps	255bps	28bps
<b>Key Operating Parameters (%)</b>											
<b>AUM (INR B)</b>	<b>3,147</b>	<b>3,333</b>	<b>3,447</b>	<b>3,408</b>	<b>3,827</b>	<b>4,125</b>	<b>4,539</b>	<b>4,241</b>	<b>7</b>	<b>32%</b>	<b>10%</b>
Change (%)	33.8	29.9	31.2	30.2	21.6	23.8	31.7	23.0			
ARR Assets	1,429	1,550	1,665	1,672	1,904	2,025	2,208	2,141	3	33%	9%
TBR Assets	1,718	1,783	1,782	1,737	1,923	2,100	2,331	2,100	11	31%	11%
<b>Yield on AUM - Calculated (%)</b>	<b>0.52</b>	<b>0.47</b>	<b>0.49</b>	<b>0.46</b>	<b>0.45</b>	<b>0.43</b>	<b>0.41</b>	<b>0.43</b>			
ARR Assets	0.84	0.76	0.76	0.67	0.72	0.63	0.64	0.66			
TBR Assets	0.20	0.22	0.25	0.26	0.18	0.23	0.18	0.21			

# HomeFirst Finance

**BSE SENSEX** 71,187  
**S&P CNX** 21,462

**Concall details:**

Date : 19/01/2024

[Link for the call](#)

Time: 4:00 pm IST

Dial in: +91 22 7115 8300



**Financials & Valuations (INR b)**

Y/E March	FY24E	FY25E	FY26E
NII	5.4	6.8	8.5
PPoP	4.3	5.2	6.6
PAT	3.0	3.7	4.8
EPS (INR)	34.3	41.6	53.5
EPS Gr. (%)	32.1	21.3	28.8
BV/Sh. (INR)	237	275	325
ABV/Sh (INR)	231	268	317
<b>Ratios</b>			
NIM (%)	6.4	6.1	6.0
C/I ratio (%)	35.4	35.5	34.0
RoAA (%)	3.9	3.6	3.7
RoAE (%)	15.5	16.3	17.9
<b>Valuations</b>			
P/E (x)	28.7	23.6	18.3
P/BV (x)	4.1	3.6	3.0
P/ABV (x)	4.3	3.7	3.1
Div. yield (%)	0.3	0.4	0.4

**CMP: INR984**

**Buy**

**PPOP/PAT in line; NIM compression of ~35bp QoQ**

**BT-out rate improve sequentially, but remain elevated at 7.5%**

- HomeFirst’s 3QFY24 PAT grew 35% YoY to INR788m (in line). NII rose 21% YoY to INR1.34b (in line). Non-interest income grew 140% YoY, led mainly by higher assignment income and Treasury income (25% above MOSLe).
- Opex (in line) grew 38% YoY to INR611m. PPOP grew ~35% YoY to INR1.1b.
- Credit costs of INR70m (in line) translated into annualized credit costs of ~30bp (PQ: ~40bp).

**Business momentum strong with sequential improvement in BT-out rate**

- Disbursements grew 29% YoY to ~INR10b, leading to AUM growth of 34% YoY to ~INR90.1b.
- BT-out rate (annualized) declined to ~7.5% (PQ: ~8.6% and PY:~4.8%).

**Spreads and NIM contract due to a moderation in yields and rise in CoF**

- Reported yield moderated ~10bp QoQ to 13.5%, while the CoB rose ~10bp QoQ to 8.2%. Reported spreads contracted ~20bp QoQ to 5.3%.
- Reported NIM contracted ~35bp QoQ to 5.7%. Incremental CoF (excl. NHB borrowings) stood at 8.7%. Overall marginal CoF (incl. NHB borrowings) stood at 8.4% in 3QFY24.

**Marginal improvement in asset quality; bounce rate rises in 3QFY24/Jan’24**

- GS3 improved ~5bp to 1.7%, and NS3 remained stable at 1.2% as of Dec’23. PCR declined ~40bp QoQ to ~30% in 3QFY24.
- 1+dpd remained stable at 4.5% while bounce rates inched up to ~15% in 3QFY24 and ~15.3% in Jan’24 (vs. ~14.2% in 2QFY24).
- Capital adequacy stood at ~41% (Tier 1: ~40.5%)

**Valuation and view**

HomeFirst has made strategic investments in establishing a franchise, positioning the company effectively to capitalize on the strong growth potential of affordable housing finance. The company continues to expand its distribution network in a contiguous manner across Tier I, II, and III cities within its existing states. We estimate HomeFirst to deliver ~31% AUM CAGR over FY23-FY26, along with a NIM of 6.4%/6.1%/6.0% in FY24/FY25/FY26. We expect cost efficiencies to kick in and drive a sustained improvement in its operating cost ratios over the medium term. HomeFirst’s asset quality is expected to strengthen, and credit costs are likely to remain benign over FY25-FY26 as the company prioritizes early bucket collections, thereby driving improvement in asset quality. We might revise our estimates after the earnings call on 19<sup>th</sup> Jan’24.

Quarterly Performance												(INR m)
Y/E March	FY23				FY24E				FY23	FY24E	3QFY24E	Act V/s Est
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Interest Income	1,547	1,727	1,902	2,047	2,313	2,491	2,646	2,772	7,222	10,222	2,641	0
Interest expenses	607	712	796	929	1,068	1,170	1,302	1,306	3,043	4,846	1,261	3
<b>Net Interest Income</b>	<b>940</b>	<b>1,016</b>	<b>1,106</b>	<b>1,118</b>	<b>1,246</b>	<b>1,321</b>	<b>1,344</b>	<b>1,466</b>	<b>4,179</b>	<b>5,376</b>	<b>1,379</b>	-3
YoY Growth (%)	50.8	58.2	54.2	31.4	32.6	30.1	21.4	31.1	41.2	28.6	24.7	
Other Income	147	167	152	266	285	289	364	272	734	1,210	292	25
<b>Net Income</b>	<b>1,086</b>	<b>1,182</b>	<b>1,258</b>	<b>1,384</b>	<b>1,530</b>	<b>1,610</b>	<b>1,708</b>	<b>1,738</b>	<b>4,913</b>	<b>6,586</b>	<b>1,671</b>	<b>2</b>
YoY Growth (%)	22.3	31.8	30.5	35.4	40.9	36.1	35.7	25.6	29.3	34.1	32.8	
Operating Expenses	387	441	443	475	553	565	611	605	1,746	2,334	587	4
<b>Operating Profit</b>	<b>699</b>	<b>741</b>	<b>816</b>	<b>910</b>	<b>977</b>	<b>1,044</b>	<b>1,097</b>	<b>1,134</b>	<b>3,167</b>	<b>4,253</b>	<b>1,084</b>	<b>1</b>
YoY Growth (%)	15.3	24.3	25.3	38.1	39.8	40.9	34.5	24.6	24.8	34.3	32.9	
Provisions and Cont.	36	50	60	70	77	80	70	100	215	326	70	0
<b>Profit before Tax</b>	<b>663</b>	<b>692</b>	<b>756</b>	<b>840</b>	<b>900</b>	<b>964</b>	<b>1,027</b>	<b>1,034</b>	<b>2,952</b>	<b>3,926</b>	<b>1,014</b>	<b>1</b>
Tax Provisions	151	149	170	200	209	221	239	222	669	891	228	5
<b>Net Profit</b>	<b>512</b>	<b>543</b>	<b>586</b>	<b>640</b>	<b>691</b>	<b>743</b>	<b>788</b>	<b>813</b>	<b>2,283</b>	<b>3,035</b>	<b>786</b>	<b>0</b>
YoY Growth (%)	46.0	20.9	27.6	6.4	34.9	36.9	34.5	26.9	21.1	32.9	34.1	
<b>Key Operating Parameters (%)</b>												
Other income to Net Income Ratio	13.5	14.1	12.1	19.2	18.6	17.9	21.3		14.9	18.4		
Credit Cost	0.26	0.33	0.37	0.40	0.41	0.40	0.32		1.67	1.9		
Cost to Income Ratio	35.7	37.3	35.2	34.3	36.1	35.1	35.7		35.5	35.4		
Tax Rate	22.7	21.5	22.5	23.8	23.2	23.0	23.3		22.7	22.7		
<b>Balance Sheet Parameters</b>												
AUM (INR m)	58,319	62,750	67,512	71,980	77,760	83,654	90,137	96,699	71,980	96,699		
Change YoY (%)	35.8	35.9	35.2	33.8	33.3	33.3	33.5	34.3	33.8	34.3		
Loans (INR m)	47,222	51,454	55,955	59,957	65,194	70,253	75,479		59,957	80,735		
Change YoY (%)	39.1	41.5	41.5	39.3	38.1	36.5	34.9		39.3	34.7		
Borrowings (INR m)	48,387	52,282	58,045	59,556	68,215	72,792	82,514		48,135	67,252		
Change YoY (%)	22.9	30.5	44.5	32.5	41.0	39.2	42.2		38.8	39.7		
Loans/Borrowings (%)	97.6	98.4	96.4	100.7	95.6	96.5	91.5		125	120		
<b>Asset Quality Parameters (%)</b>												
GS 3 (INR m)	1,020	1,001	1,008	974	1,077	1,233	1,295		974	1,112		
Gross Stage 3 (% on Assets)	2.1	1.9	1.8	1.6	1.6	1.7	1.7		1.6	1.37		
NS 3 (INR m)	791	737	715	643	743	859	908		643	756		
Net Stage 3 (% on Assets)	1.66	1.42	1.27	1.06	1.13	1.21	1.19		1.1	0.93		
PCR (%)	22.4	26.4	29.1	34.0	31.0	30.3	29.9		34.0	32.0		
ECL (%)	0.98	0.98	0.96	0.96	0.94	0.91	0.89		0.96	0.94		
<b>Return Ratios (%)</b>												
ROAA (Rep)	3.9	3.8	3.8	3.9	3.9	3.8	3.7		3.9	3.9		
ROAE (Rep)	12.8	13.1	13.7	14.4	15.0	15.6	15.8		13.5	15.5		

