



Sector Outlook.  
How will Banks,  
Autos, Pharma,  
FMCG and IT  
fare in FY26?

BIG STORY P2



Due diligence.  
Gensol Engineering  
and staying safe  
in the 'golden age  
of fraud'

YOUR MONEY P3

Regd. TN/ARD/14/2012-2014, RNI No. 55320/94

## Equities face a US bond brick wall

**GROWING CONCERN.** Surging bond yields strain US finances, which equity investors need to be wary of

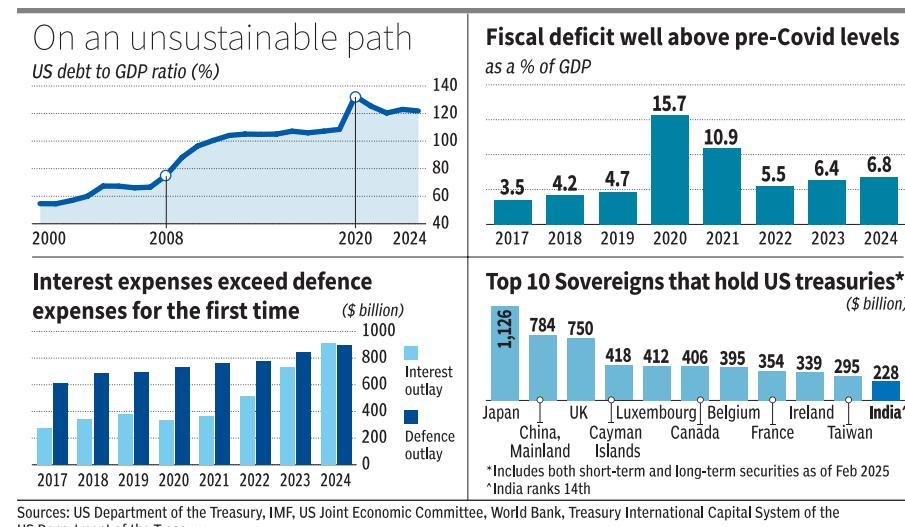
Nishanth Gopalakrishnan  
bl. research bureau

The week before last, US 10-year bonds witnessed the worst week since 2001, with yields spiking 50 basis points over the week to 4.5 per cent. Though yields cooled over the week gone by, a new drama surfaced with a brewing feud between President Trump and Fed Chair Powell.

While the Trump administration is determined to bring yields on long-term bonds down, the Fed's preference to wait and watch, given tariffed upside risks to inflation, is playing a brick wall. Last week, Trump said he couldn't wait to have Powell's office terminated, while at the same time, Powell's chairmanship is legally well-guarded. The deadlock is a classic case of when an unstoppable force meets an immovable object.

The 'elephant in the room' here is the US government's massive debt pile of \$36.2 trillion. The country has been on a spending spree since the global financial crisis, which accelerated when the Covid pandemic hit.

Today, the US' debt to GDP stands at a significant 122 per cent (December 2024). Bond yields shooting up can burn a hole through the US Government's finances, thus explain-



Sources: US Department of the Treasury, IMF, US Joint Economic Committee, World Bank, Treasury International Capital System of the US Department of the Treasury

ing Trump and his administration's obsession with bond yields. In fact, it was the bond tantrum from the earlier week that pushed Trump to swiftly go slow on reciprocal tariffs.

**THREE FACTORS**  
The debt-related problems for Trump administration stem from three factors.

First is the refinancing problem. The previous administration ducked the interest rate pressure by issuing short-term bills instead of long-term bonds. While the approach was unsustainable for long, it's the current administration's problem to

now refinance them with long-term bonds and will add further pressure on yields.

Two, the issue of the US government's addiction to spending, which of course Trump is trying to address with DOGE. While the US fiscal deficit cooled to 5.5 per cent of GDP in 2022 (calendar year) after having skyrocketed to 15.7 per cent of GDP in 2020 due to Covid stimulus, the ratio has now inched back to 6.8 per cent. Even worse, interest outlay of the US Government for 2024 surpassed the national defence outlay for the first time in the nation's history. This reminds of Ferguson's law – any great

power that spends more on debt servicing than on defence, risks ceasing to be a great power.

The third factor is one that is self-inflicted. The policy of the Trump administration, going back and forth, attempts to upset global supply chains and could tarnish the safe-haven status of US Treasury securities and the global reserve currency status of the dollar. This is where trade war blows up into capital wars. Although there is no strong alternative to the US dollar yet, global central banks might turn to other currencies or gold even more. A week ago, speculations

were rife in the bond market that China could retaliate by dumping its holdings of US bonds. This was one of the key reasons for the yield to go up the week before last, although the exact reason for the tantrum is still being investigated.

**US DEBT, AN EQUITY WOE**  
Decades earlier, Richard Nixon's Treasury Secretary famously said: The dollar is our currency, but it's your problem.

Similarly, this debt pile of the US and high yields are not only a problem for the US, but one for equity investors across the globe. First, the policies that the Trump administration is trying to implement could result in a stagnation in the US, a period of recession driven by inflated prices.

Top investment bankers have forecast a 50 per cent/60 per cent probability of a recession. In a globalised economic environment, this means a slowdown in global GDP. This combined with high US bond yields, used as benchmark to price risk assets across the globe, can be a double whammy for equity investors.

Investors across the world, including in India, must keep an eye on the US bond market.

Indian team heading to US to discuss 'early tranche' of trade deal

Amiti Sen  
New Delhi

Top officials from India and the US will discuss the agenda for an "early tranche" of the India-US bilateral trade agreement (BTA) that can be delivered within the 90-day pause period for reciprocal tariffs in Washington DC next week.

"The Indian team led by Rajesh Agarwal, Additional Secretary, Commerce Department, will be in Washington DC next week for a three-day meeting with US counterparts aiming to move beyond the agreed terms of reference (ToRs) and also discuss US ambitions in areas such as agriculture and non-tariff barriers," a source tracking the matter said.

**FORMAL TALKS**  
Additionally, the two sides will work on scheduling of the formal negotiations to see what all can be done in the 90-day period and what has to be pushed for later, the source added.

On April 2, US President Donald Trump announced reciprocal tariffs on most trade partners, including 26 per cent on India, stating that it was aimed at creating a level playing field for US exporters who faced high tariffs in the targeted countries. Trump, however, put the tariffs on hold on April 9 for 90-days, till July 8, to negotiate trade deals.

A 10 per cent baseline tariff on most imports, however, continues.

The US President said more than 75 countries had got in touch with US officials to start negotiations on deals to avoid the tariffs.

While India was the first country with which Trump agreed to negotiate a bilateral trade deal, as early as February 2025 when Prime Minister Narendra Modi visited Washington DC, the Fall

2025 (September-October 2025) deadline for delivering the first tranche may not be good enough to stall the reciprocal tariffs further.

**FOCUS AREAS**  
"It seems that to avoid reimposition of reciprocal tariffs on July 9, India may have to deliver something before the Fall deadline to satisfy the US. That is exactly what the officials will discuss when they meet. They will try to develop ToRs further in the areas of tariffs, non-tariff barriers as well as regulatory barriers," the source said.

The US has been vocal about demanding tariff cuts from India in a number of areas of its interest such as automobiles, motorbikes, alcohol, including bourbon whisky, and a range of agricultural products.

"India may be in a position to offer tariff cuts for some industrial items, it will be difficult to offer much in agriculture beyond some fruits, nuts and a few more items as it is a highly sensitive sector. The demands that the US makes in the area of non-tariff barriers and regulatory issues could also pose a problem," another source said. US continued to be India's top export destination in FY25 with exports of \$86.51 billion contributing to over 19 per cent of the country's exports. India's imports from the US were at \$45.33 billion.

## INVESTMENT FOCUS

### NCC: Buy

Arun K Shanmugam  
bl. research bureau

After three-four years of robust growth, the infrastructure space saw traction slow down over the past year or so.

However, for FY26, contracts are coming back on stream and stuck payments are being released, presenting considerable opportunities for companies operating in the space.



We had recommended buying the stock of NCC in December 2023, given that it is a key beneficiary of the thrust in capital expenditure expansion. From our recommended price (₹167), the stock more than doubled and from there it halved in the market carnage witnessed in the mid- and small-cap spaces over the September 2024-March 2025 period. It has rebounded subsequently to around ₹217.85 now.

A track record of strong execution, diversified orderbook and a pipeline of lucrative projects to be worked on over the next few years make the prospects for NCC attractive. We reiterated our 'buy' recommendation at the current market price from a 2-3 year perspective. At ₹217.85, the stock trades at 13.5 times its likely per share earnings for FY26, making the valuations reasonably attractive.

## QUICKLY

### ICICI Bank Q4 net up 18%

Mumbai: ICICI Bank reported an 18 per cent growth in the fourth quarter (Q4FY25) standalone net profit at ₹12,630 crore, supported by healthy growth in net interest income and other income even as its asset quality showed further improvement. It had recorded a standalone net profit at ₹10,708 crore in the year-ago period. p12

## Nippon India, ICICI MF top gainers in AUM in FY25

Suresh P. Iyengar  
Mumbai

Nippon India MF, ICICI Prudential MF and Tata MF topped the list of mutual funds with the maximum gain in assets under management last fiscal year among the top 10 fund houses, driven by turbulence in the equity markets.

Nippon MF and ICICI MF have registered the highest growth of 29 per cent each in AUM at ₹5.57 lakh crore and ₹8.79 lakh crore against ₹4.31 lakh crore and ₹6.83 lakh crore, respectively, logged in the same period last year.

Tata MF assets jumped 28 per cent to ₹1.88 lakh crore (₹1.47 lakh crore), according to the Association of Mutual Funds in India data.

However, SBI MF topped

the AUM table with a growth of 17 per cent to ₹10.73 lakh crore (₹9.14 lakh crore) while HDFC MF maintained its third position with AUM of ₹7.73 lakh crore (₹6.13 lakh crore), an increase of 26 per cent.

Motilal Oswal MF has more than doubled its assets to ₹9,298 crore (₹45,993 crore) while Zerodha MF assets jumped nearly nine fold to ₹4,854 crore (₹540 crore).

**INDUSTRY AUM UP 25%**  
Overall, the industry AUM had grown by 25 per cent last fiscal to ₹67.42 lakh crore against ₹54.13 lakh crore logged in the same period last year. Despite the volatile market, the mop-up through new fund offers by MF industry has increased 63 per cent in FY25 to ₹1.08 lakh crore

On the rise		
	FY24	FY25
SBI Mutual Fund	9.14	10.73
ICICI Prudential Mutual Fund	6.83	8.79
HDFC Mutual Fund	6.13	7.74
Nippon India Mutual Fund	4.31	5.57
Kotak Mahindra Mutual Fund	3.81	4.82
Aditya Birla Sun Life Mutual Fund	3.32	3.81
UTI Mutual Fund	2.91	3.40
Axis Mutual Fund	2.74	3.21
Tata Mutual Fund	1.47	1.88
DSP Mutual Fund	1.48	1.87
Mirae Asset Mutual Fund	1.61	1.86
Bandhan Mutual Fund	1.37	1.67
Edelweiss Mutual Fund	1.25	1.43
HSBC Mutual Fund	1.10	1.24
Franklin Templeton Mutual Fund	0.88	1.07

against ₹66,364 crore in FY24. Interestingly, the NFO on equity-oriented schemes more than doubled to ₹85,244 crore (₹39,297 crore) last

fiscal as investors were bullish on equity market till the US unleashed a tariff war which unsettled the global economy. The market has

been on a downward trend from its peak since last September.

**SIP INFLOW RISES 45%**  
The inflow through systematic investment plan increased 45 per cent to touch a new high of ₹2.89 lakh crore (₹1.99 lakh crore) last fiscal despite the sharp increase in closure of SIP accounts.

Venkat Chalasani, Chief Executive, AMFI, said despite market volatility and global policy uncertainties, the MF industry has demonstrated resilience and growth.

The steady rise in SIP flows is a testament to the growing maturity of retail investors in understanding the value of disciplined investing and trust of investors in MFs as a core part of their financial planning, he added.

There has been a further 10 per cent additional rise in the inflows since the beginning of 2025 driven by positive local price expectations, said the New York-based institute, a non-profit international association that draws its membership from across the silver industry.

The surge came despite the precious metal's price increasing by 23 per cent in 2024. During the weekend, silver was quoted at ₹32,509 ounce, up 12.5 per cent since the beginning of 2025 and 15 per cent year-on-year.

In a special note, "The growing popularity of silver ETPs in India", the survey said the ETPs were first

launched in January 2022 on the NSE and the BSE, and are physically backed by LBMA-accredited silver stored in custodian vaults.

**77 M NEW ACCOUNTS**  
"Despite being a late entrant, silver ETPs have recently seen remarkable growth. Holdings surged by around 25 million ounces (783 tonnes) in 2024 to a record high of 38.6 million ounces (1,200 tonnes)," it said.

Retail trading accounts increased sharply over the past five years from 41 million in March 2020 to 185 million by the end of 2024. "Notably, in 2023 and 2024, 77 million accounts were added," the survey said.

The number of funds offering silver ETPs, launched much later after ones for gold began in 2007, has tripled in recent years, rising from four at the end of 2022 to 12 now. The growing interest in silver ETPs is due to several factors including the metal's inherent volatility, the convenience offered

cent, while options trading more than doubled as high price volatility drove interest in flexible options contracts.

"Finally, fuelling the surge are inflows through Fund of Funds. These are set up by mutual funds which, in turn, invest in their own ETPs," it said. Silver ETPs' appeal has increased in the absence of efficient alternative investment options for the white metal. "Building on the gains seen in 2024, we expect a further rise of 70 million ounces (2,177t) for ETPs this year," it said.

On the Multi Commodity Exchange of India, silver futures turnover was up 5 per cent, while options trading increased by 10 per cent. The survey anticipates losses in both jewellery and silverware, as high silver prices weigh on demand. In India, the likely 15 per cent drop is expected to be driven by price-related consumption losses, as trade restocking could be constrained by record-high local prices.

Losses are also forecast for India in

# bl.portfolio

## SECTOR PLAYS IN FY26



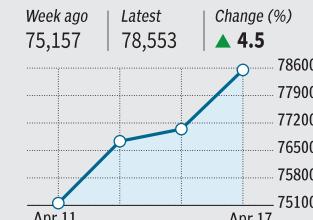
### WISE WORDS.

**Speculators screaming "this time is different!" are begging to be steamrolled by their own disregard for economic history**

JOHN P. HUSSMAN  
President, Hussman Investment Trust

### MARKET ACTION.

#### SENSEX



#### NIFTY

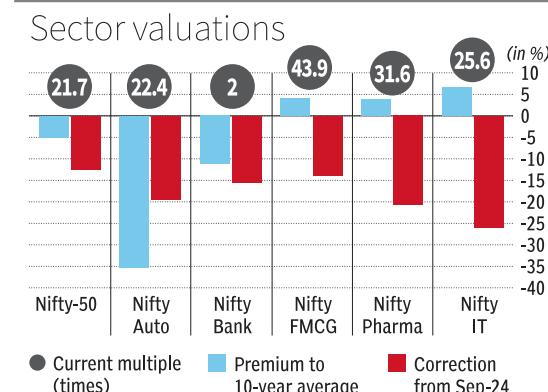


### BACK TO FUNDAMENTALS.

The start of the new fiscal is witnessing a tariff-riddled world and an unprecedented churn in the markets globally. Against this backdrop, how will Banks, Autos, Pharma, FMCG and IT fare in FY26, and what should investors watch out for?

Sai Prabhakar Yadavalli  
bl. research bureau

**A**s Trump tariffs and trade-wars impact markets, even fundamental investors may have turned into traders in the last few months; 200-day moving average gained precedence to earnings growth as support levels turned into resistance in a short span. At times of such volatility, long-term investors should stay true to the game and focus on the resources at hand; earnings momentum, valuations and outlook based on the two. We return to basic investing principles to identify sectors, which may have deserved the correction, and those that were harshly punished and provide opportunities.



Nifty Bank measured in trailing Price-book. Other sectors measured in trailing PE

### PHARMACEUTICALS

Pharma will be entering FY26 with a strong earnings momentum. The revenue growth has moderated, but is still strong. While India and other emerging markets have contributed, the revenue growth has gained from turnaround in the US markets. The right geographic mix led by India and branded markets and lower price erosion in the US markets are reflected in EBITDA margins, at their highest for the industry, thereby aiding the earnings momentum for the sector.

Optimism is well reflected in valuations. The pharma sector is among the few sectors with valuations still above last decade's average, despite a sharp correction from peak.

**Outlook:** Pharma will have its share of challenges, but the outlook is still positive in our view. First, the headwinds. With close to a third of the revenues from the US markets, the tariff threat is still looming despite a delay/pause. But as detailed in our Big Story, Trump tariffs and your stocks, in bl. portfolio edition dated March 23, 2025, the impact on domestic pharma will be limited to US capacity replacing Indian generics. The effect will also escalate gradually, based on US capital allocation and hence will take time to play out.

FY26 should be the last full year with generic Revlimid opportunity which has benefitted most of the leading companies in the sector and revenue gap (close to 5-10 per cent of US revenues) will impact companies.

The Indian pharma market's overall growth has declined in the recent years from 10-11 per cent yearly to high single-digits now. The companies have managed better growth rates by expanding field force, product basket and geographical reach. But the overhang might materialise in slower growth unless combat with new product launches at a faster pace. The high margins and cyclical peak of US FDA plant approvals are also a key monitorable.

