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# DALAL STREET INVESTMENT JOURNAL

DEMOCRATIZING WEALTH CREATION

Apr 30 - May 13, 2018 ■ Pages 84 ■ www.DSIJ.in ₹120

Cover Story

## Fast-Forward Your Portfolio Returns With **FMCG STOCKS**



Analysis  
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Special Report  
OMCs: Caution, Highly  
Inflammable!

Special Report  
Plastic Ban: A Boon For  
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# Quality Earnings And Easing Geopolitical Situation May Take Markets Higher

**T**wo things are panning out as mentioned in my previous communication – Sensex trading in a range and rise in crude oil prices. Sensex is trading closer to 35,000, while the rise in crude oil prices has started worrying various stakeholders, including the Government of India. While there is no threat to the overall market environment, rising crude oil prices is a worrying sign for the markets. Crude oil has crossed \$75 per barrel mark and is likely to gain further ground owing to supply side constraints.

Despite the crude oil pressure, the markets have cheered the encouraging Q4FY18 results so far and it does look like the results will improve QoQ hereon. What is also heartening to see is the way the global political situation seems to be easing after threatening to push the world economy into a tailspin. There is no trade war happening the way it was projected in the media and definitely it is not going to disrupt the world economy as was being portrayed by a few economists.

In the meantime, I also see Prime Minister Modi's visit to China and the meeting with Chinese President Xi Jinping as an investment in improving ties. In my view, it is going to be a great meeting between the two global leaders who have expansionary strategy in mind for their respective nations. India has global ambitions, and so does China. I am sure the meeting will chalk out a path for both the countries to pursue their goals, while causing minimal conflict between the two nations.



In this issue, we have talked extensively about the sector that has been rewarding investors for decades – FMCG. The FMCG sector is on a growth trajectory and is a perfect play on the consumption story of India. We have couple of good recommendations for you in one of the most promising sectors of our lifetime. Tell us if you agree with our observations and our outlook on the FMCG sector and stocks.

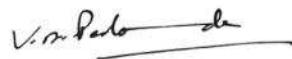
I know our nation is on the right track when I hear that the Maharashtra government has decided to ban the usage of plastic. What very few investors may not have realised is that the ban has impacted some of the stocks negatively and also quite a few stocks positively. Do go through our special story on the plastic ban and how it is affecting the stock prices of certain plastic manufacturers.

The rise in crude oil price is not good for oil marketing companies (OMCs). In our detailed special report on OMCs, we have analysed the impact of rising crude oil prices on these companies. Have a look at the special report and let us know if you liked it.

The markets will grow, but at a slower pace this time around. The growth is visible and I do not see any negatives for the markets that should derail the positive trend, as of now. Infrastructure and cement stocks and select pharma and banking stocks and FMCG stocks in general should do well.

Remember, fundamentals do not lie and are your best friends. Stick with quality stocks and those that have been delivering good growth consistently. It is always a good idea to include stocks that are showcasing growth momentum. However, it is equally important to assess if we are getting the stocks at a good bargain. We are always at your service in identifying such opportunities.

Happy investing !

  
**V B PADODE**  
 Editor-in-Chief

**Founder & Editor-In-Chief**

V B Padode

**Chief Copy Editor**

Prakash Patil

**Assistant Editor**

Yogesh Supekar

**Research**

Neerja Agarwal  
(Asst. VP – Research)

Shashikant  
(Asst. VP – Research)

Karan Bhojwani  
(Manager Research)

Bhagyashree Vivarekar  
(Sr. Research Analyst)

Apurva Joshi  
(Sr. Research Associate)

**Graphics**

Vipin Bendale

**Subscription & Customer Service**

Utkarsh Sawale

Arvind Manor

**Marketing & Sales**

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Farid Khan

**Mumbai:**

Anand Chinchole  
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Atul Verma  
(Sr. Manager - Sales & Marketing)

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(Sr. Manager - Media Sales)

**Kolkata :**

Soutrik Ghosh  
(Sr. Manager-Media Sales)

**Chennai:**

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(Sr. Manager - Media Sales)

**Mutual Funds :**

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## Quality Analysis

I am a regular subscriber of Dalal Street Investment Journal for over 15 years and our magazine offers quality analysis with its stock recommendations outperforming other platforms' recommendations. I have been watching Sankhya Infotech Limited very closely and feel this company is thriving on AI on various applications in private and defence sectors. I wish our magazine covers this upcoming company and its data be shown in our company analysis segment.

- Ashok D Chandak

**Editor Responds:** We thank you for writing to us and really appreciate your observation and query. Sankhya Infotech Limited has been posting strong financial performance over the years and, recently, it has also shown a rapid rise in its stock price. We have a positive outlook on the stock and we recommend you to hold it. We shall consider your request and look for an opportunity to provide a detailed analysis of the stock in the magazine. Happy Reading!

## Recommendations

Company/Scheme	Reco.	Price (₹)	Column	Page No
AVT Natural Products	● Exit	39.25	Reviews	64
Balkrishna Industries	● BP	1244.75	Reviews	64
Blue Star Limited	● Buy	785.00	Choice Scrip	10
BSE	● Hold	808.00	QueryBoard	61
Dcm Shriram Limited	● Hold	439.00	QueryBoard	62
GAEI	● Buy	298.00	Kerbside	65
GCPL	● Buy	1131.00	Cover Story	30
GRANULES LTD	● Buy	111.05	Technicals	16
HDIL	● Hold	39.05	QueryBoard	63
Hindoil Exploration Ltd	● Buy	127.10	Technicals	16
ITC	● Buy	276.00	Cover Story	31
Liberty Shoes	● Buy	238.00	Kerbside	65
Lloyd Steel	● Exit	1.26	QueryBoard	63
Mahindra CIE Automotive	● Buy	242.00	Kerbside	65
NR Agarwal Industries	● Buy	515.50	Special Report	58
RCF	● Buy	81.40	Low Priced Scrip	12
SEL Manufacturing	● Hold	2.43	QueryBoard	62
Shankara Building Products	● Buy	1936.20	Hot Chips	13
Tanla Solutions	● Hold	37.00	QueryBoard	61
Tata Consultancy Services	● Hold	3406.40	Analysis	18
Trigyn Technologies	● Buy	158.00	Kerbside	65
West Coast Paper Mills	● Buy	300.50	Hot Chips	13

**BP** - Book Profit • **BPP** - Book Partial Profits • **BL** - Book Loss

## Markets Stabilising Owing To Stable Global Political Situation

The global markets, after bouts of volatility, have shown signs of stabilising. The global markets rallied taking cues from the stabilising global political situation. The trade war fear between US-China was seen abetting in the past couple of weeks as also the threat of nuclear war between US-North Korea subsiding. These two global events proved to be an incentive for the global equities in the past 15 days.

The global indices rallied in the past couple of weeks with Nasdaq leading the gains. Nasdaq was up by 3.35 per cent, while S&P 500 was up by 2.53 per cent and Dow Jones Industrial Average gained 2.16 per cent. European markets performed in line with the global markets during the same period with FTSE 100 gaining 3 per cent, while Dax gained by 2.70 per cent while CAC 40 gained 3.43 per cent.

indices outperforming the broader markets.

Among the sectoral indices, IT index was the top gainer in the past 15 days, followed by Metal index which gained 7.10 per cent. The results were in line with the estimates for big IT companies, which was one of the reasons behind such superlative performance. The FMCG and Realty indices were up by 4.40 per cent each. Banking stocks underperformed with the Bankex gaining merely 0.24 per cent. The Power index was up by 1.74 per cent, while the Auto index gained 0.44 per cent. The FIIs remained net sellers to the tune of ₹4,734.63 crore in the past couple of weeks. The DIIs continued their buying spree in the markets and pumped in ₹3,326.48 crore.

Markets were seen reacting to the quarterly results. Corporate India seems

to be on a growth trajectory with most companies delivering better performance as compared to the previous quarter.

**Going ahead, markets will take cues from the direction of the global markets and the corporate results. The Karnataka election outcome will start getting factored into the market's movement soon and the BJP win may push the markets higher.**

Going ahead, markets will take cues from the direction of the global markets and the corporate results. The Karnataka election outcome will start getting factored into the market's movement soon and the BJP win may push the markets higher. The market participants will watch closely the development on the interest rate front and interest sensitive stocks might be under pressure.



The Asian markets underperformed the global markets with Shanghai losing 2.02 per cent. Nikkie gained 2.41 per cent while Hang Seng was up by 1.37 per cent.

The key Indian benchmark indices performed in line with the global peers in past couple of weeks. BSE Sensex gained 2.45 per cent and Nifty was also up by 2.45 per cent. The Mid-cap index was up by 1.71 per cent in past couple of weeks while the small-cap index gained 2.19 per cent. The buying is clearly seen in the large caps with the key benchmark

Performance Of Indices			
Indices	06th Apr 2018	23rd Apr 2018	Gain/Loss (%)
SENSEX	33,626.97	34,450.77	2.45
Nifty	10,331.60	10,584.7	2.45
Mid-Cap	16,596.57	16,881.11	1.71
Small-Cap	17,882.99	18,274.20	2.19
Auto	25,409.26	25,519.94	0.44
Bankex	27,855.60	27,923.43	0.24
FMCG	10,552.42	11,020.91	4.44
IT	12,233.40	13,425.05	9.74
Metal	13,631.13	14,598.92	7.10
Power	2,193.23	2,231.42	1.74
Realty	2,294.54	2,395.40	4.40

Net Investment In Equity Markets (₹/Cr)		
Date	FIIs	DIIs
09-Apr	-1,300.93	359.35
10-Apr	-684.99	653.65
11-Apr	362.3	111.82
12-Apr	368.9	-615.81
13-Apr	-399.59	306.05
16-Apr	-308.13	-28.97
17-Apr	-951.39	723.81
18-Apr	-915.71	869.7
19-Apr	-624.99	448.61
20-Apr	-21.02	111.01
23-Apr	-259.08	387.26
<b>Total</b>	<b>-4,734.63</b>	<b>3,326.48</b>

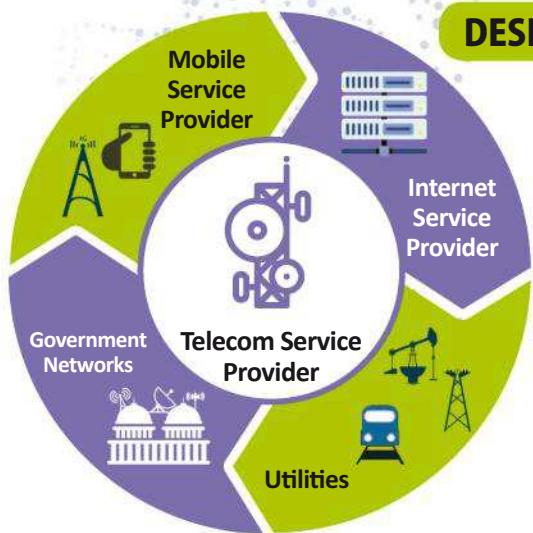


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### Extract of Consolidated Results for the quarter and year ended March 31, 2018

(Rs. in crore except per share data)

Sl. No.	Particulars	Quarter ended March 31, 2018	Year ended March 31, 2018	Year ended March 31, 2017	Quarter ended March 31, 2017
1	Total Income from operations*	102.13	767.44	932.58	272.99
2	Net Profit / (Loss) for the period (before Tax, Exceptional and/or Extraordinary items)†	7.42	106.04	84.16	24.56
3	Net Profit / (Loss) for the period before tax (after Exceptional and/or Extraordinary Items)†	7.42	106.04	53.69	24.56
4	Net Profit / (Loss) for the period after tax (after Exceptional and/or Extraordinary items)†	29.07	106.52	92.98	67.09
5	Total Comprehensive Income for the period [Comprising Profit / (Loss) for the period (after tax) and Other Comprehensive Income (after tax)]	29.16	104.76	93.56	67.67
6	Equity Share Capital	94.09	94.09	74.01	74.01
7	Reserves (excluding Revaluation Reserve) as shown in the Audited Balance Sheet of the previous year (Refer Note 4)	-	1,057.99	518.93	-
8	Earnings per Share (of Rs. 10/- each) (i) Basic ₹ (ii) Diluted ₹	3.21 3.04	12.41 11.73	14.09 14.09	9.62 9.62

### Notes

1 Key Standalone Financial Information of the company is given below:

(Rs. in crore except per share data)

Particulars	Quarter ended March 31, 2018	Year ended March 31, 2018	Year ended March 31, 2017	Quarter ended March 31, 2017
Total Income from operations*	98.25	761.07	919.72	267.60
Profit before tax	5.47	106.64	43.68	24.21
Profit after tax	27.12	107.12	82.97	65.72

2 The above is an extract of the detailed format of quarterly and annual financial results filed with the Stock Exchanges under Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015. The full format of the Quarterly Results are available on the website of the Stock Exchange(s) and the Company ([www.tejasnetworks.com](http://www.tejasnetworks.com)).

3 During the quarter September 2017, the Income Tax Department initiated proceedings under Section 132 of the Income tax Act, 1961 and had issued a restraint order on certain bank accounts and deposits of the Company and later the restraint order was withdrawn. The Company and its officials fully co-operated with the Income Tax Department. As on date, there is no demand raised by the Income Tax Department. The Company is of the view that the outcome of the proceedings will not have any material impact on the Group's results.

4 The disclosed reserves balances are in accordance with Ind AS. However, the consolidated results for the year ended March 31, 2017 were previously audited under Indian GAAP. Refer note 34 B of consolidated financials.

\* excludes other income

# Exceptional and/or Extraordinary items are adjusted in the Statement of Profit and Loss in accordance with the Companies (Indian Accounting Standard) Rules, 2015 prescribed under Section 133 of the Companies Act, 2013.

*For and on behalf of the Board of Directors*

*Sd/-*  
**Sanjay Nayak**

Managing Director & CEO (DIN: 01049871)



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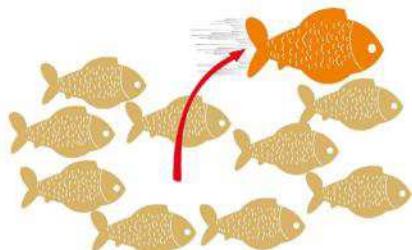
Increasing global presence with foray into KSA

New product launches

Robust financials

**B**lue Star Limited (BSL) is an air-conditioning and commercial refrigeration company. Blue Star's key business segment comprises electromechanical projects and packaged air conditioning systems (EMPS); unitary products; and professional electronics and industrial systems; contributing 50 per cent, 46 per cent and 4 per cent, respectively, to its sales for 9MFY18.

The company's EMPS business is expected to benefit from investments in metro, railways, hospitals and government buildings. Its unitary product segment has been outperforming the market growth. BSL's entry into other categories, such as water purifiers, air coolers, air purifiers and kitchen refrigeration, will aid revenue in this segment. Further, LG's exit from split AC and inverter AC, which controlled around 10 per cent market volume, will help BSL gain significant market share over the next few years in ACs. Further, the price hikes of 5 per cent of ACs due to increase in input cost will lead to improvement in gross margins.



### CHOICE SCRIP

1 YEAR INVESTMENT HORIZON

Best of LAST ONE Year				
Name of Company	Reco Price (₹)	Exit/CMP Price (₹)	Absolute Gains (%)	Annual Returns (%)
Bajaj Holdings	2064.05	2546	23.35	137.80
Tata Sponge Iron	815.25	1124.45	37.93	103.45
Tata Metaliks	667.8	826.2	23.72	89.89
PFC	122.6	147.6	20.39	64.96
Symphony	1429.8	1672	16.94	64.19

On the financial front, the net sales of the company increased 7.59 per cent to ₹901.12 crore in the third quarter of FY18 as compared to ₹837.58 crore in the same quarter of the previous fiscal. The PBIDT of the company grew by 88.16 per cent to ₹47.04 crore in the third quarter of FY18 as against ₹25 crore in the same quarter of the previous fiscal. The net profit of the company increased magnanimously by 238.73 per cent to ₹32.01 crore in the third quarter of FY18

as compared to ₹9.45 crore in the same quarter of the previous fiscal.

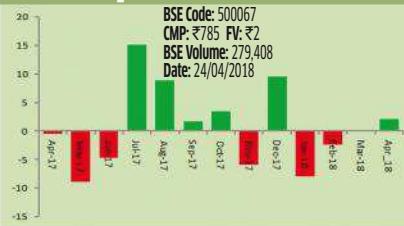
On the valuation front, the company has return on equity (RoE) of 20.21 per cent and return on capital employed (RoCE) of 24.06 per cent. The company's PE stood at 58.91x against an industry PE of 25.54x. BSL has a debt-to-equity ratio of 0.29x. The company has been maintaining a healthy dividend payout of 62.09 per cent.

To strengthen its presence in the GCC region, Blue Star's wholly-owned subsidiary, Blue Star International FZCO has announced its partnership with Sands International to be the official distributor in KSA (having the largest market share in GCC region) for its unitary products range.

The company has launched 100 products for this summer season and has set a revenue target of ₹1700 crore from room AC segment as well as higher market share in the current fiscal. The company had garnered ₹1500 crore revenue last fiscal from this vertical. With a mere 3 per cent penetration level of ACs vis-à-vis 25 per cent in China, the overall outlook for the room air-conditioner market in India appears promising. Also, Blue Star plans to invest ₹85 crore in the current financial year on new product development, research and design and advertising and brand promotion in this financial year. The company also intends to add 50 exclusive stores this fiscal, taking the total exclusive stores count to 200. Considering a confluence of the above factors, we recommend a **BUY** on the stock.