E: MOFSL Estimates

## Shoppers Stop

BSE SENSEX  
71,187S&P CNX  
21,462

CMP: INR701

Neutral

## Conference Call Details

Date: 19<sup>th</sup> January 2024

Time: 11am IST

## Financials &amp; Valuations (INR b)

Y/E March	FY23	FY24E	FY25E
Sales	40.0	42.7	50.3
EBITDA	7.0	7.5	9.2
Adj. PAT	1.2	1.1	1.7
EBITDA Margin (%)	17.5	17.6	18.3
Adj. EPS (INR)	14.5	12.8	20.9
EPS Gr. (%)	NM	-12.1	63.6
BV/Sh. (INR)	24.7	36.7	56.6
<b>Ratios</b>			
Net D:E	9.7	6.7	4.6
RoE (%)	73.4	37.7	41.4
RoCE (%)	11.5	10.0	11.4
Payout (%)	0.0	0.0	0.0
<b>Valuations</b>			
P/E (x)	48.4	55.0	33.6
EV/EBITDA (x)	14.3	13.3	11.0
EV/Sales (x)	2.5	2.3	2.0
Div. Yield (%)	0.0	0.0	0.0
FCF Yield (%)	4.2	2.7	4.3

## EBITDA flat YoY (in line) on muted demand

- Shoppers Stop's (SHOP) standalone revenue grew 7% YoY to INR12.1b (in line) in 3QFY24, mainly driven by store additions and expansion of Intune.
  - LFL growth YoY (Calc.) is estimated to be flat (~1% YoY).
  - Private Brands' revenue declined 6% YoY to INR1.9b, whereas the Beauty segment reported YoY growth of 13%.
  - Revenue from Intune stood at INR110m, with a gradual improvement in items per ticket and ATV.**
- Gross margins contracted 120bp YoY to 39.7% (est. 40.9%), mainly due to a decline in the share of private labels and some impact of EOSS.
- Employee costs/other expenses grew 9%/4% YoY.
- As a result, EBITDA grew by merely 2% YoY to INR2.2b (in line), dragged down by a contraction in gross margins. EBITDA margin contracted 90bp YoY to 17.8%.
- Other income declined 86% YoY to INR33m, while finance costs grew 12% YoY.
- PAT at INR356m declined 43% YoY, due to lower other income and lower operating profits (big miss).

## Other business highlights

- Store additions continue: The company added net 3 new departmental stores and 1 new beauty store during 3QFY24.
- Investments and capex: Total capex for the quarter stood at INR410m, which consisted of INR380m for new stores and renovations and INR30m for technology and other items.
- Intune update: Sales for 3QFY24 stood at INR110m (vs. INR80m in 2QFY24). It had ASP of INR450, driven by sharp pricing and table offers. Items per ticket improved to 3.7, driving ATV of INR1,691. SHOP currently has 10 Intune stores and plans to add 14 stores in 4QFY24.
- Expansion plan: SHOP plans to add nearly 300 stores over FY24-26 — 164 Intune stores, 45 departmental stores, and 70 beauty stores.

## Standalone - Quarterly Earning

Y/E March	FY23				FY24E				FY23	FY24E	FY24 Est. Var	Est. Var (%)
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4QE				
<b>Total Revenue from Operations</b>	<b>9,419</b>	<b>10,082</b>	<b>11,317</b>	<b>9,165</b>	<b>9,816</b>	<b>10,252</b>	<b>12,068</b>	<b>10,530</b>	<b>39,984</b>	<b>42,665</b>	<b>11,918</b>	<b>1</b>
YoY Change (%)	368.4	59.6	19.0	29.1	4.2	1.7	6.6	14.9	60.3	6.7		
Total Expenditure	7,795	8,411	9,196	7,594	8,093	8,654	9,914	8,509	32,996	35,169	9,684	2
<b>EBITDA</b>	<b>1,624</b>	<b>1,672</b>	<b>2,121</b>	<b>1,571</b>	<b>1,723</b>	<b>1,598</b>	<b>2,154</b>	<b>2,021</b>	<b>6,988</b>	<b>7,495</b>	<b>2,235</b>	<b>-4</b>
EBITDA Margin (%)	17.2	16.6	18.7	17.1	17.6	15.6	17.8	19.2	17.5	17.6	18.8	
Depreciation	846	927	999	1,044	1,050	1,081	1,112	1,136	3,816	4,379	1,095	2
Interest	511	514	515	551	541	548	579	585	2,092	2,253	563	3
Other Income	56	39	244	222	73	105	33	349	561	561	105	-68
<b>PBT before EO expense</b>	<b>323</b>	<b>270</b>	<b>851</b>	<b>197</b>	<b>204</b>	<b>74</b>	<b>496</b>	<b>649</b>	<b>1,641</b>	<b>1,424</b>	<b>682</b>	<b>-27</b>
Extra-Ord expense	0	20	0	0	0	-49	0	0	20	-49	0	
<b>PBT</b>	<b>323</b>	<b>250</b>	<b>851</b>	<b>197</b>	<b>204</b>	<b>25</b>	<b>496</b>	<b>649</b>	<b>1,621</b>	<b>1,375</b>	<b>682</b>	<b>-27</b>
Tax	95	68	230	35	55	8	141	155	429	358	171	
Rate (%)	29.5	27.3	27.1	17.6	26.9	29.9	28.3	23.9	26.4	26.1	25.0	
<b>Reported PAT</b>	<b>228</b>	<b>181</b>	<b>621</b>	<b>163</b>	<b>149</b>	<b>18</b>	<b>356</b>	<b>494</b>	<b>1,192</b>	<b>1,016</b>	<b>512</b>	<b>-31</b>
<b>Adj PAT</b>	<b>228</b>	<b>201</b>	<b>621</b>	<b>163</b>	<b>149</b>	<b>67</b>	<b>356</b>	<b>494</b>	<b>1,212</b>	<b>1,065</b>	<b>512</b>	<b>-31</b>
YoY Change (%)	-122.2	-766.9	23.7	-200.9	-34.4	-66.8	-42.7	203.7	-269.1	-12.1	-17.5	





### **TCS: Mood is turning positive; BFSI & retail are bottoming out; K Krithivasan, CEO**

- Mood at DAVOS is very cautiously optimistic
- Believe BFSI & retail are bottoming out, next year should be better for BFSI & retail
- Want to bring back the engineering culture in the co.
- Want engineering culture the centre piece of our organization

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### **Cognizant: AI is 'under-hyped'; Ravi Kumar S, CEO**

- 2nd year is going to be about institutional building of the business
- Going to spend \$1b on AI
- AI is not overhyped, it is a unique opportunity for us
- This is an important phase for the company

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### **L&T: See no monetary impact due to the RedSea conflict; Subramanian Sarma, Whole Time Director**

Our business with Aramco is far away from the red sea conflict zone

We see no monetary impact due to the Red Sea conflict

Our bid pipeline is very strong, don't expect any interruption due to elections

Should get an update on our bid for an onshore EPC contract at Safaniya in next 3-4 wks

Safaniya contract could be a large opportunity

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### **JSW Steel: Looking to expand our capacity to 50 mt by 2030; Jayant Acharya, Joint MD & CEO**

- Expect 14% steel demand growth in India
- Co. will add around 300 mt of steel as part of energy transition process
- Will be adding around 50 mt of steel by 2030, expect to hit 35 mt steel capacity by FY25
- Rising steel exports from China is a concern, India needs to be wary of cheap imports
- Believe there is a case for protection since India has turned a net importer of steel

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### **Asian Paints: Confident of double-digit volume growth in Q4; Amit Syngle, CEO**

- Don't expect competition to get even ₹5,000 cr of sales in 3 yrs in an ₹80,000 cr find
- Confident of double-digit volume growth in Q4 as well, holding margin guidance at 18-20% because of geopolitical uncertainty
- target addition of 8,000-10,000 retailer touch points annually
- Expect to see some recovery in home care going forward

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### **LTIMINDTREE: Clients continue to be cautious around budgets given political uncertainty; Sudhir Chaturvedi, President**

- Large deal pipeline stands at \$4.7B
- EBIT margin of 17-18% continues to be the aspiration
- Furloughs were deeper and broader than expected; to continue into Q4
- Expect BFSI pressure to ease in a couple of quarters

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### **Aarti Industries: Will generate ₹1,500 cr a year as revenue from this order; Rajendra V Gogri, CMD**

- Rs.6000 cr order is from an existing biz which is converted into a contract
- Will double revenues from current product to 1500cr
- Margins will be 15-17% & existing capacity will be sufficient for this contract
- Will generate ₹1,500 cr a year as revenue from this order

