

21 March 2016

ANTIQUÉ'S MORNING PRESENTATION

FROM THE RESEARCH DESK

SECTOR UPDATE

Housing Finance

Small is the next big

MANAGEMENT MEET UPDATE

Mayur Uniquoters Limited

Strong gross margin cushioning earnings against tepid volume growth

Global News

- The S&P 500 erased its losses for the year on Friday, joining the Dow industrials in positive territory as major indexes notched their fifth straight week of gains. The week's advance accelerated after the Federal Reserve on Wednesday signaled a more gradual path of interest-rate increases. The Dow Jones Industrial Average, which has risen for six sessions in a row, gained 2.3% this week. The S&P 500 added 1.4%.
- The Nikkei fell for a fourth day on Friday after the dollar plunged to a near 17-month low against the yen overnight, pressuring exporters and dented overall sentiment. The index was down 1.3 percent to 16,724.81, the lowest closing level since March 9. Overall the Nikkei dropped 1.3 percent for the week.

Sector & Corporate News

- ICICI Bank** is planning to raise funds to finance infrastructure and affordable housing by issuing long-term bonds through debentures. The bank has periodically evaluates borrowing opportunities through various instruments and is currently evaluating issuance of long-term bonds in the nature of debentures for lending to long-term projects in infrastructure and affordable housing on a private placement basis.
- Hindustan Unilever** has inked an agreement for the sale of its rice exports business to LT Foods Middle East DMCC for INR 250 million. This primarily includes brands 'Gold Seal Indus Valley' and 'Rozana'. The brands registered a turnover of INR 510 million in 2014-15. The company's decision to divest is in line with its strategy to exit non-core businesses, while continuing to drive its growth agenda in the core packaged foods business.
- JSW Energy** is reportedly planning to acquire a 1,000 MW Jindal Power plant for about INR 60 billion. The deal is likely to be announced shortly.
- Crompton Greaves** has won a significant order of USD 35 million from PT PLN (Persero), the state-owned electricity company of Indonesia, to manufacture and install 28 power transformers ranging from 83.3 MVA to 167 MVA and rated voltage 500 kV/150 kV. Crompton's power transformers will be installed across PT PLN's transmission network, spread over multiple substations and power plants in the Java, Sumatra and Kalimantan provinces of Indonesia. The delivery period is scheduled between May 2016 and March 2017.
- Tata Power**, has been recognized as one of India's most sustainable companies with the 'Sustainable Plus Platinum' label for FY15. The company has received a high sustainability rating 'A' for its sustainability performance according to a new assessment done by the Confederation of Indian Industry (CII).

Market Snapshot

| Global Indices | Closing | % Chg | % YTD |
|--------------------|---------|-------|--------|
| Dow Jones | 17,602 | 0.7 | 1.0 |
| NASDAQ | 4,796 | 0.4 | (4.2) |
| FTSE | 6,190 | (0.2) | (0.8) |
| CAC | 4,463 | 0.4 | (3.8) |
| DAX | 9,951 | 0.6 | (7.4) |
| Russia | 885 | 1.3 | 16.9 |
| Bovespa | 50,815 | (0.2) | 17.2 |
| Nikkei | 16,725 | (1.3) | (12.1) |
| Hang Seng | 20,672 | 0.8 | (5.7) |
| Shanghai Composite | 2,955 | 1.7 | (16.5) |

| Indian Indices | Closing | % Chg | % YTD |
|----------------|---------|-------|--------|
| Sensex | 24,953 | 1.1 | (4.5) |
| Nifty | 7,604 | 1.2 | (4.3) |
| MSCI India | 438 | 1.5 | (4.8) |
| CNX Midcap | 12,406 | 0.9 | (7.4) |
| BSE Smallcap | 10,309 | 0.6 | (12.9) |

| Flows (USDm) | Prev. Day | MTD |
|--------------|-----------|-------|
| FII | 140 | 1,907 |

| Provisional flows | (USDm) |
|-------------------|--------|
| FII | 258 |
| Locals | (61) |

| Volumes | USDbn | % Chg |
|------------------|-------|-------|
| Cash (NSE + BSE) | 3.3 | 7.6 |
| F&O (net) | 46.1 | 5.9 |

| FII F&O | Stock Fut | Index Fut |
|--------------|-----------|-----------|
| Net (\$ mn) | (26) | 74 |
| Open Int (%) | (0.1) | 7.3 |

| ADR/GDR Gainers | Last | % Chg |
|-----------------|------|-------|
| SBI | 29.6 | 6.5 |
| ICICI Bank | 7.0 | 2.8 |
| Tata Motors | 27.6 | 1.8 |
| HDFC | 58.7 | 1.5 |
| Wipro | 12.3 | 1.4 |

Sectoral indices

| | Closing | % Chg | % MTD | % YTD |
|---------------|---------|-------|-------|--------|
| BSE Auto | 17,334 | 1.4 | 9.4 | (6.4) |
| BSE Bank | 17,852 | 1.5 | 12.9 | (7.6) |
| BSE Cap Goods | 12,474 | 0.7 | 11.0 | (11.7) |
| BSE Cons dur | 11,273 | 0.9 | 2.0 | (6.0) |
| BSE FMCG | 7,582 | 0.6 | 6.6 | (3.7) |
| BSE IT | 11,178 | 2.3 | 9.3 | 1.1 |
| BSE Health | 15,269 | (0.8) | 0.4 | (9.7) |
| BSE Metal | 7,433 | 2.1 | 10.0 | 0.5 |
| BSE Oil | 9,029 | 0.4 | 9.9 | (5.5) |
| BSE Power | 1,716 | 0.5 | 8.4 | (12.3) |
| BSE PSU | 6,025 | 0.8 | 9.0 | (11.6) |
| BSE Realty | 1,181 | 1.6 | 12.3 | (12.2) |
| BSE TECK | 5,991 | 2.2 | 8.7 | (1.0) |

Nifty Outperformers

| | Price | % Chg | % MTD | % YTD |
|---------------------------|--------|-------|-------|-------|
| Vedanta Ltd | 92 | 7.0 | 30.7 | 2.1 |
| Hindalco Industries Ltd | 85 | 5.2 | 23.9 | 0.5 |
| Acc Ltd | 1,337 | 5.0 | 12.0 | (1.7) |
| Tata Consultancy Svcs Ltd | 2,426 | 3.1 | 11.4 | (0.5) |
| Gail India Ltd | 364 | 3.1 | 19.4 | (2.9) |
| Bosch Ltd | 18,774 | 3.1 | 12.2 | 0.7 |
| Infosys Ltd | 1,193 | 2.7 | 10.1 | 8.0 |

Nifty Underperformers

| | Price | % Chg | % MTD | % YTD |
|------------------------------|-------|-------|--------|--------|
| Lupin Ltd | 1,554 | (7.2) | (11.4) | (15.4) |
| Sun Pharmaceutical Indus | 816 | (1.4) | (4.4) | (0.5) |
| Bharat Petroleum Corp Ltd | 857 | (0.9) | 11.4 | (4.0) |
| Power Grid Corp Of India Ltd | 137 | (0.8) | 5.2 | (3.0) |
| Maruti Suzuki India Ltd | 3,621 | (0.4) | 11.9 | (21.6) |
| Hindustan Unilever Ltd | 848 | (0.2) | 2.2 | (1.7) |
| Tata Power Co Ltd | 59 | 0.1 | 2.1 | (13.8) |

Bulk Deals

| Date | Security Name | Client Name | Buy/Sell | Qty | Price |
|-----------|-------------------------|--------------------------------------|----------|-----------|-----------|
| 18-Mar-16 | Page Industries Limited | Smallcap World Fund Inc | BUY | 162,500 | 11,599.98 |
| 18-Mar-16 | Marksans Pharma Limited | Vanguard International Explorer Fund | BUY | 2,366,133 | 50.09 |
| 18-Mar-16 | MATHEWE | Munish Financial | SELL | 247,000 | 93.50 |
| 18-Mar-16 | MATHEWE | Vsb Investments Pvt Ltd | BUY | 246,793 | 93.50 |
| 18-Mar-16 | MAHAN | Adihemshree Financial | SELL | 121,000 | 190.00 |
| 18-Mar-16 | MAHAN | Arihant Advertising Private Limited | BUY | 120,995 | 190.00 |
| 18-Mar-16 | KAIRA | Harshadry Pvt Ltd | SELL | 27,900 | 716.00 |
| 18-Mar-16 | KAIRA | Protos Engineering Co Pvt Ltd | BUY | 27,900 | 716.00 |
| 18-Mar-16 | JOONKTOLL | The Cambay Investment Corp.Ltd | SELL | 96,229 | 134.00 |
| 18-Mar-16 | CCFCL | Wonder Vincom Pvt.Ltd. | BUY | 500,000 | 22.12 |

Delivery Spike

| Company | Volume | Spike (%) | Chg (%) |
|----------------------------------|------------|-----------|---------|
| Indiabulls Housing Finance Ltd | 3,720,546 | 482% | -2.30% |
| GAIL India Ltd | 1,791,659 | 215% | 3.13% |
| Steel Authority of India Ltd | 4,287,720 | 201% | 0.12% |
| Vedanta Ltd | 11,295,957 | 160% | 7.01% |
| Aurobindo Pharma Ltd | 1,612,009 | 153% | -0.80% |
| Shriram Transport Finance Co Ltd | 552,205 | 141% | -0.24% |
| Tata Motors Ltd | 1,523,877 | 140% | 1.31% |
| Hindalco Industries Ltd | 6,143,505 | 130% | 5.19% |
| Cipla Ltd/India | 3,360,060 | 126% | 0.71% |
| Motherson Sumi Systems Ltd | 1,305,246 | 122% | 1.61% |

Derivatives Update

Long Build Up

| Company | Last | % Chg | % Chg OI | OI (in 000) |
|------------|--------|-------|----------|-------------|
| VOLTAS | 269 | 6.5 | 5.8 | 3,909 |
| APOLLOTYRE | 177 | 4.8 | 7.8 | 6,504 |
| MRF | 34,842 | 2.5 | 5.0 | 31 |
| GAIL | 362 | 2.3 | 5.2 | 5,921 |

Short Build Up

| Company | Last | % Chg | % Chg OI | OI (in 000) |
|-----------|-------|-------|----------|-------------|
| LUPIN | 1,560 | (7.2) | 19.6 | 5,696 |
| IOC | 390 | (2.3) | 11.3 | 6,419 |
| CONCOR | 1,154 | (1.8) | 3.5 | 1,522 |
| POWERGRID | 137 | (0.7) | 4.6 | 11,104 |

Short Covering

| Company | Last | % Chg | % Chg OI | OI (in 000) |
|------------|-------|-------|----------|-------------|
| CENTURYTEX | 514 | 5.3 | (3.6) | 6,547 |
| ACC | 1,337 | 4.5 | (8.4) | 1,320 |
| SIEMENS | 1,053 | 2.7 | (5.5) | 1,496 |
| INFRATEL | 381 | 2.6 | (3.4) | 3,780 |

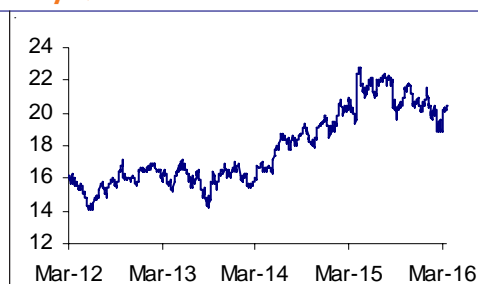
Profit Booking

| Company | Last | % Chg | % Chg OI | OI (in 000) |
|-----------|------|-------|----------|-------------|
| HINDPETRO | 749 | (1.3) | (1.3) | 6,426 |
| GLENMARK | 802 | (1.1) | (1.5) | 3,339 |
| BPCL | 857 | (0.9) | (5.9) | 6,489 |

Nifty



Nifty P/E

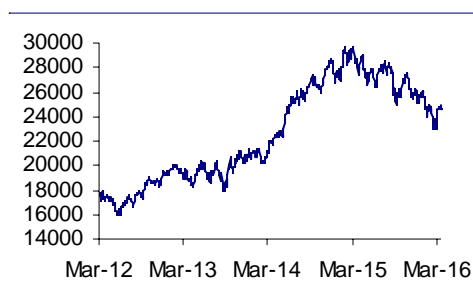


Nifty P/B

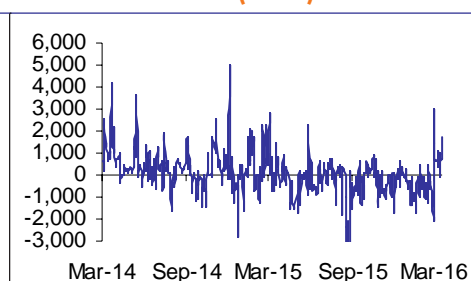


Source: Bloomberg

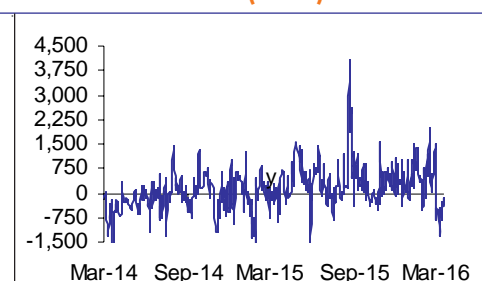
Sensex



FII Provisional Flows (INRcr)



DII Provisional Flows (INRcr)



Source: Bloomberg

Economy, Money & Banking

| Forex Rate | Last | % Chg | % MTD | % YTD |
|------------|------|-------|-------|-------|
| INR~USD | 66.5 | 0.4 | 2.9 | (0.5) |
| INR~EUR | 75.0 | 0.6 | (0.7) | (3.8) |
| INR~GBP | 96.1 | (0.4) | (1.3) | 2.0 |

| Bond Market | Last | Chg (bps) | MTD (bps) | YTD (bps) |
|----------------|------|-----------|-----------|-----------|
| 10 Year Bond | 7.5 | (0) | (11) | (24) |
| Interbank call | 6.3 | - | (120) | (75) |

Commodities Update

| Commodities | Last | % Chg | % MTD | % YTD |
|--------------------|-------|-------|-------|-------|
| Gold (\$/Ounce) | 1,255 | (0.2) | 1.3 | 18.3 |
| Crude Oil (\$/Bbl) | 39 | (1.9) | 16.9 | 0.8 |
| Aluminium (\$/t) | 1,497 | (0.8) | (6.2) | (0.2) |
| Copper (\$/t) | 5,075 | (0.4) | 7.8 | 7.8 |
| Zinc (\$/t) | 1,838 | 0.4 | 4.5 | 15.4 |
| Lead (\$/t) | 1,798 | (0.8) | 2.4 | 0.1 |
| Nickel (\$/t) | 8,622 | (2.7) | 1.5 | (1.8) |

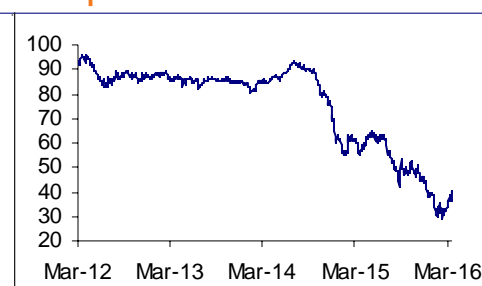
INR/USD



Gold and silver prices

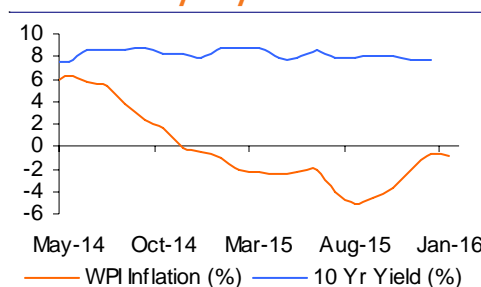


Crude prices

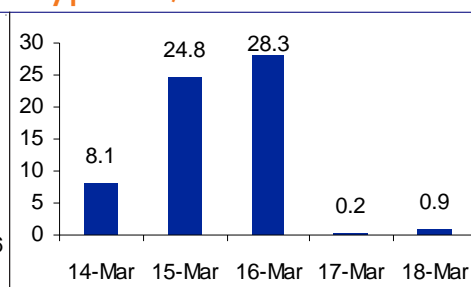


Source: Bloomberg

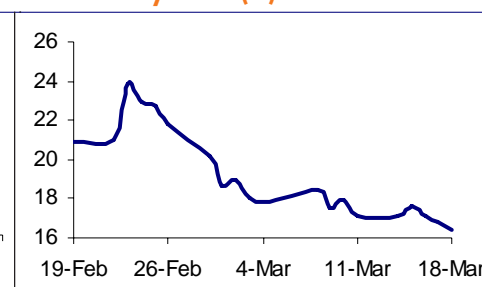
Inflation vs 10 year yield



Nifty premium/discount



NSE volatility index (%)



Source: Bloomberg

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SECTOR UPDATE

Housing Finance

Small is the next big

Repco Home Finance

| | |
|------------------|----------|
| Current Reco | : BUY |
| Previous Reco | : BUY |
| CMP | : INR580 |
| Target Price | : INR838 |
| Potential Return | : 44% |

GRUH Finance

| | |
|------------------|----------|
| Current Reco | : BUY |
| Previous Reco | : BUY |
| CMP | : INR235 |
| Target Price | : INR286 |
| Potential Return | : 22% |

A close look at the housing ecosystem brings to light a glaring contrast - On one side, the stock of unsold real estate inventory in top seven cities is at an all time high, new launches in these cities are at an all time low and volume off-take reported by large building material companies like Kajaria & Centuary Ply has been rather subdued. On the other side, there are small housing finance companies (HFCs) that are reporting loan growth in excess of 25%.