#### Monthly Stock Market Returns



#### Shareholding Pattern March 2018

Particulars	March 2018
Promoters	38.89
Public	61.11
Others	0
Total	100

#### Last Five Quarters - Standalone (₹/Cr)

Particulars	Dec '17	Sep '17	Jun '17	Mar '17	Dec '16
Total Income	901.12	764.29	1395.97	1304.35	837.58
Other Income	3.27	3.96	8.5	8.17	6.47
Operating Profit	50.31	45.08	81.59	71.06	31.47
Interest	5.97	4.43	3.32	9.95	6.3
Net Profit	32.01	18.01	46.86	32.57	9.45
Equity	19.18	19.17	19.13	19.11	19.1

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**R**ashtriya Chemicals and Fertilizers (RCF), a mini-Ratna government undertaking, is a leading fertiliser and chemical manufacturing company. The company produces approximately 23 lakh metric tonnes (MT) of urea, about 6.5 lakh MT of complex fertilizers and about 1.6 lakh MT of industrial chemicals. In 9MFY18, its revenue mix consisted of fertilisers (about 85 per cent), industrial chemicals (about 10 per cent) and trading (about 5 per cent).

RCF is planning to set up 3850 MTPD urea and 2200 MTPD ammonia plants in Odisha with an investment of ₹7700 crore to be made by a joint venture. For this, the company has signed MoUs with Coal India, GAIL and FCIL to cater to increased urea demand. Further, a revival in demand is expected as the Ministry of Fertiliser aims to stop import of urea completely by FY22.

On the financial front, RCF posted a 17.83 per cent increase in its net sales to



### Best of LAST ONE Year

Name of Company	Reco Price (₹)	Exit/CMP Price (₹)	Absolute Gains (%)	Annual Returns (%)
Kriti Nutrients	30.70	48.30	57.33	1587.00
National Fert.	61.30	78.00	27.24	350.22
Gufic Bio.	78.70	95.10	20.84	288.55
Virinchi Ltd.	88.00	110.00	25.00	225.00
Amines & Pla.	68.00	81.00	19.12	167.88

₹1,985.06 crore in the third quarter of FY2018 as compared to ₹1,684.72 crore in the same quarter of the previous year. The company's PBIDT increased by 0.80 per cent to ₹111.40 crore in the third quarter of FY2018 on a year-on-year basis. However, the net profit of the company declined by 71.03 per cent to ₹17.92 crore in the third quarter of FY2018 as compared to ₹61.85 crore in the same quarter of the previous fiscal.

On an annual basis, the company posted

a 12.40 per cent decline in its net sales to ₹7,200 crore in FY2017 as compared to ₹8,218 crore in FY2016. The PBIDT of the company also declined by over 12 per cent to ₹415.83 crore in FY2017 as against ₹473.10 crore in the previous fiscal. However, the company posted an increase of 3.83 per cent in its net profit to ₹179.26 crore in FY2017 on a year-on-year basis.

On the valuation front, the company posted an ROE of 6.24 per cent and ROCE of 6.55 per cent in March 2017. Further, it posted a PE of 42.9x as against an industry PE of 19.34x. Its debt-to-equity ratio declined from 1.06x in 2016 to 0.60x in 2017. The company has been maintaining a healthy dividend payout of 32.74 per cent.

Recently, the government approved Department of Fertiliser's proposal to continue Urea Subsidy Scheme (USS) up to 2019-20 and for disbursement of fertiliser subsidy. The continuation of USS will ensure the timely payment of subsidy to the urea manufacturers, resulting in timely availability of urea to farmers. Also, the early predictions by various weather forecasting agencies like Skymet and IMD indicating normal South-West monsoon augurs well for the company.

Given the government's intention to double farmers' incomes by 2022, agri-input players are expected to report strong growth in FY19. The declining subsidy and implementation of direct benefit transfer (DBT) brighten the prospects of fertiliser companies. We recommend our reader-investors to **BUY** the stock.



### Shareholding Pattern March 2018

Particulars	March 2018
Promoters	75.00
Public	25.00
Others	0
Total	100

### Last Five Quarters - Standalone (₹/Cr)

Particulars	Dec'17	Sep'17	Jun'17	Mar'17	Dec'16
Total Income	1985.06	1802.36	1560.28	2216.24	1684.72
Other Income	21.51	14.98	8.96	20.62	17
Operating Profit	132.91	78.77	75.7	129.93	127.52
Interest	9.12	17.13	10.26	17.03	18.22
Net Profit	17.92	10.79	20.55	55.09	61.85
Equity	551.69	551.69	551.69	551.69	551.69

# HOT CHIPS

15 DAYS INVESTMENT HORIZON

The scrips in this column have been recommended with a 15-day investment horizon in mind and carry high risk. Therefore, investors are advised to take into account their risk appetite before investing, as fundamentals may or may not back the recommendations.

(Closing price as of Apr 25, 2018)

## WEST COAST PAPER MILLS

CMP - ₹300.50

BSE CODE  
500444

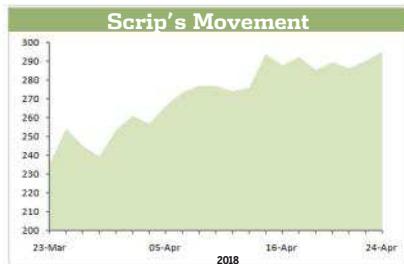
Volume  
40,752

Face Value  
₹2

Target  
₹325

Stoploss  
₹272

**T**he company manufactures paper, paperboards and optical fibre cables (OFCs), where paper is produced mainly for printing, writing and packaging. In FY17, the company generated 96% revenue from paper and 4% from OFCs. Considering the financials, the company posted 4% revenue growth in FY17, while its PAT crossed ₹100 crore for the first time, clocking ₹128.50 crore as against negative PAT of ₹0.47 crore earlier. The FY18 bottomline is also expected to give robust growth amid operating efficiency with stable wood prices over years, a basic raw material, lower pulp prices, lower power costs, favourable pricing and decline in interest expense. The pricing would remain constant or increase amid demand glut and also transition from plastic to paper or allied goods. The company's D/E stands at 0.78 and coverage stands at 7.85, which lends financial stability. The company plans to become debt-free by 2020. Its P/E is lower at 9.3x as compared to industry PE of



### Last Seven Days' Volume Table (No. of Shares)

Days	Volume
17-Apr-18	9,908
18-Apr-18	12,113
19-Apr-18	8,375
20-Apr-18	7,413
23-Apr-18	10,304
24-Apr-18	13,955
25-Apr-18	40,752

17x, which shows that the company is undervalued. We recommend a **BUY** in the scrip.

## SHANKARA BUILDING PRODUCTS

CMP - ₹1936.20

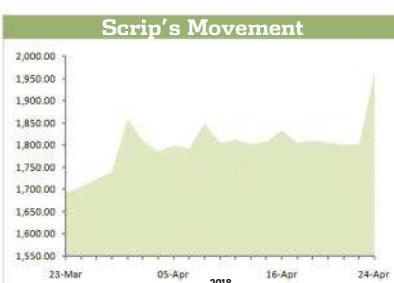
BSE CODE  
540425

Volume  
41,799

Face Value  
₹10

Target  
₹2150

Stoploss  
₹1794



**T**he company deals in organised retailing of home and building products, including retail, processing and enterprise. In FY17, the company generated revenue from retail (42.5%) and channel and enterprise segment (57.5%). The company posted revenue and PAT growth of 13.5% and 48%, respectively, in FY17. Its TTM growth depicts expansion across the country. It acquired three Bengaluru-based stores from JP Sanitation to penetrate further. The Vaigai Store, Chennai, also started fetching revenue after it started operations in Q3FY18. It is looking forward to expanding stores to 200 with 15-20 launches every year. Not just new stores, but upgradation of the existing stores has helped it boost the same store sales. The retail segment revenue share is expected rise 70%, which would offset de-growth/moderate growth in other segments. Its asset-light expansion plan, while targeting developing organised home improvement market, would boost earnings further.

### Last Seven Days' Volume Table (No. of Shares)

Days	Volume
17-Apr-18	3,986
18-Apr-18	13,251
19-Apr-18	14,669
20-Apr-18	1,448
23-Apr-18	8,620
24-Apr-18	1,12,232
25-Apr-18	41,799

# NIFTY Index Chart Analysis

Nifty At Decisive Levels, Stay Stock Specific

**F**inally, the Indian benchmark index Nifty succeeded in hitting its major multiple resistance at the 10630-mark. The index bounced back from its decisive support at 9950 level with baby steps northwards to hit its bullish reversal at 10630. Fading geopolitical tensions of trade war and expected benefit for the emerging markets from the US-China trade war boosted Indian stock markets to trade in the positive direction. Another big global anxiety has been the rising crude oil prices. OPEC

Roadmap for the next 15 trading sessions			
Ideas	Nifty Levels	Action to be Initiated	Probable Targets
Resistance for the medium term	10630-10705	Close above 10705 on the daily chart on closing basis would give further momentum to the bulls.	10850-10950
Support for the medium term	10515	Close below 10515 on the weekly chart would change the trend and trigger a retreat.	10455-10355

Even WPI edged down to 2.47% in March from 2.48% in February. On the contrary, IIP came in at 7.1%, driven by better industrial activity. Despite lower manufacturing PMI, the adjusted Nikkei India composite PMI output rose to 50.8 from 49.7, offset by higher service PMI

immediate bounce in the coming sessions. In case Nifty sustains above 10630-10640 levels on a closing basis, we hold 10705 as the immediate resistance. If 10705 is easily hit after 10630, we hold 10850-10950 as the next immediate resistances. While giving a 10630-level



and Russia's decision to cut production and the insufficient US shale production to meet the rising demand resulting in declining inventories together led to a rise in crude oil prices, which is expected to lead to a double digit growth in crude import bill in FY19.

India also felt the heat of the rising crude prices, specifically the oil marketing companies. Moreover, crude's higher weightage in the inflation index was the second biggest worry. However, CPI eased to a five-month low at 4.28% in March as against 4.44% in February. This was because of controlled food prices.

and job creation hitting 7-year high. The overall recovery in the numbers depict growing macroeconomic stability, which would be reflected in the corporate earnings for both Q4FY18 and FY18. Further, the favourable monsoon expected this year would be an icing on the cake for the markets.

Technically, after consolidating at the higher levels since April 18, Nifty hit the 10630 level twice, but could not sustain on a daily closing basis. However, sector-specific or stock-specific moves have refrained Nifty from a successful breakout, and hence, we expect

resistance breakout, Nifty also broke out of its rounding bottom pattern, which holds 11175 followed by 11310 as the targets for the Nifty. The chances of Nifty correcting heavily from the current levels look remote. However, considering the comparatively lower volumes at the decisive level and the flattish RSI, Nifty may take some profit-booking at the current levels. We hold 10515-10455 as the supports, followed by 10355. The level of 10280, followed by 10200, would act as medium term supports. However, such a correction would be majorly for a better jerk on the upside.

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Opposite Lane No. 6, Koregaon Park, Pune- 411001.

## STOCK RECOMMENDATIONS

**GRANULES LTD .....** **BUY .....** **CMP ₹111.05**

**BSE Code : 532482 | Target 1 .. ₹120.50 | Target 2 .... ₹131.50 | Stoploss....₹102.50(CLS)**



The stock of Granules India is currently trading at ₹111.05. Its 52-week high and low stand at ₹157/₹101 made on May 18, 2017 and March 26, 2018, respectively. Considering a weekly time frame, the stock has been trading in a kind of horizontal channel pattern with higher price band ranging from ₹150-160 while the lower price band is near ₹101 level. The ₹101 level also acts as its resistance-turned-support level. The stock consolidated for a while at the support level and also its 200-day EMA level and has bounced back. Considering the daily time frame, the stock is seen falling with lower tops and lower bottoms since January 15, 2018. After hitting a bottom at ₹101, it bounced back and broke its consolidation since April 4. The stock also gave immediate resistance breakout at ₹110.50. This was supported with volume spurt and the 14-period RSI crossing 55, which suggest momentum going forward.

**HINDOIL EXPLORATION LTD .....** **BUY .....** **CMP ₹127.10**

**BSE Code : 500186 | Target 1 ..... ₹138 | Target 2 .... ₹143 | Stoploss....₹117 (CLS)**



The stock of Hindoil Exploration is currently trading at ₹127.10. Its 52-week high/low stand at ₹153.75/₹66.65 which were made on January 12, 2018 and August 11, 2017, respectively. The stock corrected from its 52-week high up to ₹97.50 level on March 8, when it hit a hammer pattern. The ₹97.50 level is near to the 61.8% retracement of its monthly previous upward rally. It surged thereafter with slightly higher tops and higher bottoms, where the bottoms took support at an upward sloping trendline. The stock hit above its two major resistances at ₹123.40 and ₹126.35 and consolidated for 9 trading sessions. On April 24, the stock broke out of the consolidation and hit the ₹129-mark. The volumes are justifiable and the 14-period RSI is trailing at 62, which depicts momentum. On broadening the daily chart, the formation from its provisional low at ₹97.50 also forms a kind of inverse head & shoulders with breakout at ₹127-128 levels.

(Closing price as of Apr 24, 2018)

\*LEGEND: ■ EMA - Exponential Moving Average. ■ MACD - Moving Average Convergence Divergence ■ RMI - Relative Momentum Index  
■ ROC - Rate of Change ■ RSI - Relative Strength Index

Disclaimer : Above recommendations are based on various technical parameters and any fundamental input has not been considered for the recommendations. Follow strict stop loss for the recommendation.

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Features	Products						
	Value Pick	Tiny Treasure	Mid Bridge	Upstream	Vriddhi	Pearl Pick	Large Rhino
Investment Philosophy	Value Investing	Small Caps	Mid-caps	Contrarian investing	Growth Investing	Low liquidity stocks	Large Caps
Parameters considered	<ul style="list-style-type: none"> <li>Margin of safety</li> <li>Consistent perf. over last 10 years</li> </ul>	<ul style="list-style-type: none"> <li>High sales growth</li> <li>Investing for growth</li> </ul>	<ul style="list-style-type: none"> <li>Improving ROE and ROCE</li> <li>High Moat and capacity expansion</li> </ul>	<ul style="list-style-type: none"> <li>Headwinds due to external factors/ rising debt.</li> <li>Expected to tide over the same.</li> </ul>	<ul style="list-style-type: none"> <li>Moat in upcoming technologies/ products/ services</li> </ul>	<ul style="list-style-type: none"> <li>High promoter holding</li> <li>Strong fundamental growth</li> </ul>	High dividend paying companies Consistent
Low Risk	✓				✓		✓
Medium Risk	✓		✓	✓	✓		
High Risk		✓		✓		✓	
Return expected	15-25%	30 -40%	25-35%	40%	60%+	40%+	18-25%
Investment Horizon	1 yr	1 yr	1 yr	2 yr	3 yr	2 yr	1.5 yr
Recommendations in a year	12	12	12	12	12	12	12
Quarterly Results Updates	✓	✓	✓	✓	✓	✓	✓
SMS and Email Alerts	✓	✓	✓	✓	✓	✓	✓
Sector Diversification	✓	✓	✓	✓	✓	✓	✓
Dividend paying history	✓		✓				✓
Good Liquidity	✓	✓	✓		✓		✓
Business Scalability	✓			✓	✓		✓
Website Dashboard	✓	✓	✓	✓	✓	✓	✓
Mobile App	✓	✓	✓	✓	✓	✓	✓
Annual Subscription Price	10,700	14,000	12,000	18,000	16,500	15,800	9,450
Avg. Annualized past performance	48%	113%	74%	172%	168%	Newly Launched	Newly Launched

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## TCS

# A CUT ABOVE, BUT WAY TO GO!

Tata group's cash cow and one of the largest Indian company, Tata Consultancy Services (TCS), has shown steady rise in the span of last 10 years, barring several bumps following the slump in Sensex and Nifty. The stock was trailing the benchmark indices in 2017. However, the stock began gaining traction this year with over 12 per cent return in the last one month. The company ended fiscal 2018 on a positive note, beating street estimates in the March quarter and soaring to its all-time high. Read on to find out what lies ahead for the company.

### Company Overview:

TCS, a subsidiary of the Tata Group, is India's largest IT service provider. The company has over 394,000 consultants spread across 46 countries. The company generates revenue from various verticals such as banking, financial services & insurance (BFSI); manufacturing segment; retail and consumer business; communication, media and technology (CMT) and others. BFSI dominated TCS revenue with around 39 per cent in FY18. Other verticals such as retail and CMT contributed around 17 per cent each to the total revenue of the company.

TCS has successfully sailed through various technological transformations during the last five decades of its existence. TCS is firmly placed above the big IT services providers in India such as Infosys, Wipro, HCL Technologies and Tech Mahindra not only in terms of revenues but also by market capitalisation. TCS is the largest company by market capitalisation in the country with a market cap of over ₹6 lakh crore. It is also placed among the most valuable IT services brand in the world. Its brand value has grown 14 per cent from \$9 billion in 2017, placing it among the top three IT services companies globally. The brand value of IBM and Accenture stood at \$20 billion and \$17 billion, respectively. When it comes to revenue generation, TCS alone generates around 70 per cent of total funds for its parent company.

### IT sector outlook:

The IT sector remained a laggard for most part of 2017 and before. However, the sector outperformed both the benchmark indices, Sensex and Nifty, at a time when they were going through a phase of correction. The BSE IT index is up about 12 per cent, as against one per

cent rise in Sensex on a YTD basis. The rising number and size of digital deals, recovery of spends in BFSI, retail and utilities verticals, which contribute nearly 53 per cent to Indian IT services' revenues, augurs well for the sector. The nagging question of the H1-B work visas issued by the US, where the observers constantly watched the alternating trend of tightening and loosening of the visa regime, is much less a factor now than before. Indian IT is now said to be much less dependent on these visas.