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Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
<b>Automobiles</b>																
Amara Raja Ener.	Neutral	811	780	-4	47.8	53.7	56.4	11.8	12.5	5.0	17.0	15.1	2.4	2.1	14.6	14.8
Apollo Tyres	Buy	500	535	7	27.9	33.0	36.6	63.1	18.0	11.0	17.9	15.2	1.8	1.6	13.0	13.8
Ashok Ley.	Buy	174	215	24	8.8	10.9	12.1	95.6	23.8	11.2	19.7	15.9	4.9	3.9	27.5	27.4
Bajaj Auto	Neutral	7083	6160	-13	282.6	315.2	351.2	31.9	11.6	11.4	25.1	22.5	7.1	6.5	29.9	30.2
Balkrishna Inds	Neutral	2560	2475	-3	71.7	94.9	118.1	37.5	32.3	24.5	35.7	27.0	5.9	5.2	17.4	20.5
Bharat Forge	Buy	1223	1385	13	27.7	40.2	44.6	138.2	45.0	11.1	44.2	30.5	7.4	6.1	17.9	22.0
Bosch	Neutral	22810	20115	-12	557.7	715.6	815.4	15.5	28.3	14.0	40.9	31.9	5.4	5.0	14.1	16.3
CEAT	Buy	2524	2960	17	173.9	181.9	202.6	235.2	4.6	11.3	14.5	13.9	2.5	2.2	18.7	16.7
Craftsman Auto	Buy	4694	6050	29	186.8	232.4	289.2	58.8	24.4	24.4	25.1	20.2	5.7	4.5	25.3	24.9
Eicher Mot.	Neutral	3690	3815	3	147.5	167.2	195.2	38.4	13.4	16.8	25.0	22.1	5.7	4.8	24.6	23.6
Endurance Tech.	Buy	2034	2160	6	48.5	61.9	72.0	39.8	27.7	16.4	42.0	32.9	5.7	5.0	14.5	16.3
Escorts Kubota	Neutral	2904	2900	0	90.3	104.4	119.9	75.9	15.6	14.9	32.2	27.8	3.9	3.4	12.7	13.1
Exide Ind	Buy	319	355	11	12.9	15.8	18.4	21.7	22.3	16.5	24.7	20.2	2.3	2.1	9.1	10.3
Hero Moto	Buy	4395	4590	4	199.7	215.7	242.4	37.2	8.0	12.4	22.0	20.4	4.7	4.2	22.7	22.0
M&M	Buy	1617	2005	24	89.4	94.4	104.7	37.8	5.6	11.0	18.1	17.1	3.7	3.2	22.5	20.2
CIE Automotive	Buy	493	555	13	22.3	26.5	30.7	23.3	19.2	15.8	22.2	18.6	3.2	2.8	15.5	16.3
Maruti Suzuki	Buy	9921	12055	22	443.3	460.9	508.2	63.1	4.0	10.3	22.4	21.5	4.2	3.3	18.7	15.1
MRF	Sell	137568	104185	-24	5,385.8	5,360.85	929.5	197.0	-0.5	10.6	25.5	25.7	3.4	3.1	14.4	12.6
Samvardh. Motherson	Buy	108	120	11	4.3	5.1	5.7	85.5	20.0	10.9	25.2	21.0	3.0	2.7	12.4	13.5
Motherson Wiring	Buy	62	70	14	1.4	1.8	2.1	27.7	27.7	15.3	43.7	34.3	16.3	13.0	41.5	42.3
Sona BLW Precis.	Neutral	577	595	3	8.9	11.6	13.8	31.4	29.4	19.5	64.6	49.9	12.7	10.8	21.1	23.4
Tata Motors	Buy	819	900	10	43.2	49.5	61.1	1,907.3	14.7	23.4	19.0	16.5	5.2	3.9	31.4	26.6
TVS Motor	Neutral	2012	1780	-12	43.9	53.5	62.5	44.5	21.8	16.8	45.8	37.6	12.2	9.5	30.0	28.4
Tube Investments	Buy	3847	3945	3	59.2	73.2	83.6	46.0	23.7	14.2	65.0	52.5	15.1	12.1	25.8	25.6
<b>Aggregate</b>								<b>85.2</b>	<b>12.7</b>	<b>14.7</b>	<b>24.2</b>	<b>21.5</b>	<b>4.8</b>	<b>4.0</b>	<b>20.0</b>	<b>18.8</b>
<b>Banks - Private</b>																
AU Small Finance	Buy	734	850	16	25.2	33.4	46.1	14.6	32	38.0	29.1	22.0	4.0	3.4	14.5	16.6
Axis Bank	Buy	1097	1250	14	76.7	93.9	114.6	7.5	22.4	22.1	14.3	11.7	2.2	1.9	17.0	17.5
Bandhan Bank	Neutral	228	270	19	20.4	25.7	30.9	50.0	26	20.3	11.1	8.9	1.7	1.5	15.9	17.7
DCB Bank	Neutral	149	150	0	17.3	21.1	25.2	15.5	22.3	19.2	8.7	7.1	1.0	0.9	11.9	13.1
Equitas Small Fin.	Buy	112	130	16	7.3	8.7	11.4	50.6	19.2	30.9	15.3	12.8	2.1	1.9	14.8	15.5
Federal Bank	Buy	147	175	19	16.7	18.5	21.7	17.2	10.3	17.6	8.8	8.0	1.2	1.1	15.1	14.5
HDFC Bank	Buy	1487	1950	31	79.8	96.2	115.8	0.6	20.6	20.4	18.6	15.5	2.6	2.3	14.6	15.8
ICICI Bank	Buy	987	1200	22	57.3	65.4	76.3	25.1	14.1	16.6	17.2	15.1	3.0	2.5	18.7	18.2
IDFC First Bk	Neutral	86	95	10	4.7	6.0	7.8	25.1	25.9	29.7	18.2	14.4	1.8	1.6	10.9	11.7
IndusInd	Buy	1613	1900	18	116.0	140.5	170.5	20.8	21.1	21.4	13.9	11.5	2.0	1.7	15.4	16.2
Kotak Mah. Bk	Neutral	1777	2000	13	92.0	105.4	124.0	21.1	14.6	17.7	19.3	16.9	2.7	2.3	15.1	14.7
RBL Bank	Neutral	270	275	2	21.1	28.3	37.4	43.1	34.3	32.2	12.8	9.5	1.1	1.0	9.0	11.2
SBI Cards	Buy	750	900	20	25.7	35.1	47.0	7.5	36.5	33.8	29.2	21.4	5.9	4.7	22.3	24.5
<b>Aggregate</b>								<b>26.5</b>	<b>19.8</b>	<b>20.3</b>	<b>17.4</b>	<b>14.5</b>	<b>2.6</b>	<b>2.3</b>	<b>15.1</b>	<b>15.7</b>
<b>Banks - PSU</b>																
BOB	Buy	228	280	23	32.8	39.3	47.1	20.5	19.7	19.8	6.9	5.8	1.1	0.9	17.1	17.7
Canara Bank	Buy	458	550	20	79.1	95.4	114.2	35.3	20.6	19.7	5.8	4.8	1.0	0.8	19.7	19.7
Indian Bank	Buy	444	525	18	59.8	71.6	86.9	41.1	19.7	21.3	7.4	6.2	1.1	0.9	16.4	17.0
Punjab Natl. Bank	Neutral	98	90	-9	6.4	10.1	14.6	180.6	57.5	44.8	15.4	9.8	1.1	1.0	7.4	10.6
SBI	Buy	628	800	27	70.7	90.5	106.3	13.3	28	17.5	8.9	6.9	1.4	1.2	17.3	18.9
Union Bank (I)	Buy	133	150	13	19.6	22.7	26.9	59.1	15	18.8	6.8	5.9	1.1	0.9	17.4	17.7
<b>Aggregate</b>								<b>27.6</b>	<b>27</b>	<b>20</b>	<b>8</b>	<b>6.5</b>	<b>1.2</b>	<b>1.1</b>	<b>14.8</b>	<b>16.4</b>
<b>NBFCs</b>																
AAVAS Financiers	Neutral	1501	1700	13	62.7	76.4	95.9	15.2	21.9	25.6	23.9	19.7	3.2	2.7	14.1	14.8
Aditya Birla Cap	Buy	175	220	25	10.8	13.9	17.5	27.3	28.6	25.4	16.2	12.6	1.8	1.6	12.3	13.5
Angel One	Buy	3299	4000	21	131.6	163.8	199.6	22.4	24.5	21.9	25.1	20.1	9.6	7.5	43.6	41.8