While there could be multiple explanations for this phenomenon, the writing on the wall is rather clear - large ticket housing is slowing down while small ticket housing continues to do well. We would go further to say that small ticket housing would be the big theme for next five years given the huge latent demand and the measures taken by the Government and the Regulator to fulfill it. HFCs that are able to capitalize on this impending boom in small ticket housing will continue to report strong performance. Gruh Finance and Repco Home Finance are well placed to benefit from this and continue to remain our favorite bets in the housing space.

Coordinated action by the Government and the regulator across housing ecosystem

Availability of land in vicinity of cities and availability of finance have been the biggest impediments to affordable housing. These issues are being tackled by the Central Government through incentivizing State Governments to provide land on one hand and doling out regulatory relaxations to HFCs on the other. Within a year of announcing the Pradhan Mantri Awas Yojana (PMAY) - Housing for All scheme, the Centre has been able to get more than eight State Governments on board. These State Governments have recently announced projects involving construction of 135,900 houses in affordable housing segment and the Central Government has sanctioned an assistance of INR20.3bn for the same.

At the same time, the regulator has made life easy for the housing finance companies by reducing the risk weights on small ticket loans and increasing the spread cap under the RHF scheme. Real estate developers are being incentivized by measure such as 100% income deduction to entities developing affordable houses. Buyers are being motivated by sops such as no stamp duty and service tax on 'affordable house', credit at subsidized rate through CLSS, etc.

Small HFCs to be at the fore front of this affordable housing boom

Disproportionate focus on urban salaried segment by banks and large HFCs has left the non-salaried market open to anyone who has the capabilities to operate in that segment. Smaller HFCs such as Gruh Finance, Repco Home, etc have operated profitably in this segment for many years through their carefully crafted appraisal techniques and low cost operating model. We believe that they will be the primary beneficiaries of the boom in affordable housing.

Valuations

| | Reco | CMP | Target | EPS | | BV | | RoE | |
|-------|------|-----|--------|-------|-------|-------|-------|-------|-------|
| | | | | FY17E | FY18E | FY17E | FY18E | FY17E | FY18E |
| Gruh | BUY | 235 | 289 | 8.4 | 10.6 | 29.4 | 36.3 | 31.7 | 32.3 |
| Repco | BUY | 580 | 838 | 32.7 | 40.2 | 179.4 | 212.6 | 19.7 | 20.5 |

Source: Company, Antique

Central Government giving shape to its mega plans in affordable housing space

The Central Government announced its vision for Housing for All by 2022 soon after the election victory in May'14. It took them about twelve months to formulate the final policy, which is more than an aggregation of past policies, and issue operational guidelines in July'15. Once this was done, the Central Government started discussions with the state governments for them to come on board. Simultaneously, the regulator announced benign changes for housing finance companies (HFCs) and the government doled out goodies for developers and buyers of affordable housing. The Juggernaut has started and affordable housing on mass scale could soon be a reality.

Pradhan Mantri Awas Yojana (PMAY) - Housing for All by 2022

Objective: Construction of 3m houses per year for the urban poor

During the 10 years of Jawaharlal Nehru National Urban Renewal Mission (JNNURM) only 0.9m houses were constructed for the urban poor. Housing for all by CY22 aims to construct 3m houses per year over the next seven years for the urban poor. Initial focus will be on 500 class one cities, which will be extended to 4,041 statutory towns.

Scheme details: Four components to target demand & supply-side

The scheme has two components for incentivizing the supply side in affordable housing and two components for incentivizing the demand side. Any EWS or LIG beneficiary can take advantage under one component only. The details of the components are -

Demand side component 1: Credit Linked Subsidy Scheme (CLSS)

- Credit linked subsidy would be available for housing loans availed for new construction, addition of rooms, kitchen, toilet, etc to existing dwellings. The carpet area of houses being constructed should be up to 30 sq. meters and 60 sq. meters for EWS and LIG respectively.
- An interest subsidy of 6.5% will be offered to eligible beneficiaries belonging to the EWS and LIG group on bank loan up to Rs600,000.
- Discounted NPV of Rs230,000 would be paid upfront to beneficiaries, which will reduce the principal outstanding and hence the EMIs
- HUDCO and NHB have been identified as Central Nodal Agencies to channelize the subsidy to lending institutions. More than 69 HFCs have already signed MOUs with the nodal agencies to avail the CLSS

Demand side component 2: Beneficiary led individual house construction (BLC)

- Families belonging to EWS categories may avail central assistance of Rs1.5lac for construction of new house

Supply side component 1: "In Situ" slum redevelopment (SRD)

- The key objective of this component is to utilize the land under slum
- Center will provide slum rehabilitation grant of Rs.100,000 per house to the state government

Supply side component 2: Affordable Housing in Partnership (AHP)

- Central assistance at the rate of Rs150,000 per EWS house.
- States are free to implement affordable housing project through its agencies or in partnership with private sector

Encouraging response from States to Pradhan Mantri Awas Yojana (PMAY)

Post the announcement of PMAY scheme in later half of 2014, state governments were asked to conduct state levels surveys to assess the housing shortage in EWS and LIG category. Once that was complete, they are being incentivized to use the incentives under the PMAY and come out with housing projects for the EWS and LIG segments of the society.

- As an illustration, State Government of Tamil Nadu has projected a demand of 1.2 million housing units over the next seven years and has already announced projects that will witness construction of 24,000 units. In return, the Central Government has sanctioned amount of INR 3500 million as assistance to the state government.
- Similarly, State Government of Madhya Pradesh has projects a demand of 0.7 million housing units over the next seven years and announced projects to construct 19,000 units. In return, the Central Government has sanctioned assistance to the tune of INR 2880 million to the state government.

The activity has actually picked up pace since Oct'15 and is under full swing now. Below is the list of projects announced by the state governments and the related assistance agreed by the Central Government.

Announcements under PMAY till date

| State | Category | Scheme component | Projects | No. of houses | Central assistance (INRm) |
|----------------|----------|------------------|------------|----------------|---------------------------|
| Mizoram | EWS | BLC | 6 | 8,922 | 1,338 |
| West Bengal | EWS | BLC | 38 | 27,830 | 4,170 |
| Jharkhand | EWS | BLC | 24 | 4,093 | 614 |
| Rajasthan | EWS | AHP | 10 | 6,052 | 908 |
| Telangana | EWS | AHP | 31 | 15,941 | 2,391 |
| Telangana | EWS | AHP | 14 | 6,876 | 1,031 |
| Bihar | EWS | BLC | 40 | 13,315 | 1,997 |
| Tamil Nadu | EWS | AHP | 11 | 7,204 | 1,080 |
| Tamil Nadu | EWS | BLC | 166 | 16,820 | 2,440 |
| Gujarat | EWS | AHP | 6 | 9,606 | 1,441 |
| Madhya Pradesh | EWS | AHP | 17 | 19,241 | 2,886 |
| Total | | | 363 | 135,900 | 20,296 |

Source: MHUPA

Note: EWS = Economically Weaker Section

BLC = Beneficiary led house construction

AHP = Affordable Housing in Partnership

Regulatory sweetener for HFCs to ensure easy availability of finance

Given that availability of housing finance is one of the cornerstones of success of any affordable housing scheme, the regulator too has responded to the Central Government's ambitious plans in the housing sector. In the past twelve months, the regulator has lowered the risk weights on housing loans and made the NHB refinance scheme more attractive. Both these measures will enable housing finance companies to target the under-served segments without compromising on their profitability.

Reduction in risk weights (Oct'15): The regulator announced reduction in risk weights on individual home loans up to INR 7.5 million. Below are the details of the changes announced by the regulator. This will lower the capital requirement on home loans by almost 30%, leaving huge room for additional growth. The additional leverage which HFCs can enjoy due to this reduction in risk weights will result in additional RoEs, some of which could be passed on to the end borrower.

| Individual Loans | LTV | Risk weight | |
|---|------|-------------|------|
| | | Old | New |
| Loans up to INR 3 million | <80% | 50% | 35% |
| | >80% | 50% | 50% |
| Loans above INR 3 million and below 7.5 million | <75% | 50% | 35% |
| Loans above 75Lacs | >75% | 50% | 50% |
| Commercial Real Estate - Residential Housing | N.A | 75% | 75% |
| Commercial Real Estate | N.A | 100% | 100% |

Source: MHUPA

Relaxation in re-finance criterion (Jan'16): Low cost borrowings from NHB, especially under its Rural Housing Fund (RHF) scheme, formed an integral part of liability profile for small housing finance companies like Repco Home Finance, Gruh Finance and Can Fin Homes. However, this changed in early 2014 as NHB introduced a spread cap of 2% on the usage of funds drawn under RHF. Given the high operating costs and the higher credit risks involved in servicing low-ticket borrowers, 2% spread was inadequate and HFCs discontinued borrowing from this scheme. Budgetary allocations to RHF remained un-utilized to a great extent in FY15 and large part of FY16, prompting NHB to revise the spreads to 3.5% in Jan'16.

| | Allocation (FY16) | Interest rate | On lending cap | Spread |
|--------------------------|-------------------|---------------|----------------|--------|
| Rural Housing Fund (RHF) | INR80bn | 6.12% | 9.62% | 3.50% |
| Urban Housing Fund (UHF) | INR40bn | 6.87% | 10.37% | 3.50% |

Source: Company, Antique

With the revised RHF scheme, HFCs can lend to their customers at 9.6% and yet enjoy a spread of 3.5%. Thus there is adequate incentive for HFCs to pursue affordable housing and at the same time, allow the customer to enjoy the benefit of lower borrowing rates.

Budgetary measures further incentivize affordable housing

The government is leaving no stone un-turned in the entire affordable housing eco-system - the state governments, the developers, the customers and the financiers. While it has incentivized the state governments and financiers through the Pradhan Mantri Awas Yojana (PMAY) and regulatory reforms, it is incentivizing the developer and the buyer through budget reforms too. Below is the list of measures announced in the budget for FY17.

- 100% deduction in profits for entities undertaking a housing project for flats up to 30 sq. mt in four metro cities and 60 sq. mt in other cities. However, MAT will be applicable. Also, service tax will be exempt on construction of affordable houses up to 60 sq. mt under any scheme of the Central or State Government.
- For the 'first - home buyers', a deduction for additional interest of INR50,000 per annum for loans up to INR3.5 million sanctioned during FY17, provided the value of the house does not exceed INR5.0 million.

| | |
|------------------|----------|
| Current Reco | : BUY |
| Previous Reco | : BUY |
| CMP | : INR580 |
| Target Price | : INR838 |
| Potential Return | : 44% |

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Market data

| | | |
|----------------------|---|----------|
| Sensex | : | 24,953 |
| Sector | : | NBFC |
| Market Cap (INRbn) | : | 36.5 |
| Market Cap (USDbn) | : | 0.548 |
| O/S Shares (m) | : | 62.5 |
| 52-wk HI/LO (INR) | : | 785/551 |
| Avg Daily Vol ('000) | : | 73 |
| Bloomberg | : | REPCO IN |

Source: Bloomberg

Valuation

| | FY16e | FY17e | FY18e |
|-----------|-------|-------|-------|
| EPS (INR) | 26.9 | 32.7 | 40.2 |
| P/E (x) | 21.6 | 17.7 | 14.4 |
| P/BV (x) | 3.8 | 3.2 | 2.7 |
| RoA (%) | 2.4 | 2.3 | 2.3 |
| RoE (%) | 19.0 | 19.7 | 20.5 |

Source: Bloomberg

Returns (%)

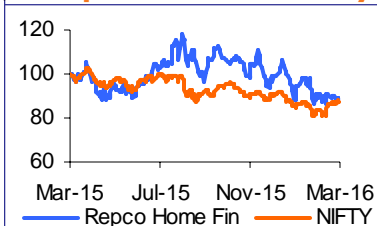
| | 1m | 3m | 6m | 12m |
|----------|-----|-----|------|------|
| Absolute | (2) | (8) | (12) | (11) |
| Relative | (7) | (6) | (7) | 2 |

Source: Bloomberg

Shareholding pattern

| | | |
|-----------|---|-----|
| Promoters | : | 37% |
| Public | : | 63% |
| Others | : | 0% |

Source: Bloomberg

Price performance vs Nifty

Source: Bloomberg, Indexed to 100

COMPANY UPDATE

Repco Home Finance Limited

Prepared for the Marathon

It's almost 3 years since Repco Home Finance (Repco) debuted on the stock exchanges and the company has been going from strength to strength ever since. From being largely dependent on the state of Tamil Nadu, it has diversified into ten more states and has a loan book of INR26bn in these states. This book has grown at 32% CAGR over the past five years in contrast to 26% CAGR witnessed in Tamil Nadu. Repco continues to invest for the next phase of growth through opening new branches across states, hiring & training suitable staff and experimenting with indirect sourcing models. All this while, it has continued to maintain its focus on self-employed segment, which contributes to 55% of the overall loan book.

On the liabilities front, its credit rating has improved two notches since its listing. Repco has slowly diversified into low cost market instruments like CPs and NCDs, which now contribute to 13% of its overall borrowings. The decline in NHB borrowings is set to reverse now that spread cap on RHF scheme has increased. In the light of its strong and consistent financial performance, it is only a matter of time that the credit ratings will improve further and liabilities will get further diversified. **Maintain BUY**

Scope for further growth in Tamil Nadu despite strong presence

Repco is present in 25 of the 32 districts in Tamil Nadu. Of those 25 districts, the top 3 districts of Chennai, Coimbatore and Thanjavur have a combined loan book of INR15.5bn or 35% of the Tamil Nadu book. The average loan outstanding in the remaining 22 districts is mere INR1.3bn. Also, Repco has just one branch in each of these 22 talukas and few of them have satellite centers, indicating future scope.

Huge potential in states outside Tamil Nadu

Outside of Tamil Nadu, Repco has established its presence in ten more states through ~40 branches. The fact that it is present in only 9 / 40 districts in Maharashtra, 11 / 36 districts in Karnataka indicates huge potential for penetration driven growth for many years. We estimate Repco's non-Tamil Nadu business to grow at CAGR of 30%+ in the coming years.

Strong capabilities to assess the self employed borrower

Continued reliance on its employees to generate business, credit appraisal involves multiple field visits, thorough profile check, and a double review by branch manager and the central credit team has helped Repco to curtail NPAs around 1.5% and credit costs in the range of 10bps. These skills will enable it to capture the opportunities that will be thrown by the progress in affordable housing space.