The current deal momentum in the industry led by the digital is believed to be the highest as compared to the last several years. The significant deal flows have been led by sharp recovery in spends by brick-and-mortar retailers, IoT wave in manufacturing and bounce-back in the capex cycle of the energy sector. With robust cash flow generation and limited possibility of large acquisitions or setting up of huge campuses or delivery centres, higher dividend distribution to the shareholders becomes an imperative.

An added tailwind for the sector that has resulted in this positive reaction is that USD/INR has crossed the ₹66-mark. We expect this to aid in sustaining margin, if not aid margin expansion. Also, the management commentaries of most of the companies have indicated that FY19 is well-placed in terms of growth vis-à-vis FY18, fuelling the positive sentiment in the IT stocks.

### Positive Quarter

In an estimate defying Q4 FY18, the company reported consolidated revenue of ₹32,075 crore, registering an increase of 3.79 per cent QoQ. Notably, TCS' revenue from the digital space increased 42.8 per cent YoY, accounting for 23.8 per cent of the total revenue. The company's EBITDA for the quarter rose by 4.4 per cent QoQ to ₹8,652 crore, with corresponding margin expansion of 16 bps. Its EBITDA margin for the quarter stood at 26.97 per cent. The PAT for the quarter came in at ₹6,925 crore, witnessing an increase of 5.81 per cent QoQ. Industry-wise, the management is confident about the retail business

vertical gaining momentum in the rest of the fiscal.

The company's six industry verticals grew faster than the company average on a year-on-year scale. The only business segment that is lagging is the banking and financial services (BFS) vertical. The management said it is incrementally turning confident about the BFS vertical, though revenues are yet to reflect this. Growth in this segment remained flat or expanded just 0.4 per cent on a sequential basis in constant currency terms. More clarity is expected in the June quarterly results. TCS also reduced attrition rate by 10 basis points to 11 per cent in the quarter, with the total headcount reaching 394,998 with net addition of 4,118 employees over the quarter.

On an annual basis, the company's revenue in FY18 increased by 4.4 per cent to ₹1,23,104 crore, while EBITDA remained flat at ₹32,516 crore. Further, the company reported net profit of ₹25,880 crore, down by 2 per cent YoY.

Renewed traction in UK and Europe On a YoY basis, the company's business in continental Europe grew 19.1 per cent, in UK it grew 10.7 per cent, in Asia-Pacific it grew 8.6 per cent and in North America it grew 4.9 per cent. The company expects strong growth momentum to continue in the UK and Europe.

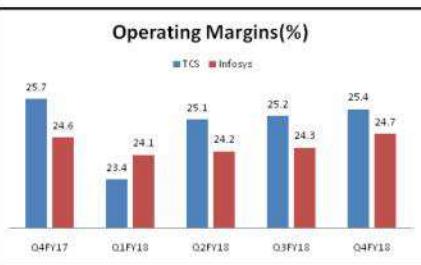
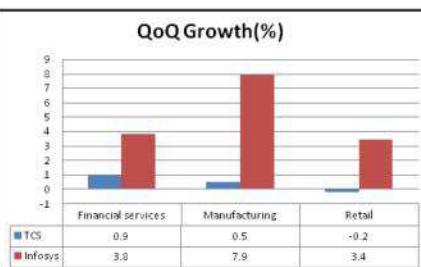
### TCS vs Infosys

As anticipated, TCS not only staged a better performance in the March quarter, but also pipped Infosys to the post by reporting faster dollar-denominated revenue growth for FY18 after lagging in the previous two years.

Q4 Performance		TCS	Infosys
\$ Revenue Growth(QoQ)		3.90%	1.80%
Constant Currency Growth(QoQ)		2%	0.60%

In addition, TCS retained the margin band of 26-28 per cent for FY19, while Infosys lowered it to 22-24 per cent from 23-25 per cent. TCS also fared well on the client additions on a YoY basis in the March quarter. It added 16 clients with more than 50 million dollar of billing each, including three with more than \$100-million billing each. In comparison, Infosys reported six new clients with more than \$50-million of billing each, including one client above \$100-million billing.

For shareholders, a positive factor was that both the companies showed greater



interest in improving returns on their investments. Infosys declared special dividend over and above the usual annual dividend and also proposed to return cash in the near term. On the other hand, TCS announced one bonus

Tata Consultancy Services Ltd.	
BSE Code: 532540	CMP : ₹3406.40
Particulars	Amonut (₹ Crore)
Net Sales	97356.00
% Change	5.03%
Operating Profit	33608.00
% Change	6.16%
Net Profit	25241.00
% Change	6.71%
Equity	191.00
EPS (₹)	131.12
FV (₹)	1.00
P/E (x)	23.60
Dividend Yield (%)	1.47
Book Value (₹)	396.41

(Trailing Four Quarter Data) ■ CMP As on 20-Apr-2018

share for one held, apart from declaring dividend. The operating margin is one of the most important metrics for IT firms. Over the last year, TCS has pipped Infosys on the margin front in all but one quarter. This quarter was no different. On the valuation front, the company maintained a PE ratio of 23.60x as against its peers Infosys (15.59x) and Wipro (15.62x). The company's return on equity (RoE) and return on capital employed (RoCE) stood at 32.80 per cent and 78.35 per cent, respectively. The company has a good RoE track record with three-year RoE of 36.45 per cent. The company is virtually debt-free. TCS has also been maintaining a healthy dividend payout of 47.30 per cent.

### Conclusion:

On the back of healthy deal wins and deal closures in the recent past (which cumulatively stands at around US \$8.3 billion in total contract value); traction for its digital offerings and anticipation of cross-currency tailwinds, the TCS management remains optimistic on double-digit revenue growth in FY19. But for the stock to deliver good returns, its BFS vertical has to revive. Traction in this segment may well be crucial for the earnings upgrades, a necessity for the next leg of growth in the stock. We believe TCS has a noticeable distance to cover on the growth metrics, which will prove decisive for the stock going forward. We urge our reader-investors to **HOLD** the scrip.



## OMCs: Caution, Highly Inflammable!

Brent crude oil recently climbed to its highest level in more than three years. Consequently, oil marketing companies (OMCs) in India have been under immense pressure. **Tanay Loya** tries to figure out what lies ahead for the investors from the OMCs

**C**rude oil crossed the \$70 per barrel mark in the global markets in a renewed rally. OPEC, Russia and other producers' firm stance on production cut in 2018 has led to the recent surge in oil prices. According to a Bloomberg report, Saudi Arabia wants to get oil prices near \$80/bbl to support the valuation of state energy giant Aramco before its initial public offering.

This was supported by easing concerns over a prolonged trade war between the US and China after Chinese President Xi Jinping showed signs of promising to open up China's economy and lower import tariffs on cars. However, the US is increasing export of crude oil with little signs of slowing down, which is balancing out the surge in price to some extent at the moment.



With rising crude oil prices, the oil marketing companies (OMCs) in India are already showing signs of underperformance. Hindustan Petroleum Corporation (HPCL), Bharat Petroleum Corporation (BPCL) and Indian Oil Corporation (IOCL) have underperformed both BSE Sensex and BSE Oil & Gas index in the last one month.

### **Oil Demand: Overview**

Rising income levels boosted oil demand in India due to the growth in the sales of scooters, cars and trucks. According to the Society of Indian Automobile Manufacturers, India's car sales increased 8 per cent in the year ended March 2018, while that of trucks and buses rose about 25 per cent from a year ago period. Consequently, India's oil demand grew 7.2 per cent in March from a year ago as the country emerged from the effects of demonetisation and the roll-out of GST. According to the oil ministry's Petroleum Planning & Analysis Cell, the nation's total oil consumption expanded to 18.6 million tonnes in the month from 17.4 million a year ago. Also, India's oil demand rose for the seventh straight month in March.

Demand for diesel, which accounts for about 40 per cent of India's oil consumption, increased 8 per cent to 7.35 million tonnes. India's oil demand had shrunk for the third consecutive month in March last year following demonetisation move by the government in November 2016. Now, with the RBI raising its outlook for gross domestic product growth to 7.4 per cent for the financial year 2018-19 from 6.6 per cent in the previous year, we can safely say that India's economic growth has picked up and the demand for oil can only go upwards.

### **PSUs' Declining Market Share In Auto Fuel Volumes**

It is interesting to note that growth in the domestic sales volumes of OMCs has fallen short of growth in domestic petroleum consumption in recent years. This can be attributed to continuous loss of market share in auto fuels to private players since the deregulation of diesel. Also, there has been a substantial increase in import of fuels such as

Company	Returns(%) Since April 11	YTD (%)	Annualised		
			1 Yr Return (%)	3 Yr Returns (%)	5 Yr Returns (%)
Reliance Industries	2.24	2.79	36.7	26.72	19.5
Oil & Natural Gas Corporation	0.94	-5.51	0.41	-6.32	-3.78
Petrojet LNG	0.93	-6.84	10.5	38.14	29.17
Gujarat State Fertilizers & Chemicals	0.64	-17.33	9.55	15.79	17.44
Oil India	0.48	-12.28	-1.47	-5.61	-4.88
Spicejet	-0.07	-6.91	48	87.58	35.78
Jet Airways (India)	-0.2	-26.67	28	12.67	5.26
Interglobe Aviation	-0.28	22.75	37.2		
Indraprastha Gas	-1.11	-13.8	39.8	51.58	38.27
Alphageo (India)	-3.17	-14.51	-17.4	18.98	84.75
Chennai Petroleum Corporation	-5.21	-22.91	-11.9	63.31	22.71
Indian Oil Corporation	-8	-15.35	-23.6	22.92	17.3
Bharat Petroleum Corporation	-10.16	-20.73	-16.2	15.54	25.17
Hindustan Petroleum Corporation	-12.25	-22.81	-13.5	32.74	36.98

*Data As on April 18, 2018*

Since January last year, Brent crude prices have risen by about 30 per cent. Higher crude oil prices benefit upstream companies, while negatively impacting downstream ones, unless they fully pass on the burden to the consumers. OMCs like HPCL, BPCL and IOCL were the worst hit in the recent past. Ever since media reports surfaced on April 11, 2018, stating that the government might ask the state-run OMCs to share the subsidy, the stocks have hugely corrected. HPCL was the worst hit with 12.25 per cent decline since April 11, 2018.

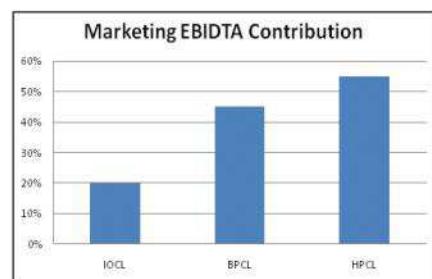
The rising crude price will improve gross refining margins (GRMs) and lead to inventory gains for refiners like Chennai Petroleum Corporation and Mangalore

Refinery & Petrochemicals. Reliance Industries derives more than 50 per cent of its profit from refining and hence benefits from rising crude price, which is expected to further improve its bottom-line.

The rise in fuel prices will have a negative impact on operational margins of aviation stocks like Jet Airways, Inter-Globe Aviation, etc. as fuel accounts for about 50 per cent of the operating costs of an airline in general. However, the overall growth trend in the sector is expected to even out such negatives.

ONGC is likely to benefit from rising crude prices after having broken a long-term declining trend.

In case the hike in fuel prices is absorbed by the OMCs, it will impact the gross marketing margins for these companies. Such a move is expected to impact HPCL the most as its marketing segment is the highest contributor to its overall operating income (around 55 per cent).



*Source: BloombergQuint*

**Ritesh Ashar,** *Chief Strategy Officer (CSO), KIFS*

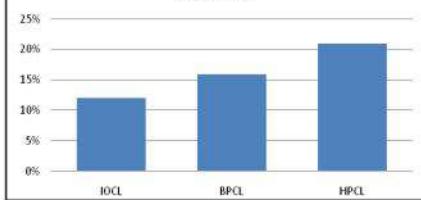
## How Will Rising Crude Oil Prices Impact The OMCs?

Rising crude oil prices have two implications, either pass on the burden to consumers or the losses will be absorbed by the OMCs from their margins. The government is focusing on the second alternative as the first one will lead to inflation issues and will directly affect banking policy in the near future. The companies have to shrink their marketing margins, which is the difference between prices at the refinery gate to fuel stations, and the other alternative can be adjustment of taxes, which may affect the revenue of the government via taxation, but OMCs and consumers will not be affected as a whole. The reason why we are expecting the losses to be absorbed by the OMCs is that passing on the burden to the consumers will create a sense of fear, Inflation and political instability, which will somehow affect the elections to come in

2019 and Karnataka elections too. The oil industry is divided into two parts: OMCs (oil marketing companies) and OPC (oil producing companies). When we say the oil price goes up, we mean the prices of crude oil goes up. As the crude oil is the final product of the exploration and production companies (such as ONGC) which will now be sold at higher prices, the E&P companies will make profit. On the other side, for the downstream companies (such as HPCL), crude oil is a raw material which they will now have to buy at a higher price and their final selling products are refined products such as petrol, diesel, etc. The prices of these refined products may not necessarily increase in the same proportion as the increase in the price of crude oil. As a result, the refining companies (BPCL and HPCL) start losing money.

The marketing segment of all the three oil retailers had taken a hit in the December quarter. A Re 1 per litre cut will bring the margins close to the November 2017 levels. According to Kotak Securities, Re 0.5 per litre drop impacts oil marketers' earnings per share by about 12 per cent to 21 per cent.

EPS impact If Rs 0.5 per Liter is absorbed



Source: Kotak Securities

### India seeking better bargain with global oil producers

Over the years, India has been unable to bargain better rates from the Gulf-based oil producers, despite being the third largest crude oil importer with over 210 million tonnes of annual purchase. Instead of getting a discount for bulk purchase, West Asian producers, particularly Saudi Arabia, charges a

mysterious 'Asian Premium' for its oil supplies to Asian countries such as India and Japan.

However, the situation is slowly changing. Key producers from OPEC, threatened by the rising output from new and non-OPEC countries, are now trying to secure a foothold in India where refining capacity is set to surge to 8 million barrels per day (bpd) by 2030 from 5 million bpd. Some concessions are already coming. Iran has offered to increase a discount on freight prices to Indian state refiners to double its sales to the companies, which control about one-third of India's refining capacity. Also, Saudi Aramco raised the credit limit for some Indian refiners last year so that they could lift more crude without explicit financial guarantees.

India last year began buying oil from the US to cut its dependence on the Middle East, whose share of overall imports fell to around 64 per cent in FY17 from about 80 per cent in FY08. The US, as an alternate source of oil supply, can give us better bargaining

power with the Middle East.

Moreover, the Indian government is joining hands with China to have a collective bargaining power against cartelisation of oil producers. If successful, the attempt will change the dynamics of international oil markets and India's oil imports will be cheaper by at least \$4-6 per barrel. Both the consumers and OMCs will be the beneficiaries as petrol and diesel prices would fall considerably in one stroke.

### Conclusion

Given the firm outlook for crude oil prices, especially ahead of the state assembly elections scheduled throughout CY18 and the general election scheduled in 2019, we expect OMCs to remain under pressure for at least next few months. Given this backdrop, one cannot rule out the possibility of OMCs not passing on the rise in fuel prices to customers. The key aspect, as of now, is to watch if the crude oil prices persist above \$70, since it could mean an overhang of subsidy sharing, which will keep the stock price under check. If the government pushes its oil companies into sharing the subsidy, these stocks could underperform further. However, if the global oil market corrects, investors can grab OMCs at a discounted price. For now, remain cautious on the OMCs.

Stocks	M cap (Cr)	P/E	P/B	RoE (%)	1 Yr Returns (%)	3 Yr Annualised Returns (%)	5 Yr Annualised Returns (%)	Dividend Yield (%)
HPCL	48,769.94	7.59	1.96	31.36	-13.5	32.74	36.98	6.25
IOCL	1,60,196.30	8.07	1.35	21.38	-23.6	22.92	17.3	5.76
BPCL	87,887.27	12.4	2.52	29.22	-16.2	15.57	25.17	5.35

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# Fast-Forward Your Portfolio Returns With FMCG STOCKS



Indian consumption story is something that global investors are betting on. **Yogesh Supekar** and **Nikita Singh** along with the **DSIJ Research Team** analyse the ground realities for the FMCG sector and identify investing opportunities in the FMCG space. Read on to understand the latest trends that are shaping one of the largest sectors in India...

**S**awan Gulati is a 35-year-old cloth merchant and lives in Aundh, a posh locality in Pune. He has recently purchased online Desicow A2 ghee, organic jaggery and moringa powder all from the same vendor – ‘Two Brothers Organic Farms’. Digital-savvy, Gulati often uses his latest Samsung S9 to order organic and Ayurvedic products and has even taught his wife how to do it on her latest iPhone.

Welcome to the new India and its emerging hi-tech consumption pattern! Increasingly, the consumption growth in India is driven by growing affluence, changing consumer lifestyles and behaviour. Among the young generation, there is a clear trend emerging and that is their preference for health-related and

Ayurvedic products. Within the FMCG sector in India, health-related products and Ayurvedic products are the new growth drivers.

The economic growth in India has supported the consumption story of India over the last decade. The per capital income (PCI) in India has grown from ₹29,524 in 2006-2007 to ₹103,219 in 2016-17, according to Central Statistical Office (CSO). This impressive growth in the PCI has led to a definitive increase in consumption, thus benefitting various companies that cater to one of the largest sectors in India-FMCG. What the increase in PCI has done is that it has pushed the people’s propensity to consume. This has led to growth in FMCG and consumer durables segment.