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Bajaj Fin.	Buy	7265	8900	23	238.0	306.3	389.4	25.0	28.7	27.1	30.5	23.7	5.9	4.8	22.5	22.4
Cams Services	Buy	2803	3310	18	68.8	84.9	103.4	18.5	23.3	21.8	40.7	33.0	15.3	13.1	40.1	42.7
Can Fin Homes	Neutral	778	-		34.3	41.6	53.5	-26.5	21.3	28.6	28.7	23.6	4.1	3.6	18.8	17.6
Cholaman.Inv.&FnBuy		1292	1450	12	41.5	55.4	68.8	27.9	33.7	24.1	31.2	23.3	5.5	4.5	20.6	21.4
CreditAccess	Buy	1647	1845	12	92.7	113.3	135.6	78.3	22.3	19.7	17.8	14.5	4.0	3.1	25.2	24.1
Fusion Micro	Buy	630	720	14	54.0	72.1	88.7	40.1	33.4	23.0	11.7	8.7	2.2	1.8	20.9	22.4
HDFC Life Insur.	Neutral	608	700	15	7.4	11.3	14.0	17.7	51.6	24.3	81.8	53.9	2.8	2.4	17.8	17.5
Home First Fin.	Buy	982	1100	12	34.3	41.6	53.5	32.1	21.3	28.8	28.7	23.6	4.1	3.6	15.5	16.3
ICICI Pru Life	Buy	486	580	19	2.4	3.3	4.8	-57.4	37.5	45.5	199.4	149.2	1.7	1.4	16.4	16.6
ICICI Lombard	Buy	1440	1650	15	39.7	48.6	55.4	12.7	22.4	14.1	36.3	29.7	6.1	5.3	17.7	19.2
ICICI Securities	Under Review	764	-		50.7	56.0	63.8	45.5	10.4	14.0	15.1	13.6	7.2	6.1	52.2	48.3
IIFL Finance	Buy	640	800	25	50.9	65.0	81.4	29.1	27.7	25.2	12.6	9.9	2.3	1.9	19.8	21.0
360 ONE WAM	Buy	643	-		21.2	26.6	31.1	14.8	25.4	16.9	30.3	24.2	7.0	6.7	23.8	28.3
IndoStar	Buy	198	195	-2	8.4	17.6	29.1	-49.0	108.0	65.7	23.5	11.3	0.8	0.8	3.6	7.1
L&T Fin Holdings	Buy	166	195	17	9.7	11.7	15.5	48.5	20.6	32.2	17.1	14.2	1.8	1.6	10.7	11.9
Life Insurance Corp.	Buy	900	960	7	44.9	42.6	58.4	-22.0	-5.1	37.1	20.1	21.1	0.8	0.7	19.8	12.6
LIC Hsg Fin	Buy	576	660	15	82.2	84.1	92.2	56.4	2.3	9.7	7.0	6.9	1.0	0.9	15.7	14.3
Manappuram Fin.	Buy	170	205	21	26.5	30.1	35.9	49.4	13.8	19.3	6.4	5.6	1.2	1.0	21.1	20.1
MAS Financial	Buy	971	1100	13	45.6	58.2	71.3	24.1	27.5	22.5	21.3	16.7	3.1	2.7	15.8	17.3
Max Financial	Neutral	899	970	8	13.3	16.3	22.5	44.3	23.0	37.9	67.8	55.1	2.0	1.7	20.2	19.6
M&M Fin.	Buy	278	330	19	14.6	22.2	27.8	-9.2	52.2	25.1	19.0	12.5	2.0	1.8	10.6	14.9
Muthoot Fin	Neutral	1380	1350	-2	101.0	115.0	130.9	16.7	13.9	13.8	13.7	12.0	2.3	2.0	17.9	17.7
Piramal Enterp.	Buy	896	1200	34	56.8	78.0	106.3	-24.2	37.3	36.3	15.8	11.5	0.7	0.7	4.2	5.8
PNB Housing	Buy	857	1025	20	59.2	74.1	92.1	-4.5	25.2	24.3	14.5	11.6	1.5	1.3	11.8	12.1
Poonawalla Fincorp	Buy	492	580	18	13.0	18.5	26.6	67.9	42.3	43.8	38.3	26.8	4.6	4.0	13.5	16.0
Repco Home Fin	Neutral	404	460	14	61.2	64.8	71.4	29.4	5.8	10.2	6.6	6.2	0.9	0.8	14.2	13.2
Spandana Sphoorty	Buy	1138	1320	16	73.5	92.6	110.9	4,112.1	25.9	19.8	15.5	12.3	2.2	1.9	15.5	16.6
Shriram Finance	Buy	2256	2400	6	195.8	222.8	268.5	22.6	13.8	20.5	11.5	10.1	1.7	1.5	15.8	15.9
SBI Life Insurance	Buy	1406	1700	21	20.3	23.8	26.1	17.8	17.5	9.6	69.4	59.1	2.5	2.1	21.2	20.4
Star Health Insu	Buy	568	730	28	14.3	19.6	24.5	34.0	37.2	25.4	39.9	29.1	4.5	3.9	11.9	14.3
<b>Aggregate</b>								<b>3.8</b>	<b>23.0</b>	<b>23.4</b>	<b>19.7</b>	<b>16.0</b>	<b>3.0</b>	<b>2.6</b>	<b>15.0</b>	<b>16.0</b>
<b>Chemicals</b>																
Alkyl Amines	Neutral	2361	2490	5	28.9	50.0	66.3	-35.3	72.8	32.7	81.6	47.2	9.4	8.1	12.1	18.5
Atul	Neutral	6611	7025	6	106.2	154.1	182.8	-37.2	45.1	18.7	62.3	42.9	3.9	3.6	6.5	8.8
Clean Science	Neutral	1488	1430	-4	21.8	27.1	33.3	-21.6	24.6	22.8	68.3	54.8	13.2	11.0	20.9	21.9
Deepak Nitrite	Neutral	2294	2230	-3	64.6	78.6	92.7	3.4	21.6	18.0	35.5	29.2	6.4	5.4	19.7	20.1
Fine Organic	Sell	4561	3530	-23	108.3	102.5	100.3	-43.8	-5.4	-2.2	42.1	44.5	7.6	6.5	19.8	15.8
Galaxy Surfact.	Buy	2707	3760	39	95.3	111.5	129.9	-11.3	17.0	16.6	28.4	24.3	4.5	3.9	16.7	17.1
Navin Fluorine	Neutral	3403	3520	3	56.1	83.4	106.3	-25.9	48.7	27.4	60.7	40.8	7.0	6.1	12.1	15.9
NOCIL	Neutral	267	250	-7	8.1	10.3	13.3	-8.7	26.0	29.4	32.8	26.1	2.7	2.6	8.6	10.1
Vinati Organics	Buy	1715	2065	20	30.5	42.3	54.7	-31.6	38.6	29.5	56.2	40.6	7.1	6.2	13.3	16.3
<b>Aggregate</b>								<b>-21.1</b>	<b>26.6</b>	<b>19.3</b>	<b>46.9</b>	<b>37.0</b>	<b>6.1</b>	<b>5.4</b>	<b>13.1</b>	<b>14.5</b>
<b>Capital Goods</b>																
ABB India	Buy	4711	5460	16	56.7	68.8	81.8	75.2	21.2	19.0	83.0	68.5	16.5	13.6	21.9	21.7
Bharat Electronics	Neutral	188	180	-4	4.7	5.3	6.0	14.4	12.1	14.2	40.0	35.7	8.8	7.7	22.0	21.5
Cummins India	Buy	2030	2250	11	45.5	54.4	64.1	10.2	19.6	17.8	44.6	37.3	9.6	8.7	22.4	24.4
Hitachi Energy	Sell	5928	4150	-30	28.4	74.5	109.4	28.1	162.5	46.8	208.9	79.6	18.8	15.2	9.0	19.1
Kalpataru Proj.	Buy	719	820	14	36.3	55.8	65.8	20.7	53.5	18.0	19.8	12.9	2.0	1.7	10.6	14.4
KEC International	Neutral	621	640	3	16.9	30.0	43.6	146.5	77.7	45.4	36.8	20.7	3.8	3.3	10.9	17.1
Kirloskar Oil	Buy	696	840	21	23.9	29.9	36.9	27.9	25.1	23.5	29.1	23.3	3.9	3.5	14.1	15.8
Larsen & Toubro	Buy	3597	3900	8	97.6	120.9	146.9	28.6	23.9	21.5	36.9	29.8	5.6	4.9	15.0	17.5
Siemens	Buy	4043	4600	14	55.1	65.0	77.5	55.5	17.9	19.3	73.4	62.2	11.0	9.7	15.9	16.6



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Thermax	Neutral	3077	3000	-2	50.6	61.0	72.1	26.4	20.5	18.2	60.8	50.5	8.1	7.2	14.0	15.2
Triveni Turbine	Buy	398	520	31	7.9	10.6	14.0	30.6	34.3	31.7	50.3	37.4	13.4	10.7	29.6	31.8
<b>Aggregate</b>								<b>29.6</b>	<b>23.8</b>	<b>20.9</b>	<b>44.1</b>	<b>35.6</b>	<b>7.0</b>	<b>6.1</b>	<b>15.8</b>	<b>17.2</b>
<b>Cement</b>																
Ambuja Cem.	Neutral	524	490	-6	13.3	11.8	13.5	5.0	-11.8	15.0	39.3	44.5	3.4	2.7	14.9	10.7
ACC	Neutral	2260	2300	2	89.3	110.6	118.5	69.7	23.8	7.2	25.3	20.4	2.7	2.4	11.3	12.6
Birla Corp.	Buy	1379	1800	31	49.1	72.9	88.5	948.6	48.4	21.4	28.1	18.9	1.7	1.6	6.2	8.6
Dalmia Bhar.	Buy	2181	2800	28	43.5	64.3	89.1	19.1	47.8	38.5	50.1	33.9	2.5	2.4	5.1	7.2
Grasim Inds.	Buy	2056	2590	26	94.7	97.3	106.2	-3.8	2.7	9.2	21.7	21.1	2.7	2.6	4.3	2.9
India Cem	Sell	249	185	-26	-5.6	6.4	7.8	-63.4	LP	22.7	NM	39.1	1.4	1.4	-3.1	3.6
J K Cements	Buy	3994	4400	10	101.5	116.1	150.1	84.0	14.4	29.2	39.3	34.4	5.8	5.1	15.7	15.8
JK Lakshmi Ce	Buy	861	1010	17	37.1	46.7	53.8	21.8	25.8	15.2	23.2	18.4	3.2	2.8	14.6	16.1
Ramco Cem	Neutral	951	1130	19	19.3	30.4	38.2	32.9	57.2	25.7	49.2	31.3	3.1	2.9	6.5	9.6
Shree Cem	Neutral	26437	27000	2	584.7	581.6	713.9	79.7	-0.5	22.7	45.2	45.5	4.8	4.4	11.0	10.1
Ultratech	Buy	9893	12000	21	250.3	310.1	375.5	42.7	23.9	21.1	39.5	31.9	4.7	4.2	12.6	14.0
<b>Aggregate</b>								<b>28.3</b>	<b>17.5</b>	<b>17.7</b>	<b>33.7</b>	<b>28.7</b>	<b>3.4</b>	<b>3.0</b>	<b>10.2</b>	<b>10.5</b>
<b>Consumer</b>																
Asian Paints	Neutral	3164	3340	6	58.7	61.3	67.2	32.8	4.4	9.6	53.9	51.6	17.5	15.9	33.9	32.3
Britannia	Neutral	5014	5240	5	88.5	98.2	111.2	10.1	10.9	13.3	56.7	51.1	33.8	30.7	60.0	63.0
Colgate	Neutral	2495	2400	-4	45.9	48.7	51.2	18.1	6.0	5.1	54.3	51.2	39.5	39.5	72.8	77.2
Dabur	Buy	540	685	27	11.3	12.8	14.6	17.6	13.1	14.2	47.8	42.3	9.5	8.7	21.0	21.5
Emami	Buy	509	690	36	19.5	21.6	24.6	10.6	10.9	14.1	26.1	23.5	9.3	8.3	36.3	37.3
Godrej Cons.	Buy	1104	1330	20	18.6	22.9	26.4	8.2	23.2	15.2	59.4	48.2	7.8	7.4	13.4	15.7
HUL	Buy	2548	3220	26	46.0	51.4	56.2	7.8	11.7	9.4	55.4	49.6	12.4	13.1	21.9	25.7
ITC	Buy	466	535	15	16.3	18.4	20.0	8.4	12.6	9.1	28.6	25.4	8.1	7.7	29.2	31.3
Indigo Paints	Buy	1484	1800	21	30.4	40.7	49.0	25.1	34.0	20.2	48.8	36.4	7.9	6.8	17.3	20.0
Jyothy Lab	Neutral	519	475	-8	10.0	11.4	12.8	57.6	14.4	11.6	51.9	45.4	11.0	10.0	22.4	23.0
Marico	Buy	524	660	26	11.4	12.6	13.9	12.5	10.6	10.4	46.2	41.8	15.7	14.8	36.2	36.6
Nestle	Neutral	2503	2670	7	29.8	36.0	40.3	20.3	20.7	12.1	83.9	69.5	82.5	68.9	142.6	108.0
Page Inds	Neutral	37720	37560	0	549.0	625.9	739.8	7.2	14.0	18.2	68.7	60.3	26.0	22.2	37.9	36.8
Pidilite Ind.	Neutral	2699	2790	3	36.5	43.4	49.5	44.6	19.0	14.2	74.0	62.2	16.6	14.5	24.0	24.9
P&G Hygiene	Neutral	17269	16780	-3	251.9	293.7	339.2	31.6	16.6	15.5	68.6	58.8	54.5	46.0	82.9	85.0
Tata Consumer	Buy	1147	1350	18	14.4	18.2	20.5	26.1	26.6	12.6	79.9	63.1	6.2	4.7	8.1	9.0
United Brew	Sell	1839	1480	-20	19.2	26.7	34.9	54.0	39.0	30.9	95.9	69.0	11.5	10.5	12.4	15.9
United Spirits	Neutral	1070	1060	-1	14.8	17.7	20.5	16.2	20.1	15.7	72.4	60.3	11.5	11.8	15.9	19.5
Varun Beverages	Buy	1231	1370	11	15.9	19.8	24.4	37.6	24.9	23.2	77.6	62.1	23.1	17.3	34.2	31.8
<b>Aggregate</b>								<b>16.0</b>	<b>11.4</b>	<b>10.9</b>	<b>47.8</b>	<b>42.9</b>	<b>12.5</b>	<b>11.7</b>	<b>26.1</b>	<b>27.4</b>
<b>EMS</b>																
Avalon Tech	Buy	530	640	21	8.6	15.2	21.5	-5.2	76.7	41.3	61.7	34.9	5.8	5.0	9.9	15.4
Cyient DLM	Buy	662	830	25	7.9	14.3	23.5	97.4	81.4	63.9	83.9	46.2	5.5	4.9	10.8	11.2
Data Pattern	Neutral	1932	2050	6	31.5	43.2	60.4	42.3	37.1	39.7	61.3	44.7	8.1	6.9	14.1	16.6
Kaynes Tech	Buy	2674	3130	17	28.2	44.9	62.5	72.4	59.3	39.1	94.8	59.5	13.8	11.2	15.8	20.8
Syrma SGS Tech.	Buy	601	760	26	8.1	12.0	18.8	20.3	48.3	56.3	74.0	49.9	6.3	5.6	8.9	11.9
<b>Aggregate</b>								<b>42.6</b>	<b>54.1</b>	<b>46.5</b>	<b>77.3</b>	<b>50.2</b>	<b>8.2</b>	<b>7.0</b>	<b>10.6</b>	<b>14.0</b>
<b>Healthcare</b>																
Alembic Phar	Neutral	940	750	-20	28.6	33.8	38.0	31.0	18.2	12.5	32.8	27.8	3.8	3.4	12.1	12.9
Alkem Lab	Neutral	4934	4540	-8	149.2	173.0	183.7	40.7	15.9	6.2	33.1	28.5	5.7	4.9	18.4	18.5
Ajanta Pharma	Buy	2213	2475	12	61.1	74.4	89.5	24.2	21.7	20.3	36.2	29.7	7.1	6.0	21.1	21.9
Apollo Hospitals	Buy	5987	6580	10	63.7	92.5	132.2	32.2	45.3	42.9	94.0	64.7	11.8	10.1	13.8	17.4
Aurobindo	Neutral	1125	1110	-1	51.2	58.7	67.5	33.2	14.6	15.0	22.0	19.2	2.2	2.0	10.6	11.0
Biocon	Neutral	280	240	-14	7.2	13.1	16.9	14.9	82.5	28.8	39.1	21.4	1.8	1.7	4.7	8.3
Cipla	Buy	1323	1540	16	47.4	53.1	60.5	25.7	12.0	13.9	27.9	24.9	4.1	3.6	14.6	14.3
Divis Lab	Neutral	3700	3580	-3	60.9	81.1	97.4	-6.1	33.2	20.0	60.7	45.6	7.1	6.4	12.1	14.7
Dr Reddy's	Neutral	5650	5400	-4	296.7	308.8	324.9	21.2	4.1	5.2	19.0	18.3	3.4	2.9	19.5	17.2
ERIS Lifescience	Neutral	892	900	1	33.0	33.5	40.7	18.6	1.6	21.4	27.0	26.6	4.8	4.2	19.1	17.0





Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Gland Pharma	Buy	1945	2200	13	54.4	65.7	74.5	7.8	21.0	13.3	35.8	29.6	3.6	3.2	10.6	11.5
Glenmark	Neutral	868	800	-8	24.1	39.3	48.0	82.2	63.2	22.1	36.1	22.1	2.3	2.1	6.8	10.1
GSK Pharma	Neutral	2330	1780	-24	38.1	42.1	46.4	6.1	10.5	10.1	61.1	55.3	18.8	16.8	30.8	30.4
Global Health	Buy	1065	1100	3	18.0	21.7	25.6	48.3	20.7	17.9	59.1	49.0	10.1	8.6	18.4	19.0
Granules India	Buy	422	475	13	19.4	27.1	34.9	-10.2	40.0	28.5	21.8	15.6	3.1	2.6	15.3	18.1
IPCA Labs	Neutral	1082	1080	0	24.5	36.9	49.0	17.7	50.8	32.7	44.2	29.3	4.3	3.8	10.2	13.9
Laurus Labs	Buy	415	500	21	9.1	16.9	19.0	-38.2	84.5	12.5	45.4	24.6	5.0	4.3	11.6	18.7
Lupin	Sell	1425	1070	-25	36.0	40.7	48.3	318.2	13.0	18.8	39.6	35.0	4.6	4.1	12.3	12.3
Max Healthcare	Buy	705	790	12	14.4	17.5	21.3	24.3	21.3	22.3	49.0	40.4	7.2	6.1	15.9	16.5
Piramal Pharma	Buy	140	160	14	1.4	3.0	4.6	-335.6	112.1	54.2	98.5	46.4	2.1	2.0	2.5	4.9
Sun Pharma	Buy	1336	1450	9	39.5	45.6	53.7	10.4	15.5	17.7	33.8	29.3	5.0	4.4	15.9	16.0
Torrent Pharma	Neutral	2462	2160	-12	50.1	66.3	79.5	34.7	32.4	19.9	49.2	37.1	10.0	5.0	23.3	26.9
Zydus Lifesciences	Neutral	709	710	0	32.6	33.7	36.1	45.4	3.5	7.1	21.8	21.0	3.4	3.0	17.3	15.4
<b>Aggregate</b>								<b>24.2</b>	<b>19.3</b>	<b>16.6</b>	<b>34.3</b>	<b>28.8</b>	<b>4.5</b>	<b>4.0</b>	<b>13.3</b>	<b>14.0</b>
<b>Infrastructure</b>																
G R Infraproject	Buy	1150	1390	21	74.8	85.4	98.6	-15.0	14.1	15.4	15.4	13.5	1.9	1.6	13.0	13.0
IRB Infra	Neutral	47	41	-13	1.2	1.6	1.8	0.0	32.4	16.5	39.4	29.7	2.0	1.9	5.3	6.7
KNR Constructions	Buy	257	325	26	15.8	18.4	20.4	7.4	16.0	11.3	16.3	14.0	2.3	2.0	15.1	15.1
<b>Aggregate</b>											<b>24.3</b>	<b>20.0</b>	<b>2.0</b>	<b>1.8</b>	<b>8.2</b>	<b>9.2</b>
<b>Logistics</b>																
Adani Ports	Buy	1154	1410	22	40.2	46.5	56.5	14.8	15.7	21.5	28.7	24.8	4.8	4.2	17.7	17.9
Blue Dart Express	Buy	6927	8300	20	134.1	199.5	251.7	-13.2	48.8	26.2	51.7	34.7	11.4	9.3	23.6	29.6
Concor	Buy	843	990	17	21.7	25.5	29.5	13.2	17.2	15.7	38.8	33.1	4.3	4.0	11.4	12.6
Mahindra Logistics	Neutral	439	420	-4	-3.0	9.1	19.2	-182.2	LP	111.4	NM	48.5	6.0	5.5	-4.0	11.9
Transport Corp.	Buy	844	990	17	46.6	56.0	65.9	11.9	20.4	17.7	18.1	15.1	3.2	2.7	18.9	19.1
TCI Express	Buy	1332	1600	20	39.1	46.3	53.5	7.6	18.2	15.5	34.0	28.8	7.1	5.9	22.9	22.5
VRL Logistics	Buy	719	890	24	14.6	24.5	32.8	-22.2	67.3	34.1	49.1	29.4	6.0	5.4	12.7	19.4
<b>Aggregate</b>											<b>31.3</b>	<b>26.4</b>	<b>4.9</b>	<b>4.3</b>	<b>15.6</b>	<b>16.3</b>
<b>Media</b>																
PVR Inox	Neutral	1480	1495	1	24.1	56.8	85.1	-197.1	135.8	49.9	61.5	26.1	1.9	1.8	3.2	7.1
Sun TV	Buy	671	790	18	46.2	49.2	51.8	8.7	6.5	5.4	14.5	13.6	2.7	2.5	18.4	18.3
Zee Ent.	Buy	248	310	25	5.1	7.7	11.1	7.4	50.3	44.8	48.6	32.3	2.2	2.1	4.6	6.7
<b>Aggregate</b>								<b>22.8</b>	<b>26.9</b>	<b>22.0</b>	<b>25.4</b>	<b>20.0</b>	<b>2.3</b>	<b>2.2</b>	<b>9.0</b>	<b>10.8</b>
<b>Metals</b>																
Coal India	Buy	376	430	14	41.1	41.1	45.9	-10.1	0.2	11.5	9.2	9.1	3.3	2.8	36.3	30.9
Hindalco	Buy	555	750	35	47.3	56.7	64.1	4.4	19.8	13.1	11.7	9.8	1.6	1.4	14.2	14.9
Hind. Zinc	Neutral	312	295	-5	18.0	23.1	25.0	-27.8	28.6	8.0	17.3	13.5	9.3	7.0	56.0	59.1
JSPL	Buy	719	900	25	48.1	56.6	80.4	32.2	17.6	42.0	15.0	12.7	1.7	1.5	11.8	12.5
JSW Steel	Neutral	804	910	13	42.3	65.3	73.7	187.7	54.4	12.8	19.0	12.3	2.6	2.3	14.7	19.8
Nalco	Neutral	131	130	-1	5.8	8.8	10.9	-26.2	52.2	24.4	22.8	15.0	1.8	1.7	7.9	11.4
NMDC	Buy	203	240	18	18.6	21.5	24.5	11.5	15.4	13.8	10.9	9.5	2.3	2.0	22.6	23.0
SAIL	Neutral	113	120	6	2.6	7.9	10.5	-45.0	208	33.4	44.3	14.4	0.8	0.8	1.9	5.7
Tata Steel	Neutral	131	130	-1	4.5	10.9	12.6	-36.6	143	15.8	29.2	12.0	1.8	1.6	5.9	14.2
Vedanta	Neutral	267	240	-10	10.3	20.1	22.7	-63.6	95	12.7	26.0	13.3	3.9	4.0	11.7	29.6
<b>Aggregate</b>								<b>-9.5</b>	<b>34.2</b>	<b>15.0</b>	<b>15.3</b>	<b>11.4</b>	<b>2.2</b>	<b>2.0</b>	<b>14.4</b>	<b>17.4</b>
<b>Oil &amp; Gas</b>																
Aegis Logistics	Neutral	376	345	-8	14.5	15.7	16.6	-1.2	8.6	5.6	26.0	24.0	3.4	3.1	13.7	13.6
BPCL	Neutral	473	475	0	128.1	76.4	76.6	1,259.2	-40.3	0.3	3.7	6.2	1.5	1.3	44.3	22.2
Castrol India	Buy	177	220	24	8.5	8.6	10.0	2.9	1.6	15.9	20.9	20.6	8.5	7.8	42.5	39.6
GAIL	Buy	164	195	19	12.7	12.7	16.3	57.4	0.1	28.0	12.9	12.9	1.6	1.5	14.2	13.0
Gujarat Gas	Buy	558	575	3	15.8	18.7	21.2	-28.7	18.2	13.4	35.3	29.9	4.9	4.4	14.7	15.7
Gujarat St. Pet.	Buy	312	400	28	22.8	19.0	19.7	35.8	-16.7	4.1	13.7	16.5	1.7	1.6	13.2	10.1
HPCL	Neutral	455	450	-1	111.6	80.8	78.7	-326.8	-27.6	-2.6	4.1	5.6	1.5	1.2	41.7	24.0