Key financials

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|----------------------------|-------|-------|-------|-------|-------|
| Net interest income (INRm) | 1,908 | 2,373 | 3,010 | 3,703 | 4,556 |
| Net Profit (INRm) | 1,101 | 1,231 | 1,677 | 2,041 | 2,509 |
| % growth | 37.6 | 11.8 | 36.3 | 21.7 | 22.9 |
| EPS (INR) | 17.7 | 19.7 | 26.9 | 32.7 | 40.2 |
| BV (INR) | 119.2 | 130.2 | 152.4 | 179.4 | 212.6 |
| P/E | 32.7 | 29.4 | 21.6 | 17.7 | 14.4 |
| P/BV | 4.9 | 4.5 | 3.8 | 3.2 | 2.7 |
| RoA (%) | 2.6 | 2.3 | 2.4 | 2.3 | 2.3 |
| RoE (%) | 16.0 | 15.8 | 19.0 | 19.7 | 20.5 |

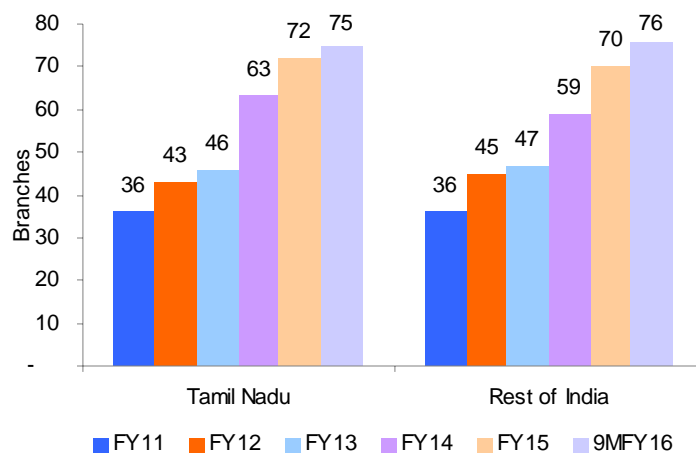
Source: Company, Antique

Strong in Tamil Nadu (TN), successful diversification in other states

While Repco has branch presence in 25 of the 32 districts in Tamil Nadu, it is yet to reach full penetration within most of districts. The top 3 districts in Tamil Nadu account for 35% of its Tamil Nadu loan book, implying that average loan per other 22 districts is mere INR1.3bn. Also, Repco has only one branch per district in these 22 districts (some branches are supported by satellite centers). Given the huge potential in the state, Repco expects TN to contribute ~60% of its loan book in foreseeable future and will continue to add branches in the state.

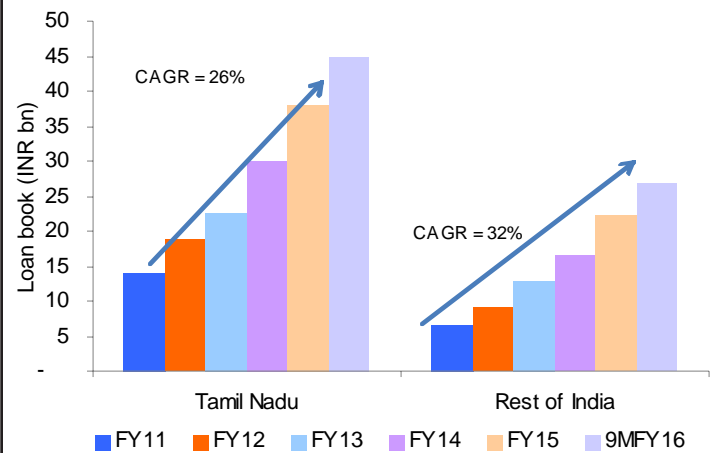
One of the investor concerns has been Repco's ability to do business outside the state of Tamil Nadu, given the fact that it's a relatively unknown brand. This concern has been put to rest through its careful diversification strategy. Repco is now present in 10 states apart from TN and business in growing strong. Progress in states like Maharashtra is especially noteworthy.

Similar branch additions in & outside TN



Source: Company, Antique

Strong growth in TN, even stronger growth outside of TN



Source: Company, Antique

Another point to note is that there is a huge potential for penetration driven growth in the states outside Tamil Nadu. In the larger states like Maharashtra and Karnataka, Repco has barely scratched the surface. Its penetration levels in these states are less than 35%. As an illustration, Repco has garnered a book of INR2.4bn in just two districts of Maharashtra where it started operations in 2011. Owing to the above reasons, we believe that loan book growth for Repco will continue to remain above 25% for FY16-18e despite the general slowdown in the Indian economy.

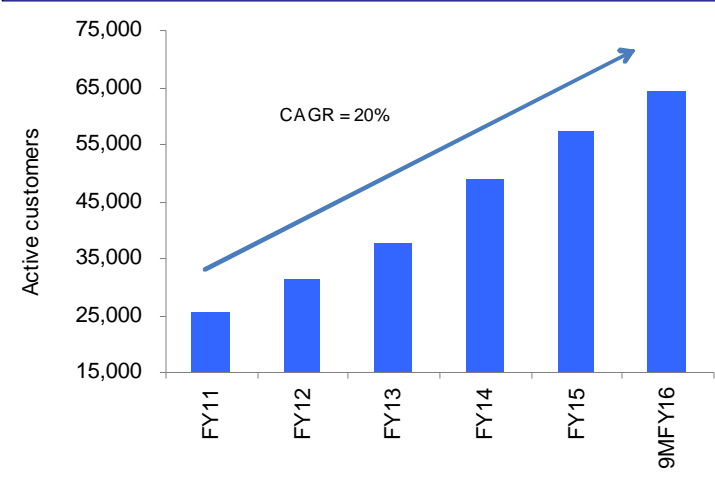
| | Total Districts | Repco's presence | Penetration levels |
|-------------|-----------------|------------------|--------------------|
| Tamil Nadu | 32 | 25 | 78% |
| Maharashtra | 35 | 9 | 26% |
| Karnataka | 30 | 11 | 37% |
| Kerala | 14 | 5 | 36% |

Source: Company, Antique

Maintaining its small ticket character all the while

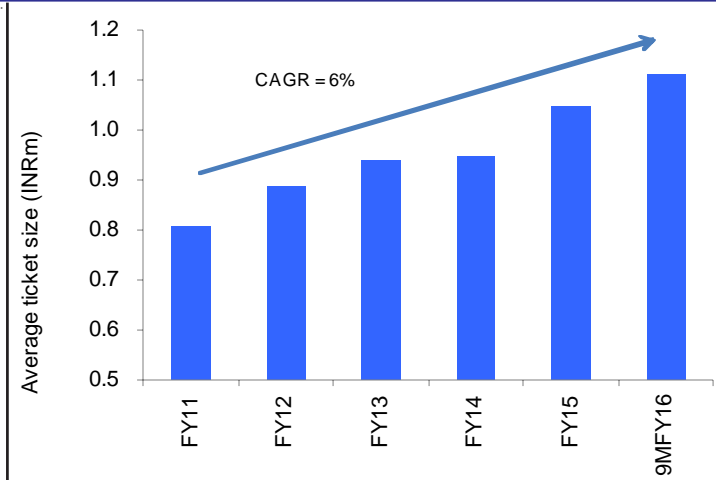
While growth for many of the large housing finance companies has emanated out of rising ticket sizes, Repco has stuck to its niche in the small ticket space. A large part of its growth has come through reaching out to new customers and only a small part has come through increase in ticket sizes. Active clients have grown at CAGR of 20% while its average ticket size has grown at CAGR of 6% over FY11-16. An important outcome of this continued focus on small ticket size is stability in its margins at 4%+ levels.

Growth backed by strong customer addition



Source: Company, Antique

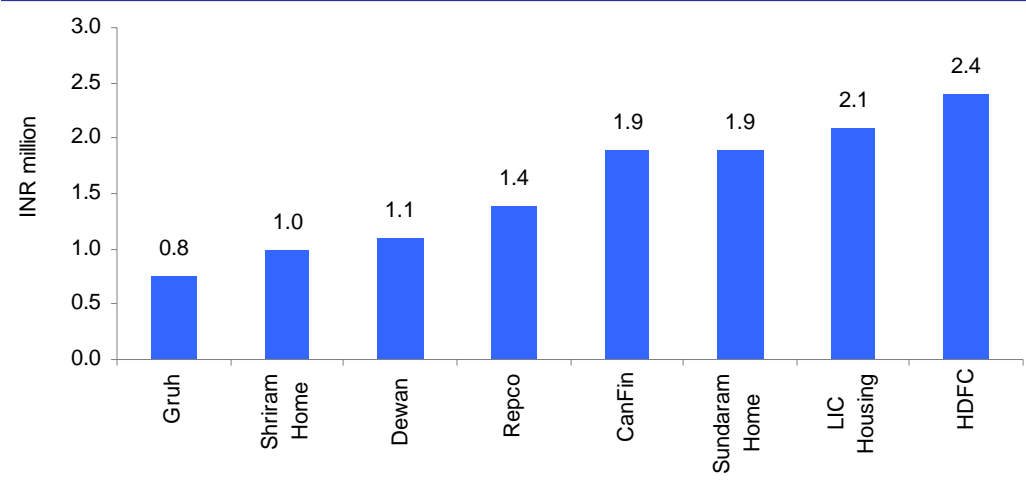
Ticket size keeping pace with inflation



Source: Company, Antique

Even on an incremental ticket size basis, Repco has still not crossed the INR1.5m mark. This will ensure that Repco remains eligible to the low cost re-financing under the RHF scheme as well as the GJRHS of the NHB. Many of its competitors have incremental ticket sizes above INR1.5m, making them ineligible for NHB refinance. This will enable Repco to maintain margins above 4% levels despite rising competition in the affordable housing space.

Incremental ticket sizes for various players in the housing finance space

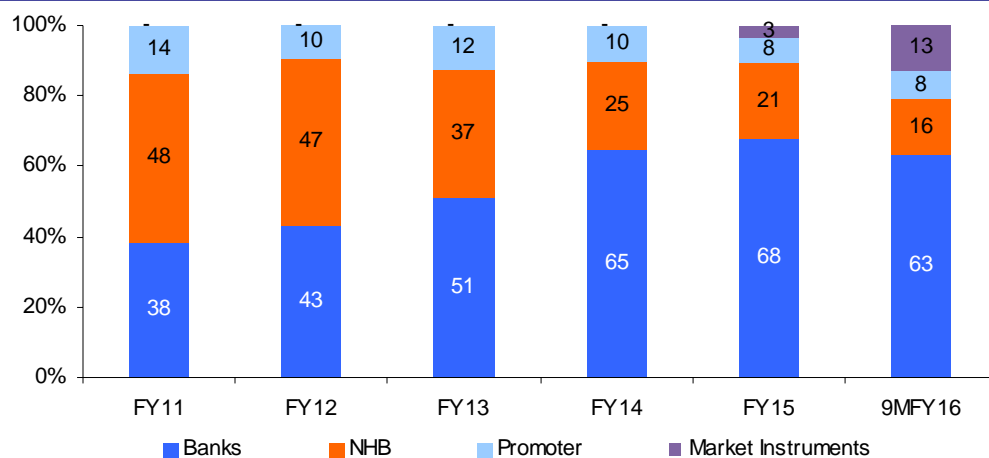


Source: Company, Antique

Proportion of low cost funding from NHB to improve

Proportion of low cost NHB borrowing declined sharply post FY13 due to the spread cap of 2% imposed on Rural Housing Fund (RHF) scheme. This is set to change as the spread cap has been revised to 3.5% from Jan'16. Also, NHB has lowered base rates for the first time in two years. Both these measures will result in 20bps reduction in overall cost of borrowings for Repco, which can be passed on to customers.

Decline in proportion of low cost NHB borrowings



Source: Company, Antique

Credit rating has further scope for improvement

Despite two notches improvement in Repco's credit rating after its stock market listing, it is still the lowest among small HFCs because of its small size and 'not-so-well-known' parent. However, we believe that consistent financial performance will ensure further improvement in credit ratings and ability to raise funding through market instruments.

Credit ratings - small housing finance companies

| Company | Instrument | Rating | Agency |
|--------------|------------|--------|--------|
| Repco | NCDs | AA- | ICRA |
| Gruh Finance | NCDs | AA+ | ICRA |
| CanFin Homes | NCDs | AAA | ICRA |
| GIC Housing | NCDs | AA+ | ICRA |

Source: Company, Antique

Financials

Income statement (INRm)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|------------------------|--------------|--------------|--------------|---------------|---------------|
| Interest income | 5,156 | 6,691 | 8,339 | 10,544 | 13,226 |
| Interest expenses | 3,248 | 4,318 | 5,329 | 6,841 | 8,670 |
| Nil | 1,908 | 2,373 | 3,010 | 3,703 | 4,556 |
| Other income | 198 | 239 | 287 | 344 | 413 |
| Total income | 2,106 | 2,613 | 3,297 | 4,047 | 4,969 |
| Operating expenses | 388 | 547 | 692 | 809 | 994 |
| PPP | 1,718 | 2,065 | 2,604 | 3,238 | 3,975 |
| Provisions | 227 | 203 | 101 | 191 | 231 |
| Pre tax profit | 1,491 | 1,862 | 2,503 | 3,047 | 3,744 |
| Tax expense | 390 | 631 | 826 | 1,005 | 1,236 |
| PAT | 1,101 | 1,231 | 1,677 | 2,041 | 2,509 |

Balance sheet (INRm)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|--------------------------|---------------|---------------|---------------|---------------|----------------|
| Share capital | 622 | 624 | 624 | 624 | 624 |
| Reserves & Surplus | 6,789 | 7,498 | 8,880 | 10,563 | 12,632 |
| Networth | 7,411 | 8,121 | 9,504 | 11,187 | 13,255 |
| Borrowings | 39,020 | 51,044 | 66,081 | 84,267 | 106,285 |
| Other liabilities | 960 | 1,592 | 1,751 | 1,926 | 2,119 |
| Total liabilities | 47,390 | 60,757 | 77,336 | 97,380 | 121,659 |
| Fixed assets | 50 | 89 | 98 | 108 | 119 |
| Investments | 124 | 124 | 136 | 150 | 165 |
| Cash & Bank Balances | 219 | 175 | 459 | 578 | 723 |
| Advances | 46,680 | 60,221 | 76,480 | 96,365 | 120,456 |
| Other current assets | 317 | 148 | 162 | 179 | 197 |
| Total assets | 47,390 | 60,757 | 77,336 | 97,380 | 121,659 |

Per share data

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---------------------|-------|-------|-------|-------|-------|
| No. of shares | 62.2 | 62.4 | 62.4 | 62.4 | 62.4 |
| EPS | 17.7 | 19.7 | 26.9 | 32.7 | 40.2 |
| BV | 119.2 | 130.2 | 152.4 | 179.4 | 212.6 |

Source: Company, Antique

Growth ratios (%)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---------------------|------|------|-------|-------|-------|
| Advances | 31.5 | 29.0 | 27.0 | 26.0 | 25.0 |
| Borrowings | 25.3 | 30.8 | 29.5 | 27.5 | 26.1 |
| Nil | 52.0 | 24.4 | 26.8 | 23.0 | 23.0 |
| PPP | 48.1 | 20.2 | 26.1 | 24.3 | 22.8 |
| PAT | 37.6 | 11.8 | 36.3 | 21.7 | 22.9 |

Cost ratios (%)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|------------------------|------|------|-------|-------|-------|
| Cost to income | 18.4 | 21.0 | 21.0 | 20.0 | 20.0 |
| Cost to average assets | 0.9 | 1.0 | 1.0 | 0.9 | 0.9 |

Margins

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---------------------|------|------|-------|-------|-------|
| Yield on funds | 12.5 | 12.5 | 12.2 | 12.2 | 12.2 |
| Cost of deposits | 9.3 | 9.6 | 9.1 | 9.1 | 9.1 |
| Spreads | 3.3 | 2.9 | 3.1 | 3.1 | 3.1 |
| NIMs | 4.6 | 4.4 | 4.4 | 4.3 | 4.2 |

Return ratios (%)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---------------------|------|------|-------|-------|-------|
| RoA | 2.6 | 2.3 | 2.4 | 2.3 | 2.3 |
| RoE | 16.0 | 15.8 | 19.0 | 19.7 | 20.5 |

Valuations (x)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---------------------|------|------|-------|-------|-------|
| P/E | 32.7 | 29.4 | 21.6 | 17.7 | 14.4 |
| P/BV | 4.9 | 4.5 | 3.8 | 3.2 | 2.7 |