The sector opportunities are plentiful too. The US generics pipeline is strong with most companies, excluding Dr. Reddy's, which does not boast a lucrative portfolio. Aurobindo, Sun, Lupin, Cipla have all lined strong op-

portunities. Patent expiry of Semaglutide, the molecule for diabetes to weight loss, will be another secular opportunity for the segment across geographic markets.

The leading names also have a strong cash balance currently, which will support acquisitions in US specialty or Indian markets.

Divi's and Suven are riding the US Biosecure Act, which makes it imperative to diversify from Chinese contract manufacturing labs. The companies have been engaged in high capex and are witnessing client interest and the impact on bottom-line remains to be seen.

Branded generics markets were led by domestic consumption, but emerging markets are a strong opportunity, and most players are expanding in these segments.

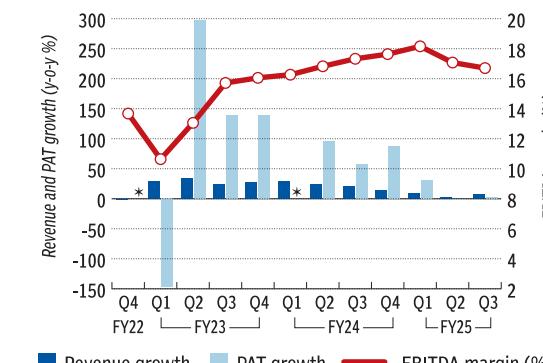
**Verdict:** The challenges to sector momentum may not have an outsized impact in the medium term owing to several growth levers and broadly-positive geographic opportunities. But with valuations, margins and earnings at a simultaneous peak, investors will have to scan for selective opportunities in the segment or dips to accumulate the stocks.

### AUTOMOBILES

Post the strong upcycle after Covid, the sector will likely consolidate at the upper end by reporting moderate growth. Starting from BS-IV inventory liquidation prior to Covid and then the pandemic, the post-Covid period witnessed strong uptake in the automobile sector. High and pent-up demand on a weakened base made for astronomical growth numbers. The strong operating leverage further magnified the bottom line growth.

This high-volume growth has started tapering off, but on a high base. With lower scope of operating leverage, the earnings growth will also be normalised in the medium term. This is well reflected in valuations which are 35 per cent below last-decade average with tariff uncertainty on auto components further impacting valuations.

### Automobile OEM: Quarterly financial performance



Source: Capital Line. All listed companies in the sector totaling 64 companies

\*Measured on low base. Not meaningful

**Outlook:** The four-wheelers (4Ws) have reported strong growth even in Q3FY25 with both Maruti and M&M reporting mid-teens volume growth year on year. The outlook though is predicated on model launches.

The segment is currently riding on the SUV sub-segment and EV adoption, both of which support premiumisation of product mix, thereby supporting growth in realisations. Overall, urban-led volume growth moderation can be expected leading to moderation of operating leverage. But price and product-mix led support to margins and softer input commodity costs should offset lower volumes and operating leverage to an extent.

The recovery in rural economy with prospects of better monsoon can support the domestic two-wheeler (2W) industry. The segments above the entry level (125 cc and above) and EV model launches are expected to drive growth in both urban and rural markets.

For both the sectors, exports have been a bright spot till now but could be impacted by a slowdown in global growth and hence need to be monitored. With end-markets across Africa, Latin America and West Asia, the impact from diverted Chinese, Asian or European automobiles is lower compared to a general economic slowdown.

The auto ancillary sector will be under the tariff overhang till resolved. The direct exposure to the US markets is varying across companies with Europe, Mexico and Canada being the other markets. But slowdown in exports to the US will impact the other market growth too.

**Verdict:** The sector cannot be overweighted any further in individual portfolios. The valuation comfort must be weighed against growth opportunities in 4W and 2W segment and the correction in auto ancillary cannot be bought into till trade and tariff war issues are resolved.

### BANKS

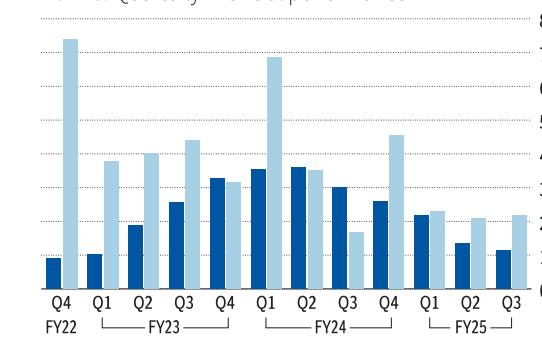
The banking industry rides into FY26 on a trifecta of positive factors. The credit demand and growth have been

strong. The asset quality has been healthy and the net interest margin (NIM) spread to the advantage of banks. The cost of funds (on deposit/CASA accounts) barely inched up even as yields on loan assets were high. This has aided strong top-and-bottom-line growth for banks as moderation shows up in recent quarters.

The banking sector valuations, which barely inflated in the previous rally, are now 11 per cent below past decade average, having corrected 15 per cent from the peaks.

**Outlook:** The correction in NIMs has marginally started in the last two quarters. This will further accelerate in the medium term as another rate cut was announced in the meanwhile and the RBI shifted its stance to accommodate to support growth from here on. This amplifies further rate cut expectations, beyond the 50-bps cut so far. The retail and corporate portfolio will seek to reprice their loans in this environment, pressuring bank spreads.

### Banks: Quarterly financial performance



Source: Capital Line. All listed companies in the sector totaling 22 companies

On a high base of credit growth, the growth in advances is still holding up across leading banks. HDFC Bank aiming to lower loan to deposit ratio will be the exception. Corporate and SME portfolios are also supporting high credit demand, adding to the demand from retail and unsecured ones. The latter has come under marginal duress in earlier quarters, but the effect seems to be contained with tighter underwriting norms. This should limit credit growth in the unsecured segment.

While MFIs and small finance banks are facing stress, credit quality is holding up well for large banks. But being linked to macroeconomic cycles, which has run on long legs, investors will have to monitor this head. The pressure on NIMs is well anticipated and companies would have levers like MCLR repricing or asset mix to manage the rate cuts. The liquidity easing through open market actions have eased cost of funds and most banks have started reducing deposit rates as well.

**Verdict:** Despite the NIM pressures, investors can consider the sector owing to valuations below historical average and continued runway in growth. Any resurgence in private capex can support credit growth, but investors could consider banks with an ability to address prime credit customers, as the economic cycle is currently at a stage of a cyclical slowdown.

### FMCG

The sector experienced weak revenue and earnings growth in the last two years. The earnings growth started normalising only in the last three quarters. The weak consumption earlier was limited to the rural segment, but now the commentary extends to urban segments too, with rural reporting a gradual recovery.

The high input costs, increased competition and reorientation to modern retailers in e-commerce have impacted growth in the last two years. But weak underlying consumption, especially in the entry segment, has been persistent. The sector still trades in line with historical average valuations. From a peak valuation of 50 times in the last year, it has corrected to 43 times now.

**Outlook:** The sector has a mixed outlook. On one hand, urban demand is bottoming or moderating, and rural demand is gradually seen to be improving. The strong monsoons and the recovery in rural wage growth (on a weak base) are aiding a recovery of the rural segment. The urban recovery may hinge on moderating inflation and low-base effects. While the recent tax cuts can benefit big-ticket items such as consumer durables and automobiles, it remains to be seen if FMCG can also benefit from the same.

Modern retail growth is resilient too. This is reiterated by FMCG companies, which report a tailwind for prestige and premium segments from modern commerce. Pricing power seems intact as companies may go for a price hike shortly and so is the drive to premiumisation in FMCG portfolios. Raw material costs are moderating from highs along with crude, which should allow for margin expansion or at least protection.

**Verdict:** Between expectation of recovery in business sentiment and caution, investors may side with the latter at the current juncture. The early signs of expanding business activity is still far away before IT budget expansion can come into the picture. IT companies executing current contracts without deal downsizing remain the immediate priority. Global economic concerns apart, IT services will also have to deal with AI-related disruption to its business model. The business growth for large players is near historical lows. While mid-tier IT services companies are reporting better growth, their valuation appears expensive. Investors will have to wait and watch for now as far as the sector is concerned.

A weak FY26 is likely to play out in addition to two back-to-back (FY24 and FY25) underwhelming years for IT services and hence, investor patience may get tested.

**Outlook:** The first set of results has supported these expectations of slowdown. Infosys guided for a conservative 0-3 per cent CC growth in FY26, indicating caution stemming from tariff and global growth concerns. TCS also reported tariff impact in retail, auto and travel industry, but healthy demand from BFSI, manufacturing (ex-auto) and others.

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**Arun K Shanmugam**  
bl. research bureau

Famed short-seller Jim Chanos, who was one of the earliest people to call out the fraudulent accounting in mega scams like Enron and Wirecard, has termed the current period as the 'golden age of fraud.' In his view, a combination of easy money, weak regulatory oversights and unprecedented speculative frenzy with focus on short-term gains rather than long-term value have created a perfect platform for Ponzi schemes.

As far as Indian investors are concerned, focus now is on risks of frauds in the system after the Gensol Engineering fiasco that unravelled last week. After the allegations of fund diversion, promoters of Gensol, the Jaggi brothers, were barred from the securities market by SEBI. The stock continued its free fall and is down 90 per cent from its 52-week high.

Investor attention is now back to how one can detect accounting frauds. In the case of Gensol, though with the benefit of hindsight, it is easy to identify the red flags now, it is important to have a structure and a method to your analysis to spot the potential risks beforehand and stay safe with your hard-earned money.

In our bl. portfolio edition dated March 2, 2025, we had explained how the Beneish M-score helps identify companies fudging their numbers. Though not flawless and occasionally prone to false alarms, the screening effectiveness of this tool is well-established and it is a valuable aid for investment decisions. For example, students at Cornell University identified Enron as an accounting manipulator in 1998, three years before the giant scam unravelled and the company filed for bankruptcy.

So, we tested this out to see if investors could have applied this to Gensol and stayed away from the company before the shenanigans unfolded. The result we got was a resounding Yes!

As per this tool, if the M-score is greater than -1.78, it means that a company is likely engaged in manipulation of its earnings. And Gensol scored -1.49 here. We

# Staying safe in the 'golden age of fraud'

**DUE DILIGENCE.** Investors caught on the wrong foot could have applied the M-score to Gensol Engineering financials and avoided investing in the company

have used Gensol's latest available information (Q3 FY25 or Q2 FY25, as appropriate). Applying this would have made investors dig further or exit the stock before the blow-up.

Here is a recap of the score and how Gensol fared.

## M-SCORE AND GENSOLO

The M-score methodology was devised in a research paper by Messod D Beneish, an accounting professor at Kelley School of Business, Indiana University. He profiled a sample of companies that had engaged in earnings manipulations and studied their distinguishing characteristics. He then arrived at an equation/formula that establishes a relation between certain accounting ratios and the probability of earnings manipulation.

$$\text{M-score} = -4.84 + 0.92 \text{ DSRI} + 0.528 \text{ GMI} + 0.404 \text{ AQI} + 0.892 \text{ SGI} + 0.115 \text{ DEPI} - 0.172 \text{ SGAI} - 0.327 \text{ LVGI} + 4.679 \text{ TATA}$$

## THE BREAKDOWN

**DSRI:** Gensol's Days Sales in Receivables Index (DSRI) was 1.17, indicating that while the revenue increased, it wasn't converted to cash at the same pace, resulting in increased receivables. Receivable days increased from 49 days in FY23 to 57 days in FY24 meaning a good chunk of revenue booked in FY24 was still stuck in receivables.

Gensol's M-score			
Ratio	Score	Ratio	Score
DSRI	1.17	DEPI	1.02
GMI	0.82	SGAI	0.76
AQI	0.96	LVGI	0.92
SGI	1.88	TATA	0.02
<b>M-score -1.49</b>			

## How to interpret the M-score

M-score	Interpretation
<b>Less than -2.22</b>	Company is unlikely to have manipulated earnings
<b>Between -2.22 &amp; -1.78</b>	Indicates a possible risk of manipulation. Further investigation is warranted
<b>More than -1.78</b>	Company is likely engaging in earnings manipulation

Companies might go lax on credit policy to inflate sales or even book fictitious sales, delaying cash flow and affecting liquidity and a ratio over 1 suggests sales could be artificially boosted. And here, the consequence of slower cash conversion was also observed in the operating cash flows of the company, which will be discussed under the TATA index.

**GMI:** Gensol being an EPC player, the Gross Margin Index

(GMI) doesn't hold much relevance. But reading it as it is, the company's GMI score was 0.82, meaning there wasn't pressure on gross margins even when sales doubled in the last 12 months.

**AQI:** Here is where Gensol, failing to convert loans availed from IREDA and PFC for buying electric vehicles (EVs) into property, plant and equipment (PPE), gets flagged.

Notably, Gensol corrected a classification with respect to leases, during Q2FY25, and recognised the existing contracts as finance lease. This essentially moved out the EV fleet leased to its ride-hailing business (Blusmart) from Gensol's PPE to its financial assets (non-current). Making a comparable adjustment for the same, AQI stood at 0.96, missing the trigger (more than 1 indicates manipulation) just by a whisker.

Nevertheless, with the benefit of hindsight, capital advances still pending as advances for more than 12 months and increase in loans outstanding from related parties, not to mention the slew of loans given and received (and fro) during the last two fiscal years, could be identified as smoking guns.

**SGI:** Gensol showed exponential growth in revenue since FY20, with CAGR growth until FY24 at

85 per cent, explaining a high Sales Growth Index (SGI) of 1.88. And with an orderbook of around ₹7,000 crore as of Q3FY25, the company was projected to continue the exponential growth path. Its revenue, EBITDA and PAT recorded during 9MFY25 had already surpassed its FY24 numbers.

Pressure to deliver growth, per Beneish, can lead to unethical accounting practices, including earnings manipulation and in this case, it appears it did.

**DEPI:** While the Depreciation Index (DEPI) is 1.02 for Gensol, the company moved a chunk of its PPE (which was commercial vehicles) to other financial assets (non-current) during Q2FY24.

Companies could manipulate such estimates to bring down the depreciation charge, thereby propping up the accounting profit. And here, the reclassification limited the interpretation and is inconclusive.

**SGAI:** Gensol's sales, general and administrative expenses increased at just about half the pace, as of its sales, taking the Sales, General, Administration expenses Index (SGAI) to 0.76, suggesting manipulation. And in money terms, it is more questionable. Revenue earned during the last 12 months was at ₹1,385 crore, up 88 per cent year on year

this, fresh debt availed from financial institutions during FY24, in particular, added ₹873 crore (roughly 70 per cent).

Though equity infusion of around ₹220 crore was made after March 2024, the company defaulted for the first time in servicing its debt on December 31, 2024. What followed was a series of defaults, which was kept under the sheets with falsified documents submitted to credit rating agencies showing a clean track record, as noted by ICRA in its credit report where it downgraded Gensol's credit rating.

**TATA:** Total Accruals to Total Assets (TATA) calculates the difference between a company's accounting profit and operating cash flows, divided by total assets. The ability to convert accounting profits to cash profits reflects the true quality of earnings. That is why even in calculation of intrinsic value, future cash flows are discounted. This ratio, weighted at 4.69, is crucial.

Gensol, with ballooning working capital, easily failed this test with negative operating cash flows in FY24 which partially offset the positive cash flows during H1 FY25 to drag the cash flows well below the accounting profits reported.

The company reported negative operating cash flows in three out of the last five fiscal years, which also did not help the case.

Importantly, these checks must be done periodically.



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from ₹735 crore, against SGA expenses at just ₹123 crore, up 42 per cent from ₹87 crore.

**LVGI:** While manipulators choose equity over debt to raise funds, to avoid inviting scrutiny from lenders and credit rating agencies, interestingly, Gensol chose debt over equity until FY24 and its Leverage Index (LVGI) was at 0.92 time, just below the alarming 1 time.

The size of the balance sheet went up 1.2x, by ₹1,262 crore to ₹2,327 crore as of March 2024 from March 2023. While equity contributed to just 8 per cent of

## Ratios that make the model

Ratio	Formula
<b>DSRI</b>	(Net receivables <sup>1</sup> / Sales <sup>1</sup> ) / (Net receivables <sup>2</sup> / Sales <sup>2</sup> )
<b>GMI</b>	((Sales <sup>2</sup> - COGS <sup>2</sup> ) / Sales <sup>2</sup> ) / ((Sales <sup>1</sup> - COGS <sup>1</sup> ) / Sales <sup>1</sup> )
<b>AQI</b>	((Non-current assets <sup>1</sup> - PPE <sup>1</sup> ) / Total assets <sup>1</sup> ) / ((Non-current assets <sup>2</sup> - PPE <sup>2</sup> ) / Total assets <sup>2</sup> )
<b>SGI</b>	Sales <sup>1</sup> / Sales <sup>2</sup>
<b>DEPI</b>	(Depreciation <sup>2</sup> / (PPE <sup>2</sup> + Depreciation <sup>2</sup> )) / (Depreciation <sup>1</sup> / (PPE <sup>1</sup> + Depreciation <sup>1</sup> ))
<b>SGAI</b>	(SGA expense <sup>1</sup> / Sales <sup>1</sup> ) / (SGA expense <sup>2</sup> / Sales <sup>2</sup> )
<b>LVGI</b>	((Non-current debt <sup>1</sup> + Current liabilities <sup>1</sup> ) / Total assets <sup>1</sup> ) / ((Non-current debt <sup>2</sup> + Current liabilities <sup>2</sup> ) / Total assets <sup>2</sup> )
<b>TATA</b>	(Income before extraordinary items <sup>1</sup> - Cash from operations <sup>1</sup> ) / Total assets <sup>1</sup>

<sup>1</sup> represents the recent financial year e.g. FY24; <sup>2</sup> represents the year prior to the recent financial year e.g. FY23

COGS - cost of goods sold; PPE - plant, property and equipment; SGA - selling, general and administrative

# 'HNIs view corrections as opportunities to rebalance or fill allocation gaps'

**MEET THE EXPERT.** Feroze Azeez, Joint CEO of Anand Rathi Wealth, on concerns about small-cap funds, investors' portfolio mix in recent times, asset allocation dynamics and more



## 2024-March 2025 etc), compared with regular retail investors?

Clients with a clear investment strategy and goals are better equipped to handle both their return expectations and risk, staying calm even during volatile phases. This has been observed most with HNIs and UHNIs clients as they also have professional financial advisors to manage their portfolios.