The present government has focused on building infrastructure, improving roads, enhancing rail and air connectivity and providing housing and electricity to people. The attention to rural areas and announcement of several welfare schemes, along with the measures taken to support the agriculture sector, spells growth for the consumer-facing businesses in India.

## FMCG sector outlook :-

Zooming upwards on robust macro factors, India’s FMCG sector’s revenue is forecasted to grow at 20.6 per cent CAGR and hit USD 103.7 billion by 2020. Filling up the consumer’s daily basket, the FMCGs are comprised of all the goods essential for a modern day lifestyle. FMCG sector has three main segments, viz., food and beverages, which accounts

for 19 per cent of the sector, healthcare, which accounts for 31 per cent, and household & personal care, which accounts for the remaining 50 per cent.

Despite the urban segments' impetus for diversity in product lines, about 60 per cent of the FMCG revenue is sourced from the rural segment. Rural regions, which constitute the largest area of India, recorded a market size of USD 29.4 billion as of 2016, while the segment is expected to grow exponentially in the coming years on the back of government initiatives to double the income of farmers by 2022. Keeping in view the positive developments and the government's growing emphasis on the rural segment, the market size of India's rural economy is likely to grow up to USD 220 billion by 2025 and is set to provide a momentum to the FMCG sector.

## Drivers of Indian FMCG sector

**India's favourable demographic trends;**

**Rising income levels;**

**Low per capita consumption;**

**Growing rural economy.**

However, the sector is faced with challenges of volatile environment as regards input costs and increased competition in recent times. With volatile crude oil prices and uncertainties on the global trade front, escalating US-China trade war and worries over inflation in India, the sector may encounter difficulties of swimming through rough waters in times to come.

Nevertheless, the expected growth in India's rural economy, growing urbanisation and broadening of the markets with wider usage of new-age technology, including internet and smart phones, indicate a positive story and are likely to keep the sector booming steadily. India's

## Achin Goel

*Head of Financial Planning & Wealth Management, Bonanza Portfolio.*

**Accounting for a revenue share of around 60 per cent, rural segment is the largest contributor to the overall revenue generated by the FMCG sector in India. The rural segment recorded a market size of around US\$ 29.4 billion in 2016 and is expected to grow to US\$ 220 billion in 2025.**

growing e-commerce and rising digital connectivity is especially likely to augur well for the sector. The transformation in lifestyles and an increasing emphasis on looking good, eating good and wearing good in this social media age is creating greater opportunities for the FMCG sector, while India's demographic dividend is likely to further give it a boost. In recent times, the sector is also witnessing a shift towards wholesome organic and Ayurvedic products, which is stimulating more demand and opening newer markets for the sector. Thus, the FMCG sector in India is at the cusp of explosive growth as India is brimming with opportunities to explore newer markets and penetration of larger brands.

### Good monsoon to have positive impact on FMCG sector :-

India's meteorological department has predicted a normal monsoon this year.

Usually, a normal monsoon helps improve rural incomes, which in turn boost rural demand. With the rise in rural demand, one of the sectors that could benefit is the FMCG sector. The increased rural demand translates into higher earnings for the FMCG companies. With improved earnings the financial trend can get positive for several of the FMCG companies.

Thus, with the announcement of normal monsoon along with the possibility of increase in farmers' income due to the enhanced minimum support price for crops, there is a good chance that the rural demand will accelerate, leading to impressive growth in rural consumption. This may lead to improvement in the financial performance of the FMCG companies, which may push FMCG stock prices higher in the coming quarters.

**Young India with over a third of its population below the age of 35 is witnessing a boom in consumption. The uptick in consumption has been outstanding in the past 10 years, which also coincides with uptick in the use of social media, technology, smart phones and television advertisements.**

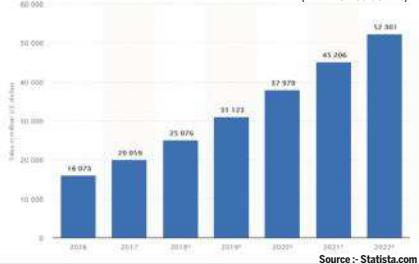


## Online FMCG: The next growth driver

Quickly maturing as one of the most crucial components of an FMCG's operation, e-commerce platforms offering FMCG products have created a safe haven for sellers and buyers, with greater visibility and variety, wider distribution and lower cost. Fortified by the wave of digitisation across regions and economic classes, online FMCG segment has become the new-found sales driver for the sector.

The FMCG sector, which is ordinarily dominated by the heavyweights, is slowly witnessing a change in the competitive environment as e-commerce platforms such as Amazon and Flipkart are taking over as more popular and convenient distribution networks. Slowly defeating the high moat nature of the sector that

**Fig. Retail e-commerce sales in India from 2016 to 2022 (in million US dollars)**



comes with large advertisement budgets, massive distribution networks and access to stores, e-commerce is steadily enabling smaller manufacturers to grow their market shares.

A platform such as Amazon India provides consumers with a vast variety of over 3000 soap brands, with brands such as Dove having over 178 products, including variants. Thriving on such huge variety of offerings, FMCG e-commerce is expected to expand as much as USD 5-6 billion in size by 2020 against its current size of USD 1 billion. The digital impact is likely to be so profound even in the Indian markets that it is expected that a majority of people in India may most likely purchase even their daily groceries from online platforms in just over the next three

years. With the fast-increasing youth and tech-savvy population in India, the country will also witness a huge surplus in internet users in the coming few years. The user base of internet is likely to hit 650 million by the year 2020 from 390 million internet users in 2016.

With over 50 per cent of the growth in internet users happening in rural India in the next four years in accord with the FMCG companies' sourcing substantial revenue from the rural segment, online FMCG is set to expand by leaps and bounds. However, this expansion is less likely to be uniform. While, skin care and colour cosmetics sales is likely to witness the most significant growth in online sales in the next three years, growing by over 10 per cent, the online sales of dairy products and soft drinks are likely to grow by only 1-3 per cent during the same period. Furthermore, the online platforms led by heavyweights Amazon, BigBasket and Grofers are likely to contribute growth of over 10 per cent in the FMCG sector during the next 3-4 years. According to reports, the digital channels may even increase their sales up to USD 45 billion by 2020 in the FMCG sector.

While the convenience of online shopping may be one of the major drivers of popularity of the online FMCG segment, that is not all. The stiff competition in the internet space with regard to pricing, discounts, offers and non-price factors such as range, service and interface of the e-retail space and targeted advertising are attracting huge number of consumers for the FMCG companies. With the internet age flourishing and India's e-retail space still at the cusp of growth, online FMCG is the growth catalyst of the FMCG sector right now.

## Patanjali: Transforming the FMCG sector

Pitched as the second largest consumer goods manufacturer after Hindustan Unilever, homegrown FMCG major Patanjali generated revenue worth ₹10,561 crore since its launch in January 2006. The company has witnessed a significant rise in its revenue despite its limited distribution network. Selling its products through its mega stores,



**India is considered to be one of the largest fast-moving consumer goods (FMCG) markets worth ₹2.5 trillion.**

Patanjali Chikitsalaya and Patanjali Arogya Kendra outlets, over a million retail stores and online retailers, the company's main growth drivers have been its cow milk ghee, toothpaste and herbal soaps and shampoos. It has flipped the face of FMCG sector, especially in the personal care segment with its wide range of herbal and Ayurvedic products.

While Patanjali's market share has witnessed a tremendous rise in recent years, it is also bearing down on the market shares of FMCG heavyweights such as HUL. India's largest consumer goods company, HUL recorded a decline of about 0.4-0.5 per cent in its market share since 2011, posting the steepest fall in its share by value among the top 20 brands in the personal care segment in India. Similarly, brands such as Fair & Lovely, Lux and Clinic Plus have also recorded a slump in their shares by retail value since Patanjali entered the scene and started to gain prominence. With its marketing strategy revolving around the products being Indian and rural-oriented, the company has inspired a sincere brand loyalty among most of its customers.

Patanjali's market share has risen drastically from a meagre 0.2 per cent in 2011 to 2.1 per cent in 2016, recording the highest rise in share of 1.9 per cent to gain a place amongst India's top eight brand. The penetration of Patanjali into the regular personal care markets with its

## Sachin Relekar, *Fund Manager-Equity, LIC MF*

### **Do you see FMCG stocks outperforming in 2018?**

The FMCG index has outperformed the Sensex in six out of the last ten financial years, including YTD performance in FY18. This has been on the back of multiple re-rating as well as strong earnings growth (major contribution being the former). Thus, while earnings growth for the top consumer stocks have compounded ~12%, their stock price returns have been much sharper. We expect this outperformance to continue in the coming year as well due to limited volatility in earnings.

The FMCG sector, like all other sectors, witnessed headwinds in the 2HFY17 and 1HFY18, driven by a difficult macro scenario, absence of price hikes, aftershock of demonetisation and the implementation of GST (which impacted the trade channels). We expect demand revival in the overall sector, driven by the normalisation of trade channels, rural recovery, improving/changing consumer sentiment and a supportive base (demonetisation impact).

### **What are the key risks that investors should keep in mind while investing in FMCG stocks in FY19?**

The growing challenge for most of the companies currently is from online/digital channels, which could possibly dilute the distribution advantage of large incumbents and cause pressures on margins. While most of the FMCG companies have realised the importance of digital and are allocating a dedicated resource to this vertical. Companies with outstanding and difficult-to-beat brands and enjoying strong consumer relevance are likely to do better. Another risk would be the volatility in raw material prices. While commodity prices for wheat, milk, and cooking oil have been benign, copra prices continued to be firm, coupled with increasing crude and crude-linked derivatives. Raw materials and packing inputs constitute close to 45-50% of sales, hence the movement of these prices should be monitored.

### **What is your expectation on earnings growth in FMCG sector in FY19?**

Low volume growth in the last few years was offset by operating

efficiencies and continuous price hikes taken by most consumer companies. This has resulted in elevated margins (~300 bps expansion in EBITDA margins for the major staples companies in the last two years). FY19 would see growth coming from both volumes as well as value (on the back of price hikes due to the inflationary environment) driven by improved consumer sentiment and premiumisation of product portfolios across categories. We expect earnings to growth to be healthy for the FMCG pack.

### **In your view, what will be the main growth drivers for the FMCG sector in CY18?**

We believe that as the penetration levels for various categories rise, volume growth will moderate. Instead, younger, more educated and globally connected Indian consumers will drive premiumisation and make 'value' growth the key driver. The shift in the consumption basket to "good to have" categories (conditioners, softeners, make-up, shower gels and deodorants), discretionary (packaged foods, high-end skin care etc.) and premiumisation is an important trend. Furthermore, the development of new age channels like Modern Trade and e-commerce will aid with convenience and drive impulse purchases.

### **The Indian government has introduced a string of initiatives to revive the rural economy. Do you think the FMCG companies are well-placed to reap benefits from the growing rural economy?**

We expect focus on increasing rural income levels to be continuous theme. It will reflect in better growth for FMCG companies. We expect rural growth to come back this year and companies having higher contribution of rural sales would benefit. Given the disruption and de-stocking that demonetisation and GST caused in the wholesale channel, which is the backbone of the rural distribution channel, all the major FMCG companies are focusing on improving their direct reach.

## Mustafa Nadeem, *CEO, Epic Research*

### **Will FMCG stocks outperform in 2018?**

It is very likely that FMCG stocks will perform. There are many reasons for the same technically. The index did bottom out in Q4 2016 and has given a phenomenal rally. We have seen a brief consolidation or, to name it, overdue consolidation in the last three months. The stocks that were underperforming were like ITC, Marico and GSK. They have seen some rebound with the recent upmove in ITC. The analysis also reveals that, with this reversal, we expect the leaders of the sector like HUL, Godrej CP and Industries, Tata Global to continue to perform better in the coming months, while a rebound in laggards will add flavour to the overall growth story of FMCG.

### **What sort of percentage allocation will you have for FMCG stocks in a diversified portfolio?**

Mostly, FMCG has been seen as an investment that can add a cherry on the cake in terms of dividends they provide that increase the returns annually and gives certain cushion to the overall portfolio. With the current correction in the broader market and the total outperformance we have seen in last few quarters, it would be reasonable to have an exposure of around 10-15% of the overall portfolio that can be given to the FMCG as a sector.

# Cover Story

## Harendra Kumar, *Managing Director, Institutional Equities, Elara Capital*

### What is your outlook on FMCG stocks?

Volume growth is looking upwards due to overall pick-up in the economy and also due to low base (4QFY17 was impacted due to demonetisation). Most of the FMCG companies have at least 4-5% of their topline growth coming from new product launches at premium prices as compared to the base portfolio. For example, Pure Derm Shampoo, launched by Hindustan Unilever to replace Clear Shampoo, is at 3x the price of Clear. Tresemme Keratase treatment was launched at a slight premium to Dove's base portfolio. Nestle has launched RTDs (Nescafe) and Noodles (Hotheads). We are pricing in 6.5% YoY volume growth for Hindustan Unilever for FY19 and we expect the trajectory to move up to 7.5% YoY in FY20E with more traction in GDP growth.

Real GDP growth has been inching upwards, albeit on a low base. ■ 5.7% YoY – June'17 ■ 6.5% YoY – Sept'17 ■ 7.2% YoY – Dec'17

Although the pricing component is currently little low as most

of the pricing actions were taken in 4QFY17 which have annualised now, however, we expect that with rising crude inflation, FMCG companies, and especially market leaders, will take > 5% price increase.

### What are your expectation on Q4FY18 results for FMCG stocks?

Early double digit growth in topline led by 6-7% volume growth and 100 bps of premiumisation and 3-4% of price increase. We expect EBITDA to grow by >15% YoY led by margin expansion. Overall, FMCG companies have saved at least 2-3% of sales as cost savings coming from GST – which has come in freight forwarding costs and tax levied on ad spends, which is now getting a set-off against the GST charged on finished goods.

### Are you seeing margin expansion for FMCG stocks?

Yes, we expect margins to expand by 100 bps this quarter due to cost savings led by GST.



## Prabhakar Kudva, *Co-Founder and Director, Samvitti Capital*

FMCG companies have been one of the biggest beneficiaries of GST and they have been rallying since the implementation of this game-changing reform. Leading FMCG companies have significantly slashed the prices of a number of goods post-GST, which has resulted in a faster consumption shift from unbranded to branded products, thereby spurring volume growth.

Simultaneously, GST has also brought operational efficiency with rationalisation of supply chain by removing bottlenecks, which has led to margin expansion. Channel stabilisation and demand revival are the frontrunners. Revived consumer sentiment with channels

stabilising would lead to a strong Q4. Greater urban demand and deeper rural penetration would drive demand. Moreover, GST-led benefits would start flowing even stronger from Q4. While the wholesale and pharma channel has not yet stabilised fully, FMCG companies' efforts to widen direct reach would drive their growth.

To conclude, both volume growth and margin expansion are coming to the fore together, on a relatively low base, which should continue during the year and support the ongoing rally in these companies



herbal and Ayurvedic products has further led to the introduction of 'natural' variants of the existing products by its competitors including Fair & Lovely, Clinic Plus and HUL as well. The company is also aggressively increasing its spending on advertisements. Ranked as the seventh largest spender on ads in the FMCG sector, the company is the fifteenth largest in overall terms.

The company is realising retention gains through its ad campaign featuring 'Baba Ramdev', its founder and brand ambassador, and has clocked in a turnover of ₹10,561 crore in FY17. Furthermore, the company is set to encash greater revenue

and growth opportunities with its constant efforts to explore newer markets and launch more products, as most of the product segments in India are brimming with opportunities and are yet to be fully penetrated by packaged branded products.

### FMCG Mutual Funds :-

While in the last one year the FMCG sector funds have notably outperformed the broader markets, over the periods of 3-year and 5-year as well the funds have offered greater returns than the broader market indices. In recent times, as S&P BSE Sensex recorded a return of 3.67 per cent for the last one month and S&P BSE FMCG posted a return of 5.32

per cent, the FMCG sector funds recorded an average return of 4.6 per cent for the period. Individually, SBI FMCG Direct (G) posted a return of 4.9 per cent, SBI FMCG Fund (G) 4.7 per cent, ICICI Pru FMCG Fund Direct (G) posted return of 5.6 per cent and ICICI Pru FMCG Fund (G) 5.5 per cent in the last one month.

These funds outperformed both the broader S&P BSE Sensex and the S&P BSE FMCG index returns of 16.94 per cent and 16.97 per cent, respectively, in the last one year. While SBI FMCG Direct (G) posted a return of 31.6 per cent and SBI FMCG Fund posted 30.2 per cent return for the last one year;

Fund Category	Returns			
	Short Term		Long Term	
Fund Category	1-Y	3-Y	5-Y	10-Y
Equity: FMCG	21.35	14.97	17.71	19.70
Equity: Pharma	-6.40	-3.75	14.64	16.74
Equity: Small Cap	21.45	18.61	31.27	16.52
Equity: Mid Cap	15.38	12.91	24.98	15.08
Equity: Technology	28.31	7.86	17.18	12.66
Equity: Multi Cap	13.99	10.59	18.78	11.88
Equity: Tax Saving	14.68	10.49	19.54	11.72
Hybrid: Equity-oriented	10.57	8.83	16.49	11.20
Equity: Banking	10.29	10.08	15.52	10.75
Equity: Large Cap	11.59	7.72	15.44	9.85

Source: Valueresearchonline.com

Top performing FMCG sectoral funds								
Mutual Fund Scheme	AUM	1 month	3 month	6 month	1 year	2 year	3 year	5 year
SBI FMCG - Direct (G)	121.53	4.9	0.4	16.4	33.2	27.9	18.1	20.3
SBI FMCG Fund (G)	384.47	4.7	0.1	15.7	31.9	26.7	16.9	19.2
ICICI Pru FMCG Fund - Direct (G)	49.47	5.6	2.1	8.0	20.8	20.3	11.9	17.1
ICICI Pru FMCG Fund (G)	307.45	5.5	1.9	7.6	19.9	19.9	11.1	16.3

ICICI Pru FMCG Fund Direct (G) recorded a return of 18.5 per cent and ICICI Pru FMCG Fund (G) recorded 17.6 per cent return, making these funds profitable investment options.