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
IOC	Buy	145	162	12	28.6	16.3	15.6	236.5	-43.1	-4.3	5.1	8.9	1.2	1.1	26.1	13.3
IGL	Sell	438	350	-20	27.1	25.9	25.9	31.1	-4.4	0.3	16.2	16.9	3.6	3.2	24.4	20.0
Mahanagar Gas	Buy	1302	1590	22	133.7	109.6	114.9	67.2	-18.0	4.8	9.7	11.9	2.6	2.3	29.2	20.6
MRPL	Neutral	178	120	-33	19.8	15.2	14.0	31.1	-23.2	-8.0	9.0	11.7	2.5	2.1	31.0	19.7
Oil India	Buy	396	485	23	59.4	61.6	68.0	-5.4	3.7	10.3	6.7	6.4	1.1	1.0	19.8	16.4
ONGC	Buy	233	270	16	42.7	45.0	50.9	40.7	5.4	13.0	5.5	5.2	1.0	0.9	18.4	17.4
PLNG	Neutral	240	255	6	23.0	20.2	21.6	6.3	-12.0	6.7	10.5	11.9	2.1	2.0	21.7	17.2
Reliance Ind.	Buy	2735	2855	4	102.4	120.9	138.5	3.9	18.1	14.6	26.7	22.6	2.0	1.8	8.1	8.9
<b>Aggregate</b>								<b>72.5</b>	<b>-7.7</b>	<b>10.0</b>	<b>12.2</b>	<b>13.3</b>	<b>1.7</b>	<b>1.6</b>	<b>14.3</b>	<b>12.0</b>
<b>Real Estate</b>																
Brigade Enterpr.	Buy	993	1000	1	17.3	35.7	40.2	42.6	106.7	12.8	57.5	27.8	5.7	4.8	10.4	18.7
DLF	Neutral	776	650	-16	14.5	21.5	17.2	26.8	48.7	-19.9	53.7	36.1	3.4	3.1	9.1	12.4
Godrej Propert.	Buy	2315	2300	-1	26.7	43.0	48.5	19.4	61.2	12.8	86.7	53.8	6.5	5.8	7.7	11.4
Oberoi Realty	Neutral	1513	1140	-25	42.2	49.2	66.9	-19.5	16.8	35.9	35.9	30.7	4.0	3.6	11.8	12.3
Macrotech Devel.	Buy	1128	1200	6	15.1	24.9	27.9	-5.1	64.5	11.9	74.5	45.3	7.9	6.9	11.0	16.2
Mahindra Lifespace	Buy	574	575	0	0.5	7.5	6.0	-82.7	1,348.6	-19.6	1,113.8	76.9	4.9	4.6	0.4	6.2
Sunteck Realty	Buy	459	640	39	8.2	15.7	22.9	7,985.0	92.8	45.5	56.3	29.2	2.3	2.2	4.2	7.7
Sobha	Buy	1478	1400	-5	16.1	40.8	83.6	48.6	154.1	104.7	91.9	36.2	5.4	4.8	6.1	14.1
Prestige Estates	Buy	1300	1300	0	27.6	19.7	25.5	43.3	-28.5	29.2	47.2	66.0	4.5	4.2	9.9	6.5
Phoenix Mills	Neutral	2485	2000	-20	57.7	71.7	100.8	41.3	24.2	40.6	43.0	34.6	4.7	4.2	11.6	12.8
<b>Aggregate</b>								<b>26.0</b>	<b>41.8</b>	<b>9.5</b>	<b>56.5</b>	<b>39.9</b>	<b>5.2</b>	<b>4.6</b>	<b>9.2</b>	<b>11.7</b>
<b>Retail</b>																
Avenue Supermarts	Buy	3749	4700	25	39.8	54.8	73.9	8.6	37.7	34.8	94.1	68.4	13.0	10.9	14.9	17.4
Aditya Birla Fashion	Neutral	223	230	3	-6.3	-5.6	-7.1	796.3	Loss	Loss	NM	NM	5.4	6.3	-16.9	-14.6
Bata India	Neutral	1517	1620	7	27.7	35.3	47.0	10.3	27.4	33.3	54.8	43.0	11.1	8.8	22.2	22.8
Barbeque-Nation	Neutral	620	700	13	-6.8	3.2	5.1	-273.3	LP	58.0	NM	191.5	6.5	6.2	-7.1	3.3
Campus Activewe.	Buy	276	300	9	4.1	4.3	6.6	7.9	3.9	54.9	66.9	64.5	12.5	10.4	18.6	16.2
Devyani Intl.	Buy	183	220	20	1.2	2.1	2.7	-48.2	71.8	31.4	151.1	88.0	20.6	16.7	14.3	20.9
Jubilant Food.	Buy	524	630	20	5.6	7.5	9.1	-7.6	33.7	20.7	92.9	69.4	14.3	15.7	15.4	22.5
Metro Brands	Buy	1202	-		13.3	18.5	22.8	0.4	38.7	23.2	90.0	64.9	18.0	15.3	21.8	26.0
Raymond	Buy	1790	2500	40	111.0	127.0	160.3	17.5	14.4	26.3	16.1	14.1	2.6	2.2	19.7	16.8
Relaxo Footwear	Neutral	874	980	12	8.6	13.7	19.7	38.4	59.9	43.2	101.7	63.6	10.8	9.6	11.0	16.0
Restaurant Brands	Buy	122	140	15	-2.5	-0.9	2.1	-48.9	Loss	LP	NM	NM	8.3	8.9	-15.8	-6.3
Sapphire Foods	Buy	1407	1700	21	15.9	27.1	40.7	-6.5	70.8	50.0	88.6	51.9	6.6	5.8	7.7	11.9
Shoppers Stop	Neutral	702	-		11.8	20.9	21.6	-19.0	77.4	3.7	59.6	33.6	18.0	11.7	35.3	42.3
Titan Company	Buy	3736	4300	15	44.9	54.9	67.8	22.0	22.4	23.3	83.3	68.0	22.7	18.8	30.1	30.4
Trent	Buy	3149	3300	5	25.3	35.1	46.0	127.3	38.8	31.0	124.5	89.7	29.9	22.1	29.5	30.3
V-Mart Retail	Neutral	2080	1905	-8	-58.7	18.2	55.9	1,252.5	LP	207.5	NM	114.3	5.1	4.9	NM	4.3
Vedant Fashions	Neutral	1121	1240	11	18.2	22.4	27.2	3.0	23.0	21.6	61.6	50.1	16.9	14.1	28.8	29.7
Westlife Foodworld	Neutral	848	860	1	7.6	11.9	16.9	6.6	56.0	42.1	111.1	71.2	19.3	15.2	19.0	23.9
<b>Aggregate</b>								<b>10.1</b>	<b>36.9</b>	<b>30.4</b>	<b>97.4</b>	<b>71.1</b>	<b>15.4</b>	<b>13.2</b>	<b>15.8</b>	<b>18.6</b>
<b>Technology</b>																
Cyient	Buy	2201	2640	20	70.5	87.4	102.9	34.7	24.0	17.8	31.2	25.2	6.5	5.9	21.6	24.4
HCL Tech.	Buy	1568	1880	20	58.9	67.5	78.3	7.5	14.5	16.1	26.6	23.2	6.6	6.7	24.6	28.6
Infosys	Buy	1643	1750	7	59.3	67.8	79.4	3.1	14.2	17.2	27.7	24.2	9.0	9.0	32.5	37.1
LTI Mindtree	Neutral	5602	6600	18	157.9	179.2	220.0	4.0	13.5	22.7	35.5	31.3	8.6	7.3	26.0	25.3
L&T Technology	Buy	5407	6220	15	125.0	151.1	177.7	13.1	20.9	17.6	43.3	35.8	10.9	9.4	25.9	28.2
Mphasis	Neutral	2513	2930	17	82.6	97.6	117.2	-5.0	18.1	20.2	30.4	25.8	5.5	5.1	19.0	20.8
Coforge	Neutral	6471	5760	-11	147.2	185.7	217.4	12.7	26.2	17.1	44.0	34.9	11.0	9.2	26.8	28.8
Persistent Sys	Neutral	7772	6780	-13	143.6	178.3	215.8	15.4	24.2	21.0	54.1	43.6	12.6	10.6	25.7	27.0
TCS	Buy	3904	4250	9	125.7	146.8	170.1	9.0	16.8	15.9	31.1	26.6	16.2	16.7	51.5	61.9
Tech Mah	Neutral	1355	1180	-13	41.8	51.1	67.8	-27.0	22.3	32.7	32.4	26.5	4.2	4.1	13.1	15.7