Double-digit percentage corrections in equity markets are quite common. Such drawdowns usually last seven-eight months, after which markets tend to recover. Investors with long-term goals are less impacted by short-term volatility as they stay invested and do not panic. Instead, they view corrections as opportunities to rebalance or fill allocation gaps in their portfolios.

**While SIP flows have continued to remain steady, there is the issue of SIP stoppages in recent months. Do you think this is temporary or is there a cause for concern?**

SIP cancellations happen for various reasons, including fund redemption due to reaching goal, switches and STPs.

Thus, focusing solely on the stoppage ratio can be misleading. The net SIP inflows, which stood at ₹25,999 crore in February 2025, marked a 35 per cent growth from ₹19,187 crore last year.

This net inflow number is the main indicator when we are looking at SIPs, and despite a higher stoppage ratio, overall in-

## PLAN IS KEY

Clients with a clear investment strategy and goals are better equipped to handle both their return expectations and risk

vestor participation in SIPs remained strong. Another important point to note is that most of these cancellations have started coming on direct mutual funds which depicts that investors who are investing on their own without laying down an investment strategy tends to get more jittery in such market scenarios. Going forward, we only expect SIP participation to get stronger as SEBI is taking active initiatives to engage more investors in the equity market via this mode.

**Given that much of the interest in the market post-Covid has centred on equities, has fixed-income become a less-attractive option? More so, after the removal of indexation benefits and full taxation? Does this risk skewing investor portfolios too much in favour of equities without balancing with debt options?**

After the removal of debt indexation and the taxation changes, debt has become a comparatively less-attractive option for investors. However, Indian households are still invested heavily in debt, with almost 60 per cent of their financial assets

invested in debt or debt-like instruments. Hence, to urge Indian investors to look for inflation-beating investment avenues, equity was given a favourable stance.

Investors should go for a mix of equity and debt in the right proportions, as they have low correlation with each other and provide portfolio diversification benefits. The ideal allocation for the long term would be 80:20 in equity and debt, 70:30 for medium term and 100 per cent debt in case of short term. Investors should avoid overconcentration in any certain asset class and their portfolios should be rebalanced regularly.

**What is your take in the talk around mutual funds (SIPs) weaning away flows from bank deposits? Bank deposits have grown 11 per cent annually for the past five years, while mutual fund AUM has risen at 19 per cent (February 2025 data).**

Though the proportion of equity and debt mutual funds have increased significantly between 2014 and 2024, from a combined share in overall financial assets of 5.3 per cent in March 2014 to 16.4 per cent in September 2024, Indian households still remain investing mostly in debt and debt-like instruments.

They have heavily allocated (with almost 60 per cent of their financial assets) in low but guaranteed returns assets, such as deposits, small savings, and pension and provident funds. However, we have noticed a shift in

households investing behaviour with allocation towards low income-generating assets reducing.

In 2011-12, bank deposits dominated household financial savings, contributing 57 per cent of the savings. For 2022-23, deposits constituted 37 per cent of the households' financial savings. Investments in mutual funds increased to 6 per cent of gross savings in 2022-23 from less than 1 per cent a decade ago.

The annual flows towards mutual funds and equities which were ₹16,500 crore in FY12 have witnessed 12-fold rise to ₹2.1 lakh crore in FY23.

The number of income-tax filers earning over ₹50 lakh annually is rising steadily with every passing year, indicating a growing pool of high-income individuals with investment potential. As they accumulate wealth, many will actively seek professional financial advice. This makes the ₹5-50 crore HNI segment not only highly scalable but also a key target for long-term growth.

Recommendations on investment and asset allocations are those of the interviewee and not from the bl. portfolio team

## Interest rates on home loans (%)

Institution	Loan amount		
	Under ₹30 lakh	₹30 to ₹75 lakh	Over ₹75 lakh
<b>BANKS (Floating rates)</b>			
Union Bank of India	7.85-10.25	7.85-10.25	7.85-10.25</

Venkatasubramanian K  
bl. research bureau

The persistent fall in the markets from September 2024 to March 2025 has finally brought some semblance of comfort in valuations. With large, mid and small cap indices having fallen 15-26 per cent from the peak, before slowly rallying in recent weeks, PE multiples have fallen across the board.

However, the continuing uncertainties on US trade tariffs with too much back and forth on announcements, volatile currency dynamics, questions on global growth and persisting geopolitical tensions mean that markets may continue to be choppy for a while.

Anchoring your portfolio to carefully chosen value names and quality picks can help stem the volatility and deliver over the long term.

Tata Equity P/E fund is a good choice for value investors wishing to create wealth over the long term of 7-10 years.

The fund invests at least 70 per cent of its assets in companies whose rolling PE ratios based on the past four quarters' earnings are less than the rolling P/E of the BSE Sensex stocks.

Tata Equity P/E has a track record of almost 21 years and has delivered healthy above-average returns over this period.

Investments can be made via the SIP route to average costs and ride out market volatility.

#### PROVEN PERFORMER

The scheme's performance over the past couple of decades has been healthy.

It has delivered 18.1 per cent compounded annually from its inception in June 2024.

In five-year rolling returns over the past the period of January 2013 to April 2025, Tata Equity P/E has delivered mean returns of 16.1 per cent.

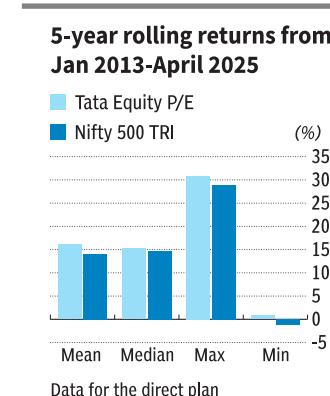
Its benchmark Nifty 500 TRI has managed average returns of 14.1 per cent over the same timeframe.

Also, in the aforementioned 12-year period, on a 5-year rolling basis, the scheme has beaten its benchmark nearly 69 per cent of the time, which is quite robust.

It has delivered more than 12 per cent nearly 68 per cent of the

# Long-term value fix

**FUND CALL.** Tata Equity P/E fund has a track record of consistently beating its benchmark, delivering above-average returns



Top 5 sectors held	
Allocation (%)	
Financial services	39.5
Oil gas and consumable fuel	11.8
FMCG	7.1
IT-Software	6.4
Power	5.5

as of Mar 2025

Top 5 stocks held	
Allocation (%)	
HDFC Bank	10.2
BPCL	4.9
Coal India	4.8
Kotak Mahindra Bank	4.2
Muthoot Finance	3.9

as of Mar 2025

Source: ACE MF, Factsheet

time over this period and more than 15 per cent more than 51 per cent of the time.

The fund's SIP returns (XIRR) over the past 10 years are fairly robust at 16.4 per cent. An SIP in its benchmark Nifty 500 TRI would have returned 14.5 per cent over the same period.

All return figures pertain to the direct plan of Tata Equity P/E fund.

The fund has an upside capture ratio of 111.6, indicating that its NAV rises much more than the benchmark during rallies.

But more importantly, it has a downside capture ratio of 88.4, indicating that the scheme's NAV falls less than the Nifty 500 TRI during corrections.

#### WHY INVEST

- Sticks to value style
- Takes a flexicap approach to stock selection
- Delivers steady performance over the long term

A score of 100 indicates that a fund performs in line with its benchmark.

This is based on data from April 2022 to April 2025.

#### SMART PORTFOLIO CHURN

Tata Equity P/E fund takes a flexicap approach to stock selection.

Therefore, there is substantial proportion invested in mid and small caps as well, though large-caps dominate the portfolio.

In the last couple of years, the allocation to large-caps has been a little over 60 per cent.

So, mid and small-caps account for 30-35 per cent of the overall holdings.

As the portfolio is anchored to valuations, it suffers somewhat less during market corrections.

The fund manages to well-diversified and robust portfolio of 35-40 stocks without being too concentrated in any names barring the top few holdings.

Cash positions are taken to the tune of only 4-6 per cent of the portfolio.

Financial services, mainly banks, NBFCs and capital market companies, have always been the top holdings of Tata Equity P/E. Large banks and NBFCs have especially been resilient in the recent market correction over the past six months.

This has helped the fund hold forth and not suffer heavy drawdowns.

Oil, gas and consumable fuels have also been among the top holdings of the fund over the years, as valuations remain the comfort zone for companies in these segments.

It pared exposure to automobiles and auto components as the segments faced a slowdown and also the uncertainties of the US trade tariffs.

The correction in IT stocks has made the fund raise stakes in select companies of the space.

Large FMCG stocks, too, have corrected significantly, giving value opportunities for the fund to hike stakes in a few chosen names.

The fund sticks to the value style and does not go heavy on momentum-driven stocks even in the small-cap segment.

For investors willing to stay on for the long term and take periods of underperformance in their stride, Tata Equity P/E fund can be a rewarding investment.

# Multi-asset funds are not all the same

**FUND TRACKER.** Investment approaches differ significantly in their asset allocation strategies and risk profiles

Dhuraivel Gunasekaran  
bl. research bureau

Multi-Asset Allocation Funds (MAAF) have surged in popularity over the last 15-18 months, outperforming many equity and hybrid categories. Currently, 28 funds in this category aim to deliver portfolio diversification across asset classes. While the common objective is to balance risk and returns, their investment approaches vary widely in terms of asset allocation strategies and risk profile.

Mentioned here are some of the variations that investors need to watch out for:

#### NO EQUITY ALLOCATION

All funds in the category mandatorily allocate to unhedged equities except Edelweiss Multi Asset Allocation Fund. It is a debt-oriented fund employing arbitrage positions in equities, gold, and silver along with accrual income from fixed-income instruments. This fund generates returns similar to debt and arbitrage funds. Over the last one year, it delivered 8.9 per cent while arbitrage and short duration fund categories clocked an average return of 7 per cent and 9 per cent respectively.

#### GOLD AND SILVER

While most funds allocate to gold ETFs or physical gold, funds like Edelweiss Multi Asset Allocation, WhiteOak Capital Multi Asset Allocation, ICICI Pru Multi-Asset and Tata Multi Asset Opportunities Fund also taking positions through commodity derivatives.

Gold and silver derivatives offer leverage and flexibility with lower capital requirements than ETFs in India. WhiteOak Capital Multi Asset Allocation and Tata Multi Asset Opportunities delivered an annualised return of 16 per cent and 8 per cent over the last one year.

**CRUDE OIL & METAL**  
Tata Multi Asset Opportunities Fund stands unique in the industry by investing also in crude oil, copper, zinc, and aluminium through exchange-traded com-

#### Multi asset mutual funds with unique allocation strategies

Fund	Unhedged Equity	Arbitrage position	Debt	Gold	Silver	Overseas Equity	REITs & InvITs	Cash & Others	1 year return (%)	Differentiating factor	% holding
Aditya Birla SL Multi Asset Allocation	66	2	13	10	4	1	4	1	11.0	In 7 assets	
DSP Multi Asset Allocation	41	-	21	13	3	15	-	7	11.5	Overseas equities	
Edelweiss Multi Asset Allocation	0	28	55	11	-	-	-	6	8.8	Nil equity, commodity derivatives	
HSBC Multi Asset Allocation	68	-	14	12	5	-	-	2	3.6	Mid & Small-cap heavy	
ICICI Pru Multi-Asset	51	15	14	6	5	0	1	8	11.8	In 7 assets, commodity derivatives	
Invesco India Multi Asset Allocation	42	-	20	16	0	17	-	4	-	Overseas equities	
Kotak Multi Asset Allocation	66	5	10	5	14	-	0	0	6.5	Prefer silver over gold	
LIC MF Multi Asset Allocation	71	-	9	11	5	-	-	4	-	Mid & Small-cap heavy	
Mahindra Manulife Multi Asset Alloc	53	-	21	6	10	-	7	3	9.4	Prefer silver over gold	
Motilal Oswal Multi Asset	38	-	22	16	-	-	-	24	-9.4	Mid & Small-cap heavy	
Nippon India Multi Asset Allocation	56	-	15	12	3	10	-	4	10.5	Overseas equities	
Quant Multi Asset	51	-	10	3	8	-	4	24	2.2	Prefer silver over gold	
Sundaram Multi Asset Allocation	65	-	10	24	-	-	-	1	10.4	Higher exposure to unhedged equ	
Tata Multi Asset Opp	57	10	10	10	10	-	-	5	7.2	Commodity derivatives	
UTI Multi Asset Allocation	66	-	20	12	-	-	-	3	7.5	Higher exposure to unhedged equ	
WOC Multi Asset Allocation	28	10	30	15	1	8	8	15.3		Commodity derivatives, in 7 assets	

Source: ACEMF, Factsheets Compiled by bl.portfolio Portfolio data as of March 2025. Return as of April 17, 2025

Modity derivatives. It maintains an overall commodity allocation ranging from 10 to 20 per cent of the portfolio.

DSP Multi Asset Allocation and Nippon India Multi Asset Allocation offer exposure across global markets. The top three funds with higher exposure to this segment are Motilal Oswal Multi Asset (31 per cent), LIC MF Multi Asset Allocation (30 per cent), and HSBC Multi Asset Allocation (27 per cent), compared to the category average of 15 per cent. This may lead to higher equity returns than peers but with higher volatility and downside risks.

Three funds provide well-diversified exposure by allocating to as many asset classes as permissible for the industry. WhiteOak Capital Multi Asset Allocation, ICICI Pru Multi-Asset, and Aditya Birla SL Multi Asset Allocation Fund have invested across seven assets: domestic equities, arbitrage positions, debt, gold, silver, overseas equities, REITs & InvITs. Among these schemes, ICICI Pru Multi-Asset stands out with a long track record, having delivered annualised returns of 25 per cent over the past five years.

#### MID/SMALL-CAP HEAVY

Some funds focus heavily on mid and small-cap stocks. The top three funds with higher exposure to this segment are Motilal Oswal Multi Asset (31 per cent), LIC MF Multi Asset Allocation (30 per cent), and HSBC Multi Asset Allocation (27 per cent), compared to the category average of 15 per cent. This may lead to higher equity returns than peers but with higher volatility and downside risks.

Counter Cyclical Investments and Aequitas Invest. Consultancy stand out with a long track record, having delivered annualised returns of 25 per cent over the past five years.

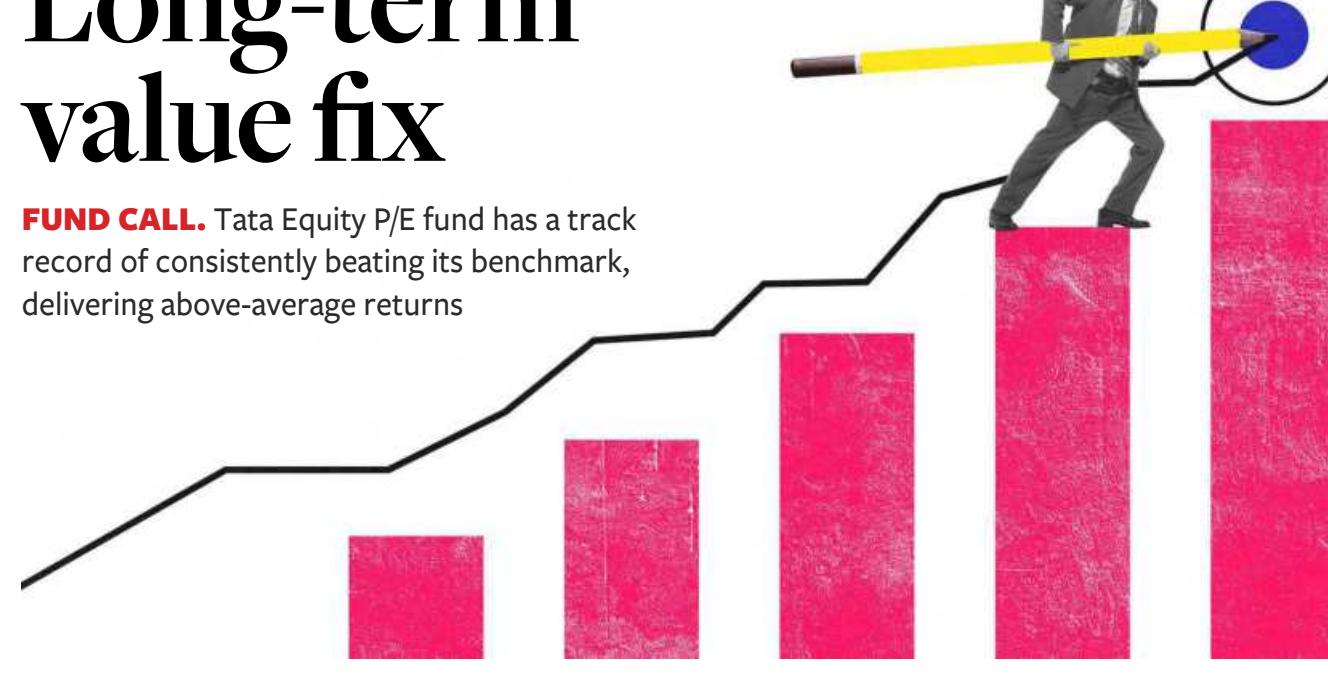
#### UNHEDGED EQUITIES

Currently, 16 funds invest at least 65 per cent in equities. UTI Multi Asset Allocation and Sundaram Multi Asset Allocation have consistently maintained unhedged equity levels above 65 per cent. Conversely, Motilal Oswal Multi Asset and Quant Multi Asset fund demonstrate dynamic asset allocation practices. UTI and Sundaram Multi Asset Allocation returned 8 per cent and 12 per cent annually over the past year.