Asset quality & adequacy (%)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---------------------|------|------|-------|-------|-------|
| GNPA | 1.5 | 1.3 | 1.4 | 1.4 | 1.4 |
| NNPA | 0.7 | 0.5 | 0.7 | 0.7 | 0.7 |
| Tier 1 | 24.5 | 19.3 | 17.8 | 16.6 | 15.7 |

Source: Company, Antique

| | |
|------------------|----------|
| Current Reco | : BUY |
| Previous Reco | : BUY |
| CMP | : INR235 |
| Target Price | : INR286 |
| Potential Return | : 22% |

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Market data

| | | |
|----------------------|---|---------|
| Sensex | : | 24,953 |
| Sector | : | NBFC |
| Market Cap (INRbn) | : | 85.3 |
| Market Cap (USDbn) | : | 1.282 |
| O/S Shares (m) | : | 363.7 |
| 52-wk HI/LO (INR) | : | 279/190 |
| Avg Daily Vol ('000) | : | 452 |
| Bloomberg | : | GRHF IN |

Source: Bloomberg

Valuation

| | FY16e | FY17e | FY18e |
|-----------|-------|-------|-------|
| EPS (INR) | 6.7 | 8.4 | 10.6 |
| P/E (x) | 35.9 | 28.4 | 22.6 |
| P/BV (x) | 10.0 | 8.2 | 6.6 |
| RoA (%) | 2.4 | 2.5 | 2.5 |
| RoE (%) | 30.8 | 31.7 | 32.3 |

Source: Bloomberg

Returns (%)

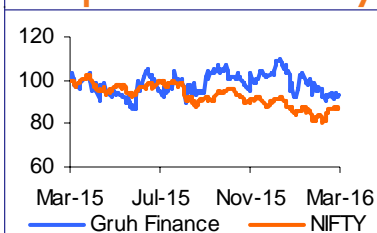
| | 1m | 3m | 6m | 12m |
|----------|-----|------|-----|-----|
| Absolute | (3) | (10) | (9) | (8) |
| Relative | (8) | (8) | (4) | 6 |

Source: Bloomberg

Shareholding pattern

| | | |
|-----------|---|-----|
| Promoters | : | 58% |
| FII | : | 13% |
| DII | : | 4% |
| Others | : | 25% |

Source: Bloomberg

Price performance vs Nifty

Source: Bloomberg, Indexed to 100

COMPANY UPDATE

GRUH Finance Limited

Small moves, big gains

One of the pioneers in rural housing finance, Gruh Finance (GRUH) is among the few lenders to have maintained its "small ticket" character despite the relentless rise in housing prices across the country. Small ticket housing finance is characterized by rigorous appraisal and deep geographic reach, both of which have been mastered by GRUH through its unique ecosystem of referral associates and loan officers. More importantly, it has been able to replicate its success in core markets of Maharashtra & Gujarat to other states like Karnataka, Madhya Pradesh, Rajasthan and Tamil Nadu.

Despite the 27% loan book CAGR over the past 10 years, GRUH has a minuscule market share of <1% in the Indian mortgage market. Further, the housing boom of 2003-2013 was largely urban and benefited banks and HFCs involved in large ticket housing finance. We envisage the housing boom of 2015-2022 to happen in affordable housing segment and players like GRUH are well positioned to benefit from it. We expect loan book CAGR of 22-25% over next seven years and RoEs in excess of 25%. Our residual income model suggests a fair value of INR286 per share or 27x FY18e earnings. Maintain BUY.

Small ticket still remains the heart of GRUH's lending business

Given its initial focus on semi-urban areas, the ticket sizes were small and its customer base comprised individuals employed in informal sectors as well as self employed individuals. The focus hasn't changed much over the last 25 years - incremental ticket size at origination still stands at INR0.89m (Dec'15) while self employed segment constitutes ~40% of its overall book. Much of GRUH's pricing power emanates from the above focus and we believe this focus as well as pricing power will persist over FY16-22.

Slow but steady geographic expansion secures future growth

GRUH entered MP & Rajasthan in FY06 and Tamil Nadu & Chhattisgarh in FY08. It spent considerable time in understanding the local markets, appointing referral associates and recruiting & training local staff and is now ready to accelerate. Loan book in these new markets registered 35% growth over FY14-16, well in excess of 20% experienced in Gujarat & Maharashtra. Penetration driven growth will continue (outside of Gujarat & Maharashtra) for many years to come as GRUH is present in only 455 of the 1,277 talukas in these states.

Beneficiary of the thrust on affordable housing

Smaller HFCs such as Gruh Finance and Repco Home have operated profitably in the self-employed segment for many years through their carefully crafted appraisal techniques and low cost operating model. This expertise will enable them to cherry pick customers in the affordable housing segment (most of which would be in the EWS or LIG category and would not be exactly bankable). We expect loan book growth to continue at 25% over FY16-18e for GRUH.

Key financials

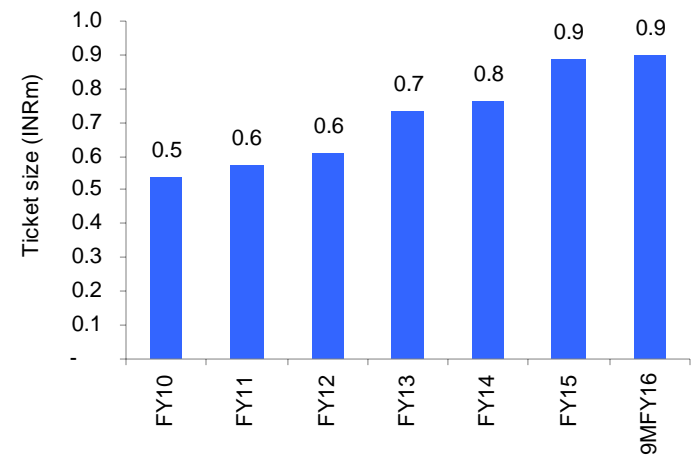
| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|----------------------------|-------|-------|-------|-------|-------|
| Net interest income (INRm) | 2,694 | 3,358 | 4,248 | 5,351 | 6,550 |
| Net Profit (INRm) | 1,766 | 2,038 | 2,432 | 3,069 | 3,856 |
| % growth | 21.0 | 15.4 | 19.3 | 26.2 | 25.7 |
| EPS (INR) | 9.8 | 5.6 | 6.7 | 8.4 | 10.6 |
| BV (INR) | 33.7 | 19.6 | 23.9 | 29.4 | 36.3 |
| P/E (x) | 24.5 | 42.8 | 35.9 | 28.4 | 22.6 |
| P/BV (x) | 7.1 | 12.3 | 10.0 | 8.2 | 6.6 |
| RoA (%) | 2.8 | 2.6 | 2.4 | 2.5 | 2.5 |
| RoE (%) | 32.2 | 30.9 | 30.8 | 31.7 | 32.3 |

Source: Company, Antique

Small ticket continues to remain the focus area

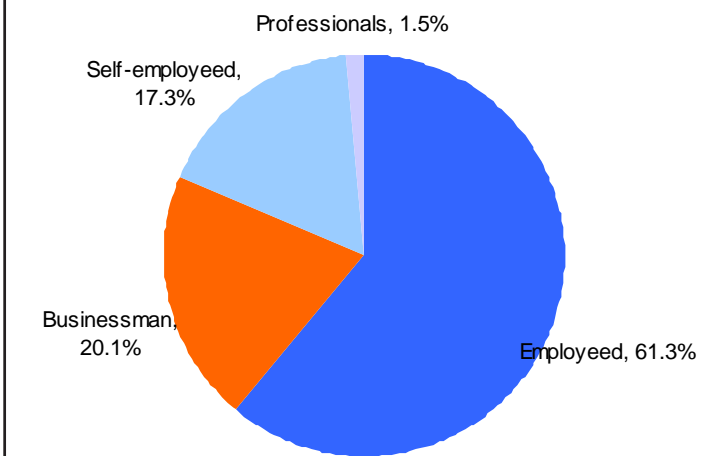
GRUH's average ticket size at origination has increased from INR0.5m in FY09 to INR0.9m in FY16, indicating 10% average annual increase. This compares favorably to the increase in real estate prices which has been higher than 10% in most areas where GRUH has a presence. It also indicates GRUH's ability to continuously source low ticket sized loans in all the geographies that it operates. Customer mix continues to remain stable with self-employed individuals contributing ~40% of the overall loan book.

Ticket size at origination still below INR 1.0m



Source: Company, Antique

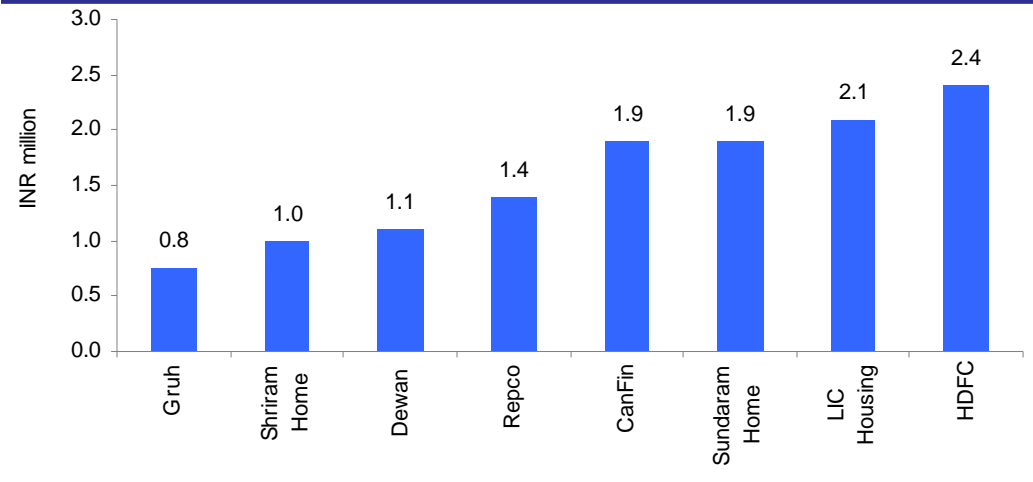
Healthy mix of salaried / self employed individuals



Source: Company, Antique

GRUH's strong growth and profitability has attracted a host of players in the small ticket space over the past five years. Dewan Housing, Shriram Housing Finance, Repco Home Finance, Equitas Housing, Muthoot Housing are some of the players in this space. However, GRUH remains the player with the smallest ticket size. The pressure for growth has not forced GRUH to lose its focus on small ticket size. Its referral associate model is one of its key strength that enables sourcing of small ticket loans at reasonable costs.

GRUH remains the smallest ticket lender among peers



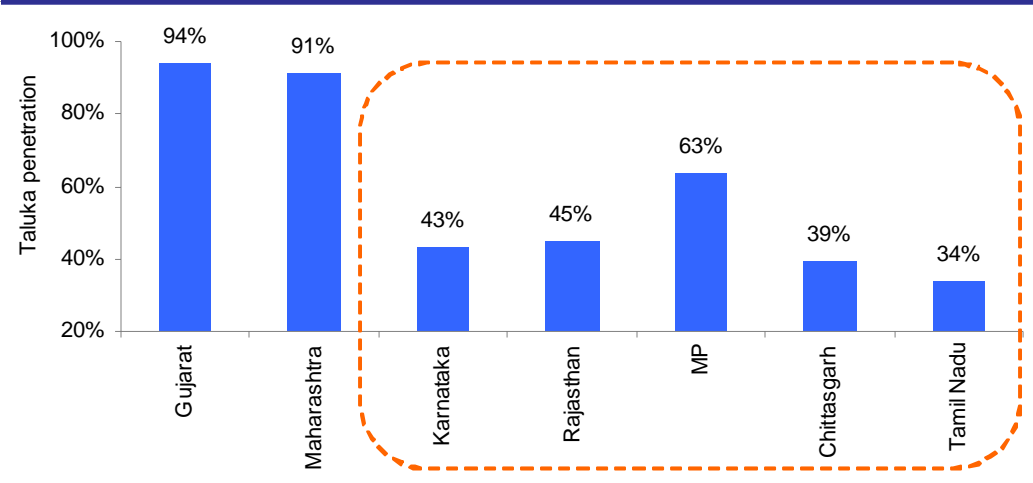
Source: Company, Antique

Well planned geographic expansion to secure future growth

GRUH started housing finance operations in Gujarat in 1988 and later entered Maharashtra in 1996. Over the next 10 years, it continued to penetrate these two states, district by district. Later, it entered the states of Karnataka, MP, Rajasthan, Tamil Nadu and Chhattisgarh over 2002-08. It spent considerable time in understanding the local markets, appointing referral associates and recruiting & training local staff and is now prepared to accelerate growth in these states. Loan book in these new markets registered 35% growth in FY14-16, well in excess of 20% experienced in Gujarat & Maharashtra.

Penetration driven growth will continue for many years to come as GRUH is present in only 455 of the 1,277 talukas in these newer states. Now that GRUH is comfortable with the micro markets in these states, we expect penetration to increase at a faster rate. Even in well penetrated states of Maharashtra & Gujarat, growth rates could exceed 15% given its relatively small size. Benefit from the governments 'housing for all by 2022' initiative would elongate GRUH's high growth stage.

GRUH's geographic reach at the taluka level



Source: Company, Antique

Financials

Income statement (INRm)

| Year-ended | March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|--------------------------------|----------|--------------|--------------|--------------|--------------|--------------|
| Interest earned | | 8,130 | 10,135 | 12,472 | 15,436 | 18,889 |
| Interest expended | | 5,436 | 6,777 | 8,224 | 10,086 | 12,339 |
| NII | | 2,694 | 3,358 | 4,248 | 5,351 | 6,550 |
| Other income | | 327 | 468 | 515 | 575 | 642 |
| Net income | | 3,021 | 3,826 | 4,763 | 5,925 | 7,192 |
| Operating expenditure | | 564 | 640 | 832 | 1,040 | 1,301 |
| Staff costs | | 317 | 352 | 457 | 572 | 715 |
| Pre provisioning profit | | 2,457 | 3,185 | 3,930 | 4,885 | 5,891 |
| Bad debts written off | | - | 101 | 262 | 264 | 92 |
| Provisions | | 17 | 76 | 93 | 108 | 128 |
| PBT | | 2,440 | 3,008 | 3,576 | 4,513 | 5,671 |
| Current tax | | 682 | 777 | 1,144 | 1,444 | 1,815 |
| Deferred tax | | (8) | 193 | - | - | - |
| PAT | | 1,766 | 2,038 | 2,432 | 3,069 | 3,856 |

Balance sheet (INRm)

| Year-ended | March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|--------------------------|----------|---------------|---------------|----------------|----------------|----------------|
| Liabilities | | | | | | |
| Share capital | | 360 | 727 | 727 | 727 | 727 |
| Reserves & Surplus | | 5,712 | 6,388 | 7,966 | 9,958 | 12,461 |
| Networth | | 6,072 | 7,115 | 8,693 | 10,685 | 13,187 |
| Borrowings | | 64,475 | 80,604 | 102,149 | 127,072 | 156,577 |
| Total liabilities | | 70,547 | 87,719 | 110,842 | 137,757 | 169,765 |
| Assets | | | | | | |
| Advances | | 70,090 | 89,154 | 112,333 | 139,293 | 171,331 |
| Investments | | 530 | 798 | 958 | 1,149 | 1,379 |
| Net current assets | | (352) | (2,370) | (2,607) | (2,867) | (3,154) |
| Fixed assets | | 110 | 137 | 158 | 182 | 209 |
| DTA | | 169 | - | - | - | - |
| Total assets | | 70,547 | 87,719 | 110,842 | 137,757 | 169,765 |

Margin analysis (%)

| Year-ended | March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|------------------|----------|------|------|-------|-------|-------|
| Yield on funds | | 12.7 | 12.4 | 12.1 | 12.0 | 11.9 |
| Cost of deposits | | 9.6 | 9.3 | 9.0 | 8.8 | 8.7 |
| Spreads | | 3.2 | 3.1 | 3.1 | 3.2 | 3.2 |
| NIMs | | 4.3 | 4.2 | 4.2 | 4.2 | 4.2 |

Per share data

| Year-ended | March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|------------|----------|------|------|-------|-------|-------|
| EPS | | 9.8 | 5.6 | 6.7 | 8.4 | 10.6 |
| BVPS | | 33.7 | 19.6 | 23.9 | 29.4 | 36.3 |
| DPS | | 3.0 | 2.0 | 2.0 | 2.5 | 3.2 |