Company	Reco	CMP (INR)	TP (INR)	% Upside Downside	EPS (INR)			EPS Gr. YoY (%)			P/E (x)		P/B (x)		ROE (%)	
					FY24E	FY25E	FY26E	FY24E	FY25E	FY26E	FY24E	FY25E	FY24E	FY25E	FY24E	FY25E
Wipro	Neutral	482	520	8	20.6	22.9	27.3	-0.6	11.5	19.2	23.4	21.0	3.5	3.5	14.7	16.7
Zensar Tech	Neutral	557	550	-1	25.5	23.9	27.8	77.6	-6.4	16.3	21.8	23.3	3.8	3.5	18.6	15.9
<b>Aggregate</b>								<b>4.5</b>	<b>15.3</b>	<b>17.4</b>	<b>30.8</b>	<b>26.7</b>	<b>9.2</b>	<b>9.1</b>	<b>29.7</b>	<b>34.0</b>
<b>Telecom</b>																
Bharti Airtel	Buy	1087	1200	10	20.4	30.5	36.9	49.9	49.8	21.0	53.3	35.6	5.7	4.9	12.4	14.8
Indus Towers	Neutral	216	190	-12	18.9	19.4	21.8	111.8	2.9	12.4	11.4	11.1	2.2	1.8	21.5	18.2
Vodafone Idea		15			-10.5	-8.3	-7.4	3.4	Loss	Loss	NM	NM	-0.5	-0.4	NM	NM
Tata Comm	Neutral	1775	1750	-1	44.6	54.6	78.2	-26.6	22.4	43.2	39.7	32.4	21.7	14.2	66.1	53
<b>Aggregate</b>								<b>Loss</b>	<b>LP</b>	<b>9,916.7</b>	<b>-64</b>	<b>10,365</b>	<b>26.0</b>	<b>26.2</b>	<b>-40.8</b>	<b>0.3</b>
<b>Others</b>																
APL Apollo Tubes	Buy	1507	1850	23	29.5	48.8	61.0	27.7	65.3	25.0	51.0	30.9	11.3	8.6	24.5	31.6
BSE	Neutral	2298	2600	13	64.2	60.6	73.3	308.9	-5.6	20.9	35.8	37.9	11.7	10.7	32.6	28.1
Coromandel Intl	Buy	1153	1430	24	63.1	70.2	74.3	-7.9	11.3	5.9	18.3	16.4	3.6	3.1	21.5	20.3
EPL	Buy	198	270	37	7.6	11.7	14.3	5.4	54.4	21.7	26.0	16.9	3.0	2.7	11.8	17.0
Godrej Agrovet	Neutral	542	510	-6	17.3	20.5	22.4	33.3	18.3	9.5	31.3	26.4	4.2	3.9	13.8	15.3
Havells India	Buy	1397	1560	12	20.5	26.2	31.3	19.6	27.6	19.6	68.1	53.4	11.7	10.3	17.3	19.3
Indiamart Inter.	Buy	2472	3000	21	52.2	65.6	86.2	12.6	25.7	31.4	47.7	37.7	6.4	5.7	14.3	15.9
Indian Hotels	Buy	464	500	8	8.3	9.8	10.8	18.0	17.5	10.5	55.8	47.5	7.3	6.4	13.9	14.3
Interglobe	Neutral	3053	3295	8	177.4	229.8	244.5	-	30	6	17.2	13	218.4	12.5	-237.3	178.4
Info Edge	Neutral	5110	4720	-8	62.8	68.6	81.7	97.5	9.1	19.2	81.4	74.5	5.6	5.2	6.2	13.1
Kajaria Ceramics	Buy	1390	1620	17	27.9	34.4	40.7	30.3	23.5	18.2	49.9	40.4	8.7	8.0	18.2	20.6
Lemon Tree Hotel	Buy	134	150	12	1.7	3.4	4.0	9.3	106.2	16.4	81.0	39.3	10.6	8.4	14.1	23.9
MCX	Neutral	3194	3160	-1	19.1	76.7	90.2	-34.6	301.3	17.7	167.2	41.7	10.9	10.3	6.5	25.4
One 97	Buy	755	900	19	-16.3	-0.8	12.4	-41.9	Loss	LP	NM	NM	3.8	3.8	-8.1	-0.4
Qess Corp	Neutral	507	560	10	22.3	37.2	40.8	94.9	66.7	9.7	22.7	13.6	2.2	1.9	12.8	19.7
PI Inds.	Buy	3357	4300	28	103.0	122.4	143.5	27.3	18.9	17.2	32.6	27.4	5.9	5.0	19.8	19.7
SIS	Buy	466	530	14	25.5	35.5	45.4	9.8	39.0	28.1	18.3	13.1	1.2	1.0	15.0	17.9
SRF	Neutral	2293	2250	-2	51.1	75.9	91.3	-33.0	48.7	20.3	44.9	30.2	6.0	5.1	13.9	18.3
Tata Chemicals	Neutral	1066	1060	-1	56.4	54.2	62.2	-38.5	-3.8	14.7	18.9	19.7	1.3	1.2	7.1	6.5
Team Lease Serv.	Buy	3160	3678	16	77.7	112.4	135.3	19.3	44.8	20.3	40.7	28.1	5.7	4.7	14.8	18.2
Voltas	Buy	1037	1150	11	14.8	20.9	27.7	29.1	41.3	32.5	70.1	49.6	5.9	5.4	8.4	10.9
UPL	Neutral	544	600	10	13.8	34.4	59.8	-76.5	149.5	74.0	39.5	15.8	1.0	0.9	3.8	9.0
Zomato	Buy	129	145	12	0.3	1.0	2.6	-123.4	266.0	154.0	463.5	126.6	5.6	5.4	1.2	4.4



Index	1 Day (%)	1M (%)	12M (%)
<b>Sensex</b>	-0.4	-0.2	16.6
<b>Nifty-50</b>	-0.5	0.2	18.1
<b>Nifty Next 50</b>	-0.5	3.1	27.9
<b>Nifty 100</b>	-0.5	0.7	18.7
<b>Nifty 200</b>	-0.4	1.1	22.8
Company	1 Day (%)	1M (%)	12M (%)
<b>Automobiles</b>	<b>0.3</b>	<b>2.4</b>	<b>44.3</b>
Amara Raja Ener.	1.8	3.8	39.3
Apollo Tyres	6.0	10.4	54.7
Ashok Leyland	1.3	-1.0	17.7
Bajaj Auto	-1.1	9.6	96.2
Balkrishna Inds	0.3	1.5	14.6
Bharat Forge	1.4	1.3	40.1
Bosch	-0.5	3.8	33.7
CEAT	4.1	3.9	56.1
Craftsman Auto	-2.6	-11.3	34.2
Eicher Motors	-1.6	-9.7	16.2
Endurance Tech.	-0.3	14.8	42.3
Escorts Kubota	0.2	-7.2	39.1
Exide Inds.	-0.1	4.5	72.5
Hero Motocorp	0.5	13.0	58.6
M & M	1.2	-5.5	22.3
CIE Automotive	0.3	2.8	31.4
Maruti Suzuki	-1.3	-3.8	16.8
MRF	2.0	15.2	52.5
Sona BLW Precis.	0.0	2.5	37.3
Motherson Sumi	-0.2	10.1	45.0
Motherson Wiring	-0.6	0.0	18.4
Tata Motors	1.7	12.1	100.6
TVS Motor Co.	-0.3	0.6	100.7
Tube Investments	0.5	5.0	45.8
<b>Banks-Private</b>	<b>-0.8</b>	<b>-4.8</b>	<b>9.1</b>
AU Small Fin. Bank	-3.1	-1.9	16.6
Axis Bank	1.4	-1.2	18.8
Bandhan Bank	-0.3	-10.2	-5.1
DCB Bank	-0.4	10.7	17.5
Equitas Sma. Fin	1.0	1.7	27.2
Federal Bank	0.7	-6.2	7.4
HDFC Bank	-3.3	-10.2	-9.2
ICICI Bank	0.5	-3.4	13.4
IDFC First Bank	1.4	-3.7	45.7
IndusInd Bank	-1.9	3.6	31.9
Kotak Mah. Bank	-0.1	-3.8	-1.2
RBL Bank	-4.6	-6.1	56.5
SBI Cards	-0.3	-4.0	-1.9
<b>Banks-PSU</b>	<b>0.8</b>	<b>2.7</b>	<b>39.5</b>
BOB	1.0	1.5	27.7
Canara Bank	0.3	3.7	44.4
Indian Bank	0.5	0.5	58.1
Punjab Natl.Bank	1.3	7.8	73.6
St Bk of India	0.4	-3.1	6.2
Union Bank (I)	0.8	8.0	63.6
<b>NBFCs</b>	<b>-1.0</b>	<b>-5.2</b>	<b>8.4</b>
Angel Broking	-1.2	-1.8	160.3

Index	1 Day (%)	1M (%)	12M (%)
<b>Nifty 500</b>	<b>-0.4</b>	<b>1.4</b>	<b>25.5</b>
<b>Nifty Midcap 100</b>	<b>-0.1</b>	<b>3.1</b>	<b>50.1</b>
<b>Nifty Smallcap 100</b>	<b>-0.2</b>	<b>2.4</b>	<b>58.4</b>
<b>Nifty Midcap 150</b>	<b>0.0</b>	<b>3.0</b>	<b>47.0</b>
<b>Nifty Smallcap 250</b>	<b>0.0</b>	<b>3.7</b>	<b>52.7</b>
Aditya Birla Capital Ltd	0.0	5.5	18.2
Bajaj Fin.	-1.3	-4.2	21.1
Cholaman.Inv.&Fn	0.3	3.5	86.6
Can Fin Homes	1.8	-0.7	45.8
Cams Services	-0.7	4.2	22.1
CreditAcc. Gram.	-0.5	-2.4	84.3
Fusion Microfin.	-1.1	6.5	53.8
Home First Finan	2.0	-3.9	34.9
Indostar Capital	-0.1	18.6	31.5
IIFL Finance	-1.8	-0.7	25.6
L&T Fin.Holdings	-1.9	4.3	74.8
LIC Housing Fin.	0.2	8.5	45.3
M & M Fin. Serv.	-0.6	-1.5	19.7
Muthoot Finance	-2.6	-6.6	30.9
Manappuram Fin.	-1.9	-0.9	45.2
MAS Financial Serv.	-0.2	8.4	19.2
ICICI Sec	-0.7	4.3	49.2
360 One	-0.5	-3.3	37.9
PNB Housing	3.5	5.3	87.4
Repco Home Fin	0.0	0.3	73.6
Shriram Finance	-1.4	10.1	75.7
Spandana Sphoort	-0.4	8.4	97.6
<b>Insurance</b>			
HDFC Life Insur.	0.2	-9.6	1.1
ICICI Pru Life	-5.6	-6.7	-0.2
ICICI Lombard	-1.0	-0.6	20.0
Life Insurance	1.5	12.4	27.5
Max Financial	-3.1	-7.6	8.5
SBI Life Insuran	-1.1	-2.9	7.2
Star Health Insu	2.1	5.1	5.5
<b>Chemicals</b>			
Alkyl Amines	-1.9	2.1	-12.3
Atul	-0.4	-6.1	-14.9
Clean Science	0.9	-2.6	3.9
Deepak Nitrite	-1.4	-0.8	18.6
Fine Organic	-0.9	-0.2	-17.4
Galaxy Surfact.	0.4	-4.1	15.3
Navin Fluo.Intl.	-1.3	-12.3	-16.8
NOCIL	-0.5	1.0	18.0
Vinati Organics	0.5	0.2	-12.7
<b>Capital Goods</b>	<b>-0.1</b>	<b>16.4</b>	<b>85.6</b>
A B B	-1.3	-3.6	61.3
Bharat Electron	1.4	9.0	83.3
Cummins India	1.0	3.6	36.5
Hitachi Energy	1.2	13.9	82.2
K E C Intl.	1.0	1.7	27.2
Kalpataru Proj.	-2.3	7.7	38.7
Kirloskar Oil	2.5	9.6	115.3
L&T	0.7	3.0	58.7