#### SILVER OVER GOLD

Some funds prefer silver over gold. According to latest portfolio data, Kotak Multi Asset Allocation, Mahindra Manulife Multi Asset Allocation, and Quant Multi Asset hold higher allocations in silver than gold.

Silver functions more as an industrial commodity than a safe haven, and may add higher volatility along with return potential to the portfolio. Over the last one year, Kotak Multi Asset Allocation, Mahindra Manulife Multi Asset Allocation and Quant Multi Asset delivered 7 per cent, 10 per cent and 3 per cent respectively.



## ALERTS

### HDFC MF introduces Chhoti SIP

HDFC Mutual Fund has introduced Chhoti SIP facility which will help promote financial inclusion, inculcate the habit of systematic saving, and facilitate investment of small savings by investors who are new to mutual funds. The facility will be available only to first-time individual investors excluding minors and will be restricted to three SIPs. The facility will be available under the Growth option of HDFC Flexi Cap, HDFC Balanced Advantage Fund and HDFC Large Cap with only monthly frequency. The ticket size of the SIP will be exactly equal to ₹250 SIP with minimum of 60 installments.

### Nippon India MF launches Low Volatility fund

Nippon India Mutual Fund has launched Nippon India Nifty 500 Low Volatility 50 Index Fund, an open-ended scheme tracking Nifty 500



# Calls for a slot in your shopping list

**FMCG.** Anchored by rural consumption, Emami's multi-pronged growth strategy makes for a good investment case

**Arun K Shanmugam**

bl. research bureau

With search for defensive bets intensifying, BSE FMCG index is up 5.3 per cent, a little more than two times that of BSE Sensex's up-move, since the volatilities beginning from April 2.

Emami is a slightly differentiated play in this space, with revenue being rural-led and product portfolio involving ayurvedic healthcare. FY24 marked its 50 years of operations and having grown its operating revenue, EBITDA and adjusted PAT at a strong CAGR of 35 per cent, 38 per cent and 42 per cent respectively during FY20-24, Emami has been one of the companies that emerged out of the pandemic stronger.

While the stock has rallied 19 per cent in the last 45 days, Emami is still down 26 per cent from its 52-week high in August 2024. And currently trading at 29 times its FY26 earnings, it is close to its five-year average one-year forward PE of 28 times. Comparing the same against its closest competitors — Dabur, Marico and Patanjali — trading at relatively higher multiples of 41 times, 51 times and 47 times respectively, Emami looks to hold value.

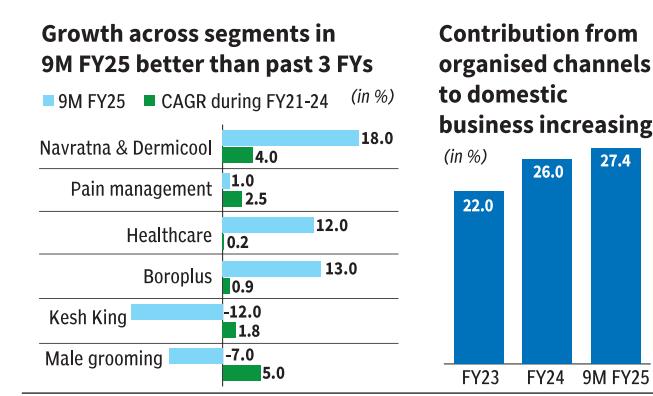
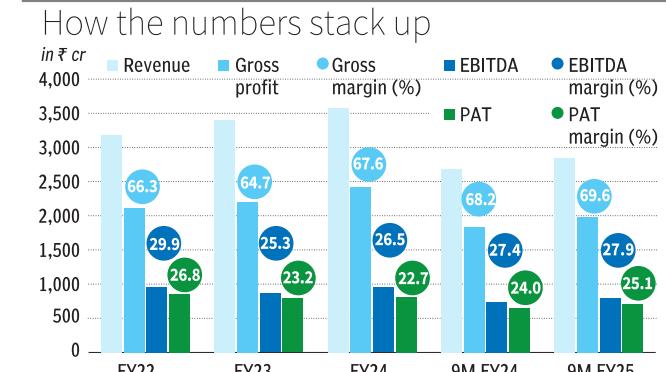
Thus, investors can consider accumulating in this counter at current price levels alongside other factors listed below.

## THE BUSINESS

Emami has six segments — Navratna and Dermicool, pain management, healthcare, BoroPlus, Kesh King and male grooming. It operates under the personal care vertical within FMCG.

Domestic business brings in 82-85 per cent of its revenue. Rural markets contribute to 50-55 per cent of the domestic business. Emami's international business (across 70 countries) brings in the rest.

Categorised as a seasonal play earlier, with focus on building an all-weather portfolio, the pro-



Source: Company filings

portion of revenues derived from non-seasonal brands has improved to 56 per cent in FY24, up from 51 per cent in FY20.

## SEGMENT-WISE ANALYSIS

Emami does not share the segmental revenue but discloses only the year-on-year growth rates.

The Navratna and Dermicool range grew the highest, 18 per cent year on year, during the period 9M FY25. The healthcare and BoroPlus segments followed with an impressive 12 per cent and 13 per cent respectively, all better than their historical CAGR which was in the range of -4.5 per cent to 3.5 per cent recorded during FY22-24.

The company's comprehensive portfolio together with the extended winter helped stage a strong performance during 9M FY25. Launch of various new products such as shower gels, talc and soaps under the Dermicool brand and better offtake of

high-margin antiseptic cream and lotions from the BoroPlus segment worked for Emami.

Its efforts in the last 18 months to improve the visibility and penetration of ayurvedic products helped the growth in healthcare segment. With ayurveda medication widely covered under health insurance policies since FY25, the healthcare segment looks well-placed.

The double-digit growth above was offset partially by the other segments. The Kesh King range has been underperforming, mainly due to tepid offtake in value-added hair oil segment. This segment, on an industry level, has been underperforming with the market leader Marico also seeing negative growth in the last 12 months. Emami has hired management consultant firm BCG to figure out strategies to revive the segment.

Select price hikes, lower packing material costs and better product mix helped with gross margin expansion to 69.6 per cent, up 140 bps. The same flowed down to EBITDA margin,

## ● ACCUMULATE

**Emami ₹614.5**

### WHY

- Valuation comfort and at discount to peers
- Increasing contribution from organised channels
- Focus on channel-specific SKUs

growth pulling down the overall revenue growth to 6 per cent.

### ACQUISITION PLAYBOOK

Two D2C personal care brands where Emami had started with strategic investments around 2017-18 — Brillare Science, specialising in hair and skin care products, and The Man Company, operating in the premium segment of men's grooming offering products across fragrances, skincare, haircare, body care — were completely bought out in FY24, becoming wholly-owned subsidiaries.

The company is also venturing into beverages with a strategic 26 per cent equity stake in Axiom Ayurveda, which markets beverages under the brand 'AloFrut'.

Emami has a track record of scaling acquisitions and roughly 45 per cent of its FY24 revenue came from acquired brands, confirming the same.

### FINANCIAL METRICS

Revenue for the 9M FY25 was up 5.9 per cent year on year. Revenue from domestic business was up 7 per cent, while the international segment rose 4 per cent (5 per cent on CC terms). Volumes for domestic business improved 5 per cent during the same period. The same number was 2 per cent for FY24.

Select price hikes, lower packing material costs and better product mix helped with gross margin expansion to 69.6 per cent, up 140 bps. The same flowed down to EBITDA margin,

which was up 50 bps to 27.9 per cent. EBITDA grew 7.7 per cent during 9M FY25, despite an increase of 7 per cent in sales promotion expenses and 10.2 per cent in employee costs.

Adjusted PAT also expanded, in line, growing 10.8 per cent, thanks to lower interest costs and depreciation.

### GROWTH CATALYSTS

Price hike measures in the previous quarters are expected to support price growth by 150-200 bps from Q4 FY25, consequently aiding profit margin stability, if not expansion.

With more than half of the domestic business coming in from rural markets, Emami is currently fairly insulated against the urban slowdown impacting the industry. The company's focussed initiatives to expand distribution has also been robust, adding 20,000 towns in rural since FY21 until FY24, taking the tally to around 52,000, apart from adding around 39,000 chemists in top 100 cities till FY24 and focussing on standalone modern retail outlets.

Emami's strategy to focus on different SKUs for different sales channels also helped increase contribution from organised channels (which include modern trade, e-commerce and sales to institutions like Canteen Stores Department) particularly, to 27.4 per cent, up from 22 per cent in FY23.

All things considered, the multi-pronged growth strategy — continued new product launches (both domestic and international) focusing on strengthening its core brands, focus on expanding its distribution network while accounting for e-commerce, its acquisition playbook, alongside premiumisation of its portfolio and cost rationalisation measures, should work in favour of Emami. Despite urban slowdown concerns and select segments underperforming for the company, valuation provides comfort and makes a case for accumulation.

businessline's editorial policy prohibits analysts from taking positions in the stocks they recommend — **Editor**

## GLOBAL BOARDROOM CHATTER

### What they say on their India plans

With India being the fastest growing large economy, 'what is your India plan?' is a common topic in boardrooms of most global corporations. One important source to distil their India plans is from their quarterly earnings calls. With the March quarter having just started, we will bring to you what CXOs of global corporations are saying about India and their perspectives and plans during this earnings season in this column. Here are some from companies that reported their earnings last week.

#### Blackrock Inc (BLK, m-cap: \$137.7 billion)

One of the world's largest asset management firm highlighted its strategic India entry:

"In India, we expect our joint venture with Jio BlackRock to launch later this year, subject to regulatory approvals... transform access to investing for Indians..."

#### Guess? (GES, m-cap: \$501.3 million)

The global apparel and lifestyle brand underscored aggressive market expansion in India by noting:

"We signed a partnership agreement with the Tata Group to represent Guess Jeans in India... closing the year with 22 new stores in the market."

#### Firaxis Technology Group Corporation (FTGFF, m-cap: C\$221.3 million)

The Canadian manufacturer of aerospace and defence electronics outlined an aerospace facility expansion in India with an eye on cost effectiveness and policy support:

"...announced plans to open an aerospace facility in Hyderabad, India... we concluded India is a very cost-effective place for manufacturing... with Make in India policy... it would be an ideal place to operate."

#### Lakeland Industries (Lake, m-cap: \$150.6 million)

The protective clothing and industrial gear manufacturer discussed on manufacturing optionality:

"...when the Vietnam tariffs were ... at 46%, India ... was in the mid-20s... we were also looking at options for utilizing India... and training those folks up... we do have some optionality here."

#### R. Stahl AG (RSL2, m-cap: €115.3 million)

The German company specialising in explosion protection products and systems focused on production and sales expansion, stating:

"...we are in the process of building a new production facility in Chennai, India... we will have much more concentration of central services ... for our sales forces in Asia, in India..."

Contributed by

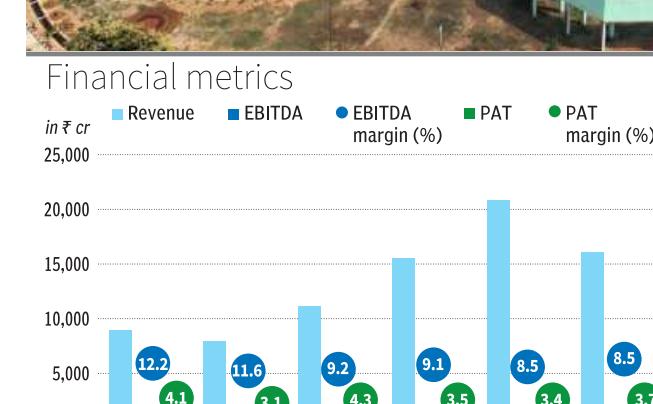
### How global indices moved

	Apr 11	Apr 18	Movement	% change
DAX	20,374	21,206	▲	4.1
FTSE 100	7,964	8,276	▲	3.9
Nikkei 225	33,586	34,730	▲	3.4
Hang Seng	20,915	21,395	▲	2.3
SSE Composite	3,238	3,277	▲	1.2
S&P 500	5,363	5,283	▼	-1.5
NASDAQ Composite	16,724	16,286	▼	-2.6
Dow Jones	40,213	39,142	▼	-2.7

### How government bond yields moved (10-year yields in %)

United States	4.49	4.32	▼	-3.7
China	1.66	1.65	▼	-0.5
Germany	2.57	2.47	▼	-3.8
Japan	1.32	1.29	▼	-2.3
India	6.44	6.37	▼	-1.1
United Kingdom	4.75	4.57	▼	-3.9
France	3.35	3.24	▼	-3.3

Source: As per latest available data on Bloomberg



excavation are some of its areas of expertise.

Its client list includes BMC, Chennai Metro Rail, Indian Oil, Adani Group, NHAI, RVNL, ESIC, Pune Metro, Namma Metro, Coal India and Airports Authority of India. Departments of over 13 States are part of NCC's customer base.

A track record of strong execution, diversified orderbook and a pipeline of lucrative projects to be worked on over the next few years make the prospects for the stock of NCC attractive.

In 9MFY25, the company's revenues grew 11.9 per cent year on year to ₹16,068 crore, while net profits rose 20.2 per cent to ₹566 crore.

### RELIABLE TRACK RECORD

NCC operates in multiple segments of the infrastructure theme, as mentioned earlier.

Its client list includes BMC, Chennai Metro Rail, Indian Oil, Adani Group, NHAI, RVNL, ESIC, Pune Metro, Namma Metro, Coal India and Airports Authority of India. Departments of over 13 States are part of NCC's customer base.

A sample of projects it executed includes Nagpur Metro Rail, ESIC Hospital at Gulbarga, AIIMS Guwahati, Agra-Lucknow Expressway, SVAB, ISRO Sriharikota, Water Supply Project in Odisha, Rubber Dam on Falgu river, Airport at Agartala and Nagpur-Mumbai Express-

way. Continuing large projects include smart meter orders and Jal Jeevan Mission

Akhil Nallamuthu  
bl. research bureau

Nifty 50 (23,852) and Nifty Bank (54,290) posted strong gains of 4.5 per cent and 6.4 per cent respectively last week.

Both indices outperformed their respective futures contract, showing good demand in the spot market. Here are the insights based on the futures and options (F&O) data.

#### NIFTY 50

The April Nifty futures (23,851) rallied 4.1 per cent over the last week. As this happened, the outstanding Open Interest (OI) of this contract dropped; it fell by 10 per cent and stood at 116.2 lakh contracts on Thursday. This shows considerable short covering.

On the other hand, the May Nifty futures (23,956) went up by 4 per cent and the OI, too, increased by about 50 per cent to 27.2 lakh contracts over the last week, denoting a long build-up. This indicates a potential roll-over of long positions from April to May series.

With respect to options, the Put Call Ratio (PCR) of April and May monthly expiries stood at 1.1 and 1.5 respectively on Thursday. A ratio higher than 1 is due to the comparatively higher number of put option selling. Traders sell puts if their expectations are positive.

So, broadly, the F&O data of Nifty 50 index suggests a bullish outlook.

Looking at the chart of Nifty futures, it can be stated that the current uptrend is strong and no loss of momentum is seen as yet. Hence, although there is a chance for some moderation, Nifty futures is expected to touch new highs.

For April Nifty futures, the nearest resistance is at 23,900

## Bulls building ground

**F&O TRACKER.** Derivatives data suggest more gains ahead

with the subsequent one at 24,200. Support levels are at 23,500 and 23,150.

For May Nifty futures, 24,000 is the immediate barrier followed by 24,300 and 24,500. Key support can be spotted at 23,550 and 23,280.

**Strategy:** At the open on Monday, exit the long position on April Nifty futures suggested last week. After this, go long on May Nifty futures if it breaks out of 24,000. Target and stop-loss can be 24,500 and 23,780. Exit at 24,500.

**NIFTY BANK**

The April Nifty Bank futures (54,201) gained 5.9 per cent

#### BROAD TREND

- Long roll-over in index futures
- PCR of options shows bullish bias
- Participants can consider longs

whereas the OI dropped 4 per cent last week to 20.8 lakh contracts, showing short covering.

But the May Nifty Bank futures (54,308) witnessed a long build up as its weekly gain of 5.8 per cent was accompanied by an increase in OI by 8.5 per cent. The outstanding OI as on Thursday was 6.4 lakh contracts. So, there might be roll-over of longs happening.

In options, the PCR of both April and May expiries were

above 1, showing a positive bias. So, overall, the derivatives data of Nifty Bank indicate bullishness.

Also, the chart of Nifty Bank futures shows that the momentum is strong. So, there are high chances for further gains.

With respect to April expiry futures, the notable support levels are at 53,200 and 52,300. Potential resistance levels are at 54,500 and 55,000.