Source: Company, Antique

Growth indicators (%)

| Year-ended | March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|--------------|----------|------|------|-------|-------|-------|
| Advances | | 28.9 | 27.2 | 26.0 | 24.0 | 23.0 |
| Borrowings | | 31.2 | 25.0 | 26.7 | 24.4 | 23.2 |
| NII | | 26.1 | 24.6 | 26.5 | 25.9 | 22.4 |
| PPP | | 23.0 | 29.7 | 23.4 | 24.3 | 20.6 |
| PAT | | 21.0 | 15.4 | 19.3 | 26.2 | 25.7 |
| Total assets | | 30.5 | 24.3 | 26.4 | 24.3 | 23.2 |

Cost ratios (%)

| Year-ended | March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|-------------------|----------|------|------|-------|-------|-------|
| Cost to income | | 18.7 | 16.7 | 17.5 | 17.6 | 18.1 |
| Cost to avg loans | | 0.9 | 0.8 | 0.8 | 0.8 | 0.8 |

Return ratios (%)

| Year-ended | March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|------------|----------|------|------|-------|-------|-------|
| RoAA | | 2.8 | 2.6 | 2.4 | 2.5 | 2.5 |
| RoAE | | 32.2 | 30.9 | 30.8 | 31.7 | 32.3 |

Valuations (x)

| Year-ended | March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|------------|----------|------|------|-------|-------|-------|
| P/E | | 24.5 | 42.8 | 35.9 | 28.4 | 22.6 |
| P/B | | 7.1 | 12.3 | 10.0 | 8.2 | 6.6 |

RoA tree (%)

| Year-ended | March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|-----------------------|----------|------|------|-------|-------|-------|
| Interest earned | | 13.1 | 12.8 | 12.6 | 12.4 | 12.3 |
| Interest expended | | 8.7 | 8.6 | 8.3 | 8.1 | 8.0 |
| Gross interest spread | | 4.3 | 4.2 | 4.3 | 4.3 | 4.3 |
| Other income | | 0.5 | 0.6 | 0.5 | 0.5 | 0.4 |
| Total income | | 4.8 | 4.8 | 4.8 | 4.8 | 4.7 |
| Employee expenses | | 0.5 | 0.4 | 0.5 | 0.5 | 0.5 |
| Other expenses | | 0.4 | 0.4 | 0.4 | 0.4 | 0.4 |
| Operating income | | 3.9 | 4.0 | 4.0 | 3.9 | 3.8 |
| Provisions | | 0.0 | 0.2 | 0.4 | 0.3 | 0.1 |
| Pre-tax earnings | | 3.9 | 3.8 | 3.6 | 3.6 | 3.7 |
| Tax | | 1.1 | 1.2 | 1.2 | 1.2 | 1.2 |
| RoA | | 2.8 | 2.6 | 2.4 | 2.5 | 2.5 |
| Leverage | | 11.3 | 12.0 | 12.6 | 12.8 | 12.9 |
| RoE | | 32.2 | 30.9 | 30.8 | 31.7 | 32.3 |

Asset quality (%)

| Year-ended | March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|--------------|----------|-------|-------|-------|-------|-------|
| GNPA (%) | | 0.3 | 0.3 | 0.5 | 0.6 | 0.5 |
| NNPA (%) | | - | - | - | - | - |
| Coverage (%) | | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 |

Source: Company, Antique

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Market data

| | | |
|----------------------|---|---------|
| Sensex | : | 24,953 |
| Sector | : | Auto |
| Market Cap (INRbn) | : | 18.9 |
| Market Cap (USDm) | : | 284 |
| O/S Shares (m) | : | 46.3 |
| 52-wk HI/LO (INR) | : | 515/376 |
| Avg Daily Vol ('000) | : | 15 |
| Bloomberg | : | MUNI IN |

Source: Bloomberg

Valuation

| | FY16e | FY17e | FY18e |
|--------------------|-------|-------|-------|
| EPS (INR) | 17.5 | 20.1 | 22.7 |
| P/E (x) | 23.3 | 20.3 | 18.0 |
| P/BV (x) | 5.5 | 4.5 | 3.7 |
| EV/EBITDA (x) | 13.2 | 11.7 | 10.4 |
| Dividend yield (%) | 0.8 | 0.8 | 0.8 |

Source: Bloomberg

Returns (%)

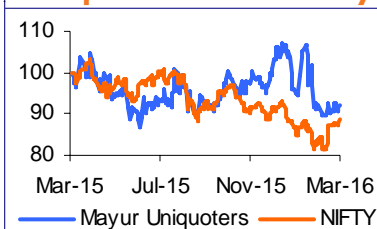
| | 1m | 3m | 6m | 12m |
|----------|-----|-----|----|------|
| Absolute | 1 | (8) | 1 | (10) |
| Relative | (4) | (6) | 6 | 2 |

Source: Bloomberg

Shareholding pattern

| | | |
|-----------|---|-----|
| Promoters | : | 61% |
| Public | : | 39% |
| Others | : | 0% |

Source: Bloomberg

Price performance vs Nifty

Source: Bloomberg, Indexed to 100

MANAGEMENT MEET UPDATE

Mayur Uniquoters Limited

Strong gross margin cushioning earnings against tepid volume growth

We recently met the management and visited the facility of Mayur Uniquoters (MUNI IN), the largest manufacturer of polyvinyl chloride (PVC) based artificial leather products in India in the organized space, catering to industries like the automotive, home furnishing, apparels and accessories. Footwear industry contributes major chunk of the revenue, at close to 50%, with automotives at around 40% and remaining coming from accessories. Domestic autos contribute close to 25% of revenue with equal share of OEMs and replacement within it. Exports are at around 26% of revenue presently with auto segment contributing bulk of it. 80% of the exports come from US, being a tier-2 supplier to major OEMs like Ford and GM. Down the line MUNI is looking at expanding its branded accessory business, targeting the home furnishing segment in addition to the autos and footwear segments. Post reporting flattish revenue in FY16e on back of tepid demand both in the domestic and export markets along with price deflation on account of decline in PVC prices by ~15% in FY16 YTD, we expect demand to pick up on account of a couple of newly added projects in the export markets along with pick up in domestic PV sales and rising focus on home furnishing segment. Also with PVC prices picking over past couple of months, revenue all set to get boosted by some price increase too. MUNI is also looking forward to a new location for its green field Poly Urethane (PU) based artificial leather capacity for a capex of INR1bn with a peak revenue potential of INR2bn post getting operational in 2HFY18. Thus we expect a revenue CAGR of ~17% in FY16-18e with EBITDA margin largely peaking out in FY16-17e at ~26% levels on back of lower crude prices, resulting in earnings CAGR of 14% in the same period. Though historically MUNI ROCE used to be close to 35-40%, we believe led by higher capex in the near term and potential of margin peaking out in FY17e, we expect FY18e ROCE to be close to 30% levels, with MUNI maintaining its debt free status.

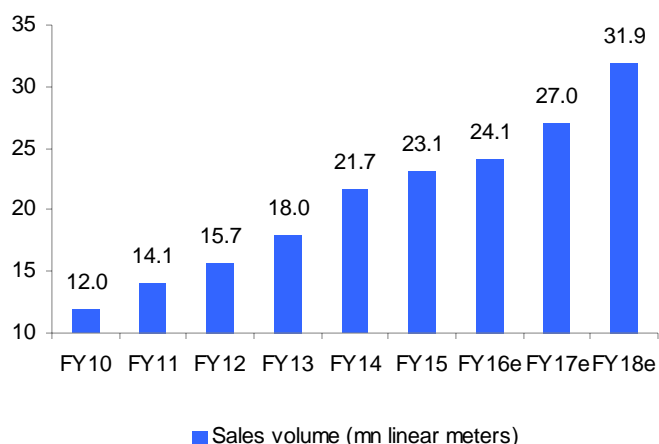
New projects in exports, focus on branded home furnishing segment, domestic PV demand pick up and entry into PU segment the key revenue drivers ahead

MUNI is a tier-2 supplier to global OEMs like Ford, GM & Chrysler in USA and derives close to 26% of its revenue from exports, with US contributing close to 80% of its exports now. From this quarter, MUNI is expected to start supplying for a couple of fresh car lines in US, thus pushing exports growth in FY17, post remaining static in FY16e. Management is more focussed in getting orders from US, South African, Middle East and Asian markets and is not much optimistic about incremental business from EU. In the domestic front, MUNI is pretty well placed with the major PV OEMs like Maruti Suzuki, M&M, Tata Motors etc. Also the home furnishing segment is contributing barely 6% of MUNI revenue and thus company has plans to ramp up its branded distribution targeting the segments customised artificial leather sofa market. With PVC prices having inched up by ~6% over past couple of months, we expect some pricing push to come in the near term, driving the revenue growth further. We expect the PU based artificial leather making plant to get operational by 2HFY18, with the land all set to get finalised pretty soon. The PU project got delayed by a couple of years on back of lack of proper water supply at the site finalised earlier, closer to existing facility at Jaipur.

Operating margin at elevated levels presently led by benign crude prices; capital efficiency to remain above 30% despite capex plans

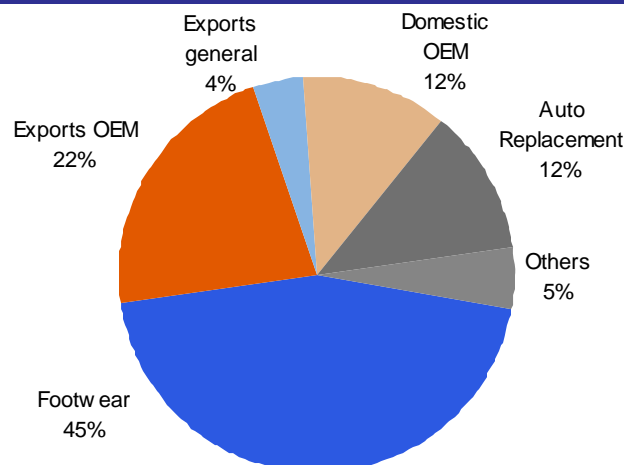
We expect EBITDA margin to peak out in the near term at around 27-28% levels primarily aided by strong gross margin on back of benign crude prices. Led by improved scale, increase in mix of higher margin exports and home furnishing business cushioning margin against potential rise in crude prices, we expect EBITDA margin in FY18e at ~23% as against ~25-26% in FY17e. Thus despite a spurt in capex in to ~INR1bn in FY17-18e to fund the PU facility, we expect MUNI to operate at strong ROCE of ~30% on back of asset turn of ~1.5x. On back of operating cash flow of ~INR1bn p.a we expect MUNI to comfortably sail through the capex plans, keeping balance sheet net of cash. MUNI is presently trading close to 18x FY18e earnings.

Expecting volume to pick up in coming quarters led by new export orders getting executed



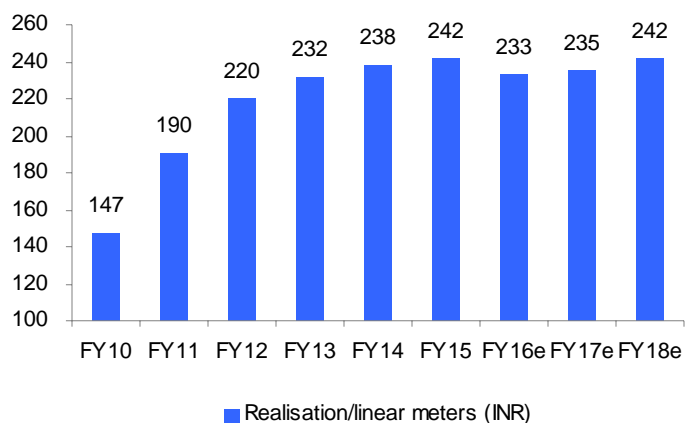
Source: Company, Antique

Footwear segment continue to remain the dominant area though the mix is on a declining trend



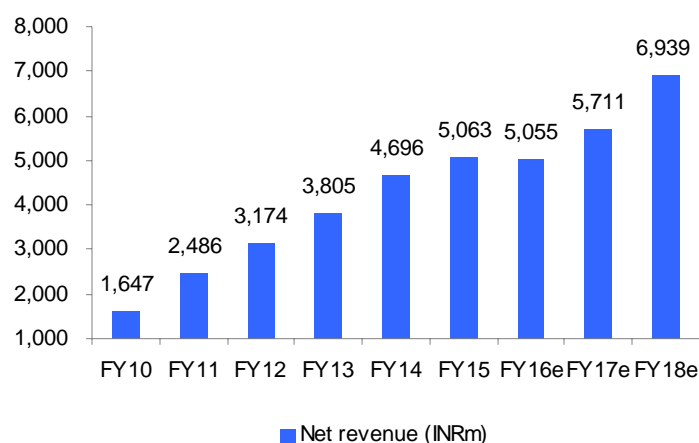
Source: Company, Antique

Realisation all set to have bottomed out with PVC prices inching up since January



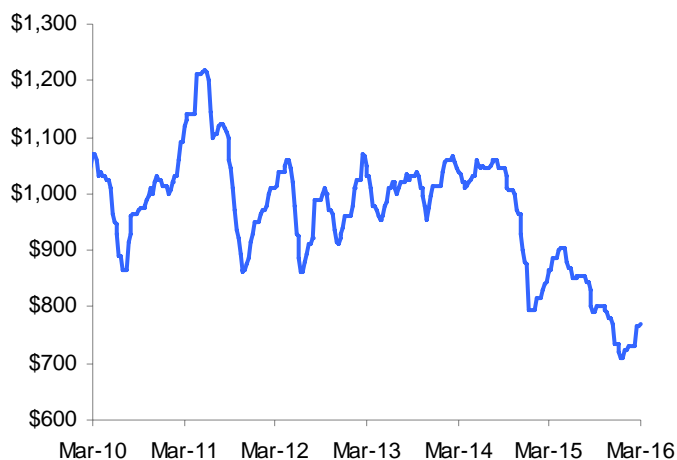
Source: Company, Antique

Expecting revenue CAGR of 17% in FY16-18e partly aided by increase in realisations on account of rise in commodity prices



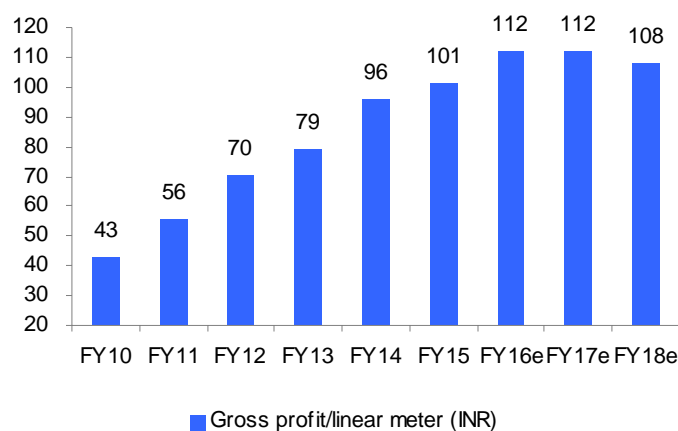
Source: Company, Antique

PVC price already having inched up close to 8% from its lows in January



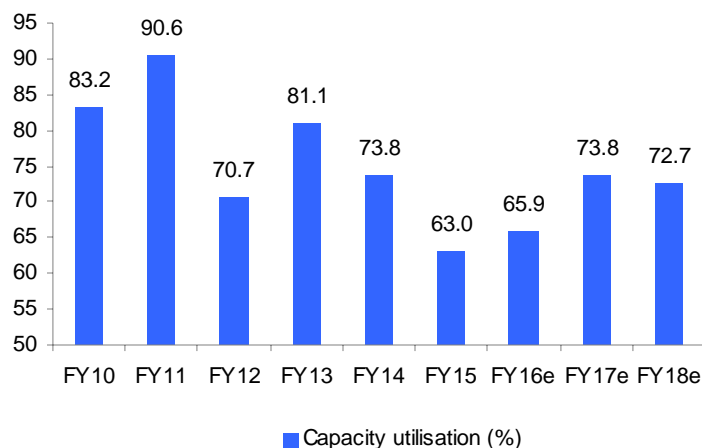
Source: Bloomberg, Antique

Gross profit per linear metre potentially can come down a bit in FY18e post a major spike up in FY16-17e led by benign PVC prices