#### Conclusion:-

FMCG sector is considered as defensive in nature. FMCG stocks are held in the portfolio to provide stability in volatile markets as they showcase lower beta. FMCG stocks normally pay higher dividends when compared to other sectoral stocks and these stocks normally reflect higher RoEs. Such pertinent qualities of FMCG stocks make them darlings of long term investors. Having said that, investors need to be cautious on the price they should be paying for these highly sought-after stocks. In the long run, to make money in the stock market, it does matter the price at which one buys a quality stock. One needs to study if the quality FMCG stock under consideration is trading at a reasonable valuation and whether the compounding growth story is intact for the underlying stock.

Looking at the year 2018 and the

According to Boston Consulting Group (BCG), India could become the third largest consumer economy by 2025, touching \$4 trillion and will trail only behind the US and China by 2025.



## Vivek Banka

Founder, Altiore Capital

In the Indian context, the defensive stocks are often synonymous with IT/exports/pharma/select consumer stocks. Defensive stocks typically have characteristics that make them in a way inversely correlated with other sectors in the market and resilient to the downturns in the market.

Typically, defensive stocks are recommended when the indices have run up too fast in a short period of time, making them vulnerable to a large fall, to find shelter in such stocks.

increased volatility in the markets, quality growth-oriented FMCG stocks should be a part of the portfolio for any investors. FMCG stocks outperformed key benchmark index returns in CY17 and the probability of the FMCG stocks outperforming in 2018 is very high, given the consumption story of India and a healthy GDP growth rate in CY18. The good monsoon this season may add to the rural consumption story.

India is a goldmine of demographic dividends and the same advantage is expected to remain with India for the next 50 years. FMCG consumption can grow at a faster pace owing to changing lifestyles and rapid urbanization.

Investors should look at FMCG sector with an ultra long term view and wait patiently to allow the investment theme to play out.

# Cover Story

## GCPL

CMP : ₹1131

BSE CODE : 532424

Face Value : ₹1

BSE Volume : 10,259

**G**odrej Consumer Products Ltd (GCPL) is a part of the Godrej Group, which is one of the oldest business groups in India. In line with its 3x3 approach to international expansion, the company is building a presence in three emerging markets (Asia, Africa, Latin America) across three categories (home care, personal wash, hair care). The company has established a strong international presence through a slew of acquisitions over the years. GCPL is among the largest household insecticide and hair care players in emerging markets. The company has de-risked its business model with 50 per cent of revenue coming from India and the rest from the international business.

On the financial front, the net sales of the company increased by 11.37 per cent to ₹1,425.04 crore in the third quarter of FY18, as against ₹1,279.52 crore in the same quarter of previous year. The company PBDT surged 27.52 per cent to ₹401.39 crore in the third quarter of FY18 on a yearly basis. The company's net profit has also gone up by 29.24 per cent to ₹299.07 crore in the third quarter of FY18, as against ₹231.4 crore in the same quarter of the previous year.

On an annual basis, the net sales of the company increased by 5.77 per cent to ₹5,088.99 crore in FY17, as against ₹4,811.57 crore in FY16 on a year-on-year basis. The company's PBDT

surged by 17.76 per cent to ₹1,164.16 crore in FY17 as against ₹988.59 crore in FY16. The net profit also went up by 14.64 per cent to ₹848.03 crore in the FY17 as against ₹739.72 crore in FY16.

On the valuation front, the company maintained a PE ratio of 54.10x as against its peers HUL (62.10X) and Nestle India (72.03x). The company's return on equity (RoE) and return on capital employed (RoCE) stood at 27.08 per cent and 22.35 per cent, respectively. The company has a debt-to-equity ratio of 0.75x. GCPL has also been maintaining a healthy dividend pay-out of 29.42 per cent.

The company's domestic business is expected to maintain strong growth momentum in the coming quarters with expected recovery in rural demand and new product launches getting good response in the near term. The innovative new launches in household insecticides (HI) and hair colours segment in India, major focus on backward locations in soaps; prioritised recovery plan in Indonesia HI segment and a ramp up in wet hair care in Africa would be some of the key growth drivers in the medium term for the company. We recommend our reader-investors to **BUY** the stock.

Last Five Quarters (₹/Cr)

	Dec-17	Sept-17	June-17	Mar-17	Dec-16
Total Income	1425.04	1363.78	1196.16	1354.62	1279.52
Other Income	18.52	15.04	18.98	19.48	16.56
Operating Profit	414.01	357.46	221.02	360.97	324.30
Interest	12.62	13.28	13.34	12.12	9.20
Net Profit	299.07	256.11	149.56	253.09	231.55
Equity	68.13	68.13	68.12	34.06	34.06

(Data as on Apr. 24, 2018)



# ITC

CMP : ₹276

BSE CODE : 500875

Face Value : ₹1

BSE Volume : 386,668

**I**TC is one of the largest consumer companies in India with businesses spanning cigarettes, hotels, paper and agri-commodities. The company is among the top players in all the businesses it operates in. In FMCG, ITC is one of the fastest growing players, and in hotels too, ITC is one of the largest and fastest-growing hospitality chains in India. In agriculture segment, it is a pioneer in rural transformation and in paperboards and packaging, ITC is the market leader in revenue and profit.

On the financial front, the net sales of the company showed a de-growth of 36.35 per cent to ₹9,952.19 crore in the third quarter of FY18, as against ₹13,569.97 crore in the same quarter of previous year. The company PBDT surged by 16.57 per cent to ₹4,920.30 crore in the third quarter of FY18 on a yearly basis, while the company's net profit has also gone up by 16.76 per cent to ₹3,0090.20 crore in the third quarter of FY18, as against ₹2,646.73 crore in the same quarter of the previous year.

On an annual basis, the net sales of the company increased by 50.52 per cent to ₹55,448.46 crore in FY17, as against ₹36,837.39 crore in the FY16 on a year-on-year basis. The company's PBDT surged 3.43 per cent to ₹16,541.00 crore in FY17 as against ₹15,992.84 crore in FY16. The net profit also went up by 3.62 per cent to ₹10,200.90 crore in FY17 as against ₹9,844.71 crore in FY16.

On the valuation front, the company maintained a PE ratio of 31.64x as against its peers Dabur (48.78x) and HUL (61.98x). The company's return on equity (RoE) and return on capital employed (RoCE) stood at 23.15 per cent and 62.80 per cent, respectively. The company has a good RoE track record with 3-year RoE of 26.68 per cent. The company has reduced debt and is virtually debt-free. ITC has also been maintaining a healthy dividend payout of 60.47 per cent.

The finance minister in the Union Budget has not proposed any change in the tax rate on cigarettes, which comes as a big relief for the company. We expect cigarette volumes should improve and if there is a shift from illegal to legal cigarettes, it can be an added boost to the overall volume growth for cigarettes. While presently the cigarette segment contributes about 85 per cent to ITC's overall EBIT, going forward rising profitability of other segments is expected to reduce cigarette's contribution.

The ITC stock was battered because of fears around the GST, and while those fears have dissipated, the stock has not recovered yet. ITC is available at the lower band of valuation and the investment in non-tobacco businesses are now giving returns. Nascent segments where ITC is likely to scale up fast are salt, juices, dairy and spices. We recommend our reader-investors to BUY the stock.

Last Five Quarters (₹/Cr)					
	Dec-17	Sept-17	June-17	Mar-17	Dec-16
Total Income	9952.19	9763.92	13800.42	15008.82	13569.97
Other Income	626.92	494.21	476.77	402.1	687.94
Operating Profit	4531.42	4255.72	4223.17	4277.49	4234.33
Interest	24.02	29.01	10.38	-11.46	13.59
Net Profit	3090.2	2639.84	2560.5	2669.47	2646.73
Equity	1219.05	1218.36	1215.22	1214.74	1212.14

(Data as on Apr. 24, 2018)



**FMCG**



**Hotels**



**Agri Business**



**Paperboards & Packaging**

















































# Special Report

## Plastic Ban: A Boon for Paper and Jute Stocks



Banning usage of plastics in Maharashtra has triggered correction in several stocks. **DSIJ Research Team** finds out how the plastic ban is proving to be a boon for several companies. Read on to know which stocks are benefiting from plastic ban...

Social media is strewn with ceaseless reports highlighting plastic disposal and its harmful effects on sea life, the ecosystem and various carcinogenic threats arising from the use of plastic. This has triggered many Indian states to ban plastic. Around 17 states/union territories have taken tiny steps to ban plastic products. Maharashtra followed the suit on March 23, 2018, imposing a ban on manufacture, use, sale, distribution and storage of all plastic materials.

Due to this Go Green initiative of the Maharashtra government, many plastic stocks listed on the BSE got hammered. The news triggered a major sell-off in plastic product manufacturing companies. The small and micro-caps were most impacted as these companies were more vulnerable and had few product offerings. Sentimental factor also pulled down the stocks of below-mentioned companies that do not have a direct exposure to the recent plastic ban, but

Company Name	Return over 02Apr2018 16-Mar-2018	Market Cap
Jumbo Bag	-16.41	12.06
Pankaj Polypack	-11.67	12.66
Raj Packaging Industries	-15.25	15.31
MPL Plastics	-11.18	20.87
Biopac India Corporation	-14.34	37.86
National Plastic Ind.	-12.02	52.86
AMD Industries	-15.68	55.97
Bright Brothers	-14.57	57.94
Tokyo Plast International	-13.32	86.89
RDB Rasayans	-14.97	142.34
OK Play India	-19.36	148.31
DhabriyaPolywood	-10.39	172.54
Prima Plastics	-13.40	212.97
TPL Plastech	-11.42	264.43

still have delivered negative returns. As the news created a sell-off, some companies saw further correction with Raj Packaging Industries, TPL Plastech, AMD Industries correcting by 23%, 20% and 18% over the last one month. Though they were to be least impacted by the banned items.

This was not a blanket ban and banned items included one-time use bags, spoons, single-use disposable dish, cups, plates, glasses, fork, bowl, container, disposable dish/ bowl used for packaging food in hotels, spoon, straw, non-woven polypropylene bags, cups/ pouches to store liquid, packaging with plastic to wrap or store the products, packaging of food items and food grain material and thermocol items. This generally mixes with food waste and generates non-biodegradable waste.

However, the ban will not be applicable to plastic bags or plastic used in the packaging of medicines, compostable plastic bags or material used for plant nurseries, horticulture, agriculture and handling of solid waste. Plastic manufacturing companies appealed to HC to stay the ban which was declined. However, the court gave a temporary relief by providing a period of three months to the manufacturers, distributors and retailers to dispose of their existing stock of plastic.

**1**

The companies which offer products that are banned by the state government are Pankaj Polymers and Biopac India Corporation, both produce disposable ware. Both the stocks corrected sharply by 19% (Pankaj Polymers) and 9% (Biopac India Corporation) over the last one month.

**2**

There are few stocks which are likely to have an adverse impact of this development. The companies which offer products that are banned by the state government are Pankaj Polymers and Biopac India Corporation, both produce disposable ware. Both the stocks corrected sharply by 19% (Pankaj Polymers) and 9% (Biopac India Corporation) over the last one month.

Due to this ban, 50,000 SMEs are going to be impacted which provide employment to about 4 lakh people. These SMEs have urged the government to scrap the plastic ban and instead make consumers more aware of ways to dispose of plastics. However SC has not accepted the request for stay on the ban. Prakash Javadekar, Union Minister of State for Environment, Forest and Climate Change said that out of 15,000 tonnes of plastic waste generated each day, 6,000 is not collected. This problem of plastic waste disposal is swelling day by day.

Mckinsey& Company has estimated that by 2050, oceans are expected to have more plastics by weight than fish and the entire plastic industry will consume 20% of the total oil production and 15% of the annual carbon budget. Also, plastic takes anything more than 500 years to decompose. So most of the plastic that was produced since the time of its invention is still on earth, unless burnt or reused.

Understanding the severity of this issue, companies have been venturing into plastic recycling. However, recycling poses the problem of downcycling which is usually contaminated and is not Virgin. Example: A pet bottle cannot be recycled to a Pet bottle, but a lower grade plastic product or fiber. Many companies are venturing into plastic recycling as it

provides a huge business potential.

One of the companies which is involved in PET recycling business is Ganesha Ecosphere established in 1987. The company has a dominating market share of 25 per cent in the PET recycling industry. P&G too has been moving into the Zero waste mode and has set up facilities in Mandideep and Baddi. Here, non-recyclable plastic laminate materials are shredded and pressed into low-cost building panels. Gravita has too entered into commercial production of PPCP Granules at its Andhra Pradesh plant in April 2018, having an annual capacity of 1,200 MTPA. The production from this plant will furnish the needs of Injection Moulding and Non-woven fabric industry, globally.

Going ahead, this Go Green initiative is likely to open up new opportunities mainly for the companies which are in the manufacturing business of plastic bags, cloth bags and jute bags. Also, on January 5, 2018, the government has imposed anti-dumping duty ranging from US\$6.30 to 351.72 per tonne on imports of jute and its products from Nepal & Bangladesh. This move would help the Indian Jute companies to improve their margins, going ahead. The name of the companies which are mainly engaged in jute and jute products business and the improvement in their stock prices are mentioned below.

Company	Return in last one month (%)
Cheviot company	15
Ludlow Jute & Specialities	9
Gloster	8

Also, this ban is likely to be beneficial to the paper industry as well because paper bags are the best substitute and it is

**3**

Going ahead, this Go Green initiative is likely to open up new opportunities mainly for the companies which are in the manufacturing business of plastic bags, cloth bags and jute bags.

eco-friendly and lightweight. The name of the companies which are engaged in Paper business and the significant improvement in their share prices are mentioned below.

Company	Return in last one month (%)
Yash Papers	39
Malu Paper Mills	31
Shreyans Industries	23
Shree Karthik Papers	22
Nath Pulp & Paper Mills	21

Switching to eco-friendly products is a more viable option as it can create a sustained solution. Plastic recycling can be done to a certain extent and changing form doesn't fix the issue of disposing of plastic. The consumer also should be encouraged to buy recycled plastics rather than virgin plastics. Plastics are here to stay in varied forms, while new technological innovations in eco-friendly, bio-degradable packaging is bound to be in limelight. India needs to follow example of countries like Ireland and Denmark which have successfully been able to reduce plastic usage by 80% by 2018. This offers plethora of opportunities for government, industries and consumer to work towards effective waste management.

### Conclusion

Going ahead the " Go green " trend in India may gather more steam. Socially conscious investors can benefit by investing in those companies that help this initiative . Investors are better off avoiding investment in those plastics companies that have few product offerings. Instead of betting on the government or SC reversing its decision on plastic bans investors would gain by identifying companies that provide an alternative to plastics.

## NR Agarwal Industries

CMP : ₹515.50

BSE CODE : 516082

Face Value : ₹10

BSE Volume : 1009

**N**R Agarwal Industries Ltd (NRAIL), is in the business of manufacturing finished paper products by recycling waste paper. The company is one of the largest manufacturers of recycled grey back and white back duplex boards (DB) in the country. In 2014, the company forayed into writing & printing (W&P) paper segment. NRAIL earns around 48 per cent revenues from DB, around 43 per cent from W&P and the remaining from newsprint. The company's capacity utilisation for duplex boards is about 97 per cent and for writing and printing paper it is about 91 per cent. About 10 per cent of NRAIL's revenue is from exports to Sri Lanka, Middle East, Bangladesh and Africa.

The company is undertaking a techno-economic viability study with the professional assistance of Ernst and Young LLP for setting up a new 500 TPD Kraft paper unit as a part of its expansion plan. The Kraft segment is expected to witness highest growth amongst all paper segments on the back of requirement for better quality packaging of FMCG products through organised retail and increasing preference for ready-to-eat foods.

NRAIL's promoter shareholding was earlier entirely pledged. But now the entire shares of promoters have been released, which augurs well for the company and for the investors. Also, recently, Bank of Baroda lowered interest rate on term loan and cash credit for the company from about 12.25 per cent to about 11 per cent.

On the financial front, the company's revenue increased 19.80 per cent from ₹263.07 crore in Q3FY17 to ₹315.17 crore in Q3FY18. The company's PBDT also improved 23.65 per cent to ₹32.47 crore in Q3FY18 from ₹26.26 crore in Q3FY17. The company's net profit also rose from ₹20.1 crore in Q3FY17 to ₹25.85 crore in Q3FY18, registering an increase of 28.61 per cent.

On an annual basis, NRAIL posted 16.86 per cent increase in its revenue

to ₹1,040.54 crore in FY17 from ₹890.42 crore in FY16. The company's PBDT increased 251.74 per cent to ₹97.01 crore in FY17 on a yearly basis. The company's net profit increased tremendously by 293.89 per cent to ₹70.23 crore from ₹17.83 crore for the corresponding period previous year.

On the valuation front, the company maintained a PE ratio of 9.77x as against its peers JK Paper (10.54x). The company's return on equity (RoE) and return on capital employed (RoCE) stood at 57.97 per cent and 19.54 per cent, respectively. The company has a good RoE track record with 3 year RoE of 26.31 per cent. The company has good consistent profit growth of 39.59 per cent over the last 5 years.