For May expiry futures, supports can be seen at 53,320 and 52,600. Levels that can possibly resist the bulls are 54,600 and 55,200.

**Strategy:** Since April series is nearing expiry, we suggest considering May contracts for trading.

Buy Nifty Bank futures (May) at 54,300 and on a dip to 53,320. Target and stop-loss can be 55,200 and 53,150 respectively.

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#### POINT TO PONDER

Implied volatility is a component of time value of an option that decays to zero at expiry

cross-margin benefit, despite both long futures and short call being obligatory positions. This is because a naked short call exposes you to high risk, but a short call against a long futures position controls the risk.

If you were to initiate a long position on April futures, your initial margin requirement will be approximately 1.94 lakh. A naked short position in near-week

23,000 Nifty call will require a margin of approximately 1.85 lakh. But a combined position in a rolling switch trade will approximately require a margin of 2.46 lakh, a cross-margin benefit of 1.33 lakh. Note that your primary risk on the rolling switch trade comes from a decline in the Nifty Index. You must, therefore, keep a tight stop level on the futures price to manage the risk; the premium collected on the short OTM call may be not enough to cover losses on the futures in the event the Nifty Index dives.

It is optimal to set up the position when your view on the Nifty Index is positive, but you expect

volatility to implode. This means you expect the Nifty Index to move up gradually and the implied volatility to decline. This is important for two reasons. One, your view on the index allows to gain from the near one-to-one movement in the Nifty futures position even if the price target is achieved closer to expiry. And two, imploding volatility allows you to benefit from time decay on the short OTM call. Note that implied volatility is a component of time value of an option that decays to zero at expiry; a decline in implied volatility will accelerate time decay.

**OPTIONAL READING**

The objective of shorting the near-week OTM call is to quickly capture time decay, but the absolute time value will be low. You could alternatively short the next-week OTM call, which will have a higher time value. But the option will have more time to become in-the-money (ITM), which could work against your trade position.

The author offers training programmes for individuals to manage their personal investments

## A positive trend

**BULLION CUES.** Traders can consider longs

Akhil Nallamuthu  
bl. research bureau

Gold (\$3,327/ounce) and silver (\$32.5/ounce) gained 2.8 per cent and 0.6 per cent respectively last week.

On MCX, gold futures (₹95,250/10 gm) and silver futures (₹95,037/kg) gained 1.6 per cent and 0.8 per cent respectively last week.

#### MCX-GOLD (₹95,254)

Gold futures (June), backed by Wednesday's rally, posted a weekly gain. The uptrend appears intact.

Although ₹96,000 is a potential hurdle, given the current momentum, the contract is likely to surpass this, and hit ₹98,000 and then ₹1,00,000 in the near term.

But in case there is a decline from the current level of ₹95,254, it can find support at ₹93,800 and ₹92,500. So long as the contract stays above ₹91,300, there is no threat to the bull trend.

**Trade strategy:** Buy gold futures at ₹95,250 and accumulate at ₹93,800. Place stop-loss at ₹92,300. When the contract touches ₹97,000, alter the stop-loss to ₹96,000. Exit at ₹1,00,000.

#### MCX-SILVER (₹95,037)

Silver futures (May) moved up to mark an intra-week high of ₹96,965 on Wednesday. But it gave up most of the gains during the week slightly lower at ₹96,700.

Consequently, it posted a marginal gain of 0.8 per cent.

Yet, the price action shows that ₹94,300 has been acting as a good support. At this level, the 200-day moving average coincides. So, we are likely to see a rally on the back of this base.

Resistance is at ₹98,000 followed by ₹1,01,500. Support below ₹94,300 is at ₹92,000.

**Trade strategy:** Go long at ₹95,000. Stop-loss can be ₹93,300. On a rally to ₹98,000, modify the stop-loss to ₹96,000. Exit at ₹1,00,000.

## Limited upside

**CRUDE CHECK.** Sell May crude futures if it rises

Akhil Nallamuthu  
bl. research bureau

Crude oil prices were up last week. The Brent crude oil futures on the Intercontinental Exchange (ICE) (\$68/barrel) was up 4.9 per cent, whereas the crude oil futures on the MCX (₹5,479/barrel) gained 3.9 per cent.

**BRENT FUTURES (\$68)**

Brent crude oil futures surpassed a resistance at \$66 last week. After marking an intra-week high of \$68.14 on Thursday, it closed the week slightly lower at \$68.

That said, the trend has not turned bullish. In fact, this up-move is likely to be only a corrective rally within the downtrend.

So, there is a chance that the contract can resume the decline anywhere between \$69 and \$70.70. This potential fall can drag the contract to \$61.

**Trade strategy:** Last week, we had suggested going short on April futures at ₹5,400. As it will expire on April 21, exit this trade on Monday at the session open.

**MCX-CRUISE OIL (₹5,479)**

The May crude oil futures rallied above the resistance at ₹5,350, hit a high of ₹5,501 on Thursday

before ending the session at ₹5,479.

Although there is some more upside left, it is likely to be capped between ₹5,620 and ₹5,750. Only a clear breakout of the latter can turn the outlook positive, in which case, the price can move up to ₹6,500.

But as the contract has not shed the bearish inclination, we expect it to resume the fall. Crude oil futures (May) can retest the support at ₹5,000.

**Trade strategy:** Last week, we had suggested going short on April futures at ₹5,400. As it will expire on April 21, exit this trade on Monday at the session open.

**Then sell May crude oil futures if it rises to ₹5,620 with a stop-loss at ₹5,820. When the price falls to ₹5,250, revise the stop-loss to ₹5,500. Book profits at ₹5,050.**

#### MCX-SILVER (₹5,479)

The May crude oil futures rallied above the resistance at ₹5,350, hit a high of ₹5,501 on Thursday

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#### MCX-CRUISE OIL (₹5,479)

The May crude oil



# All set for the race

**INDEX OUTLOOK.** Bourses await fresh rally as Nifty 50, Sensex show trend reversal; Nifty Bank makes bullish breakout

GETTY IMAGES/STOCKPHOTO

**Gurumurthy K**  
bl. research bureau

Nifty 50, Sensex and the Nifty Bank indices surged in the truncated trading last week. Nifty 50 and Sensex were up about 4.5 per cent each.

The Nifty Bank index outperformed with a strong 6.5 per cent rally.

The strong rise over the last two weeks indicates that the Indian benchmark indices could be gearing up for a trend reversal, and a fresh rally.

All the sectoral indices closed in green last week. The BSE Realty and the BSE Bankex surged the most. They were up 7.08 per cent and 6.66 per cent respectively.

**REVERSAL CHART**  
Nifty and Sensex are looking bullish with an inverted head and shoulder pattern on the daily line chart. The Nifty Bank index on the other hand made a bullish breakout above a crucial resistance last week. Overall, charts indicate that the long-term uptrend is beginning to resume.

We reiterate that any fall in the coming weeks will once again give an opportunity to enter the market from a long-term perspective.

**FPIS BUY**  
Foreign Portfolio Investors bought the Indian equities last week. The equity segment saw a net inflow of about \$990 million. If the FPIs increase their purchase quantum, then that would



aid the Sensex and Nifty to rise further in the days ahead.

#### IMMEDIATE RESISTANCE

- Nifty 50: 24,000
- Sensex: 79,100
- Nifty Bank: 54,500

then clear the way for the Nifty to target 24,850-25,000 in the short term.

**Short-term view:** A crucial resistance is in the 23,950-24,000 region. If this resistance holds on its first test, a pullback move to 23,400 or 23,300-23,200 is possible. However, a fall beyond 23,200 is less likely as fresh buyers can come into the market and limit the downside.

**Medium-term view:** Our long-term bullish view remains intact. We reiterate that a break above 24,000 can take the Nifty up to 25,000-26,000 initially. It will also strengthen the bullish case for the Nifty to target 28,000-28,500 by this year-end or early next year.

We expect the Nifty to sustain above 23,300 itself and breach 24,000 eventually. Such a break can take the Nifty up to 24,400-24,500 initially. A further break above 24,500 will

The bullish outlook will get negated only if the Nifty declines below 21,650 which looks unlikely now. In case 24,000 caps the upside for now, the broad 21,650-24,000 range can remain intact for some more time.

**NIFTY BANK (54,290.20)**  
Nifty Bank index broke above 52,000 as expected. The index surged and indeed has risen well beyond our expected level of 54,000. It made a high of 54,407.20 on Friday and closed the week at 54,290.20, up 6.45 per cent.

**Short-term view:** The bullish breakout above 53,000 and a decisive weekly close indicate that the momentum is strong. The region between 53,000 and 52,500 will now act as a strong support and limit the downside. There is no major resistance ahead. A break above 54,500 will see the Nifty Bank index targeting 58,000-58,500 in the short term.

The index has to fall below 52,500 to delay the aforementioned rally. In that case, a fall to 51,500-51,400 can be seen. For this fall to happen, the Nifty Bank index has to fail to breach 54,500 immediately.

However, we do not expect a break below 52,500. In case the index fails to breach 54,500, it can consolidate in a sideways range of 52,500-54,500 for some time. Thereafter the bullish breakout above 54,500 can happen.

**Medium-term view:** Our broader bullish view remains intact. Indeed, the rise above

52,500 last week confirms the same. Our earlier mentioned target of 58,000-58,500 looks likely to be achieved much faster than expected. From a long-term perspective, this leg of rally has the potential to take the Nifty Bank index up to 61,000.

**SENSEX (78,553.20)**  
Sensex surged breaking above 77,500 last week as expected. The index touched a high of 78,616.77 and closed the week at 78,553.20, up 4.52 per cent.

**Short-term view:** Immediate resistances are at 78,750 and 79,100. Sensex can breach 79,100 which can boost the bullish momentum. Such a break can take the Sensex up to 82,000-82,300 in the short term.

If Sensex fails to breach 79,100, a corrective dip to 77,400 or 77,200 is a possibility. A fall beyond 77,200 looks less likely.

**Medium-term view:** We retain our broader bullish view. As mentioned last week, the break above 79,100 will strengthen the bullish case. It will take the index up to 85,000-86,000 initially. An eventual break above 86,000 will see the Sensex targeting 90,000 and even 92,000 in the next three-four quarters.

We stress that 70,800 is the crucial support. Sensex has to decline below this level to become bearish. That looks unlikely now.

**DOW JONES (39,142.24)**  
The first resistance level of 40,800 mentioned last week has capped the upside in the Dow Jones Industrial Average. The index rose to a high of 40,791.18 and reversed lower giving back all the gains. The Dow Jones has closed the week at 39,142.24, down 2.66 per cent.

**Outlook:** The view remains bearish. Resistance is at 39,650 which can cap the upside from here. Immediate support is at 38,870. The Dow Jones looks vulnerable to break this support and fall to 38,200-38,000 again.

Broadly, we expect the Dow to oscillate in a range of 38,000-41,000 for a few weeks.

The index will come under more selling pressure if it declines below 38,000. If that happens, the Dow can fall to 36,500-36,200.

# Chart-Gazing • bl • 7



**GURUMURTHY K**  
bl. research bureau

## TECH QUERY

I have bought Canara Bank shares at ₹87.50. What is the outlook?

Dhanisa Chandran

**Canara Bank (₹96):** The stock is in a downtrend since June last year. Immediate resistance is at ₹97. A strong rise past this hurdle will indicate a trend reversal. That in turn can take Canara Bank share price up to ₹110-120 in the coming months. But

failure to breach ₹97 and a fall below ₹90 will keep the downtrend intact. In that case, there is a danger of the stock price tumbling towards ₹70 in the coming months. Keep a stop-loss at ₹89.50 and hold the stock. Move the stop-loss up to ₹96 when the price goes up to ₹103. Move the stop-loss further up to ₹105 when the price touches ₹111. Exit the stock at ₹120. If the stock turns down below ₹90 adhere to the stop-loss and exit.

I have shares of ACC. My average purchase price is ₹2,140. I can hold it for two years. What is the outlook?

Rahamath

**ACC (₹2,061.55):** A crucial support is in the ₹1,850-1,750 region. The stock is managing to hold above it and attempting to bounce. Resistances are at ₹2,140 and ₹2,250. A decisive rise above ₹2,250 can take the price up to ₹2,900. From a long-term

perspective, rise above ₹2,900 will clear the way for the target of ₹4,000. In case the stock fails to breach ₹2,250 and turns down, it can fall to ₹1,650, an important support. A break below it will be bearish to see ₹1,250-1,200 on the downside. You have to be very careful. Keep a stop-loss at ₹1,620. Move it up to ₹2,000 when the price goes up to ₹2,150. Move the stop-loss further up to ₹2,250 and ₹2,500 when the price touches ₹2,400 and ₹2,700 respectively. Exit the stock at ₹2,900.

What is the technical outlook for Easy Trip Planners?

Pratap Chandra Sahoo

**Easy Trip Planners (₹12.28):** The stock is in a downtrend. There is no sign of a reversal. Resistances are at ₹14, ₹16 and ₹17. As long as the stock stays below these resistances, the downtrend will remain intact. Any rise from current levels can be capped. There is room on the downside for a fall to ₹8.50. Support is at ₹10.50. A break below it can trigger this fall. Ideally, Easy Trip Planners share price has to rise above ₹17 decisively to indicate a trend reversal. Only then the sentiment will become positive. For now, it is better to stay out of this stock. Low-prices stock will always be tempting to buy. The psychology behind that is, you can buy in huge quantity. But that can get you into a trap. So, be careful.

What is the outlook for Godavari Power and Ispat? Sultan Mohideen, Chennai

**Godavari Power and Ispat (₹190.70):** The stock is in a corrective fall since February last year. Cluster of supports are there in the broad ₹160-130 region. The stock touched a low of ₹145.50 earlier in March this year and has bounced

from there. But this bounce seems to lack momentum. So, there are chances to see a fall back to ₹150 and lower again. For now, stay out of this stock. A sustained rise above ₹240 is needed to strengthen the bullish case for a rise to ₹300. You can buy on dips at ₹155 and ₹140. Keep the stop-loss at ₹110. Trail the stop-loss up to ₹200 when the price goes up to ₹235. Move the stop-loss further up to ₹245 when the price touches ₹270. Exit the stock at ₹300.

Send your queries to techtrail@thehindu.co.in

## BANDU'S BLOCKBUSTERS.

On April 1, four years back, piqued by the incessant jokes in the village at his expense, Bandu Barve decided he'd had enough. It was time for him to turn 'smart'. His dead granny's voice rang in his ears — "Read the papers, Bandya, they tell you all." So, off went Bandu to the stash of newspapers on his father's desk. As luck would have it, the first paper Bandu got his hands on was The Hindu businessline. The stock recos, in particular, had him in thrall. Soon Bandu metamorphosed into an ace investor and trader.

These days, Bandu picks five stocks each Sunday, which he believes will be blockbusters over the next week

**1 Anupam Rasayan India**

**2 Axis Bank**

**3 KFin Technologies**

**4 Mankind Pharma**

**5 CreditAccess Grameen**

Last week's prize winner Shailesh Kumar

Last week's winning stock Deepak Fertilizers & Petrochemicals

Closing price (Apr 11) ₹1,205.35

Closing price (Apr 18) ₹1,293.55

Return: 7.32 per cent

Here's your chance to match step with Bandu. Guess the stock that will give the best return by next Friday (BSE prices). By Wednesday noon, mail us your pick and its expected price rise to bandublockbuster@gmail.com with your name, mobile number and address. One lucky winner will get a prize of ₹2,000.

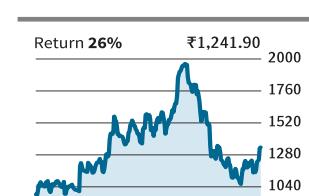


## MOVERS & SHAKERS

AKHIL NALLAMUTHU bl. research bureau

### CDSL (₹1,241.90)

At a strong base

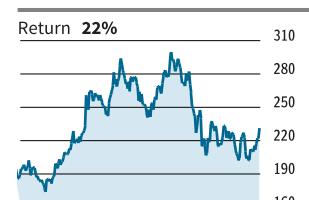


The stock of Central Depository Services (India) Ltd (CDSL) has gained for two weeks in a row. The scrip saw a sharp drop in price between December and March. But the downturn was arrested by ₹1,060. The recent bounce off this level confirms that ₹1,060 has established itself as a good base. Also, a long-term trendline coincides at this level, making it a crucial support.

Participants can buy the stock of CDSL at ₹1,240 and buy more shares at ₹1,140. Place stop-loss at ₹1,000. When the price rallies to ₹1,360, revise the stop-loss to ₹1,200. When the stock hits ₹1,700, move the stop-loss further up to ₹1,600. Liquidate the longs at ₹1,900.

### ETERNAL (₹231.75)

Signs of a rally



The stock of Eternal has been in a downtrend since December last year. But in February, the bears lost traction. Although the stock was consolidating with a bearish bias, it managed to hold on to the support at ₹200. Early this month, the stock rebounded from ₹200. Last week, it breached a trendline resistance at ₹225 and the price is now above both the 20 and 50-day moving averages. The outlook seems to have turned positive where the price can rise to ₹290. Therefore, one can consider buying the stock of Eternal at ₹230. Buy more shares if the price dips to ₹215. Place a stop-loss at ₹195. When the price moves up to ₹260, revise the stop-loss to ₹240. Exit at ₹290.