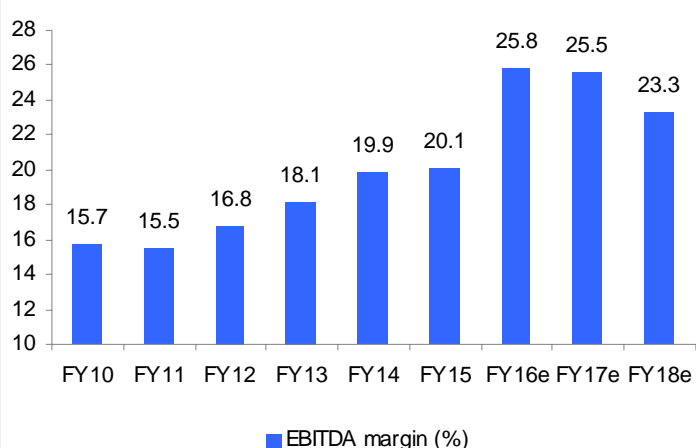
Source: Company, Antique

Utilisation levels to inch up towards 73-75% levels with the PU capacity coming in 2HFY18



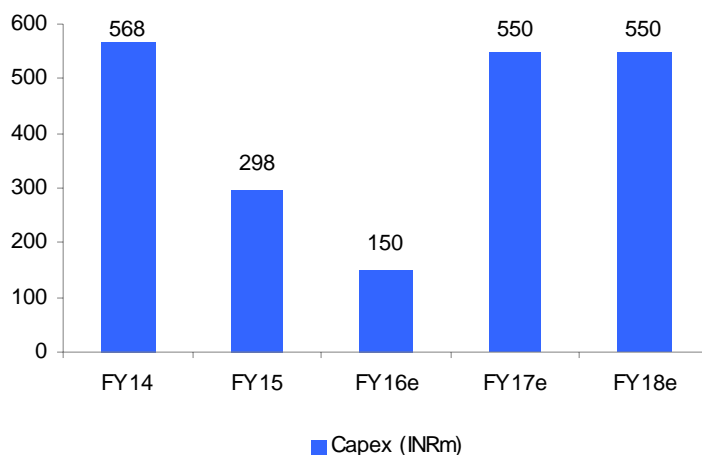
Source: Company, Antique

EBITDA margin expected to peak out in coming quarters with PVC prices inching up



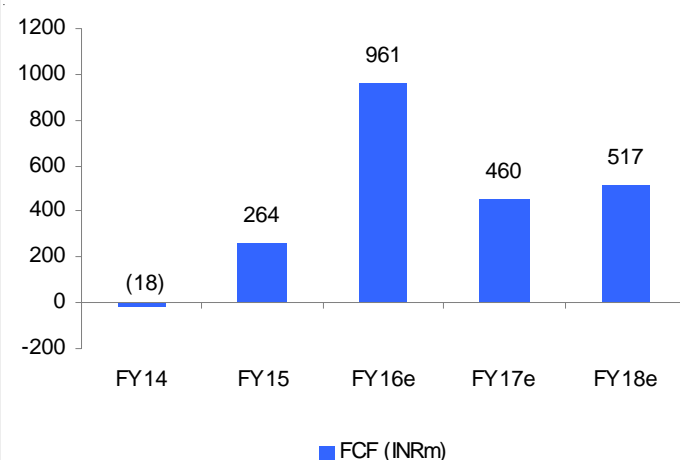
Source: Company, Antique

Capex to spruce up in FY17-18e on back of PU related project



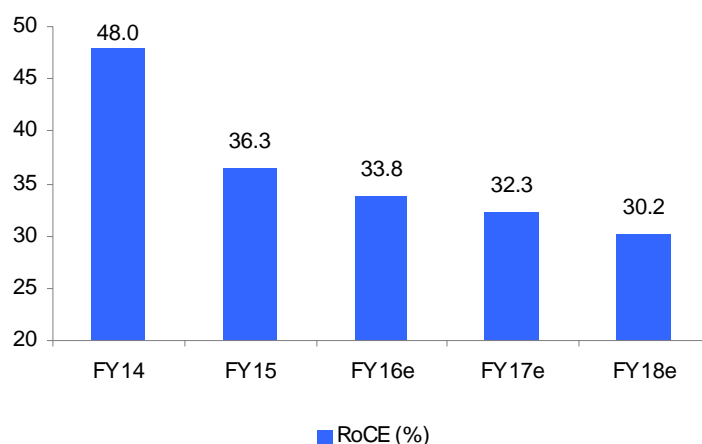
Source: Company, Antique

Set to generate FCF on a consistent basis



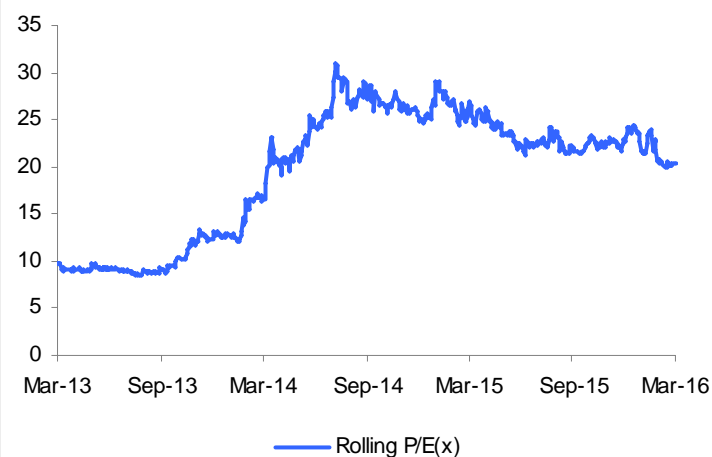
Source: Company, Antique

ROCE to come down from the highs on back of higher capex, higher liquid cash on books and slower demand



Source: Company, Antique

Trading at close to 18x FY18e earnings against an earnings CAGR of 14% in FY16-18e



Source: Bloomberg, Company, Antique

Financials

Profit and loss account (INRm)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|----------------------------------|--------------|--------------|--------------|--------------|--------------|
| Revenues | 4,696 | 5,063 | 5,055 | 5,711 | 6,939 |
| Expenses | 3,764 | 4,045 | 3,750 | 4,252 | 5,324 |
| EBITDA | 932 | 1,018 | 1,305 | 1,459 | 1,615 |
| Depreciation & amortisation | 120 | 119 | 160 | 175 | 198 |
| EBIT | 812 | 899 | 1,145 | 1,284 | 1,417 |
| Interest expense | 43 | 26 | 34 | 30 | 30 |
| Other income | 18 | 59 | 48 | 55 | 70 |
| Profit before tax | 787 | 933 | 1,159 | 1,309 | 1,457 |
| Taxes incl deferred taxation | 269 | 274 | 370 | 393 | 423 |
| Profit after tax | 518 | 659 | 789 | 916 | 1,034 |
| Adjusted profit after tax | 518 | 659 | 789 | 916 | 1,034 |
| Adjusted EPS (INR) | 11.2 | 14.2 | 17.1 | 19.8 | 22.4 |

Balance sheet (INRm)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---|--------------|--------------|--------------|--------------|--------------|
| Share Capital | 108 | 217 | 231 | 231 | 231 |
| Reserves & Surplus | 1,503 | 2,610 | 3,206 | 3,943 | 4,799 |
| Networth | 1,611 | 2,827 | 3,437 | 4,175 | 5,030 |
| Debt | 359 | 373 | 323 | 273 | 273 |
| Capital Employed | 1,970 | 3,199 | 3,760 | 4,447 | 5,303 |
| Gross Fixed Assets | 1,298 | 1,800 | 1,950 | 2,500 | 3,050 |
| Accumulated Depreciation | 321 | 435 | 595 | 770 | 968 |
| Capital work in progress | 266 | 62 | 62 | 62 | 62 |
| Net Assets | 1,242 | 1,427 | 1,417 | 1,792 | 2,144 |
| Investments | 99 | 758 | 758 | 758 | 758 |
| Current Assets, Loans & Advances | | | | | |
| Inventory | 638 | 561 | 411 | 466 | 583 |
| Debtors | 671 | 907 | 846 | 956 | 1,162 |
| Cash & Bank balance | 134 | 266 | 942 | 1,130 | 1,422 |
| Loans & advances and others | 220 | 192 | 220 | 270 | 330 |
| Current Liabilities & Provisions | | | | | |
| Liabilities | 631 | 519 | 411 | 466 | 613 |
| Provisions | 344 | 345 | 376 | 411 | 436 |
| Net Current Assets | 688 | 1,062 | 1,633 | 1,945 | 2,449 |
| Deferred tax (assets)/liabilities | (59) | (48) | (48) | (48) | (48) |
| Application of Funds | 1,970 | 3,199 | 3,760 | 4,447 | 5,303 |

Per share data

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---------------------------------|------|------|-------|-------|-------|
| No. of shares (m) | 43 | 43 | 46 | 46 | 46 |
| Fully Diluted No. of shares (m) | 46 | 46 | 46 | 46 | 46 |
| BVPS (INR) | 34.8 | 61.1 | 74.3 | 90.2 | 108.7 |
| CEPS (INR) | 13.8 | 16.8 | 20.5 | 23.6 | 26.6 |
| DPS (INR) | 1.0 | 0.8 | 3.3 | 3.3 | 3.3 |

Margins (%)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---------------------|------|------|-------|-------|-------|
| EBITDA | 19.9 | 20.1 | 25.8 | 25.5 | 23.3 |
| EBIT | 17.3 | 17.8 | 22.7 | 22.5 | 20.4 |
| PAT | 11.0 | 13.0 | 15.6 | 16.0 | 14.9 |

Source: Company, Antique

Cash flow statement (INRm)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|
| PBT | 787 | 933 | 1,159 | 1,309 | 1,457 |
| Depreciation & amortisation | 120 | 119 | 160 | 175 | 198 |
| Interest expense | 43 | 26 | 34 | 30 | 30 |
| (Inc)/Dec in working capital | (131) | (242) | 106 | (125) | (212) |
| Tax paid | (269) | (274) | (370) | (393) | (423) |
| CF from operating activities | 550 | 562 | 1,089 | 996 | 1,051 |
| Capital expenditure | (568) | (298) | (150) | (550) | (550) |
| (Inc)/Dec in investments | (38) | (660) | - | - | - |
| Other investing cashflow | - | - | - | - | - |
| CF from investing activities | (606) | (958) | (150) | (550) | (550) |
| Inc/(Dec) in share capital | (0) | 808 | (0) | - | - |
| Inc/(Dec) in debt | 149 | 14 | (50) | (50) | - |
| Others | (64) | (293) | (212) | (210) | (209) |
| CF from financing activities | 85 | 529 | (262) | (260) | (209) |
| Net cash flow | 28 | 133 | 677 | 186 | 292 |
| Opening balance | 105 | 134 | 266 | 942 | 1,130 |
| Closing balance | 134 | 266 | 942 | 1,130 | 1,423 |

Growth indicators (%)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---------------------|------|------|-------|-------|-------|
| Revenue | 23.4 | 7.8 | (0.2) | 13.0 | 21.5 |
| EBITDA | 35.0 | 9.2 | 28.3 | 11.7 | 10.7 |
| Adj PAT | 18.7 | 27.2 | 19.8 | 16.0 | 12.9 |
| Adj EPS | 18.7 | 27.2 | 19.8 | 16.0 | 12.9 |

Valuation (x)

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---------------------|------|------|-------|-------|-------|
| P/E | 36.5 | 28.7 | 24.0 | 20.7 | 18.3 |
| P/BV | 11.7 | 6.7 | 5.5 | 4.5 | 3.8 |
| EV/EBITDA | 20.4 | 18.0 | 13.4 | 11.9 | 10.5 |
| EV/Sales | 4.1 | 3.6 | 3.5 | 3.0 | 2.5 |
| Dividend Yield (%) | 0.2 | 0.2 | 0.8 | 0.8 | 0.8 |

Financial ratios

| Year-ended March 31 | FY14 | FY15 | FY16e | FY17e | FY18e |
|---------------------|------|-------|-------|-------|-------|
| RoE (%) | 37.1 | 29.7 | 25.2 | 24.1 | 22.5 |
| RoCE (%) | 48.0 | 36.3 | 33.8 | 32.3 | 30.2 |
| Net Debt/Equity (x) | 0.1 | (0.2) | (0.4) | (0.4) | (0.4) |
| EBIT/Interest (x) | 18.9 | 34.6 | 33.7 | 42.8 | 47.2 |