Considering the headroom for growth in paper due to low per capita consumption of paper in India as well as due to increasing demand by burgeoning FMCG and packaged food industry; and also considering the company's plans to foray into Kraft paper (which is expected to witness the highest growth amongst all paper segments), we recommend a BUY on the stock.

Last Five Quarters (₹/Cr)

	Dec-17	Sept-17	June-17	Mar-17	Dec-16
Total Income	315.17	276.62	288.93	282.29	275
Other Income	3.33	3.25	4.36	3.53	1.44
Operating Profit	42.88	35.09	37.34	36.72	37.31
Interest	10.41	10	9.63	9.87	10.82
Net Profit	25.85	18.58	21.42	24.06	23.68
Equity	17.02	17.02	17.02	17.02	17.02

(Data as on Apr. 23, 2018)



# Our Call Tracker

Our research-backed recommendations have been our greatest strength over the past so many years. In fact, helping investors book profits has been the very essence of our existence. Here is a detailed guide on the recommendations readers to get a quick insight on what to do next.

## CHOICE SCRIP

### RECOMMENDATIONS UPDATE FOR THE LAST ONE YEAR

Recom. Date	Company Name	Recom. Price	Exit Date	Exit Price	Perc Return
30-Aug-16	Lupin	1509.50	01-Aug-17	1030.00	-31.77
13-Sep-16	Bharat Financial Inclusion	730.65	03-Oct-16	920.75	26.02
27-Sep-16	Bharat Electronics	128.21	23-Mar-17	154.10	20.20
12-Oct-16	Quess Corp	615.85	20-Apr-17	751.15	21.97
26-Oct-16	Equitas Holdings	176.70	26-Oct-17	146.10	-17.32
08-Nov-16	Muthoot Finance	359.05	15-Jun-17	480.55	33.84
22-Nov-16	Engineers India	138.12	05-Oct-17	149.20	8.02
07-Dec-16	Elgi Equipments	177.85	16-Jun-17	234.00	31.57
21-Dec-16	Gillette India	4264.35	07-Aug-17	5360.00	25.69
04-Jan-17	Power Grid Corporation of India	188.00	21-Nov-17	207.25	10.24
18-Jan-17	Oil India	337.30	03-Oct-17	351.70	4.27
01-Feb-17	IRB Infrastructure Developers	231.70	15-Dec-17	210.35	-9.21
15-Feb-17	Shriram Transport Finance Company	938.95	27-Oct-17	1153.95	22.90
01-Mar-17	Supreme Industries	1005.95	12-Sep-17	1165.00	15.81
15-Mar-17	Kajaria Ceramics	553.65	20-Sep-17	752.05	35.83
11-Apr-17	Aarti Industries	778.70	15-May-17	931.05	19.56
26-Apr-17	SJVN	35.05	04-Oct-17	35.20	0.43
10-May-17	Sadbhav Infrastructure Project	111.35	20-Nov-17	141.10	26.72
24-May-17	IDBI Bank	66.15	22-Feb-18	70.50	6.58
07-Jun-17	Bajaj Holdings & Investment	2064.05	07-Aug-17	2546.00	23.35
20-Jun-17	Tata Motors	468.00	<b>Open</b>		-29.78
06-Jul-17	Power Finance Corporation	122.60	27-Oct-17	147.60	20.39
19-Jul-17	Dredging Corporation Of India	624.65	09-Nov-17	711.90	13.97
03-Aug-17	TCPL Packaging	658.55	<b>Open</b>		-13.45
17-Aug-17	Tata Metaliks	667.80	20-Nov-17	826.20	23.72
31-Aug-17	Tata Sponge Iron	815.25	10-Jan-18	1124.45	37.93
14-Sep-17	Symphony	1429.80	18-Dec-17	1672.00	16.94
12-Oct-17	Time Technoplast	198.40	<b>Open</b>		-16.76
26-Oct-17	Esab India	865.30	<b>Open</b>		-18.95
09-Nov-17	CCL Products India	319.65	<b>Open</b>		-7.35
23-Nov-17	Bajaj Finance	1763.85	09-Apr-18	1933.60	9.62
07-Dec-17	Minda Industries	1103.85	<b>Open</b>		1.01
21-Dec-17	J B Chemicals & Pharmaceuticals	325.00	<b>Open</b>		-4.31
04-Jan-18	Kalpataru Power Transmissions	481.35	<b>Open</b>		-2.70
18-Jan-18	IFB Industries	1460.10	<b>Open</b>		-17.21
01-Feb-18	Eveready Industries India	415.10	<b>Open</b>		-25.40
15-Feb-18	Essel Propack	279.20	<b>Open</b>		-7.56
01-Mar-18	Colgate-Palmolive (India)	1051.65	<b>Open</b>		5.69
15-Mar-18	Escorts	854.20	<b>Open</b>		10.40
28-Mar-18	Balkrishna Industries	1079.80	16-Apr-18	1317.85	22.05
12-Apr-18	Va Tech Wabag	508.20	<b>Open</b>		0.34



**Jayesh Dadia**, Chartered Accountant

I have sold my residential house on March 15, 2015. I have reinvested the entire capital gain of ₹4 crore in a new residential flat which was under construction. Even after three years, the builder could not complete the building and I have still not got the possession of the new house. What would be the tax implications as I understand that new property must be acquired within three years?

Exemption under section 54 of the IT Act availed by you cannot be withdrawn, even if you have not got the possession of the new flat within three years from the date of sale of the original residential house. The requirement of section 54(2) of IT Act is that the entire capital gain should be utilised for purchase of new residential house. Since in your case, you have invested the entire ₹4 crore for purchase of the new residential house which was under construction, you have complied with the provision of Act. It is not the requirement under section 54(2) that the assessee must get possession of new residential house within a period of three years. The requirement of section 54 is that the capital gain should be utilised or appropriated for purchase of a new residential house. Therefore, even if you have not got the possession of the new flat, which was not completed by the builder, you will not lose exemption under section 54 availed by you.

Can you explain the provision relating to reopening of the completed assessment under the Income Tax Act? I have just received a notice for reopening of my completed assessment under section 143(3) of assessment year 2011-12 on March 31, 2018. What procedure do I have to follow and what are the legal remedies available to me?

## Tax Column

Under section 147 read with sections 148 and 149 of the IT Act, if the assessing officer is satisfied that any income chargeable to tax has escaped assessment, he can reopen the completed assessment of last six assessment years on the date of issue of the notice. He has issued notice on March 31, 2018 and, therefore, he can reopen the assessment of assessment year 2011-12. However, since in your case the assessment for assessment year 2011-12 was completed under section 143(3) of the IT Act and if there is no failure on your part to disclose fully and truly all material facts necessary for assessment year 2011-12, then the time limit is only four years. So, if you can prove that there is no failure on your part to disclose fully and truly all material facts which are required for the assessment, then you can challenge the 148 notice. First, you have to file a revised return and then request the assessing officer to furnish you the reasons recorded for reopening the assessment. You can object to the reasons for reopening before the assessing officer. If he rejects, then you can approach the Bombay High Court by way of writ petition requesting the High Court to quash the reassessment proceedings.

Alternatively, you can file all the details in the reassessment proceedings once again and challenge the reassessment before the appellate authorities such CIT(A), Income Tax Tribunal, High Court, etc. If your case is strong you may succeed both at the level of the High Court by of writ petition or at the appellate stage.

**I have given a loan of ₹1,00,000 in cash to my close friend. Subsequently, he has repaid the loan in cash. Now I am told that under the provision of the Income Tax Act, I cannot give a loan in cash and neither can I receive it back in cash. Can you explain the tax implications, if at all, in my hand?**

Under Section 269SS, no person can accept from any other person any loan or deposit in cash in excess of ₹20,000. Thus, there is a violation by your friend in accepting cash loan of ₹1,00,000. Under Section 271D of the IT Act, the assessing officer can levy a penalty of Rs1,00,000, i.e. equal to the amount of loan. However,

if there is a reasonable cause and the transaction is bona fide, the assessing officer can drop the penalty. Under Section 269T, no person can repay the loan in cash exceeding ₹20,000. Here again, your friend has violated the provision of the Act by repaying you the loan of ₹1,00,000 in cash. Under Section 271E, this default also attracts penalty of an equivalent amount. Here also, the penalty can be dropped if your transaction is bona fide and made under unavoidable circumstances. In any case, there is no default on your part and no tax implication in your hand.

**I along with my friends are going to set up an educational institution, which would exclusively carry on the educational activities and not to earn profit. I was told that educational institutions enjoy tax exemption under the Income Tax Act. Can you explain?**

An educational institution enjoys a privileged position under the present Indian taxation systems. Section 10(23C) and section 11 of the IT Act contain the provision applicable to educational institutions. If your educational institution's annual receipts does not exceed Rs1 crore, then under section 10(23C)(iiad), it is eligible for tax exemption. No need for separate registration under the IT Act. However, if your educational institution's annual receipt exceeds ₹1 crore, then you are eligible for tax exemption under section 10(23C)(vi) of the IT Act, subject to approval of Commissioner of Income Tax Act by making application in prescribed form 56D.

Alternatively, your educational institution can claim exemption under section 11 read with section 2(15) of the IT Act, if you are a charitable trust/institution under section 12AA of the IT Act. However, the educational institution has to satisfy certain conditions such as maintenance of accounts, audit of accounts, submitting return of income along with auditor's report within the due date and exist solely for educational purpose and not for profit. Any surplus made by the educational institution out of its educational activities cannot be termed as profit, provided the entire surplus is reinvested in the educational activity of the institution and not distributed.

## TANLA SOLUTIONS

I want to know if Tanla Solutions Limited is a good buy at current levels.

- Surajsingh Rajput

BSE/NSE Code	532790 / TANLA
Face Value	₹1
CMP	₹37.00
52-Week	High ₹53.80 / Low ₹28.85
Your Current Profit/(Loss)	--

HOLD

**T**anla Solutions Limited (Tanla) is a Hyderabad-based holding company incorporated in 1999 and having its headquarter in India. The company offers software products. The company offers Application-to-Person Service (A2P) messaging platform globally. Its range of service portfolio includes product development and implementation in wireless telephony industry, aggregator services and offshore development services. On the financial front, the net sales of the company grew by 13.30 per cent to ₹173.22 crore in the third quarter of FY18, as against ₹152.89 crore in the same quarter of previous year. The company's PBDT surged by 36.32 per cent to ₹10.96 crore in the third quarter of FY18 on a yearly basis, whereas the company's net profit has gone down by 2,476.47 per cent to ₹0.17 crore in the third quarter of FY18, as against ₹4.21 crore in the same quarter of previous year. On the annual front, the net sales of the company increased by 78.15 per cent to ₹498.72 crore in FY17, as against ₹279.95 crore in the FY16 on a year-on-year basis. The company's PBDT declined by 78.09 per cent to ₹9.54 crore in FY17 as against ₹16.99 crore in FY16. The net profit declined by ₹1,420.63 per cent to ₹-0.63 crore in the FY17 as against ₹8.32 crore in FY16. Looking at the current position we recommend our investors to **HOLD** the stock.

## BSE

I bought 100 shares of BSE at ₹884. Should I sell or hold ?

- Viral Mehta

NSE Code	BSE Limited
Face Value	₹2
CMP	₹808
52-Week	High ₹1178.35 / Low ₹726
Your Current Profit/(Loss)	--

HOLD

**B**SE Limited is an India-based stock exchange company having its headquarter in Mumbai. BSE provides a transparent market for trading in equity, debt instruments, derivatives and mutual funds. It provides a huge number of services to capital market participants, which includes risk management, clearing, settlement, market data services and education. The company's subsidiaries include Marketplace Technologies, Central Depository Services (India), Indian Clearing Corporation and CDSL Ventures. On the financial front, the net sales of the company grew by 49.04 per cent to ₹115.07 crore in the third quarter of FY18, as against ₹77.21 crore in the same quarter of previous year. The company's PBDT surged by 61.18 per cent to ₹64.36 crore in the third quarter of FY18 on a yearly basis, whereas the company's net profit declined by 26.03 per cent to ₹55.6 crore in the third quarter of FY18 on yearly basis. On the annual front, the net sales of the company decreased by 49.53 per cent to ₹331.04 crore in FY17, as against ₹495.02 crore in FY16 on a year-on-year basis. The company's PBDT declined by 5.84 per cent to ₹169.46 crore in FY17 as against ₹179.36 crore in FY16. The net profit has surged by 50.59 per cent to ₹198.64 crore in the FY17 as against ₹131.91 crore in FY16. Looking at the current position we recommend our investors to **HOLD** the stock.

Readers are requested to send only one query at a time so that more readers get a chance. For complaints regarding non-receipt of dividend, bonus, rights and other matters, investors may write to [www.investor.sebi.gov.in](http://www.investor.sebi.gov.in)



Company Name: \_\_\_\_\_

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**INVESTMENT JOURNAL**  
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**DSIJ Pvt. Ltd.**

C-305, 3rd Floor, Trade Center,  
North Main Road, Near Axis Bank,  
Opp. Lane No. 6, Koregaon Park,  
Pune - 411001

Email:[editorial@DSIJ.in](mailto:editorial@DSIJ.in)

## SEL MANUFACTURING

I hold 3000 shares of SEL Manufacturing for the past 8 years. Kindly recommend Hold or Sell in this share.

- Balasubramaniam

BSE/NSE Code	532886 / SELMCL
Face Value	₹10
CMP	₹2.43
52-Week	High ₹3.98 / Low ₹1.92
Your Current Profit/(Loss)	--

HOLD

**S**EL Manufacturing Company Limited is an India-based vertically integrated multi-product textile company which was incorporated in the year 1969. The company is mainly engaged in the manufacturing, processing and trading of yarn, fabric, readymade garments and towels. It offers a large variety of terry towels, such as beach towels, bath towels, kitchen towels and Christmas towels. The company's product portfolio includes T-shirts, tops, innerwear, night suits, boxers and sweaters. The company also offers a range of knitted garments, such as polo, crew neck, henley, raglan, hoody, v-neck, fleece jacket, track suit and boxers for men and boys. For women and girls, it has a range of products, such as tee, camisole, embellished top, cap sleeve top, strap tank top, vest and skirts. It also caters to the infants, toddlers and kid's segments. The company's production plants are located at Ludhiana and NawanSheher in Punjab, Baddi in Himachal Pradesh and Sehore in Madhya Pradesh. It has two spinning units located at Neemrana (Rajasthan) and Hansi, Hissar (Haryana).

On the financial front, the net sales of the company decreased by 125.91 per cent to ₹159.02 crore in the third quarter of FY18, as against ₹359.25 crore in the same quarter of the previous year. The company PBDT came down by 393.57 per cent to ₹-301.2 crore in the third quarter of FY18 on a yearly basis, while the company's net profit also declined by 1,205.85 per cent to ₹-223.16 crore in the third quarter of FY18, as against ₹20.18 crore in the same quarter of previous year.

On the annual front, the net sales of the company decreased by 13.86 per cent to ₹1,710.62 crore in FY17, as against ₹1,947.74 crore in the FY16 on a year-on-year basis. The company's PBDT declined by 170.67 per cent to ₹-740.29 crore in FY17 as against ₹-279.5 crore in FY16. The net profit came down by 38.71 per cent to ₹-557.55 crore in the FY17 as against ₹-401.96 crore in FY16. Looking at the current position, we recommend our investors to **HOLD** the stock, but sell it if the price falls below ₹1.6.

## DCM SHRIRAM LIMITED

I am holding 25 shares of DCM shriram bought at ₹550. Should I continue to hold or exit. Kindly advise.

- LS Sivakumar

BSE/NSE Code	523367 / DCMSHRIRAM
Face Value	₹2
CMP	₹439
52-Week	High ₹628.05 /Low ₹334
Your Current Profit/(Loss)	(20.18 per cent)

HOLD

**D**CM Shriram Limited has its headquarter in India and has business within the country and overseas also. It is mainly engaged in the business of fertiliser, sugar and caustic soda. The company's segment portfolio includes fertilisers, wherein it manufactures urea; chloro-vinyl, wherein it manufactures poly-vinyl chloride, carbide and chlor alkali products; Shriram Farm Solutions, which trades di-ammonium phosphate, muriate of potash, super phosphate, other fertilizers, seeds and pesticides; sugar segment, wherein it manufactures sugar products and co-generation of power; biosseeds segment that produces hybrid seeds, and others, which also includes unplasticized polyvinyl chloride (UPVC) window systems, cement, rural retail and Plaster of Paris. The company's agri-rural business portfolio includes urea and single super phosphate (SSP) fertilizers, and farm inputs marketing, such as crop care chemicals and hybrid seeds. Its chlor-vinyl business portfolio includes caustic soda, chlorine, calcium carbide, power and cement. It has its manufacturing facilities of fertilizers, chloro vinyl and cement in Kota (Rajasthan).

On the financial front, the net sales of the company grew by 21.97 per cent to ₹1,761.02 crore in the third quarter of FY18, as against ₹1,443.76 crore in the same quarter of previous year. The company PBDT surged by 73.22 per cent to ₹336.2 crore in the third quarter of FY18 on a yearly basis, whereas the company's net profit has also gone up by 48.66 per cent to ₹221.14 crore in the third quarter of FY18, as against ₹148.76 crore in the same quarter of the previous year.

On the annual front, the net sales of the company increased by 5.68 per cent to ₹6,060.94 crore in FY17, as against ₹5,735.44 crore in the FY16 on a year-on-year basis. The company's PBDT surged by 38.53 per cent to ₹702.08 crore in FY17 as against ₹506.8 crore in FY16. The net profit went up by 49.05 per cent to ₹522.07 crore in FY17 as against ₹350.26 crore in FY16. Looking at the current position, we recommend our investors to **HOLD** the stock.