### STATE BANK OF INDIA (₹797.10)

Confirms an inverted head & shoulder



The stock of State Bank of India (SBI) has been appreciating since early March. It started the recovery on the back of the support at ₹680. Last week, SBI broke out of a resistance at ₹785, which also happened to be the neckline of an inverted head & shoulder pattern. Therefore, the trend seems to have reversed and as per this chart set up, the price can rise to ₹885 in the near term. Note that the price band of ₹885-900 is a resistance. Traders can go long on the stock of SBI at ₹795 and accumulate if the price slips to ₹775. Place stop-loss at ₹750. When the price hits ₹840, raise the stop-loss to ₹800. On a rally to ₹860, tighten the stop-loss to ₹835. Book profits at ₹885.

# Dollar subdued, rupee up

## CURRENCY OUTLOOK.

Greenback can fall; rupee finds room to rise

GETTY IMAGES/STOCKPHOTO

Gurumurthy K

bl. research bureau

#### MORE POWER

Rupee can strengthen further towards 85 in the short term

downside pressure. That will trigger a corrective rise to 102-102.50. However, the downturn will persist. To get a trend reversal, the dollar index has to breach 102.50. But that looks unlikely at the moment.

#### YIELDS MIXED

The US 10Yr Treasury Yield (4.32 per cent) came down last week. This was contrary to our expectation to see a rise. The immediate outlook is mixed. Support is at 4.2 per cent and resistance is at 4.4 per cent. A breakout on either side of 4.2-4.4 per cent will determine the next move.

A break below 4.2 per cent can drag the yield down to 4.1-4.0 per cent. On the other hand, a break above 4.4 per cent will be bullish to see 4.7 per cent initially and then 4.85 per cent eventually. A strong break above 100.50 is needed to ease the

#### EURO BULLISH

The euro (EURUSD: 1.1393)

## Valuation Radar: The Good, The Bad, The Ugly

The Benchmark indices, Sensex and Nifty 50 were up 4.5 per cent each respectively last week. All sectoral indices ended the week in the green with BSE Realty leading with gains of 7.1 per cent, followed by BSE Bankex 6.7 per cent and BSE Capital Goods 4.4 per cent. BSE FMCG and BSE IT gained the least with returns of 1.9 and 2 per cent respectively.

	Nifty 50	Sensex	Auto	Bankex	Capital Goods	Consumer Durables	FMCG	Healthcare	IT	Metal	Oil & Gas	Power	PSU	Realty	Teck
P/E	21.7	21.9	21.1	14.1	40.6	81.2	42.0	40.0	25.2	14.8	12.2	27.1	11.5	46.0	28.3
P/BV	3.5	4.0	5.5	2.6	7.6	15.2	8.8	6.2	6.9	2.3	1.6	4.0	2.0	5.4	7.6
Dividend Yield	1.3	1.2	0.9	0.8	0.7	0.4	1.7	0.5	2.3	3.3	3.3	1.4	2.7	0.3	1.8
Weekly Return (%)	4.5 ▲	4.5 ▲	4.0 ▲	6.7 ▲	4.4 ▲	3.7 ▲	1.9 ▲	3.2 ▲	2.0 ▲	3.3 ▲	4.4 ▲	3.2 ▲	4.3 ▲	7.1 ▲	3.5 ▲
Monthly Return (%)	6.0 ▲	5.9 ▲	5.2 ▲	2.8 ▲	11.8 ▲	5.3 ▲	7.6 ▲	9.5 ▲	4.9 ▲	-7.0 ▼	-4.5 ▼	8.1 ▲	8.8 ▲	10.8 ▲	5.6 ▲
Annual Return (%)	7.7 ▲	7.7 ▲	-2.8 ▼	15.9 ▲	-0.1 ▼	8.2 ▲	7.0 ▲	19.1 ▲	-4.2 ▼	-4.9 ▼	-10.3 ▼	-3.3 ▼	-1.7 ▼	-11.3 ▼	6.4 ▲

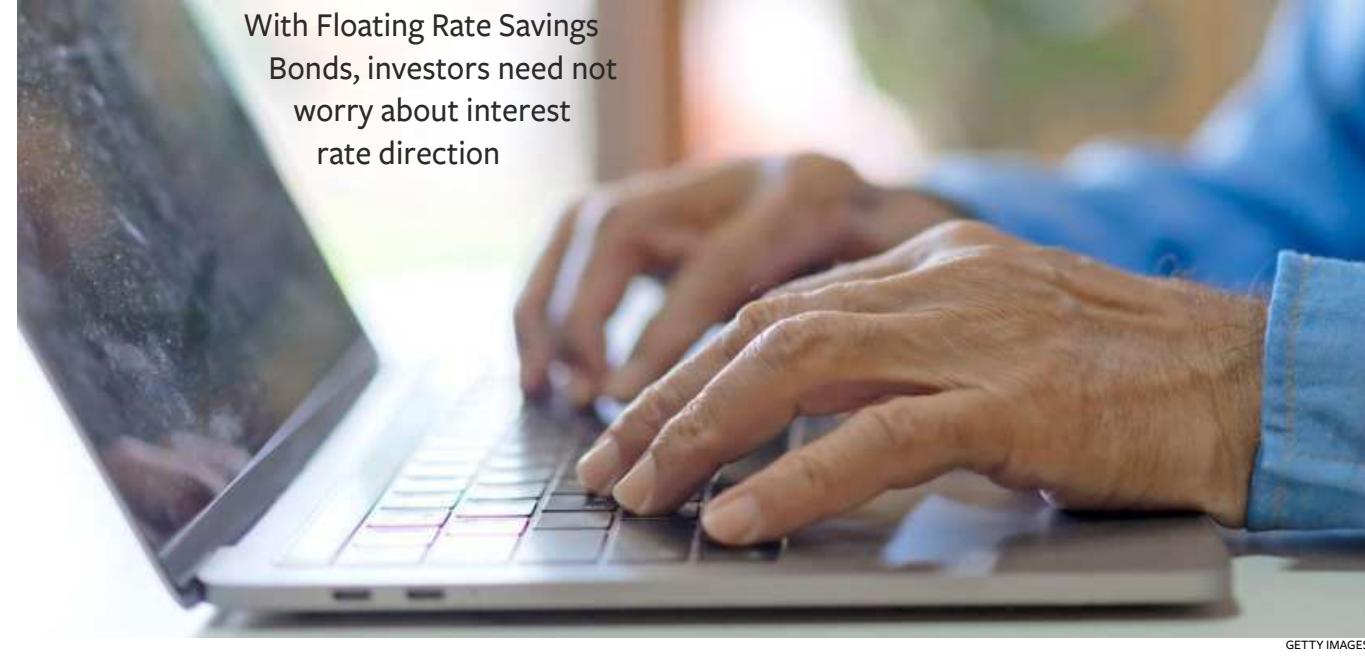
The sector indices are disseminated by S&P BSE.

Company	CMP	EPS	PE	PB	Year End	Sales Qty	Profit Qty	Sales TTM	Profit TTM	Wkly Rtn	ROCE	DER	Yr/High	Yr/Low	
360 ONE [1]	955.9	27.2	35.1	5.8	202412	20.7	43.9	46.1	49.2	9.8	14.5	2.5	1317.3	695.0	
3M India	3036.2	542.7	56.0	15.9	202406	-0.3	21.6	3.0	23.3	4.8	39.8	0.0	41000.0	25714.4	
A															
A B Real [2]	5568.0	88.5	62.9	16.7	202412	21.9	54.1	16.6	50.2	8.3	38.4	0.0	9200.0	4590.1	
Aadhar Hsg. Fin.	1889.5	12.4	152.0	5.2	202412	-3.6	-13.2	28.8	-38.4	5.7	7.5	3142.0	1638.0		
Aavas Financials	485.5	20.1	24.1	3.6	202412	6.2	-62.9	13.4	-15.9	4.3	7.3	0.6	769.5	347.4	
Abbot India [1]	3025.5	6.20	32.7	4.3	202403	21.4	12.3	25.4	14.2	-0.2	9.9	3.2	2135.4	1456.6	
ACC [1]	3085.0	62.0	48.0	1.2	202412	12.3	16.0	16.5	3.7	0.0	100.0	0.0	100.0	100.0	
Action Const. Eq. [2]	2061.6	18.1	16.1	2.3	202412	10.1	9.1	4.6	2.6	18.6	0.0	2840.3	1778.8		
Adani Const. Sol. [2]	914.2	17.8	51.3	5.2	202412	16.2	26.5	19.0	40.3	-0.2	4.2	0.0	1647.0	1371.1	
Adani Enterp. [1]	2418.1	33.9	71.2	6.1	202412	-8.8	-9.1	4.1	3.1	4.1	8.9	1.6	3743.0	2026.9	
Adani Green	947.0	9.8	96.4	14.2	202412	3.1	57.1	16.0	5.6	6.0	10.0	7.0	2173.7	758.0	
Adani Ports [2]	1259.9	49.2	25.6	4.8	202412	15.1	15.2	12.8	27.0	8.2	12.0	0.0	1608.4	993.9	
Adani Total Gas [1]	503.6	33.3	32.1	3.2	202412	17.1	4.6	1.6	6.1	36.0	0.0	1600.0	1250.0		
Adani Wilmar [2]	10.2	31.0	4.1	202412	31.4	10.4	13.2	76.9	4.3	0.3	404.0	231.6			
Aditya AMC [5]	626.7	31.6	19.8	5.5	202412	30.4	7.2	26.2	28.7	0.3	349.0	0.0	912.0	500.0	
Aditya Birla Cap. [2]	265.8	-5.3	3.9	202412	3.3	-16.9	9.8	-11.3	4.0	0.0	2.2	364.5	255.8		
Aegis Logistics [1]	178.7	16.5	47.8	6.7	202412	-8.9	-4.5	6.3	2.9	37.0	6.7	10.1	427.0	148.8	
AerTech Industri. [1]	828.7	8.7	94.9	5.2	202412	41.4	10.5	7.8	-0.2	0.5	1.0	1066.3	737.2		
Affco Industr. [2]	3146.4	112.9	60.8	8.2	202412	20.6	30.5	28.2	34.6	4.9	18.0	0.0	1880.0	1510.0	
Al-Futtaim Engg. [2]	158.0	24.7	20.0	1.2	202412	-1.6	-1.2	0.0	-1.6	0.0	0.0	0.0	1700.0	1500.0	
Ajanta Pharma [2]	2695.1	7.9	37.5	9.2	202412	3.7	10.9	2.3	22.0	5.0	31.6	0.0	3485.0	2112.5	
Akzo Nobel [2]	3538.4	94.4	37.5	11.3	202412	-1.7	-4.6	2.6	4.0	1.1	39.2	0.0	4649.0	2395.5	
Alembic Pharma [2]	850.2	30.3	28.1	3.4	202412	3.8	-23.3	4.9	0.8	0.3	12.9	0.0	1126.2	756.6	
Alkem Lab [2]	4059.0	18.9	27.4	5.2	202412	1.5	-1.8	1.0	27.8	1.4	18.3	0.0	6440.0	4409.9	
Alkyl Amines [2]	1889.0	34.9	54.7	7.4	202412	15.3	30.9	3.1	12.2	8.9	16.2	0.0	2498.0	1592.0	
Alka Wills [1]	10.2	-0.4	202412	-31.1	-21.7	-24.7	-3.2	-3.1	0.0	0.0	0.0	0.0	1000.0	1000.0	
ALP Apollo Tubes [2]	1567.8	29.6	65.5	11.5	202412	1.0	31.1	11.7	-16.9	4.6	4.5	0.0	3170.5	1253.0	
Apollo Hospitals [2]	703.0	91.1	77.6	13.6	202412	1.9	51.8	4.8	4.4	1.4	15.6	0.0	7545.0	5600.0	
Apollo Tyres [1]	451.6	21.3	21.2	2.0	202412	5.0	-32.9	2.3	-24.5	5.6	15.4	0.0	584.0	360.0	
Appius Value Hnq [2]	323.2	14.2	22.4	4.0	202412	28.1	20.9	27.3	21.4	6.9	14.7	1.3	401.7	267.8	
Archean Financials [2]	640.3	16.1	39.5	4.5	202412	-41.3	-52.8	4.9	3.1	0.0	1230.3	235.6			
Asahi India Glas [1]	664.9	35.5	49.1	6.5	202412	8.5	28.9	4.5	1.9	0.5	14.7	0.8	833.0	539.6	
Ashok Leyland [1]	228.2	9.5	23.3	6.2	202412	6.2	16.0	5.0	1.5	4.1	264.0	0.0	165.0	165.0	
Ashtech [1]	469.0	45.7	54.3	10.4	202412	-0.3	-3.1	-3.0	-3.3	0.0	0.0	0.0	1000.0	1000.0	
ASTR [1]	1306.7	9.6	67.7	10.4	202412	2.0	0.5	4.6	-4.7	2.5	2.0	0.0	2454.0	1232.0	
Astrazeneca Phar [2]	874.9	67.0	130.7	32.2	202412	44.0	24.6	5.3	5.1	0.0	910.0	0.0	5000.0	5000.0	
Atul [2]	5686.2	14.1	40.3	3.2	202412	24.5	13.3	15.1	16.1	-0.7	9.1	0.0	8165.0	4882.0	
AU Small Finance [2]	587.0	27.3	21.8	2.7	202412	50.4	40.8	46.2	28.1	0.0	0.0	0.0	1755.0	1755.0	
Aurobindo Pharma [1]	1172.0	60.7	19.3	2.2	202412	8.6	-8.7	0.7	20.5	8.3	13.5	0.0	1592.6	994.4	
Austin Invest [1]	1707.0	23.6	54.3	7.3	202412	-10.8</td									

# Safe way to ride interest volatility

## INVEST-WISE.

With Floating Rate Savings Bonds, investors need not worry about interest rate direction



and payable for the last six months of the holding period. In the example given above, partially will be 50 per cent of the interest payable for the period of July 1 to December 31.

Partial premature encashment is possible, had the investment amount been divided and invested in multiple applications. Meaning, if say ₹1 lakh is invested in two applications of ₹50,000 each, then you can apply for premature encashment of bonds under any one of the applications, while the other continues to maturity.

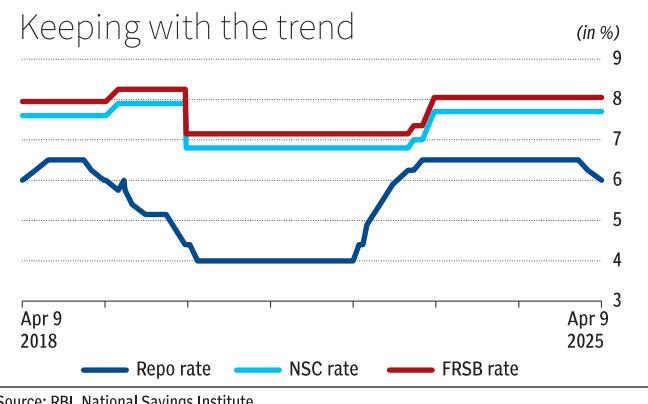
### OUR TAKE

The 7-year tenor of the bond is long enough to accommodate multiple interest rate cycles. Cycles have become shorter and in the past seven years, we had a rate (repo rate) hike cycle from August 2017 to August 2018 (6 to 6.5 per cent), a period of constant rates until January 2019, a rate downcycle till May 2020 (6.5 to 4 per cent), constant rates until April 2022, a rate hike cycle from May 2022 to February 2023 (4 to 6.5 per cent), constant rates until January 2025 and the ensuing rate downcycle since February (6.5 to 6 per cent so far). Given this observation, it would be safe to assume that the ongoing rate cut cycle may not last an FRSB's entire tenor of seven years.

The money market is influenced by a lot of variables and is quite difficult to time the rate hike cycles and downcycles. In this context, a key limitation of a term deposit or any product that allows you to lock in the interest rate for the tenor of the investment is that such products suffer from reinvestment risk – the risk that rates might be lower when you want to reinvest the maturity proceeds. Currently, banks offer higher rates on FDs for tenors exceeding one year and not more than 3 years. Interest rates could be lower when such an FD matures. With FRSB, you can rest easy as the rates get reset every six months, enabling you to enjoy rate upcycles as and when they occur.

The interest rate on FRSB relies on the rate government pays the NSC. An analysis of NSC rates over the last 10 years reveals an average spread of 62 bps over the 5-year G-sec yield, with a range between -35 bps and 163 bps. With a further 35 bps spread over the NSC rate, the FRSB could deliver inflation-beating returns, while the capital remains secured by a sovereign guarantee.

Risk-averse investors and senior citizens of course, can consider FRSBs to supplement income from other investments such as NPS annuity, bank FDs, Post Office Monthly Income Scheme and the Senior Citizens Savings Scheme.



Source: RBI, National Savings Institute

Nishanth Gopalakrishnan  
bl research bureau

The volatility of past couple of weeks has brought to fore the importance of asset allocation. Capital protection and diversification play a paramount part in one's successful investing journey. And what better way to do it than with a sovereign backed instrument? Here we take a look at Government of India's Floating Rate Savings Bond (FRSB) and guide if you should go for it.

**INTEREST RATE**  
FRSBs are interest bearing bonds issued by the Government of India, repayable after 7 years. Interest is paid half-yearly on January 1 and July 1 of every year. As these are floating rate bonds, the interest rate is reset every six months (on January 1 and July 1), at a premium of 35 basis points (bps) to the prevailing rate for NSCs (National Savings Certificates). Currently, the interest rate on NSCs is 7.7 per cent and hence, the applicable rate for FRSBs is 8.05 per cent.

The NSC is also a government-backed instrument that matures after five years. There are a couple of things that fundamentally differentiate the FRSB from NSC.