Company	1 Day (%)	1M (%)	12M (%)
Siemens	-1.6	-2.4	31.9
Thermax	-0.5	2.5	55.2
Triveni Turbine	-1.9	-2.1	37.6
<b>Cement</b>			
Ambuja Cem.	0.7	-0.3	0.7
ACC	0.4	1.0	-4.4
Birla Corp.	-1.2	-3.0	42.3
Dalmia Bhar.	-0.5	-6.7	15.8
Grasim Inds.	-0.7	-2.3	23.0
India Cem	-1.4	-4.3	14.4
J K Cements	-1.0	1.7	34.6
JK Lakshmi Ce	1.5	-1.9	15.4
Ramco Cem	-0.1	-6.1	33.1
Shree Cem	1.3	-7.3	10.0
Ultratech	0.4	-0.8	35.8
<b>Consumer</b>	<b>-0.5</b>	<b>3.6</b>	<b>25.1</b>
Asian Paints	-2.4	-5.0	7.4
Britannia	-0.9	2.8	14.1
Colgate-Palm.	-0.2	5.6	65.9
Dabur	-1.8	-0.2	-3.3
Emami	-1.2	2.7	17.7
Godrej Cons.	0.8	7.6	19.4
HUL	-0.6	0.5	-5.1
ITC	-0.2	3.1	39.1
Indigo Paints	0.1	0.0	17.7
Jyothy Lab	2.9	12.4	153.0
Marico	-0.6	-3.0	3.2
Nestle	-1.6	2.7	26.2
Page Inds	0.1	-0.6	-7.1
Pidilite Ind.	-2.2	1.9	8.4
P&G Hygiene	0.0	-0.6	24.3
Tata Consumer	0.7	20.8	52.8
United Brew	0.9	8.2	14.3
United Spirits	-2.4	-3.2	25.9
Varun Beverages	-1.5	8.7	102.1
<b>EMS</b>			
Kaynes Tech	-2.4	2.7	236.5
Avalon Tech	-2.4	2.2	
Syrma SGS Tech.	-0.6	-10.3	126.1
Cyient DLM	-2.4	-1.2	
Data Pattern	-2.2	-3.4	55.6
<b>Healthcare</b>	<b>1.0</b>	<b>6.1</b>	<b>36.1</b>
Alembic Phar	1.0	21.4	70.0
Alkem Lab	-2.4	0.6	61.3
Apollo Hospitals	1.1	9.0	38.0
Ajanta Pharma	-1.7	17.1	86.9
Aurobindo	3.3	10.0	153.3
Biocon	0.2	10.3	12.3
Zyudus Lifesci.	-0.1	4.2	59.9
Cipla	2.2	8.7	24.4
Divis Lab	-0.8	-0.3	9.2
Dr Reddy's	0.0	1.1	29.5
ERIS Lifescience	-1.1	1.5	41.2
Gland Pharma	-0.1	6.0	37.1

Company	1 Day (%)	1M (%)	12M (%)
Glenmark	-0.5	6.1	107.0
Global Health	3.0	15.0	136.2
Granules	0.3	4.9	34.7
GSK Pharma	2.6	33.7	78.6
IPCA Labs	-3.7	-3.8	23.5
Laurus Labs	0.8	3.9	17.0
Lupin	1.8	13.3	85.8
Max Healthcare	-3.7	3.5	56.0
Piramal Pharma	1.5	10.5	24.3
Sun Pharma	2.8	6.6	28.4
<b>Infrastructure</b>	<b>0.0</b>	<b>5.4</b>	<b>42.5</b>
Torrent Pharma	-0.4	14.8	52.2
G R Infracore	-0.3	-8.0	-4.7
IRB Infra.Devl.	3.1	10.5	51.3
KNR Construct.	0.3	-4.6	-2.4
<b>Logistics</b>			
Adani Ports	-1.1	5.5	46.7
Blue Dart Exp.	-1.1	-7.9	-2.6
Container Corpn.	-0.8	-3.0	19.6
Mahindra Logis.	0.2	9.0	-10.0
Transport Corp.	-0.3	4.1	31.4
TCI Express	-1.9	-5.8	-27.3
VRL Logistics	0.8	-9.1	28.2
<b>Media</b>	<b>-0.5</b>	<b>-3.0</b>	<b>23.8</b>
PVR INOX	-1.9	-18.3	-11.3
Sun TV	0.8	-3.0	38.2
Zee Ent.	1.0	-11.5	7.9
<b>Metals</b>	<b>-0.8</b>	<b>-1.8</b>	<b>10.5</b>
Hindalco	-1.0	-2.0	10.3
Hind. Zinc	-1.2	-1.0	-13.6
JSPL	-0.3	-2.1	19.7
JSW Steel	-1.1	-6.0	4.8
Nalco	-1.8	13.6	54.0
NMDC	-1.4	4.1	58.6
SAIL	0.0	-2.1	24.6
Tata Steel	-0.5	-4.1	7.0
Vedanta	1.0	2.6	-17.5
<b>Oil &amp; Gas</b>	<b>0.3</b>	<b>10.8</b>	<b>18.9</b>
Aegis Logistics	1.6	2.1	5.6
BPCL	0.3	5.8	36.7
Castrol India	5.7	20.2	45.3
GAIL	-0.3	12.8	68.2
Gujarat Gas	0.5	23.6	22.5
Gujarat St. Pet.	-1.3	9.5	14.2
HPCL	1.2	19.9	86.8
IOC	0.3	16.2	75.9
IGL	1.2	7.3	3.7
Mahanagar Gas	3.6	9.5	50.9
MRPL	3.7	39.4	199.5
Oil India	3.7	22.8	69.6
ONGC	0.6	17.4	56.5
PLNG	3.2	11.0	8.2
Reliance Ind.	0.5	8.5	21.4



Company	1 Day (%)	1M (%)	12M (%)
<b>Real Estate</b>	<b>0.7</b>	<b>13.5</b>	<b>100.1</b>
Brigade Enterpr.	1.5	15.5	117.4
DLF	0.0	11.2	106.0
Godrej Propert.	-0.1	16.4	85.6
Mahindra Life.	0.6	7.4	65.0
Macrotech Devel.	-0.2	21.2	103.7
Oberoi Realty Ltd	-1.2	4.6	78.0
Sobha	11.2	44.3	148.6
Sunteck Realty	1.7	-2.1	24.1
Phoenix Mills	2.9	9.1	76.8
Prestige Estates	1.0	14.3	194.8
<b>Retail</b>			
Aditya Bir. Fas.	-0.2	-4.4	-15.8
Avenue Super.	-1.0	-6.5	2.7
Bata India	-1.7	-9.2	-4.8
Campus Activewe.	-2.7	-0.4	-28.4
Barbeque-Nation	0.1	-7.4	-32.2
Devyani Intl.	-1.8	0.2	15.4
Jubilant Food	-0.6	-6.2	4.1
Metro Brands	-1.0	-8.2	40.6
Raymond	-1.3	2.5	17.3
Relaxo Footwear	-1.3	-4.0	-1.4
Restaurant Brand	0.0	8.2	6.7
Sapphire Foods	-0.5	0.2	7.5
Shoppers St.	1.9	2.8	2.3
Titan Co.	-2.5	3.2	54.1
Trent	0.1	6.1	157.7
V-Mart Retail	-0.7	12.5	-26.1
Vedant Fashions	-3.7	-18.3	-12.3
Westlife Food	-1.4	1.9	19.8
<b>Technology</b>	<b>-0.6</b>	<b>2.9</b>	<b>24.0</b>
Cyient	-3.2	-1.4	149.7
HCL Tech.	-0.5	4.2	40.6
Infosys	0.1	5.0	6.3
LTIMindtree	-10.7	-8.7	31.1
L&T Technology	-2.4	1.5	58.1
Mphasis	-4.3	-6.2	22.8
Coforge	-2.1	0.7	65.2
Persistent Sys	0.8	8.8	96.3
TCS	0.5	1.1	15.1
Tech Mah	2.1	4.9	29.3
Wipro	0.1	8.4	19.7
Zensar Tech	-3.2	-9.1	155.0
<b>Telecom</b>	<b>1.0</b>	<b>5.1</b>	<b>36.8</b>
Bharti Airtel	0.2	9.8	40.0
Indus Towers	2.2	8.6	22.0
Idea Cellular	0.0	7.1	106.8
Tata Comm	4.2	-2.2	27.5
<b>Utilities</b>	<b>-1.3</b>	<b>1.9</b>	<b>29.5</b>
Coal India	-1.0	8.1	73.3
NTPC	-3.2	-1.3	76.6
Power Grid Corpn	-2.4	0.7	41.9

Company	1 Day (%)	1M (%)	12M (%)
<b>Others</b>			
APL Apollo Tubes	-0.3	-6.3	26.7
BSE	0.5	-3.1	336.1
Coromandel Intl	-0.8	-7.0	30.0
EPL Ltd	0.1	-3.1	20.6
Indiamart Inter.	-4.3	-12.2	10.3
Godrej Agrovet	-0.6	-3.4	18.0
Havells	-2.2	4.0	16.4
Indian Hotels	0.4	3.3	52.6
Interglobe	-0.2	2.6	46.5
Info Edge	-1.3	-1.7	36.3
Kajaria Ceramics	-0.2	2.0	30.2
Lemon Tree Hotel	0.1	9.6	76.6
MCX	1.4	-1.0	97.6
One 97	2.5	22.5	41.9
Piramal Enterp.	-0.8	-6.9	8.2
PI Inds.	-1.9	-1.7	3.3
Quess Corp	-0.5	-1.2	31.0
SIS	0.2	0.6	20.8
SRF	-0.7	-5.9	5.7
Tata Chemicals	-1.6	3.1	6.7
Team Lease Serv.	0.1	8.1	28.2
Voltas	-1.6	19.3	29.2
UPL	-1.2	-10.3	-25.7
Zomato Ltd	1.6	0.7	153.8

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SELL	< - 10%
NEUTRAL	> - 10 % to 15%
UNDER REVIEW	Rating may undergo a change
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation

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