Source: Company Antique

Valuation Guide

| Company | Reco | CMP | TP | Return | M.Cap | M.Cap | Net profit (INRbn) | | | EPS (INR) | | | P/E (x) | | | EV/EBITDA (x) | | | P/BV (x) | RoE (%) | RoCE (%) | Absolute (%) | |
|--------------------------|------|--------|--------|--------|---------|---------|--------------------|-------|-------|-----------|-------|-------|---------|------|------|---------------|------|-------|----------|---------|----------|--------------|------|
| | | (INR) | (INR) | (%) | (INRbn) | (USDbn) | FY16 | FY17 | FY18 | FY16 | FY17 | FY18 | FY16 | FY17 | FY18 | FY16 | FY17 | FY18 | FY17 | FY17 | FY17 | 1m | 12m |
| AUTOMOBILES | | | | | | | | | | | | | | | | | | | | | | | |
| Apollo Tyres | HOLD | 177 | 151 | (15) | 90 | 1.4 | 10.8 | 10.1 | 9.5 | 21.3 | 20.0 | 18.8 | 8.3 | 8.8 | 9.4 | 4.9 | 5.3 | 5.5 | 1.2 | 175 | 23.4 | 11 | 6 |
| Ashok Leyland | BUY | 97 | 112 | 15 | 277 | 4.2 | 10.3 | 15.1 | 16.1 | 3.6 | 5.3 | 5.7 | 27.0 | 18.3 | 17.2 | 13.8 | 10.4 | 9.8 | 4.5 | 23.1 | 19.5 | 8 | 37 |
| Atul Auto | HOLD | 497 | 565 | 14 | 11 | 0.2 | 0.5 | 0.6 | 0.7 | 23.7 | 27.5 | 31.4 | 21.0 | 18.1 | 15.8 | 13.2 | 11.6 | 10.0 | 5.5 | 30.5 | 31.9 | 4 | (14) |
| Bajaj Auto | BUY | 2,303 | 2,789 | 21 | 667 | 10.0 | 36.7 | 43.8 | 49.9 | 126.7 | 151.4 | 172.6 | 18.2 | 15.2 | 13.3 | 12.8 | 10.8 | 9.1 | 4.5 | 29.3 | 43.0 | (4) | 13 |
| Balkrishna Industries | SELL | 604 | 557 | (8) | 58 | 0.9 | 5.6 | 4.9 | 5.4 | 58.0 | 50.6 | 55.7 | 10.4 | 11.9 | 10.8 | 6.3 | 6.3 | 5.4 | 1.8 | 21.9 | 17.3 | 6 | (3) |
| Bharat Forge | BUY | 849 | 920 | 8 | 198 | 3.0 | 7.4 | 8.6 | 11.9 | 31.6 | 36.8 | 51.1 | 26.8 | 23.1 | 16.6 | 14.4 | 13.0 | 9.7 | 4.3 | 20.1 | 20.9 | 10 | (35) |
| Bosch | BUY | 18,774 | 20,374 | 9 | 589 | 8.9 | 12.2 | 16.4 | 19.0 | 389.9 | 523.0 | 606.5 | 48.1 | 35.9 | 31.0 | 31.9 | 23.8 | 20.7 | 6.2 | 17.2 | 26.0 | 15 | (31) |
| Ceat | SELL | 1,118 | 910 | (19) | 45 | 0.7 | 4.5 | 4.5 | 4.3 | 111.7 | 110.4 | 106.4 | 10.0 | 10.1 | 10.5 | 6.1 | 6.2 | 6.4 | 1.7 | 21.3 | 26.8 | 19 | 4 |
| Eicher Motors | HOLD | 18,413 | 19,020 | 3 | 500 | 7.5 | 12.4 | 14.7 | 18.3 | 459.1 | 545.4 | 677.2 | 40.1 | 33.8 | 27.2 | 20.1 | 17.2 | 13.5 | 10.3 | 30.6 | 39.6 | (2) | 15 |
| Exide Industries | BUY | 137 | 160 | 17 | 116 | 1.7 | 6.0 | 6.8 | 7.6 | 7.1 | 8.0 | 9.0 | 19.2 | 17.0 | 15.2 | 12.9 | 11.9 | 11.0 | 2.4 | 14.0 | 18.3 | 6 | (26) |
| FAG Bearings | BUY | 3,866 | 5,124 | 33 | 64 | 1.0 | 2.0 | 2.4 | 2.9 | 118.8 | 144.4 | 174.4 | 32.5 | 26.8 | 22.2 | 19.5 | 16.3 | 13.5 | 4.2 | 17.1 | 25.0 | (3) | (4) |
| Hero MotoCorp | BUY | 2,831 | 3,006 | 6 | 565 | 8.5 | 31.6 | 34.0 | 37.7 | 158.2 | 170.1 | 188.7 | 17.9 | 16.6 | 15.0 | 12.5 | 11.3 | 10.1 | 5.9 | 35.3 | 49.5 | 8 | 6 |
| JK Tyre & Industries | HOLD | 83 | 117 | 41 | 19 | 0.3 | 4.7 | 4.6 | 3.6 | 20.7 | 20.2 | 16.1 | 4.0 | 4.1 | 5.1 | 4.1 | 4.0 | 3.9 | 0.9 | 25.8 | 20.9 | 1 | (25) |
| Mahindra & Mahindra | HOLD | 1,223 | 1,252 | 2 | 759 | 11.4 | 35.6 | 40.0 | 47.8 | 54.2 | 60.9 | 72.8 | 22.6 | 20.1 | 16.8 | 14.2 | 12.7 | 10.6 | 3.2 | 16.0 | 20.9 | 1 | 1 |
| Mahindra CIE | BUY | 197 | 254 | 29 | 64 | 1.0 | 1.7 | 2.9 | 4.1 | 5.1 | 8.9 | 12.7 | 38.5 | 22.2 | 15.5 | 19.5 | 12.4 | 9.1 | 2.8 | 12.5 | 13.4 | - | (3) |
| Maruti Suzuki | BUY | 3,621 | 4,200 | 16 | 1,094 | 16.5 | 46.8 | 56.5 | 66.3 | 155.0 | 187.1 | 219.4 | 23.4 | 19.4 | 16.5 | 12.0 | 10.8 | 9.3 | 3.4 | 17.8 | 23.9 | (1) | (1) |
| Motherson Sumi Systems | HOLD | 250 | 244 | (2) | 331 | 5.0 | 11.8 | 14.0 | 17.9 | 8.9 | 10.6 | 13.6 | 28.0 | 23.7 | 18.4 | 9.9 | 8.6 | 7.0 | 7.0 | 32.5 | 25.1 | 12 | (23) |
| SKF India | BUY | 1,197 | 1,399 | 17 | 63 | 0.9 | 2.1 | 2.6 | 3.1 | 39.3 | 48.7 | 58.3 | 30.5 | 24.6 | 20.5 | 20.7 | 17.3 | 14.8 | 3.7 | 13.9 | 20.8 | 3 | (15) |
| Tata Motors | BUY | 366 | 467 | 28 | 1,192 | 17.9 | 118.2 | 139.5 | 165.8 | 35.9 | 45.0 | 55.0 | 10.2 | 8.1 | 6.7 | 4.3 | 3.6 | 3.0 | 1.4 | 15.3 | 14.9 | 17 | (34) |
| CEMENT | | | | | | | | | | | | | | | | | | | | | | | |
| ACC | HOLD | 1,337 | 1,445 | 8 | 251 | 3.8 | 6.0 | 8.8 | 12.8 | 32.1 | 46.6 | 68.2 | 41.6 | 28.7 | 19.6 | 20.3 | 15.3 | 10.9 | 2.9 | 10.3 | 7.3 | 6 | (16) |
| Ambuja Cement | BUY | 222 | 230 | 4 | 345 | 5.2 | 8.6 | 13.0 | 16.6 | 5.6 | 8.4 | 10.7 | 39.8 | 26.5 | 20.7 | 20.6 | 15.1 | 12.0 | 3.1 | 12.2 | 9.7 | 14 | (12) |
| Dalmia Bharat | BUY | 729 | 990 | 36 | 59 | 0.9 | 1.5 | 3.8 | 5.8 | 18.3 | 47.4 | 71.1 | 39.8 | 15.4 | 10.3 | 8.9 | 6.7 | 5.4 | 1.7 | 11.4 | 7.9 | 6 | 66 |
| Grasim Industries | BUY | 3,657 | 4,640 | 27 | 341 | 5.1 | 22.9 | 29.3 | 36.2 | 245.1 | 313.7 | 387.6 | 14.9 | 11.7 | 9.4 | 6.4 | 5.1 | 3.9 | 1.3 | 10.5 | 8.2 | 6 | (0) |
| JK Lakshmi Cement | BUY | 329 | 340 | 3 | 39 | 0.6 | (0.4) | 0.7 | 2.9 | (3.0) | 6.3 | 24.7 | (109.0) | 52.3 | 13.4 | 20.2 | 13.0 | 7.4 | 2.9 | 5.7 | 6.1 | 26 | (16) |
| Orient Cement | BUY | 145 | 170 | 17 | 30 | 0.4 | 0.6 | 1.2 | 2.5 | 3.1 | 6.0 | 12.2 | 47.4 | 24.3 | 11.9 | 23.2 | 10.7 | 6.8 | 2.8 | 11.8 | 8.7 | 9 | (14) |
| Shree Cements | HOLD | 12,263 | 11,150 | (9) | 427 | 6.4 | 4.6 | 11.2 | 14.2 | 132.6 | 321.9 | 408.6 | 92.5 | 38.1 | 30.0 | 32.9 | 18.1 | 14.5 | 6.0 | 17.2 | 14.3 | 13 | 13 |
| UltraTech Cement | BUY | 3,111 | 3,350 | 8 | 854 | 12.8 | 22.1 | 31.1 | 39.5 | 80.4 | 113.3 | 143.9 | 38.7 | 27.4 | 21.6 | 20.0 | 15.0 | 12.2 | 3.6 | 14.0 | 11.1 | 11 | 6 |
| FMCG & RETAIL | | | | | | | | | | | | | | | | | | | | | | | |
| Amrutanjan | BUY | 413 | 500 | 21 | 6 | 0.1 | 0.20 | 0.28 | 0.36 | 13.8 | 19.1 | 24.4 | 29.9 | 21.6 | 16.9 | 16.9 | 11.9 | 8.9 | 4.9 | 24.1 | 35.2 | 3 | (20) |
| Asian Paints | HOLD | 875 | 846 | (3) | 840 | 12.6 | 18.4 | 21.5 | 25.4 | 19.2 | 22.5 | 26.5 | 45.5 | 39.0 | 33.1 | 28.8 | 24.7 | 20.8 | 11.9 | 31.7 | 39.8 | 5 | 8 |
| Bajaj Corp | BUY | 380 | 476 | 25 | 56 | 0.8 | 2.1 | 2.6 | 3.0 | 16.5 | 19.0 | 20.5 | 23.0 | 20.1 | 18.5 | 19.3 | 16.7 | 14.5 | 9.4 | 47.1 | 51.9 | (2) | (17) |
| Colgate Palmolive | HOLD | 851 | 810 | 5 | 231 | 3.5 | 5.7 | 6.4 | 7.1 | 21.0 | 23.5 | 26.3 | 40.5 | 36.1 | 32.4 | 25.9 | 22.6 | 20.0 | 17.6 | 72.8 | 73.8 | 1 | (16) |
| Emami | SELL | 939 | 949 | 1 | 213 | 3.2 | 5.7 | 7.2 | 8.3 | 25.0 | 31.5 | 36.7 | 37.6 | 29.8 | 25.6 | 30.5 | 24.3 | 20.6 | 12.5 | 28.4 | 36.7 | (7) | (15) |
| Godrej Consumer Products | HOLD | 1,327 | 1400 | 6 | 462 | 6.8 | 11.6 | 13.9 | 16.2 | 34.2 | 40.9 | 47.6 | 38.8 | 32.5 | 27.9 | 27.5 | 23.3 | 20.0 | 7.2 | 23.9 | 20.8 | 10 | 17 |
| Hindustan Unilever | HOLD | 848 | 756 | -11 | 1,836 | 27.6 | 41.8 | 48.1 | 52.0 | 19.3 | 22.2 | 24.0 | 43.9 | 38.2 | 35.3 | 29.8 | 25.6 | 23.6 | 32.3 | 84.6 | 94.8 | 3 | (8) |
| ITC | BUY | 325 | 350 | 8 | 2,610 | 39.3 | 100.3 | 114.0 | 130.6 | 12.5 | 14.2 | 16.3 | 25.9 | 22.8 | 19.9 | 16.7 | 14.5 | 12.6 | 6.2 | 29.2 | 74.9 | 6 | (4) |
| Jyothy Labs | HOLD | 282 | 310 | 10 | 51 | 0.8 | 1.50 | 1.55 | 1.81 | 9.4 | 9.0 | 10.0 | 30.2 | 31.5 | 28.2 | 29.0 | 22.9 | 19.2 | 6.3 | 19.2 | 38.7 | 3 | 1 |
| Marico | BUY | 248 | 250 | 1 | 320 | 4.8 | 7.1 | 8.5 | 9.8 | 5.5 | 6.6 | 7.6 | 45.3 | 37.4 | 32.5 | 29.8 | 24.9 | 21.1 | 12.0 | 35.2 | 38.6 | 7 | 34 |
| Nestle | HOLD | 5,186 | 5200 | 0 | 500 | 7.5 | 9.7 | 12.4 | 14.8 | 100.6 | 129.0 | 153.4 | 51.5 | 40.2 | 33.8 | 27.9 | 23.2 | 19.6 | 14.9 | 39.7 | 54.5 | 0 | (30) |
| Raymond | BUY | 387 | 500 | 29 | 24 | 0.4 | 0.59 | 1.40 | 1.95 | 9.5 | 22.8 | 31.8 | 40.6 | 17.0 | 12.2 | 9.4 | 7.6 | 6.2 | 1.4 | 5.8 | 8.4 | (5) | (22) |
| Titan Company | HOLD | 338 | 379 | 12 | 300 | 4.5 | 7.9 | 9.6 | 12.0 | 8.9 | 10.8 | 13.5 | 37.9 | 31.4 | 25.0 | 27.3 | 22.2 | 17.8 | 9.5 | 25.5 | 31.1 | 1 | (16) |
| Sangam (India) | BUY | 259 | 380 | 47 | 10 | 0.2 | 0.7 | 1.1 | 1.5 | 18.2 | 28.0 | 39.2 | 14.3 | 9.3 | 6.6 | 6.2 | 4.8 | 3.8 | 1.9 | 23.0 | 22.2 | (2) | 208 |
| Berger Paints India | HOLD | 226 | 255 | 13 | 156 | 2.4 | 2.0 | 2.2 | 2.6 | 43.4 | 48.0 | 56.5 | 5.2 | 4.7 | 4.0 | 48.5 | 43.6 | 36.9 | 1.0 | 20.6 | 25.8 | (6) | 4 |
| Kansai Nerolac Paints | HOLD | 279 | 293 | 5 | 150 | 2.3 | 3.6 | 4.3 | 5.3 | 6.7 | 8.0 | 9.8 | 41.6 | 35.0 | 28.6 | 26.0 | 22.1 | 18.1 | 6.9 | 19.8 | 26.5 | 7 | 21 |
| AkzoNobel India | HOLD | 1,304 | 1413 | 8 | 63 | 0.9 | 2.0 | 2.2 | 2.6 | 43.4 | 48.0 | 56.5 | 30.1 | 27.2 | 23.1 | 19.2 | 17.1 | 14.2 | 5.6 | 20.6 | 25.8 | 2 | (10) |
| INDUSTRIALS | | | | | | | | | | | | | | | | | | | | | | | |
| ABB | BUY | 1,156 | 1,500 | 30 | 245 | 3.7 | 3.0 | 5.1 | 7.8 | 14.1 | 23.9 | 36.9 | 81.7 | 48.4 | 31.4 | 34.4 | 20.1 | 14.3 | 7.5 | 10.3 | 10.5 | 6 | (9) |
| Alstom T&D | HOLD | 384 | 492 | 28 | 98 | 1.5 | 1.4 | 2.8 | 3.6 | 5.6 | 10.9 | 13.9 | 68.3 | 35.4 | 27.6 | 30.2 | 19.1 | 15.3 | 6.1 | 10.6 | 11.4 | (4) | (33) |
| BHEL | BUY | 113 | 203 | 79 | 278 | 4.2 | 3.0 | 15.1 | 35.5 | 1.2 | 6.2 | 14.5 | 93.6 | 18.4 | 7.8 | (179.8) | 1.8 | (1.2) | 0.8 | 4.5 | 4.8 | 9 | (56) |
| BEL | BUY | 1,018 | 1,455 | 43 | 42 | 0.6 | 0.8 | 2.4 | 3.1 | 19.0 | 56.4 | 73.8 | 53.7 | 18.0 | 13.8 | 33.2 | 13.7 | 10.7 | 1.8 | 3.8 | 4.3 | 8 | (8) |
| Crompton Greaves | BUY | 48 | 94 | 97 | 30 | 0.4 | (0.9) | 2.1 | 3.9 | (1.4) | 3.3 | 6.3 | (34.5) | 14.4 | | 10.7 | 3.2 | 2.2 | 0.6 | (2.4) | (1.3) | 7 | (20) |
| Cummins India | BUY | 840 | 1,296 | 54 | 233 | 3.5 | 8.0 | 10.1 | 12.0 | 30.6 | 38.8 | 46.3 | 27.5 | 21.6 | 18.1 | 28.0 | 22.0 | 18.1 | 6.3 | 25.6 | 25.1 | (5 | |