First, the interest rate on NSC is fixed for the entire tenor

of five years unlike the FRSB and therefore, investors can lock-in the rate of return at the time of opening the NSC account. The interest rate for NSCs is reviewed quarterly, based on the average yield on the 5-year government security.

Secondly, the interest accrued year after year on the NSC is repaid cumulatively only on maturity.

**HOW YOU CAN BUY**  
A cool feature that differentiates FRSBs is that they are available on tap as against dated securities, whose issues follow a fixed schedule. Investors can approach their banks or use the RBI Retail Direct platform to purchase FRSBs.

A few banks also take applications on their net banking

portals. The minimum investment required is ₹1,000, which also happens to be the face value of a bond and can be increased in multiples of ₹1,000. There is no cap on the maximum amount you can invest.

**TAXATION & OTHER TERMS**  
Interest from FRSBs is taxed as per applicable tax slabs. TDS is

applicable. However, one can get an exemption from TDS on submitting Form 15G or 15H. Only resident individuals and HUFs are eligible to invest in FRSBs. There is no bar on age except, in case of minors, guardians can invest on their behalf.

Nomination and joint holding are permitted. FRSBs are neither transferable nor can be used as collateral for loans.

### PREMATURE ENCAHMENT

Premature encashment is allowed. Investors who are aged 80 and above can withdraw after a lock-in of four years, those who are between 70 and 80 can withdraw after 5 years and those aged 60 to 70 can withdraw after 6 years. Age on the date of premature encashment is relevant and not the age as on the date of investment. In case of joint holding, at least one of the investors should meet the age criteria.

However, a point to be noted is that the redemption amount (principal with interest calculated after deducting penalty) will be paid only on the interest payment date following the date of premature encashment.

For instance, if the premature encashment is applied for on August 31, then the redemption proceeds will be credited only on January 1. Penalty is calculated as half of the interest due

on the previous bonus; terminal bonus, as the name suggests, paid at the end of the year, normally as a loyalty reward for paying the premium regularly and staying the term of the plan; interim bonus, paid for the in-between period of the occurrence of an event (death payout, surrender, or policy maturity) and the previous bonus date; cash bonus,

typically calculated as a percentage of the annual premium paid, and added to the total fund every year.

How bonus is calculated is explained here citing two methods:

**METHOD 1**  
Nitin has purchased a participating endowment plan with a sum assured of ₹10 lakh. Let's say, this plan announced a simple reversionary bonus at the rate of 2 per cent of the sum assured for a particular year.

Sum assured: ₹10,00,000  
Reversionary bonus rate: 2 per cent  
Bonus payable: ₹20,000 (10,00,000 X 2 per cent)

**METHOD 2**

Nitin has purchased a participating endowment plan with a sum assured of ₹10 lakh. Let's say, this plan announced a simple reversionary bonus at the rate of ₹30 per ₹1000 of the sum assured for a particular year.

Sum assured: ₹10,00,000  
Reversionary bonus rate: 30 per 1000  
Bonus payable: ₹30,000 (10,00,000/1000 X 30)

lakh. Let's say, this plan announced a simple reversionary bonus at the rate of 2 per cent of the sum assured for a particular year.

Sum assured: ₹10,00,000  
Reversionary bonus rate: 2 per cent  
Bonus payable: ₹20,000 (10,00,000 X 2 per cent)

**THE AUTHOR**  
The author is Vice-President and Head of B2B2C at InsuranceDekho



## INSURANCE QUERY.

**PANKAJ GOENKA**

I have an endowment policy that will mature in 5 years. Can you explain how the maturity benefits are calculated? Will I receive just the sum assured, or will there be any bonuses or additional benefits included?

**Mayur**

The maturity value in an endowment policy normally is calculated as sum assured (guaranteed value at maturity) + bonuses declared + terminal bonus (If any, as per the policy terms).

If your policy bond says bonuses are included, then you will receive the sum assured + bonuses.

Bonuses are only available if it's a "participating plan", and it can vary every year, based on the company's profits.

In a "non-participating" plan, there may be no bonuses.

Bonuses are not guaranteed, and depending on the type of policy, the rates are declared in the company websites, and as an intimation to the policyholder, every year or as and when it's declared.

Bonuses are normally based on, the insurance company, type of policy, how long the policy is in force. It's not guaranteed, and rates can change every year. Bonuses normally are of the following types.

A policy can have a combination of the bonuses mentioned or only one of them. Reversionary bonus, paid at the end of a policy year; compounded reversionary bonus, paid at the end of the year, with a compounding

multiple on the previous bonuses; terminal bonus, as the name suggests, paid at the end of the year, normally as a loyalty reward for paying the premium regularly and staying the term of the plan; interim bonus, paid for the in-between period of the occurrence of an event (death payout, surrender, or policy maturity) and the previous bonus date; cash bonus,

typically calculated as a percentage of the annual premium paid, and added to the total fund every year.

How bonus is calculated is explained here citing two methods:

**METHOD 1**  
Nitin has purchased a participating endowment plan with a sum assured of ₹10 lakh. Let's say, this plan announced a simple reversionary bonus at the rate of ₹30 per ₹1000 of the sum assured for a particular year.

Sum assured: ₹10,00,000  
Reversionary bonus rate: 30 per 1000  
Bonus payable: ₹30,000 (10,00,000/1000 X 30)

**THE AUTHOR**  
The author is Vice-President and Head of B2B2C at InsuranceDekho



## Health insurance premium tracker

For a 30-year-old male, non-smoker, sum insured of ₹10 lakh living in a metro city

Insurer	Plan name	Key features	Premium (₹)
Niva Bupa	Health ReAssure 2.0	No Room Rent Limit, Unlimited Restoration of Cover, Day Care Treatments, Hospitalization at Home	10,835
CARE	Care Supreme	No Room Rent Limit, Mid-Year Member Addition, Air Ambulance Cover, No claim bonus	11,546
Star Health	Super Star	No Room Rent Limit, Unlimited Restoration of Cover, Mid - Year Member Addition	8,667
Aditya Birla Health	Activ One	2X Cover from Day 1, No Room Rent Limit, Unlimited Restoration of Cover, Day Care Treatments	8,528
Bajaj Allianz	My Health Care	Unlimited Restoration of Cover, Day Care Treatment only 2hr Hospitalisation, Ambulance Charges	8,645
TATA AIG	Medicare	No Room Rent Limit, Pre and Post Hospitalisation Coverage, Mid Year Member Addition	12,366
ICICI Lombard	Elevate	Unlimited Restoration, Renewal Bonus, Pre & Post Hospitalization coverage	8,309

Premium is calculated on the basis of age of insured member, location, Plan type and Sum insured; Health insurance covers medical expenses that arise due to an illness and benefits will be payable subject to the terms and conditions and exclusions of the Policy.

Date: April 18, 2025. Source: www.policybazaar.com

## Term insurance premium tracker

For a 30-year-old male/female, non-smoker, living in a metro city, Sum assured ₹1 crore with coverage up to 70 yrs

Insurance company	Plan name	Max coverage up to (years)	Annual premium (₹) (inclusive of GST)		Claim settlement ratio (%)
			Male	Female	
Aditya Birla Capital	DigiShield Plan	85	55	15,859	93.4
Bandhan Life	iTerm Prime	70	40	14,282	91.7
Bajaj Allianz	eTouch	99	69	13,100	91.385
Canara HSBC Life	Young Term Plan - Life Secure	99	69	13,387	91.183
HDFC Life	Click 2 Protect Super	85	70	15,863	91.484
ICICI Prudential	iProtect Smart	99	69	14,651	91.454
Max Life	Smart Total Elite Protection	85	55	13,544	91.360
SBI Life	eShield Next	100	70	17,494	91.653
TATA AIA Life	Sampoorna Raksha Promise	100	70	12,909	91.955

Claim settlement ratio as per data provided by insurer

Source: www.policybazaar.com, Date: April 18, 2025

## Bank FD interest rates (%)

Bank	<1 year	1 to 2 years	2 to 3 years	3 to 5 years	w.e.f
<b>FOREIGN BANKS</b>					
Deutsche Bank	7	8	8	7.5	Jun 10
Standard Chartered	7	7.5	7.2	7.1	Oct 05
DBS Bank	6	7.5	7	6.5	Dec 11
HSBC	4.5	7	6	6	Apr 08
Scotiabank	3.7	3.9	4	4	Apr 01
<b>INDIAN: PUBLIC SECTOR BANKS</b>					
UCO Bank	7.3	7.3	6.3	6.2	Feb 19
Indian Bank	7.05	7.3	6.7	6.25	Jun 12
Bank of Maharashtra	6.9	7.45			



bl.rating	Scheme Name	Latest NAV (₹)	Latest Corpus (₹Cr)	Expense Ratio (%)	Regular	Direct	1 Year CAGR	3 Year CAGR	5 Year CAGR	10 Year CAGR	Sortino Ratio (%)
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## EQUITY - LARGE CAP FUNDS

★★★★★ Canara Robeco Bluechip Equity	60.0	14965	1.7	0.5	11.5	13.7	21.0	12.9	0.79	
★★★★★ ICICI Pru Bluechip	104.4	64963	1.4	0.9	9.7	16.4	24.5	13.3	0.98	
★★★★★ JM Large Cap	145.1	491	2.4	0.7	1.3	13.9	18.6	9.9	0.62	
★★★★★ Baroda BP Large Cap	205.7	2432	2.0	0.8	5.7	14.4	21.0	11.7	0.76	
★★★★★ Edelweiss Large Cap	79.8	1157	2.2	0.6	7.0	13.7	21.5	11.7	0.81	
★★★★★ Kotak Bluechip	537.4	9424	1.7	0.6	9.8	13.2	22.2	12.0	0.82	
★★★★★ Nippon Ind Large Cap	84.5	37546	1.6	0.7	7.8	18.1	26.1	13.2	0.93	
★★★★★ Aditya Birla SL Frontline Equity	498.3	28106	1.7	1.0	10.7	13.6	22.4	11.7	0.84	
★★★★★ Bandhan Large Cap	72.2	1766	2.1	0.9	9.5	13.6	21.4	11.1	0.74	
★★★★★ HDFC Large Cap	1095.0	36109	1.6	1.0	7.0	15.6	23.8	12.1	0.88	
★★★★★ HSBC Large Cap	449.5	1785	2.1	1.2	6.2	12.8	20.3	11.5	0.68	
★★★★★ Invesco India Largecap	64.8	1329	2.1	0.8	9.2	14.0	22.1	11.8	0.73	
★★★★★ Mirae Asset Large Cap	106.3	37778	1.6	0.7	10.4	10.7	20.2	12.5	0.76	
★★★★★ SBI Blue Chip	87.5	49394	1.5	0.8	9.7	12.9	21.9	11.8	0.86	
★★★★★ Tata Large Cap	477.9	2453	2.1	1.0	6.7	12.8	22.2	11.2	0.82	
★★★★★ UTI Large Cap	261.0	12180	1.8	0.9	8.9	10.4	20.2	10.9	0.73	
★★★★★ Axis Bluechip	58.3	32349	1.6	0.7	7.6	9.4	16.6	11.5	0.54	
★★★★★ Franklin Ind Bluechip	963.2	7343	1.9	1.2	9.7	11.9	20.5	10.4	0.75	
★★★★★ LIC MF Large Cap	53.8	1379	2.1	1.0	10.3	10.0	18.2	10.0	0.60	
★★★★★ Union Largecap	22.3	432	2.5	1.3	3.1	10.9	20.1	-	0.72	
★★★★★ DSP Top 100 Equity	456.8	5070	1.9	1.0	16.0	17.5	21.8	11.0	0.87	
★★★★★ Groww Largecap	40.0	120	2.4	1.0	3.1	11.8	18.3	10.4	0.62	
★★★★★ PGIM India Large Cap	323.7	569	2.4	0.9	6.4	10.9	18.5	9.7	0.65	
- Mahi Manu Large Cap	22.2	611	2.4	0.7	9.2	12.3	21.3	-	0.77	
- Taurus Large Cap	149.4	47	2.6	2.3	5.5	12.5	19.8	8.9	0.62	

## EQUITY - LARGE & MID CAP FUNDS

★★★★★ HDFC Large and Mid Cap	314.0	23380	1.7	1.0	7.5	18.1	28.6	13.1	0.96	
★★★★★ Quant Large & Mid Cap	110.6	3519	1.9	0.7	-3.7	15.6	26.2	15.8	0.80	
★★★★★ Bandhan Core Equity	124.3	7967	1.8	0.6	11.4	21.4	28.7	14.2	0.96	
★★★★★ ICICI Pru Large & Mid Cap	944.9	19353	1.7	0.9	12.6	19.7	29.7	14.4	1.09	
★★★★★ Kotak Equity Opport	314.2	24913	1.6	0.6	6.6	16.0	24.9	14.2	0.86	
★★★★★ Mirae Asset Large & Midcap	137.3	36507	1.6	0.7	4.6	12.4	24.0	16.5	0.81	
★★★★★ Canara Robeco Emerging Equities	239.9	23163	1.6	0.6	12.6	14.4	24.3	14.9	0.80	
★★★★★ DSP Equity Opport	586.0	3784	1.7	0.7	13.7	18.8	25.9	14.6	0.90	
★★★★★ Edelweiss Large & Mid Cap	79.8	3608	1.9	0.4	8.6	15.0	24.3	13.3	0.80	
★★★★★ Invesco India Large & Mid Cap	89.6	6432	1.8	0.7	17.5	20.2	25.3	14.2	0.75	
★★★★★ LIC MF Large & Midcap	36.2	2859	1.6	0.9	13.3	13.8	23.3	13.6	0.75	
★★★★★ SBI Large & Midcap	575.4	29416	1.6	0.8	10.3	15.4	26.2	13.9	0.97	
★★★★★ Tata Large & Mid Cap	499.9	8058	1.7	0.6	6.5	15.6	23.5	12.7	0.88	
★★★★★ UTI Large & Mid Cap	167.0	4101	1.9	0.9	12.5	19.4	28.5	12.8	0.99	
★★★★★ BOI Large & Mid Cap Equity	81.3	362	2.3	1.1	2.6	14.3	22.3	11.0	0.71	
★★★★★ Navi Large & Midcap	33.1	295	2.3	0.4	9.4	10.4	22.6	-	0.74	
★★★★★ Nippon Ind Vision	1370.7	5467	2.0	1.4	12.1	18.2	27.1	11.7	0.91	
★★★★★ Sundaram Large and Mid Cap	79.7	6381	1.8	0.9	8.5	13.2	23.2	13.1	0.74	
★★★★★ Aditya Birla SL Equity Advantage	832.5	5410	1.9	1.2	5.5	8.6	20.4	11.0	0.58	
★★★★★ Franklin Ind Equity Advantage	174.2	3273	2.1	1.4	9.8	12.6	24.3	10.7	0.81	
Axis Growth Opprt	30.0	13321	1.7	0.6	7.9	13.2	24.2	-	0.73	
- HSBC Large & Mid Cap	24.0	3769	1.9	0.9	5.9	14.9	23.5	-	0.61	

## EQUITY - FLEXI CAP FUNDS

★★★★★ JM Flexicap	93.7	5263	1.8	0.6	7.6	21.9	27.5	15.7	0.84	
★★★★★ Parag Parikh Flexi Cap	79.0	93441	1.3	0.6	12.6	17.0	27.5	16.8	1.13	
★★★★★ Franklin Ind Flexi Cap	1553.5	17394	1.8	1.0	10.6	16.9	27.6	13.3	0.94	
★★★★★ HDFC Flexi Cap	1887.9	69639	1.4	0.8	17.1	21.6	30.1	14.7	1.12	
★★★★★ PGIM India Flexi Cap	34.0	5967	1.8	0.4	7.9	9.2	23.8	12.9	0.80	
★★★★★ Union Flexi Cap	47.6	2159	2.1	1.0	5.5	13.0	23.0	11.1	0.79	
★★★★★ Aditya Birla SL Flexi Cap	1671.6	21668	1.7	0.9	10.6	13.4	23.0	13.1	0.79	
★★★★★ Canara Robeco Flexi Cap	314.9	12194	1.7	0.6	8.6	12.3	21.1	12.3	0.75	
★★★★★ DSP Flexi Cap	97.4	11154	1.7	0.7	13.4	15.1	22.6	13.0	0.72	
★★★★★ Edelweiss Flexi Cap	35.5	2419	2.0	0.5	9.3	15.8	24.4	13.5	0.80	
★★★★★ HSBC Flexi Cap	200.3	4547	2.0	1.2	8.7	14.7	23.8	11.8	0.71	
★★★★★ Kotak Flexicap	78.3	49130	1.5	0.6	8.5	14.0	21.8	13.0	0.76	
★★★★★ Bandhan Flexi Cap	194.2	6886	1.9	1.2	8.6	12.7	20.3	10.0	0.71	
★★★★★ LIC MF Flexi Cap	89.3	920	2.3	1.3	2.7	10.9	16.8	7.9	0.52	
★★★★★ SBI Flexicap	102.8	21035	1.7	0.						

bl.rating	Scheme Name	Latest NAV (₹)	Latest Corpus (₹Cr)	Expense Ratio (%)	Regular	Direct	1 Month Ann.	3 Month Ann.	6 Month Ann.	1 Year CAGR	AA & Below
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## CASH FUNDS