# LLOYD STEEL

I have 1000 shares of Lloyd Steels. Should I buy more?

- EM Sitapara

BSE/NSE Code	539992 / LLOYDSTEEL
Face Value	₹1
CMP	₹1.26
52-Week	High ₹4.48 / Low ₹1.24
Your Current Profit/(Loss)	--

EXIT

Lloyds Steels Industries Limited, which was established in 1974 in Mumbai, is engaged in manufacturing of engineering and capital equipment products. Mainly, the whole business of the company is about design, engineering, manufacturing, fabrication, supply, erection and commissioning of all types of mechanical, hydraulic, structural, process plants, metallurgical, chemical plants equipment, including marine loading/unloading arms, truck/wagon loading/unloading arms, columns, pressure vessels, dryers, boilers, power plant, steel plant equipment, and execution of turnkey and engineering procurement construction (EPC) projects.

The company also offers hot rolled products, cold rolled full hard products and galvanised products. The engineering division of the company designs and manufactures heavy equipment, machines for hydro carbon, oil and gas, steel plants, power plants, boilers and turnkey projects. The steel plant equipment portfolio includes ball grinding mills and rotary dryers, equipment for steel melting shop and hot rolling mill equipment.

On the financial front, the net sales of the company grew by 121.51 per cent to ₹37.48 crore in the third quarter of FY18, as against ₹16.92 crore in the same quarter of previous year. The company PBDT surged by 903.70 per cent to ₹0.27 crore in the third quarter of FY18 on a yearly basis, whereas the company's net profit has also gone up by 12,400 per cent to ₹0.02 crore in the third quarter of FY18, as against ₹-2.46 crore in the same quarter of the previous year.

On the annual front, the net sales of the company decreased by 53.22 per cent to ₹76.15 crore in FY17, as against ₹116.68 crore in the FY16 on a year-on-year basis. The company's PBDT surged by 14.08 per cent to ₹2.43 crore in FY17 as against ₹2.13 crore in FY16. The net profit went up by 251.56 per cent to ₹2.25 crore in the FY17 as against ₹0.64 crore in FY16. Looking at the current position, we recommend our investors to **EXIT** the stock.

# HDIL

I have 500 shares of HDIL purchased. Please suggest what to do.

- Arup Kumar Ray

BSE/NSE Code	532873 / HDIL
Face Value	₹10
CMP	₹39.05
52-Week	High ₹101.85 / Low ₹38.15
Your Current Profit/(Loss)	--

HOLD

Housing Development and Infrastructure Limited (HDIL) is a real estate development company incorporated in 1996 which is mainly engaged in real estate activities with own or leased property. The company has operations in the Mumbai Metropolitan Region which is also the headquarter of the company. It operates in various aspects of real estate business, ranging from residential, commercial and retail projects, to slum rehabilitation to land development. Its residential project portfolio includes apartment complexes, towers and townships. Its commercial project portfolio includes premium office spaces and multiplex cinemas. In retail, it is focuses mainly on building shopping malls. It also handles slum rehabilitation projects under a government scheme offering development rights in exchange for clearing and redeveloping slum lands, while providing replacement housing for the displaced slum dwellers. The commercial retail project portfolio of the company includes Dream Mall, Harmony Mall, Annex Mall, Kulraj Mall and HDIL Industrial Park. It also has residential project portfolio which include Hill View, Dreams and Dheeraj Affaire.

On the financial front, the net sales of the company decreased by 0.58 per cent to ₹99.1 crore in the third quarter of FY18, as against ₹99.67 crore in the same quarter of previous year. The company PBDT came down by 82.13 per cent to ₹28.76 crore in the third quarter of FY18 on a yearly basis, whereas the company's net profit surged by 38.08 per cent to ₹19.18 crore in the third quarter of FY18, as against ₹13.89 crore in the same quarter of the previous year. On the annual front, the net sales of the company decreased by 64.36 per cent to ₹710.81 crore in FY17, as against ₹1,168.30 crore in the FY16 on a year-on-year basis. The company's PBDT declined by 36.18 per cent to ₹215.91 crore in FY17 as against ₹294.02 crore in FY16. The net profit came down by 51.19 per cent to ₹175.25 crore in the FY17 as against ₹264.96 crore in FY16. Looking at the current position, we recommend our investors to **HOLD** the stock.



(Closing price as on Apr 24, 2018)

# Reviews

In this edition, we have reviewed **Balkrishna Industries** and **AVT Natural Products**. We suggest our reader-investors to **BOOK PROFIT** in Balkrishna Industries and **EXIT** AVT Natural Products.

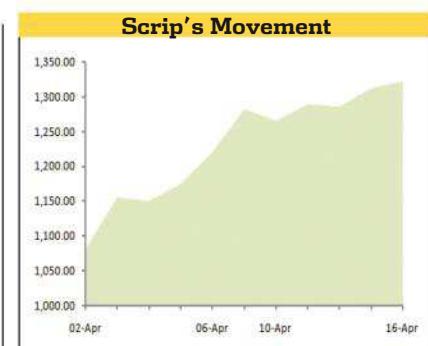
BALKRISHNA INDUSTRIES	BOOK PROFIT	Change 22.40 Per Cent	CMP - ₹1244.75
BSE CODE 502355	Reco. Price ₹1079.80	Face Value ₹2	

We had recommended Balkrishna Industries in volume 33, issue no. 9 dated April 2-15, 2018, under the 'Choice Scrip' section when the scrip was trading at ₹1073. Our recommendation was based on demand improvement across geographies and segments, robust research and development capability and the setting up of a 60,000-tonne capacity carbon black plant.

Balkrishna Industries (BKI) majorly operates in the business segment of tyres. BKI is India's leading player in the global 'off-highway tyre' market, which includes agricultural, industry, material handling, forestry, lawn and garden, construction and earthmoving tyres. The company caters to demand in over 130 countries through distribution network in Ameri-

cas, Europe and the rest of the world. On the financial front, the company posted a 23.41 per cent hike in its net sales to ₹1,106.31 crore in the third quarter of FY2017 as compared to ₹896.43 crore in the same quarter of the previous fiscal. The PBIDT of the company increased by 4.32 per cent to ₹289.99 crore in the third quarter of FY2018 on a yearly basis. The net profit of the company increased by 2 per cent to ₹189.50 crore in the third quarter of FY2018 as compared to the corresponding quarter previous year.

On an annual basis, the company's net sales increased by 15.76 per cent to ₹3,788.30 crore in FY2017 on a yearly basis. The PBIDT of the company increased by 35.04 per cent to ₹1,131.86 crore in FY2017 as compared to ₹838.14



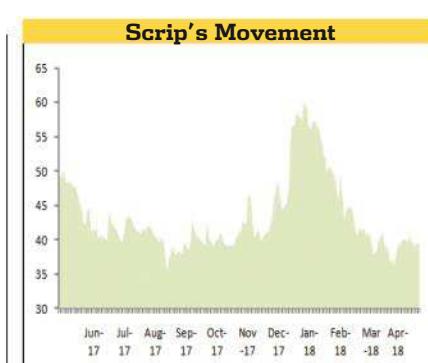
crore in FY2016. The company's net profit increased by 63.06 per cent to ₹715.14 crore in FY2017 as against ₹438.57 crore in the previous fiscal.

After our recommendation, the share price of Balkrishna Industries went up by over 16 per cent. The stock is trading at its optimum growth level now and the growth momentum is expected to slow down in the near term. Hence, we recommend our reader-investors to Book Profit.

AVT NATURAL PRODUCTS	EXIT	Change 15.14 Per Cent	CMP - ₹39.25
BSE CODE 519105	Reco. Price ₹46.25	Face Value ₹1	

We had recommended AVT Natural Products in volume 32, issue no. 11 dated May 1-14, 2017, under the 'Low Priced Scrip' section when the scrip was trading at ₹46.70. Our recommendation was based on the company's large marigold growing area, strong farmer reach, zero debt, attractive valuations and strong financial performance. AVT Natural Products is engaged in the production of nutraceutical grade products. The company's principal products and services are marigold oleoresins, spice oleoresins and de-caffeinated tea. It operates through the solvent extracted products segment. It engages in contract farming in which it provides farmers with seeds. The company's marigold oleoresin products include marigold (food grade) and marigold (feed grade). Its spice oils and oleoresins products include OR

paprika, OR capsicum, curcumin powder 95 per cent and OR black pepper. The company's value-added tea products include decaffeinated tea, green tea and instant black tea. Its post-harvest processing centres are located across various locations in Tamil Nadu and Karnataka. On the financial front, the company posted a 9.39 per cent decline in its net sales to ₹67.90 crore in the third quarter of FY2018 as compared to ₹74.94 crore in the same quarter of the previous year. The company's PBIDT declined by 48.22 per cent to ₹6.82 crore as compared to ₹13.17 crore in the same quarter of the previous fiscal. The net profit of the company also decreased by 46.85 per cent to ₹4.55 crore in the third quarter of the fiscal as against ₹8.56 crore in the same quarter of FY17. On the annual front, the company's net sales increased by 16.27 per cent to ₹310.80



crore in FY2017 as compared to ₹267.31 crore in the previous fiscal. The PBIDT of the company increased by 14.21 per cent to ₹45.56 crore in FY2017 on a yearly basis. The net profit of the company increased by 10.83 per cent to ₹25.78 crore in FY2017 as against ₹23.26 crore in the fiscal. After our recommendation, the share price of AVT Natural Products Limited has declined by nearly 15 per cent. The stock is likely to decline further, hence we recommend the reader-investors to Exit the stock.

(Closing price as on Apr 24, 2018)

The recommendations provided in this column are taken from various market sources such as brokers, analysts, dealers and investment strategists, etc. These recommendations may not be backed by strong fundamentals. Therefore we advise readers to use their own discretion before investing in these recommendation



## GAINING MARKET SHARE

**GAEI**  
BSE Code: 524226  
CMP: ₹298

The commercial operations of the first phase of the company's 1,000 MT per day greenfield maize processing plant set up in Maharashtra has commenced. With this facility, the installed capacity for maize grinding has reached to 3,000 MT per day, which is the largest capacity in the country. Commencement of production at the unit is one more step in the direction of establishing pan-India presence of the company in the maize processing sector through which the company will achieve highest market share in the sector. The second phase of the project to manufacture value-added derivative products will further enhance the market share in the sector. This big booster should push up its share price.

## PREMIUM SEGMENT ENTRY

**Liberty Shoes**  
BSE Code: 526596  
CMP: ₹238

and accessories through its retail and wholesale network. It has a strong portfolio of over 10 brands, along with its flagship brand 'Liberty'. In the last leg of the year 2017, it entered the premium segment with the launch of Healers brand that would enable the company to cater to the fast-growing premium footwear market in India. According to sources, some development is likely to take place which may lift the stock price and, therefore, the stock can be looked at from a short-term trading perspective.

The company is engaged in the business of manufacturing and trading of footwear

## PRODUCT DEMAND

**Mahindra CIE Automotive**  
BSE Code: 532756  
CMP: ₹242

Mahindra CIE Automotive reported stellar numbers for quarter ended March 2018. The management is confident on good performance next quarter and sustainable long term growth. Fresh orders from Honda and Kier for forging are coming as per the expectations. The company expects demand for its products in domestic market to increase further as its key customers are planning to launch new products in the near term. The company is set to enter into the next phase of growth. This stock has a potential to appreciate in the short-medium term.



## AND FINALLY...

**Trigyn Technologies**  
BSE Code: 517562  
CMP: ₹158

Recently, the company announced that it has been awarded a contract by the Maryland Health Benefit Exchange (MHBE), a public corporation and independent unit of the government of the state of Maryland, to provide consulting, technical services and materials. It is heard that many big ticket investors and market participants are keeping a close watch on the company and are slowly building up their positions in the stock. Traders with a decent risk appetite can create a position in the stock to make some quick trading gains.

(Closing price as on Apr 24, 2018)

MUTUAL FUND *UNLOCKED*

# DALAL STREET INVESTMENT JOURNAL

DEMOCRATIZING WEALTH CREATION

Apr 30 - May 13, 2018 ■ Pages 84 ■ www.DSIJ.in ₹120

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**Special Report**  
**Are MF Dividends  
Rewarding Enough?**

**Special Report**  
**Direct vs Regular Plan :  
Which one is better?**

Cover Story

## MF Schemes - When To Switch

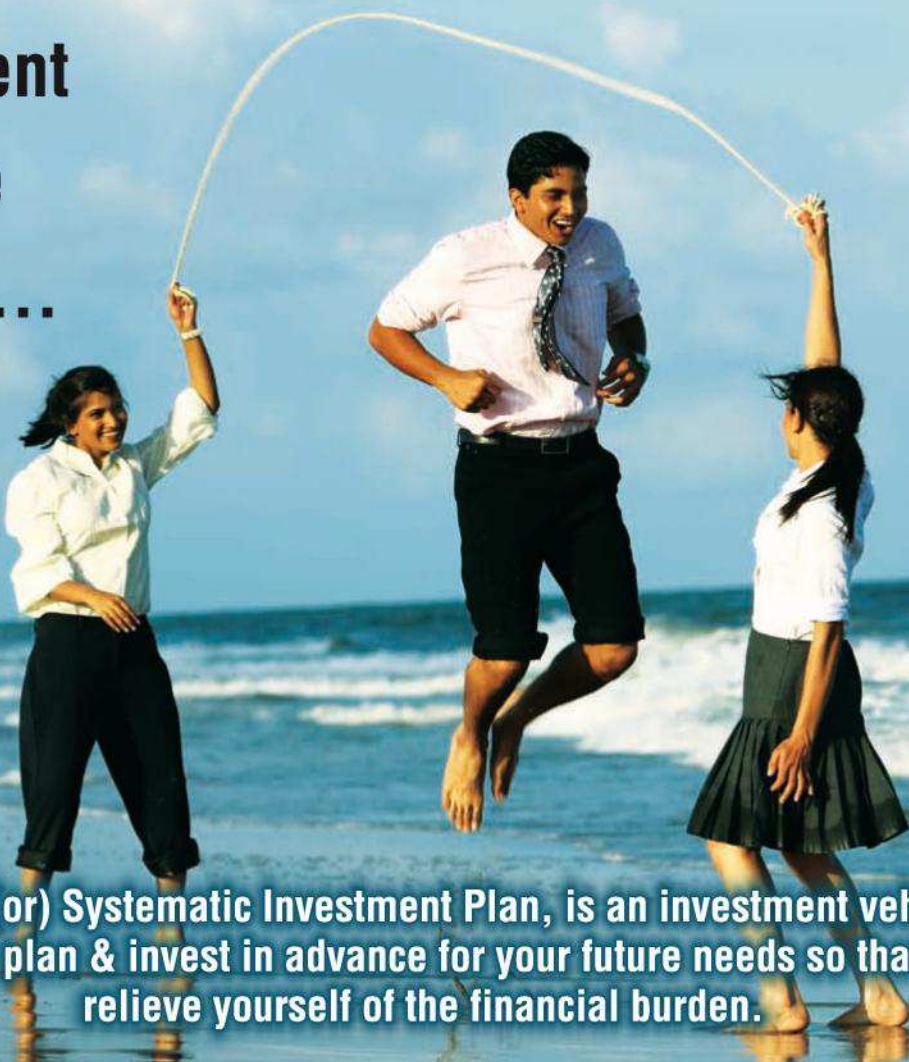
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Vol. 33 No. 11

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## Drive Watching Wind Shield

We are now one issue old and it is very heartening to know that our first issue received an overwhelming response from both our readers and MF fraternity. Our mutual fund flip magazine of 16 pages with innovative cover design and unique ranking of equity-dedicated mutual fund schemes is being debated and discussed by the MF industry and investors alike. There is hardly any parallel globally of such ranking and coverage. Most of the current ratings are more like advising the driver to drive the vehicle by watching the rear-view mirror! Breaking the mould, we are advising you to drive the vehicle looking out of the wind shield.

We are confident that with the pace of technological advancement and investors' preferences of products, our rankings will give you at least guidance on where your current investments are headed and even on selecting funds that will be suitable for you. Although, a long term investment horizon is recommended for mutual funds, the data by AMFI shows that investors are shortening their investment horizon. So, what is the reason for such a shift and does it make financial sense? Our cover story this time delves into this topic and tries to answer the question.

Many of us are lured by higher dividend yield of a fund and invest in such a fund with expectation of higher returns, at least in the form of dividend. However, that might not be the case. One of our special report dives deep into the topic and clears the confusion around it. Our other special report deals with the difference between 'Regular' and 'Direct' plans and which of these two is a better option.

I believe you will enjoy reading this issue of mutual fund magazine and our stories will help you to take the right investment decision. We will be more than happy to receive your feedback and suggestions on our stories.

*Shashikant*

SHASHIKANT

## Good Initiative

It is a good initiative. Kindly also advise how to invest online in mutual funds, how and when to shift from one fund to another etc. Wishing you best of luck for this new venture.

- Capt. G. S. Ghuman

**Editor Responds:** Thank you for writing to us. The cover story of this issue addresses one of your queries. For the other queries stay tuned, we will try to cover them in our upcoming issues.

“ If you want to have a better performance than the crowd, you must do things differently from the crowd ”

- Sir John Marks Templeton

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## Should You Switch Your Equity MF Investments After One Year?