Valuation Guide

| Company | Reco | CMP | TP | Return | M.Cap | M.Cap | Net profit (INRbn) | | | EPS (INR) | | | PE (x) | | | EV/EBITDA (x) | | | P/BV (x) | | RoE (%) | RoCE (%) | Absolute (%) | |
|-------------------------|------|-------|-------|--------|---------|---------|--------------------|-------|-------|-----------|-------|-------|--------|-------|------|---------------|------|------|----------|-------|---------|----------|--------------|--|
| | | (INR) | (INR) | (%) | (INRbn) | (USDbn) | FY16 | FY17 | FY18 | FY16 | FY17 | FY18 | FY16 | FY17 | FY18 | FY16 | FY17 | FY18 | FY17 | FY17 | FY17 | 1m | 12m | |
| INFORMATION TECHNOLOGY | | | | | | | | | | | | | | | | | | | | | | | | |
| Cyient | HOLD | 426 | 475 | 12 | 48 | 0.7 | 3.5 | 3.7 | 4.1 | 31.2 | 33.4 | 36.5 | 13.6 | 12.7 | 11.7 | 9.3 | 7.6 | 6.5 | 2.0 | 15.8 | 19.5 | 1 | (22) | |
| HCL Tech | BUY | 824 | 975 | 18 | 1,162 | 175 | 75.7 | 82.7 | 91.5 | 53.6 | 58.6 | 64.8 | 15.4 | 14.1 | 12.7 | 10.9 | 9.3 | 8.1 | 3.6 | 25.8 | 23.2 | (2) | (18) | |
| Hexaware Tech | HOLD | 270 | 262 | (3) | 82 | 1.2 | 3.9 | 4.7 | 5.2 | 13.1 | 15.9 | 17.4 | 20.6 | 17.1 | 15.5 | 14.5 | 12.3 | 11.0 | 5.2 | 30.7 | 30.0 | 18 | (3) | |
| Infosys | BUY | 1,193 | 1,345 | 13 | 2,750 | 41.4 | 131.8 | 153.5 | 170.6 | 57.7 | 67.1 | 74.7 | 20.7 | 17.8 | 16.0 | 14.5 | 11.8 | 10.4 | 3.9 | 23.5 | 19.8 | 6 | 7 | |
| KPIT Tech | HOLD | 143 | 156 | 9 | 28 | 0.4 | 2.6 | 3.0 | 3.1 | 13.2 | 14.9 | 15.6 | 10.8 | 9.6 | 9.2 | 6.2 | 4.9 | 4.3 | 1.5 | 16.0 | 18.6 | 20 | (25) | |
| Mphasis | HOLD | 492 | 440 | (10) | 103 | 1.6 | 7.1 | 7.8 | 8.4 | 33.7 | 37.2 | 39.9 | 14.6 | 13.2 | 12.3 | 9.3 | 8.4 | 7.5 | 1.7 | 13.0 | 10.2 | 11 | 27 | |
| NIIT Tech | BUY | 491 | 590 | 20 | 30 | 0.5 | 2.7 | 2.9 | 3.3 | 45.2 | 48.3 | 53.8 | 10.8 | 10.2 | 9.1 | 5.7 | 4.7 | 3.9 | 1.8 | 17.6 | 19.1 | 2 | 23 | |
| Persistent Sys | BUY | 672 | 725 | 8 | 54 | 0.8 | 3.0 | 3.4 | 3.9 | 37.3 | 42.7 | 48.3 | 18.0 | 15.7 | 13.9 | 10.8 | 8.8 | 7.3 | 3.2 | 20.1 | 16.8 | 4 | (13) | |
| TCS | HOLD | 2,426 | 2,650 | 9 | 4,780 | 71.9 | 239.3 | 262.3 | 290.7 | 120.6 | 132.2 | 147.2 | 20.1 | 18.4 | 16.5 | 15.2 | 13.4 | 11.8 | 5.8 | 31.7 | 28.9 | 5 | (5) | |
| Tech Mahindra | HOLD | 492 | 575 | 17 | 477 | 7.2 | 29.3 | 32.5 | 35.8 | 33.8 | 37.5 | 41.3 | 14.6 | 13.1 | 11.9 | 9.9 | 8.4 | 7.3 | 2.7 | 20.4 | 17.9 | 15 | (30) | |
| Wipro | HOLD | 551 | 622 | 13 | 1,362 | 20.5 | 89.2 | 95.6 | 103.1 | 35.9 | 38.4 | 41.4 | 15.4 | 14.3 | 13.3 | 12.3 | 11.2 | 9.8 | 2.6 | 19.5 | 14.5 | 2 | (13) | |
| METALS & MINING | | | | | | | | | | | | | | | | | | | | | | | | |
| Hindalco Industries | HOLD | 85 | 73 | (14) | 176 | 2.6 | 8.9 | 10.8 | 25.1 | 4.3 | 5.2 | 12.1 | 19.7 | 16.3 | 7.0 | 8.9 | 7.9 | 6.4 | 0.4 | 2.7 | 3.3 | 24 | (36) | |
| Hindustan Zinc | BUY | 172 | 189 | 10 | 725 | 10.9 | 73.9 | 71.7 | 76.8 | 175 | 170 | 18.2 | 9.8 | 10.1 | 9.4 | 5.5 | 5.3 | 4.4 | 1.4 | 14.4 | 36.0 | 4 | (1) | |
| Indian Hume Pipe | BUY | 328 | 425 | 29 | 8 | 0.1 | 0.3 | 0.5 | 0.6 | 13.6 | 19.4 | 24.0 | 24.1 | 16.9 | 13.7 | 10.8 | 8.9 | 7.9 | 2.3 | 14.2 | 12.2 | 10 | 23 | |
| Jindal Steel & Power | HOLD | 61 | 63 | 4 | 55 | 0.8 | (17.6) | (8.7) | 6.5 | (19.3) | (9.5) | 7.1 | (3.1) | (6.4) | 8.5 | 15.0 | 10.7 | 7.6 | 0.3 | -4.6 | 2.8 | 6 | (65) | |
| JSW Steel | HOLD | 1,213 | 961 | (21) | 293 | 4.4 | 11.5 | 6.5 | 22.2 | 47.7 | 26.7 | 91.9 | 25.4 | 45.4 | 13.2 | 12.1 | 8.7 | 6.6 | 1.4 | 3.1 | 3.5 | 15 | 29 | |
| MOIL | BUY | 220 | 232 | 5 | 37 | 0.6 | 1.7 | 1.8 | 2.1 | 10.1 | 10.5 | 12.6 | 21.7 | 21.0 | 17.4 | 7.7 | 6.2 | 3.6 | 1.0 | 5.1 | 5.4 | 19 | (23) | |
| Nalco | BUY | 40 | 45 | 13 | 103 | 1.5 | 6.0 | 6.7 | 7.1 | 2.3 | 2.6 | 2.8 | 17.1 | 15.4 | 14.4 | 4.6 | 4.1 | 3.6 | 0.8 | 5.1 | 4.4 | 22 | (13) | |
| NMDC | BUY | 98 | 108 | 10 | 389 | 5.8 | 31.7 | 34.5 | 34.7 | 8.0 | 8.7 | 8.8 | 12.3 | 11.3 | 11.2 | 7.1 | 6.8 | 6.9 | 1.2 | 11.1 | 14.2 | 10 | (26) | |
| SAIL | HOLD | 43 | 35 | (17) | 177 | 2.7 | (30.9) | 1.7 | 28.1 | (7.5) | 0.4 | 6.8 | (5.7) | 101.7 | 6.3 | (29.6) | 15.1 | 7.9 | 0.4 | 0.4 | 1.8 | 20 | (37) | |
| TATA Steel | HOLD | 302 | 241 | (20) | 294 | 4.4 | (39.1) | (8.9) | 28.6 | (40.3) | (9.2) | 29.5 | (0.0) | (0.0) | 0.0 | 16.8 | 9.8 | 6.6 | 1.1 | (3.2) | (2.7) | 20 | (9) | |
| OIL & GAS | | | | | | | | | | | | | | | | | | | | | | | | |
| BPCL | BUY | 857 | 955 | 11 | 620 | 93 | 65.6 | 71.2 | 74.3 | 90.7 | 98.4 | 102.8 | 9.4 | 8.7 | 8.3 | 7.4 | 6.7 | 6.3 | 1.9 | 24.0 | 22.2 | 9 | 11 | |
| Cairn India | HOLD | 155 | 155 | 0 | 290 | 4.4 | 18.4 | 36.5 | 41.3 | 9.8 | 19.5 | 22.1 | 15.7 | 8.0 | 7.0 | 8.2 | 5.1 | 4.0 | 0.5 | 6.2 | 6.2 | 19 | (31) | |
| GAIL India | BUY | 364 | 420 | 15 | 462 | 7.0 | 20.6 | 30.8 | 36.1 | 16.2 | 24.3 | 28.4 | 22.4 | 15.0 | 12.8 | 13.4 | 9.5 | 7.8 | 1.5 | 10.1 | 8.9 | 13 | (5) | |
| Gujarat State Petronet | BUY | 133 | 165 | 24 | 75 | 1.1 | 4.8 | 6.1 | 6.7 | 8.6 | 10.9 | 11.8 | 15.6 | 12.2 | 11.3 | 8.1 | 6.3 | 5.6 | 1.6 | 14.2 | 12.8 | 2 | 16 | |
| HPCL | BUY | 748 | 855 | 14 | 253 | 3.8 | 26.2 | 28.5 | 29.0 | 77.2 | 84.0 | 85.4 | 9.7 | 8.9 | 8.8 | 8.1 | 7.2 | 7.2 | 1.3 | 15.3 | 11.7 | 7 | 14 | |
| Indian Oil Corp | BUY | 391 | 580 | 48 | 949 | 14.3 | 98.4 | 115.9 | 119.2 | 41.5 | 48.9 | 50.3 | 9.4 | 8.0 | 7.8 | 6.7 | 6.1 | 6.1 | 1.1 | 14.2 | 11.7 | (0) | 12 | |
| Indraprastha Gas | BUY | 520 | 630 | 21 | 73 | 1.1 | 4.6 | 4.9 | 5.3 | 33.2 | 35.3 | 37.9 | 15.7 | 14.7 | 13.7 | 8.3 | 7.7 | 6.9 | 2.6 | 18.7 | 17.9 | (3) | 24 | |
| Oil India | BUY | 313 | 465 | 48 | 188 | 2.8 | 28.0 | 32.4 | 34.9 | 46.5 | 53.8 | 58.1 | 6.7 | 5.8 | 5.4 | 4.8 | 4.3 | 4.1 | 0.8 | 14.4 | 11.2 | (3) | (34) | |
| ONGC | BUY | 215 | 275 | 28 | 1,836 | 27.6 | 167.0 | 221.7 | 259.4 | 14.9 | 25.9 | 30.3 | 14.4 | 8.3 | 7.1 | 4.1 | 3.4 | 2.9 | 1.0 | 12.1 | 9.9 | 3 | (31) | |
| Petronet LNG | HOLD | 248 | 230 | (7) | 186 | 2.8 | 11.4 | 13.4 | 16.6 | 15.1 | 17.9 | 22.1 | 16.4 | 13.9 | 11.2 | 10.3 | 9.2 | 7.4 | 2.4 | 17.1 | 16.7 | 1 | 38 | |
| Reliance Industries | BUY | 1,027 | 1,260 | 23 | 3,328 | 50.1 | 256.4 | 258.2 | 332.9 | 87.1 | 87.8 | 113.1 | 11.8 | 11.7 | 9.1 | 10.5 | 9.0 | 7.0 | 1.3 | 10.2 | 8.9 | 9 | 18 | |
| UTILITIES & INFRA | | | | | | | | | | | | | | | | | | | | | | | | |
| CESC | BUY | 474 | 687 | 45 | 63 | 0.9 | 2.5 | 8.4 | 11.5 | 18.9 | 63.3 | 86.1 | 25.1 | 7.5 | 5.5 | 7.3 | 5.5 | 4.6 | 0.9 | 11.9 | 9.5 | 10 | (21) | |
| Coal India | BUY | 298 | 425 | 43 | 1,881 | 28.3 | 145.8 | 161.8 | 177.3 | 23.1 | 25.6 | 28.1 | 12.9 | 11.6 | 10.6 | 7.6 | 6.5 | 5.6 | 4.2 | 35.8 | 38.6 | (6) | (18) | |
| JSW Energy | HOLD | 71 | 84 | 19 | 116 | 1.7 | 12.3 | 13.4 | 15.2 | 7.5 | 8.2 | 9.2 | 9.4 | 8.7 | 7.6 | 5.9 | 5.4 | 4.9 | 1.2 | 18.0 | 16.5 | 4 | (40) | |
| NTPC | BUY | 127 | 171 | 34 | 1,051 | 15.8 | 93.3 | 103.6 | 109.4 | 11.3 | 12.6 | 13.3 | 11.3 | 10.1 | 9.6 | 9.8 | 9.5 | 8.2 | 1.3 | 10.9 | 6.6 | (0) | (17) | |
| Power Grid | BUY | 137 | 176 | 29 | 716 | 10.8 | 61.0 | 73.9 | 84.6 | 11.7 | 14.1 | 16.2 | 11.7 | 9.7 | 8.5 | 9.6 | 8.3 | 7.2 | 1.5 | 15.1 | 8.5 | (2) | (7) | |
| PTC India | BUY | 64 | 100 | 57 | 19 | 0.3 | 2.2 | 2.2 | 2.3 | 7.5 | 7.5 | 7.9 | 8.5 | 8.5 | 8.0 | 7.6 | 7.7 | 7.2 | 8.4 | 8.0 | 8.3 | 4 | (22) | |
| Tata Power | HOLD | 59 | 73 | 25 | 158 | 2.4 | 11.0 | 12.6 | 15.5 | 4.1 | 4.7 | 5.7 | 14.4 | 12.5 | 10.2 | 6.3 | 6.1 | 5.4 | 1.1 | 8.3 | 8.9 | (1) | (27) | |
| Ashoka Buildcon | BUY | 181 | 254 | 40 | 34 | 0.5 | 0.9 | 1.1 | 0.8 | 4.7 | 5.9 | 4.2 | 38.4 | 30.7 | 43.3 | 9.6 | 9.5 | 8.7 | 1.7 | 5.4 | 4.1 | 1 | 14 | |
| IRB Infra | BUY | 231 | 318 | 38 | 81 | 1.2 | 6.1 | 5.9 | 7.1 | 17.5 | 16.8 | 20.1 | 13.2 | 13.7 | 11.5 | 8.6 | 7.6 | 6.6 | 1.6 | 13.21 | 4.2 | 6 | (1) | |
| MEP Infra | BUY | 38 | 60 | 57 | 6 | 0.1 | 0.2 | 0.5 | 0.5 | 1.4 | 3.3 | 3.3 | 27.2 | 11.5 | 11.5 | 5.9 | 5.7 | 5.1 | 4.1 | 23.5 | 12.5 | (10) | - | |
| OTHERS | | | | | | | | | | | | | | | | | | | | | | | | |
| Astral Poly Technik | HOLD | 398 | 443 | 11 | 48 | 0.7 | 1.0 | 1.5 | 2.2 | 8.7 | 12.8 | 17.7 | 45.5 | 31.2 | 22.5 | 22.9 | 17.5 | 13.3 | 5.2 | 17.6 | 22.6 | 11 | (11) | |
| Century Plyboards India | BUY | 166 | 176 | 6 | 37 | 0.6 | 1.7 | 1.9 | 2.0 | 7.6 | 8.4 | 8.8 | 21.8 | 19.8 | 18.8 | 14.5 | 13.5 | 11.8 | 5.6 | 31.4 | 22.5 | 11 | (30) | |
| Cera Sanitaryware | HOLD | 1,775 | 1,892 | 7 | 23 | 0.3 | 0.8 | 1.0 | 1.1 | 59.8 | 76.4 | 86.0 | 29.7 | 23.2 | 20.6 | 17.1 | 13.9 | 12.5 | 4.6 | 21.1 | 27.7 | 8 | (31) | |
| Finolex Industries | HOLD | 381 | 272 | (29) | 47 | 0.7 | 1.8 | 2.2 | 2.6 | 14.3 | 18.1 | 21.2 | 26.6 | 21.0 | 18.0 | 14.5 | 12.2 | 11.1 | 5.0 | 21.6 | 19.9 | 26 | 34 | |
| Greenlam Industries | HOLD | 486 | 614 | 26 | 12 | 0.2 | 0.4 | 0.6 | 0.9 | 16.8 | 26.9 | 38.4 | 28.9 | 18.1 | 12.7 | 11.6 | 9.1 | 7.4 | 5.2 | 22.2 | 19.8 | 2 | 3 | |
| Greenply Industries | BUY | 177 | 240 | 36 | 21 | 0.3 | 1.3 | 1.7 | 1.8 | 10.4 | 14.1 | 15.0 | 17.1 | 12.5 | 11.8 | 10.0 | 7.7 | 7.7 | 1.5 | 25.5 | 25.6 | 3 | (10) | |
| HSIL | HOLD | 281 | 308 | 10 | 20 | 0.3 | 1.3 | 1.3 | 1.6 | 17.5 | 18.6 | 22.0 | 16.1 | 15.1 | 12.8 | 7.4 | 6.9 | 6.1 | 1.3 | 9.2 | 10.6 | 22 | (35) | |
| Kajaria Ceramics | HOLD | 950 | 1,032 | 9 | 75 | 1.1 | 2.3 | 2.9 | 3.3 | 29.2 | 37.0 | 41.3 | 32.5 | 25.6 | 23.0 | 16.6 | 14.0 | 12.4 | 6.5 | 26.5 | 32.7 | 8 | 26 | |
| Somany Ceramics | HOLD | 379 | 420 | 11 | 16 | 0.2 | 0.6 | 0.7 | 1.0 | 13.3 | 17.2 | 23.3 | 28.5 | 22.0 | 16.2 | 13.6 | 11.5 | 9.5 | 3.0 | 14.6 | 17.1 | 10 | 4 | |
| Supreme Industries | HOLD | 792 | 705 | (11) | 101 | 1.5 | 3.2 | 3.3 | 4.3 | 21.8 | 26.0 | 34.0 | 36.3 | 30.4 | 23.3 | 16.7 | 15.0 | 12.7 | 6.2 | 24.1 | 27.6 | 13 | 8 | |

UR: Under Review

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FINANCIALS

UR: Under Review

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