## LIQUID FUNDS

- 360 ONE Liquid	1986.0	1017	0.3	0.2	8.2	7.3	7.1	7.1	-	
- Aditya Birla SL Liquid	415.5	41051	0.3	0.2	9.0	7.6	7.3	7.3	-	
- Axis Liquid	2871.2	32609	0.2	0.1	8.9	7.6	7.4	7.3	-	
- Bandhan Liquid	3115.7	10409	0.3	0.1	8.7	7.5	7.2	7.2	-	
- Bank of India Liquid	2970.3	1524	0.1	0.1	8.8	7.6	7.3	7.4	-	
- Baroda BNP Paribas Liquid	2965.7	7880	0.3	0.2	8.7	7.5	7.2	7.2	-	
- Canara Robeco Liquid	3104.1	4032	0.2	0.1	9.0	7.7	7.3	7.3	-	
- DSP Liquidity	3681.5	15829	0.2	0.1	8.7	7.5	7.3	7.3	-	
- Edelweiss Liquid	3297.2	5243	0.2	0.1	8.7	7.5	7.3	7.3	-	
- Groww Liquid	2493.6	130	0.2	0.1	9.1	7.7	7.4	7.3	-	
- HDFC Liquid	5060.4	50517	0.3	0.2	9.1	7.6	7.3	7.3	-	
- HSBC Liquid	2571.1	14211	0.2	0.1	8.8	7.6	7.3	7.3	-	
- ICICI Pru Liquid	381.8	42293	0.3	0.2	8.8	7.5	7.3	7.3	-	
- Invesco India Liquid	3544.4	10945	0.2	0.2	8.9	7.5	7.3	7.3	-	
- ITI Liquid	1343.4	48	0.3	0.1	8.4	7.2	7.0	7.0	-	
- JM Liquid	70.4	2806	0.3	0.2	8.4	7.4	7.2	7.2	-	
- Kotak Liquid	5212.4	31251	0.3	0.2	8.9	7.6	7.3	7.3	-	
- LIC MF Liquid	4662.5	9367	0.3	0.2	8.6	7.4	7.2	7.3	-	
- Mahi Manu Liquid	1678.5	1026	0.3	0.2	8.4	7.5	7.3	7.3	-	
- Mirae Asset Liquid	2704.1	8684	0.2	0.1	8.7	7.5	7.3	7.3	-	
- Motilal Oswal Liquid	13.7	989	0.4	0.2	7.6	6.9	6.7	6.8	-	
- Navi Liquid	28.1	63	0.2	0.2	7.0	6.7	6.8	6.9	-	
- Nippon Ind Liquid	6293.5	28241	0.3	0.2	8.9	7.5	7.3	7.3	-	
- Parag Parikh Liquid	1431.4	2494	0.3	0.2	7.8	7.0	6.8	6.9	-	
- PGIM India Liquid	335.7	366	0.2	0.1	9.2	7.6	7.3	7.3	-	
- Quant Liquid	40.8	1536	0.5	0.3	7.7	7.2	7.1	7.0	-	
- Quantum Liquid	34.6	521	0.3	0.2	7.6	6.9	6.8	6.9	-	
- SBI Liquid	4031.3	54569	0.3	0.2	8.6	7.5	7.2	7.2	-	
- Sundaram Liquid	2275.2	5477	0.4	0.1	8.7	7.5	7.2	7.3	-	
- Tata Liquid	4061.7	19074	0.3	0.2	9.0	7.6	7.3	7.3	-	
- Union Liquid	2482.2	3206	0.2	0.1	8.7	7.5	7.3	7.3	-	
- UTI Liquid	4230.6	23383	0.2	0.2	8.9	7.6	7.3	7.3	-	
- WhiteOak Capital Liquid	1387.9	382	0.3	0.2	8.7	7.5	7.2	7.2	-	

## ARBITRAGE FUNDS

- Aditya Birla SL Arbitrage	26.3	14236	1.0	0.3	11.6	7.8	7.4	7.2	-	
- Axis Arbitrage	18.5	5746	1.0	0.3	11.2	7.6	7.3	7.2	-	
- Bandhan Arbitrage	32.1	7955	1.1	0.4	11.2	7.7	7.4	7.3	-	
- Bank of India Arbitrage	13.7	44	0.9	0.5	9.8	7.1	6.9	6.8	-	
- Baroda BNP Paribas Arbitrage	15.9	1061	1.1	0.3	10.6	7.2	6.7	7.0	1.20	
- DSP Arbitrage	14.8	5964	1.0	0.3	10.5	7.4	7.2	7.1	-	
- Edelweiss Arbitrage	19.2	14003	1.0	0.4	10.6	7.6	7.5	7.3	-	
- HDFC Arbitrage	30.3	18350	1.1	0.4	10.8	7.4	7.4	7.3	-	
- HSBC Arbitrage	18.8	2245	0.9	0.2	10.4	7.4	7.1	7.0	-	
- ICICI Pru Equity-Arbitrage	33.9	25727	0.9	0.4	11.3	7.8	7.5	7.4	-	
- Invesco India Arbitrage	31.5	19675	1.1	0.4	10.3	7.5	7.3	7.3	-	
- ITI Arbitrage	12.8	48	0.9	0.2	9.9	7.7	7.2	7.1	-	
- JM Arbitrage	32.3	187	1.1	0.4	9.2	6.8	6.8	6.8	-	
- Kotak Equity Arbitrage	37.1	60373	1.1	0.4	10.8	7.7	7.6	7.4	-	
- LIC MF Arbitrage	13.7	329	1.0	0.3	10.0	7.4	7.1	6.9	-	
- Mahi Manu Arbitrage	12.2	104	1.2	0.4	8.7	6.0	6.0	5.9	-	
- Mirae Asset Arbitrage	12.9	3111	0.9	0.1	9.3	7.3	7.1	7.1	-	
- Nippon Ind Arbitrage	26.3	13733	1.1	0.4	10.5	7.4	7.2	7.1	-	
- PGIM India Arbitrage	18.2	97	1.1	0.4	12.2	7.9	7.3	7.2	-	
- SBI Arbitrage Opport	33.4	30592	0.9	0.4	11.0	7.7	7.5	7.3	-	
- Sundaram Arbitrage	14.3	290	1.0	0.3	10.1	7.3	7.1	7.0	-	
- Tata Arbitrage	14.2	12790	1.1	0.3	11.2	7.6	7.3	7.2	-	
- Union Arbitrage	13.9	303	1.1	0.5	9.3	7.2	7.1	7.1	-	
- UTI Arbitrage	34.7	6614	0.8	0.3	11.4	7.9	7.6	7.4	-	

bl.rating	Scheme Name	Latest NAV (₹)	Latest Corpus (₹Cr)	Expense Ratio (%)	Regular	Direct	1 Month Ann.	3 Month Ann.	6 Month Ann.	1 Year CAGR	AA & Below
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## DEBT - SHORT DURATION FUNDS

★ Edelweiss Money Market	28.1	1371	0.8	0.2	7.3	7.0	6.2	5.0	-	
- Axis Money Market	1412.3	14611	0.3	0.2	8.0	7.8	7.1	6.1	-	
- PGM India Money Market	1310.4	161	0.5	0.2	7.6	7.3	6.8	5.4	-	

## DEBT - MEDIUM DURATION FUNDS

★★★★ ICICI Pru Short Term	59.4	20428	1.0	0.5	9.0	8.2	7.6	7.1	6.47	
★★★★ UTI Short Duration	31.3	2566	0.8	0.4	8.8	8.0	7.1	7.6	3.53	
★★★★ Aditya Birla SL Short Term</td										

# India, UK look to settle pending issues in free trade deal soon

**FTA PUSH.** Commerce Minister Piyush Goyal likely to lead team to London next month to expedite closure

Amiti Sen

New Delhi

India and the UK are looking to resolve pending issues in the bilateral free trade agreement (FTA) as both sides are hoping for early closure of negotiations in goods and services and also the bilateral investment treaty (BIT) being worked out simultaneously, sources said.

A team from India, which is likely to be led by Commerce Minister Piyush Goyal, may visit London in May to push the FTA talks towards finalisation, a source tracking the matter told *businessline*.

Finance Minister Nirmala



**STEP FORWARD.** Finance Minister Nirmala Sitharaman's visit to the UK earlier this month also provided positive momentum to the talks and it is hoped that the FTA, together with the BIT, will be finalised soon (STOCKPHOTO)

Sitharaman's visit to the UK earlier this month also provided positive momentum to the talks and it is hoped that the FTA, together with the BIT, will be finalised soon.

India's negotiations for an FTA with the UK started in January 2022 under former UK Prime Minister Boris Johnson but talks were stalled last year when Britain's Labour Party, led by Prime Minister Keir Starmer, swept to power in the July

4 elections after being in the opposition for over a decade.

## TALKS RESTART

The Starmer government took its time in going through the details of the negotiations and decided earlier this year to re-start the FTA talks when UK Business and Trade Secretary Jonathan Reynolds visited the country. "While substantial ground has been covered in the ne-

gotiations after the talks re-started there are some tricky issues yet to be sorted out," the source said.

India wants increased access for students and professionals in the UK labour market, as well as duty-free access for some key goods. In turn, the UK is demanding deep cuts in tariffs on goods such as scotch whisky, electric cars, lamb meat, chocolates and financial services in India.

## CONTENTIOUS AREAS

Some contentious areas, especially dispute resolution mechanism, remain to be ironed out in the BIT the source added. While the model BIT drafted by the Finance Ministry had provisions that were harsh in the area of dispute settlement, stands are being softened now.

India and the UK had negotiations on the BIT earlier this month and are hopeful of ironing out the remaining sticky issues soon, the source said.

## Yes Bank Q4 net rises 63% to ₹738 crore as asset quality improves

Piyush Shukla

Mumbai

Private sector lender Yes Bank kicked off banks' Q4FY25 earnings results, reporting 63 per cent year-on-year rise in net profit for the quarter ended March at ₹738 crore.

For FY25, the bank's bottom line rose 92 per cent to ₹2,406 crore.

The bank's net interest income (NII) — difference between interest earned and expended — rose 6 per cent y-o-y to ₹2,276 crore, while non-interest income grew 11 per cent on-year to ₹1,739 crore.

Net interest margin (NIM) rose slightly to 2.5 per cent in Q4 from 2.4 per

### Scorecard

	Q4FY25	y-o-y change (in %)
Advances (₹ lakh cr)	2.46	8
Deposits (₹ lakh cr)	2.84	7
NII (₹ cr)	2,276	6
PAT (₹ cr)	738	63
Net NPA ratio (in %)	0.3	-30 bps

Source: Bank, BSE

cent in Q3. Going ahead, the lender aims to increase the share of better yielding loans to ensure lower credit cost.

**BUSINESS GROWTH**  
The bank is now also fully compliant with priority sector lending (PSL) norms, and on track to reduce its deposits in lower yielding regional infrastructure de-

velopment fund (RIDF) to below 5 per cent of the book by FY27 from 8.7 per cent in March.

Reduction in RIDF balance over time is seen as beneficial for the bank's margin.

Yes Bank's overall advances stood at ₹2,46 lakh crore as on March end, up 8 per cent y-o-y, while deposits rose 7 per cent on-year

to ₹2,84 lakh crore. The bank is targeting 12-15 per cent credit growth in FY26 and deposits will grow slightly higher than advances.

The lender is committed to its strategy of maintaining 60:40 per cent retail-corporate loan mix, despite de-growth in retail book this year.

It aims to keep credit-deposit ratio at 85 per cent. The lender has also decided to reduce interest rate on savings bank account balance on various buckets by up to 2 per cent, effective April 21.

Yes Bank's asset quality improved in the reporting quarter, with gross and net non-performing asset ratio falling to 1.6 per cent and

0.3 per cent from 1.7 per cent and 0.6 per cent in March 2024, respectively. A majority of the bank's fresh slippages in Q4 came from retail loans.

Overall provisions, meanwhile, fell 33 per cent y-o-y to ₹318 crore in Q4.

### SENIOR-LEVEL EXITS

Responding to reports of a few top retail bank executives being terminated by the bank, Yes Bank MD and CEO Prashant Kumar said the bank revisited its strategy on building both retail and wholesale book, which led to exit of a few senior leaders.

He said the roles became redundant, but commended the executives who were let go due to a shift in strategy.

## ICICI Bank Q4 net soars 18% at ₹12,630 crore on higher income

Our Bureau  
Mumbai

ICICI Bank reported an 18 per cent year-on-year growth in the fourth quarter (Q4FY25) standalone net profit at ₹12,630 crore, supported by healthy growth in net interest income and other income even as its asset quality showed further improvement.

The bank had recorded a standalone net profit at ₹10,708 crore in the year-ago period. The bank's board on Saturday recommended a dividend of ₹11 per share, subject to requisite approvals.

Net interest income was up 11 per cent yoy at ₹21,193 crore (₹19,093 crore in the year-ago quarter).

Other income, including fee income, dividend income from subsidiaries/associates, profit/(loss) on sale of investments and miscellaneous income, rose about 28.5 per cent y-o-y to ₹7,260 crore (₹5,649 crore). Non-tax provisions, including towards non-performing assets (NPAs) and standard assets, increased 24 per cent to ₹891 crore (₹718.5 crore).

Net interest margin (NIM) nudged up a shade to 4.41 per cent (4.40 per cent).

However, NIM in the re-

### Q4 Scorecard

	Q4FY25 (₹ cr)	Q4FY24 (₹ cr)	y-o-y change (%)
Net profit	12,630	10,708	17.9
Consolidated net profit	13,502	11,672	15.7
Net interest income	21,193	19,093	11.0
Other Income	7,260	5,649	28.5
Non-tax provisions	891	718.5	24.0
GNPA (%)	1.67	2.16	
NNPA (%)	0.39	0.42	
Deposits	16,10,348	14,12,825	14.0
Average CASA ratio (%)	38.4	38.9	
Advances	13,41,766	11,84,406	13.3

porting quarter increased 16 basis points against 4.25 per cent in Q3FY25.

### RATE CUT IMPACT

Sandeep Batra, Executive Director, said margins would be impacted by the repo rate cuts.

"And we do expect more repo rate cuts to happen...deposit repricing happens with a lag. So, we will continue to look at various ways to maximise opportunities to increase our risk-calibrated profits on a 360 degree basis."

The gross NPAs to gross advances position improved to 1.67 per cent as of March-end 2025, against 2.16 per cent as of March-end 2024. The net NPA to net advances position too improved to 0.39 per cent from 0.42 per cent. Slippages during the quarter were lower

at ₹5,142 crore vs ₹6,085 crore in Q3FY25. After taking into account recoveries, upgrades and others, net slippages were at ₹1,325 crore (₹2,693 crore in Q3FY25).

The bank sold NPAs totalling ₹2,786 crore (₹327 crore in Q4FY24) to asset reconstruction companies.

Total deposits increased 14 per cent y-o-y to ₹16,10,348 crore. The average current account, savings account (CASA) deposits declined to 38.4 per cent (38.9 per cent).

Total advances rose 13.3 per cent y-o-y to ₹13,41,766 crore, from domestic advances growing 13.9 per cent and overseas advances declining 8 per cent.

The bank's consolidated net profit rose about 16 per cent to ₹13,502 crore (₹11,672 crore).

## Centre likely to fast-track approvals for Starlink, Tesla ahead of Musk's India visit

Our Bureau  
New Delhi



Elon Musk

With Tesla and SpaceX Chief Executive Officer, Elon Musk announcing his visit to India later this year, the Centre is likely to fast-track the process of giving licence to Starlink and also provide some clarity on Tesla cars entry into the country.

The development comes a



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New Delhi

Tata Steel is reworking its export strategy as shifting global trade policies and protectionist measures reshape the metal's future trade trajectory.

The company is engaged in negotiations with its US-based customers to navigate rising tariff pressures on exports from its European operations, particularly the Netherlands – a central node in its transatlantic supply chain, TV Narendran, MD and CEO, Tata Steel, told *businessline*.

Effective March 12, the Trump administration has reinstated a 25 per cent tariff



on all steel and aluminium imports, a move that can possibly disrupt Tata Steel's long-established export flow from the IJmuiden plant (in the Netherlands).

The plant exports specialised steel products that are not manufactured domestically in the US.

"Some products we export from the Netherlands to the US aren't even made there. So our customers and we are looking to see if there are some exemptions for those products," Narendran said, speaking on the sidelines of an event organised by the All India Management Association.

Exports from Europe (and also the UK) to the US, include packaging steels, tubu-

lar products for oil and gas, high-quality steel for construction, automotive and other industries. These products are often used in manufacturing processes in the US.

Packaging steel is one of the key items (and generally not manufactured in the US.)

For instance, Tata Steel operates the UK's largest steelworks in Port Talbot and exports around \$100 million of steel annually to the US, while 10-12-odd per cent of the production from its Netherlands unit is exported to the US.

With the US now enforcing strict "melted and poured" origin rules and refusing country-specific exemptions, Tata Steel has initiated "conversations with American buyers".

**TRADE ACTIONS**  
With India already facing trade actions and logistical hurdles in servicing the US, exporting directly from Indian plants is not a viable workaround.

"When India exports to the US, it already has a lot of

trade action against it from the past. And the US is one of the most difficult markets to service in any case because of the fact that if volumes go up (from India), there will be trade action," he said.

"So we have a good flow from the Netherlands and the UK and we will stick with that," Narendran added. The steelmaker, however, continues to see "enough opportunity" in the domestic markets for its India operations.

**MOVE TO GREEN STEEL**  
Green steel making is still evolving in India, compared to Europe.

According to Narendran, there is concerted policy push towards greener, less carbon-emitting steel-making in Europe over a 5-10 year period compared to India, which is still in the early stages.

The European nations have put in place a policy roadmap and an infrastructure plan, while customers there are willing to buy green steel (by paying more).

"All these three need to come together (here)," Narendran said.