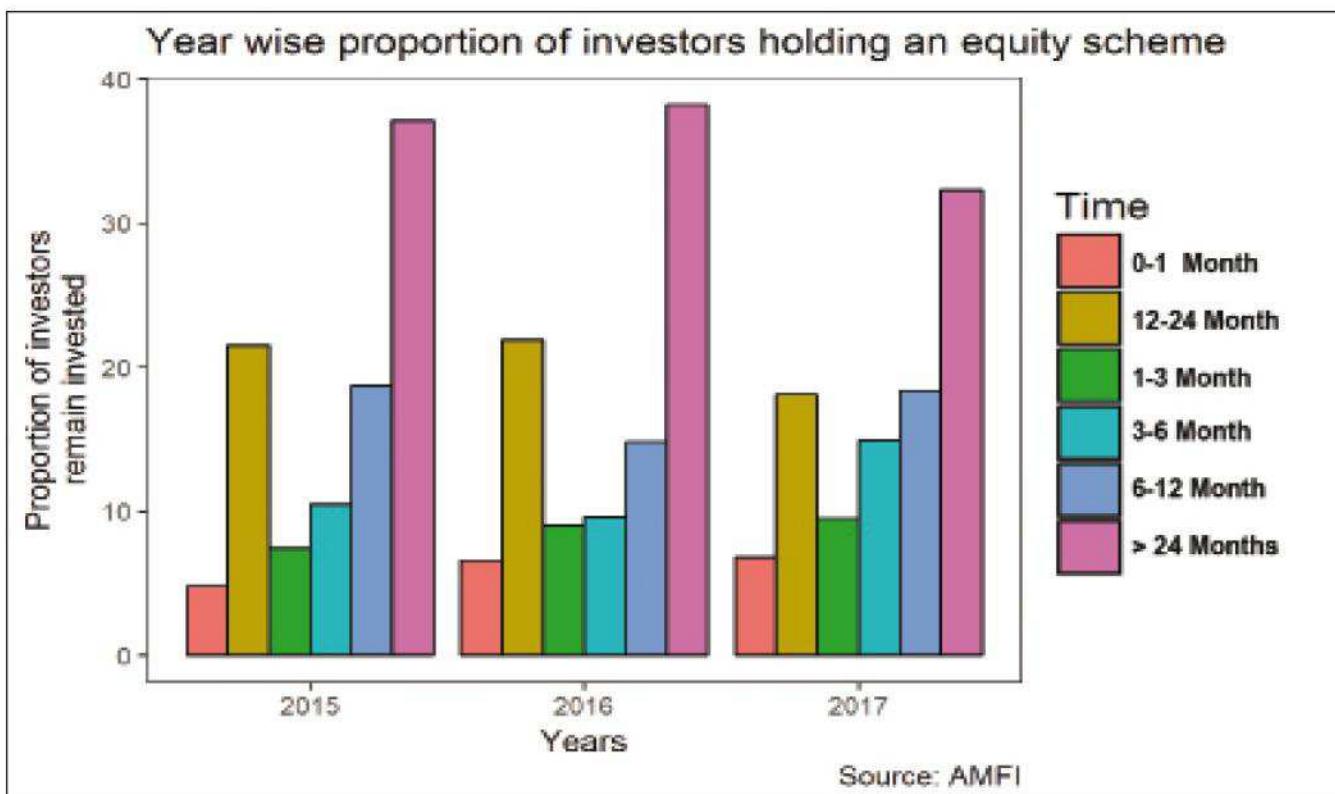
Mutual funds are meant for long-term investment. However, data shows that investors are exiting funds before two years more frequently than before. **DSIJ** studies the data to find if it makes sense to do so.

The legendary US investor Warren Buffett, famous for his investments, is equally famous for his yearly letter to shareholders where he shares his wisdom on investing. In one of such letters in 1988, he shared his thought about years of holding of an investment. He wrote, 'When we own portions of outstanding businesses with outstanding managements, our favourite holding period is forever'. Some of you might be tempted by his teachings, but forever may not exist when it comes to investments as investment horizon plays an important role in determining your overall returns.

While entering a fund might not be an easy task, exiting a fund is; the reason being it forces you to deal with two of the strongest behavioural forces in investing. First is the fear of missing out on the profit on the upside, and the second is the fear of losing money on the downside. If you remain invested for long, large fall in the prices might wipe out years of gains. Large drawdowns are not rare in the investing world and we

have witnessed how the fall in stock market in year 2008 inflicted losses that took years to recover.

All this raises a pertinent question: When one should exit a fund or what is the optimum holding period for a fund so that returns generated are maximum? The data by Association of Mutual Funds in India (AMFI) shows that the period for which investors remain invested in mutual fund is getting lower with time. In 2010, the percentage of investors that remained invested in a fund for more than two years was as high as 57.13%, the figure for 2017 has come down drastically to 32.3%. Even in the last three years, the proportion of investors that remained invested in the funds for more than one year has declined. In year 2015, for every 100 investors, 59 investors remain invested for more than one year, however, for 2017, the number has declined to 50. On the other hand, number of investors investing for less than six months are on the rise. From 2015, it has steadily increased from 22.7% to 31.2% in 2017.



There are various reasons attributed to the decline in number of investors remaining invested for a longer period. The prominent among these reasons is that as the markets went up very fast in the year 2017, investors wanted to book profits as soon as possible. What is also prompting such early exit is recommendation from their financial advisors. Many times, distributors or financial advisors recommend investors to exit from old schemes and invest in new funds as it helps them to earn commission and other incentives.

The above reasons make sense. Nonetheless, to understand if there is any particular reason why the holding period in equity mutual funds is getting shorter, we thought of digging more into the data to comprehend if there are any financial reasons for such a shift.

#### Data Speaks for itself

The results are astonishing. Even if you had invested in top five funds every year since 2009 and had remained invested in those funds for three years, five years and seven years, the returns generated by these funds are inferior to the average returns generated by top quartile funds every year. Except for 2011, when the overall market gave negative return of almost 25 per cent, investment in best funds would have generated better returns for the next three-year and five-year terms. In both the cases you do not have to pay exit load.

For example, in the year 2009, the average returns generated by top quartile funds was 125 per cent, for 2010 it was 34 per cent and in 2011 it was negative six per cent. Hence, if you had invested Rs 100 at the start of 2009, it would have grown to Rs 225 by the end of the year. After that, Rs 225 invested in 2010 would become Rs 301.5 at the end of 2010. Finally, Rs 301.5 is again invested at the start of 2011, which would become Rs 283.4 at the end of 2011 as market witnessed a fall of six per cent.

Nevertheless, if you had remained invested in the top five funds of 2009, which had generated average returns of 150% in the year 2009, for the next three years, your Rs 100 worth of investment at the start of 2009 would have grown to Rs 234 by the end of three years. The difference in return in absolute terms is Rs 48, which translates into return of almost 14% annually, which is substantial. In another case if you had followed the same strategy wherein in year 2010 when you had invested Rs 100 at the start of 2010 and switched it every year and got average return of top quartile fund, you would have got Rs 162 at the end of three years. Nevertheless, the average annualised return for three year generated by top five funds of year 2010 is 18.95 per cent and your Rs 100 would have grown to Rs 168. In this case remaining invested in top fund would have created better returns, however, such cases are few and far between.

# Cover Story

## The Methodology:

To know if it makes sense to shift your investment every year or remain invested in top performing funds of a year for the next three-year, five-year or seven-year periods, we did the following study. We divided the entire study in two parts; first, we assumed that you remained invested for a year in the funds that formed part of the top quartile in terms of returns of that year, and next year, you switched to funds that are again from the top quartile in terms of returns. In the second part, we assumed that you remained invested in the top 5 funds of any year for the next three-year, five-year and seven-year periods.

To study this, we took monthly NAV of all the open-ended equity schemes since the start of 2009. After that, we calculated the yearly returns of each funds. These funds are then bucketed into four quartiles based on their yearly returns. Then, we averaged the returns of the funds in these quartiles and assumed that you have received the yearly returns that have been generated by the top quartile. Thereafter, we calculated the

returns generated by switching funds every year. For example, the average returns of top quartile funds are 29 per cent, 17 per cent and 84 per cent over the three years, your investment worth Rs 100 would have become Rs277 after three years.

This was tested against the assumption that you remain invested in the top five funds of any year for the next three-year, five-year and seven-year periods. The returns that you will get is the average of the annualised returns generated by these funds for specified investment horizon. For example, if you had invested in a top performing fund that has generated annualised return of 30.4 per cent for three years, your Rs 100 investment would be Rs 173.66 at the end of the three years.

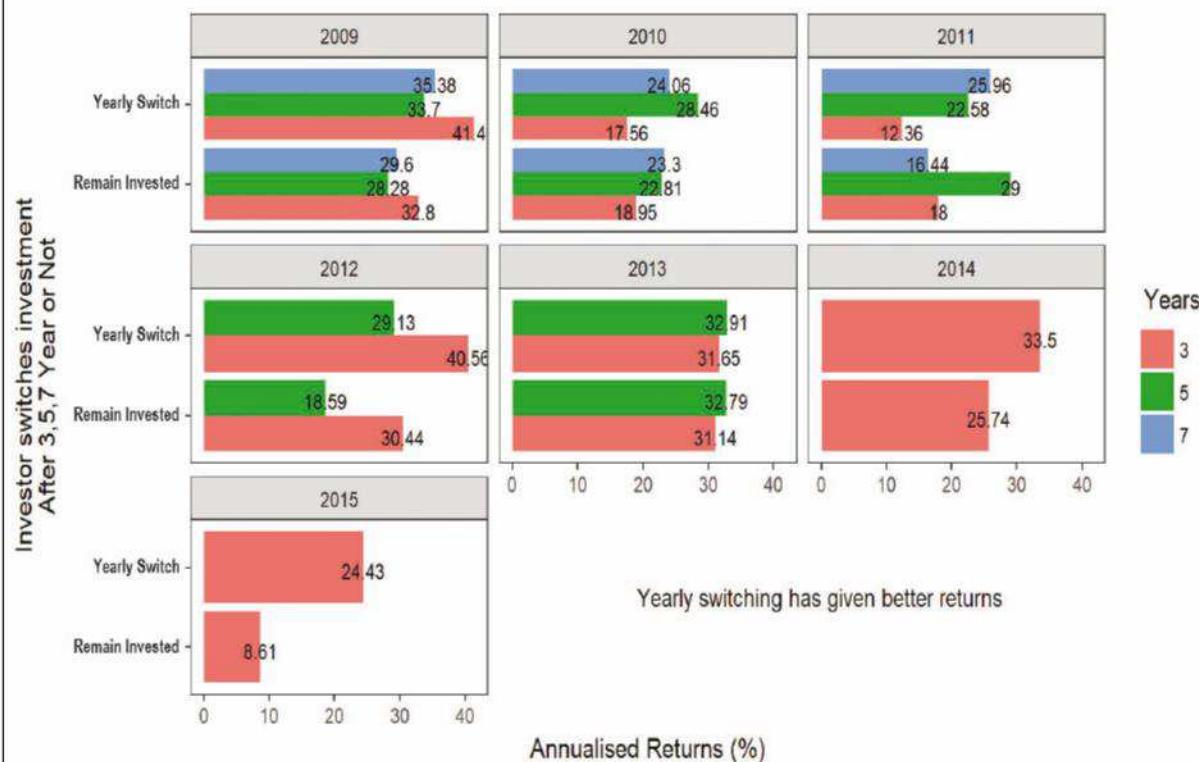
Although every year the number of funds changed, on an average there were around 400 funds every year. We took only primary funds, that is, funds that are regular and growth-oriented.

(see : Comparison of returns generated on investments.)

The Union budget 2018 reintroduced the long-term capital gain tax (LTCG), which further makes the strategy of switching funds

every year more lucrative. According to the budget announcement, you have to pay tax at a rate of 10 per cent for all the returns generated from investments in equities and

**Comparison of returns generated on investments**



## Finding The Best Performer For The Next Year



Our entire study was done after we had all the data. However, in real life, you do not have the performance data for the next year. Hence, to follow the strategy mentioned in this story, the uphill task is identifying the funds that are going to perform next year and the best funds to invest in.

There are many rating agencies that give star ratings to MF schemes. However, a five-star rating may not mean better performance next year. These rating agencies consider various things, including historical returns and the risk taken to generate returns to arrive at certain rating. Moreover, these ratings are relative to the category under which these schemes are clubbed. So, a fund giving less negative return may get a higher star if all other funds in its category have generated higher losses. Moreover, with the rationalisation and categorisation of funds following the SEBI directive, the character of many funds would change,

which means that the past ratings and returns will not reflect anything about the future performance.

In this scenario, one of the thumb rules is that funds with lower expense ratio are expected to generate better returns. Global research has shown that lower expense ratio remains one of the strongest indicators of better performance going forward. Therefore, to start with, you can scan all the funds that satisfy your risk-reward profile and select those funds that have lower expense ratios.

One of the advantages of our strategy is that you only need to identify those funds that remain in the top quartile in terms of performance. The probability of finding the top performing funds in a year is far more difficult than finding funds that will remain in the top quartile. For example, if there are 400 primary equity schemes in any given year, the chances of identifying and investing in top quartile funds is 25 per cent, while identifying top 5 performing funds is 1.25 per cent. Therefore, even if you are not able to identify top funds and invest in top quartile funds, you can generate superior returns over a longer period if you switch to the right fund next year.

There is one place where you can find the best returns for the next one year. We at Dalal Street have developed a method to identify funds that are going to perform in the next one year. Based on the underlying portfolio, we predict the expected return of the funds for the next one year. Therefore, you can start with DSII ranking, which is available in our MF data bank. Nonetheless, our ranking is based on current holdings, which are subject to change. Besides any fundamental change in the stocks comprising the fund's portfolio may also change the return expectations. Hence, you should constantly keep a watch on our MF data bank to understand the return potential of various funds.

mutual funds. However, this is applicable only if you have made a capital gain of more than Rs one lakh in a year.

Assuming the average returns generated by your investment in a year is 15 per cent, you can invest up to Rs 6,60,000 every year, which will generate profit of Rs 99,000 and hence you can avoid paying any LTCG. For a retail investor, investing Rs 55,000 per month (Rs 6,60,000/12) is a tall order, and hence, if he switches or books profit every year, for the first few years, he need not pay LTCG. However, as his corpus grows, he may have to start paying tax in later years. On the contrary, if you remain invested in the same fund and exit the fund after three years, your gain will be Rs 3,47,000 and you will have to pay LTCG of Rs 24,700 as Rs one lakh is exempt from LTCG and you will have to pay tax only on Rs 247000 at a rate of 10 per cent. Therefore, it is even tax-efficient with the usual caveat, ceteris paribus ('other things remaining the same'). We have

seen the outperformance of the strategy of switching funds every year, rather than remaining invested in top funds for 3-7 years.

Moreover, these are even tax-efficient. Hence, it makes financial sense to switch mutual fund investments every year as these have the potential to generate better returns.

Despite all this, investors have been always preached to remain invested in the mutual fund for the long-term —an advice which most of the retail investors religiously follow. This is because, for a retail investor, looking for the right funds and switching involves large informational cost, which prevents him from following such an active strategy. Nonetheless, as the availability of information is becoming easier and cheaper, we may see retail investors too start following active strategy when it comes to investment in mutual funds.

# Special Report

## Are Mutual Fund Dividends Rewarding Enough?

**Dividends distributed by mutual funds are both mis-understood and mis-sold. DSIJ takes a 360-degree view and explains the difference between the two and how to make a right investment decision.**

**M**any a time, investors consider dividends received from investments in stocks as being same as dividends received from their mutual fund investment. This perception helps mis-selling of the dividend options of the mutual fund schemes to the gullible investors. They consider both dividends as similar and invest in the mutual fund schemes that pay large dividends. The fact is that these two are as different as chalk and cheese and dividends received from your investments in stocks and mutual fund schemes have no similarities. In the following paragraphs, we try to understand both these dividends with a correct perspective, which will help you to take the right decision on opting for dividend option schemes.

### The Difference of Dividend Between Mutual Fund and Stock

A dividend received from an investment in a stock means the money is paid to the shareholders from the earnings of the organisation. Its not mandatory that every company should declare dividends. The management of the company decides the dividend distribution on the basis of various financial and economic measures. The dividends in the cash forms are usually distributed on a quarterly or yearly basis. All the dividends exceeding Rs 10,00,000 are taxable in the hands of the investor as dividend income at a rate of 10 per cent. In the case of mutual funds schemes, the dividends represent distribution of gains and profits on their holdings. All mutual fund houses/AMCs (asset management companies) calculate the dividends for each of their schemes on the basis of the distributable surplus, which is nothing, but the profit booked by the scheme by selling of securities only. It is contrary to the normal belief that dividends distributed by the mutual funds are dividends received by them from holding companies of the scheme. Many times, investors consider that the dividend from the mutual fund schemes are the dividend from the companies underlying the scheme. But the fact is mutual fund dividends have nothing to do with the dividends from its holdings. Mutual fund dividend is separate event and are declared out of profits made by the scheme which is determined by the movement in the net asset value and booking profit. To clarify this let's have a look at the mechanics of the dividend declaration of stocks and mutual funds.

### Mechanics of the dividend

In the case of stocks, a company distributes a portion of the

profit, which is income in excess of expenses, to the shareholders, taking into consideration the borrowings and assets of the company. It is a sharing of the profits with the shareholders, which is decided by the board of directors. The profit is shared with the shareholders in the ratio of their shareholdings.

In the case of the mutual funds, dividends are distributed on the basis of the distributable surplus. Distributable surplus is the gain over the face value of the scheme. This is derived from the realized gain from selling of the securities /holdings of the schemes and the unrealised gain that is the profit accumulated but not booked.

### What is distributable surplus

Distributable surplus is computed by subtracting the sum of face value, unrealised gains and accumulated Unit Premium Reserve (UPR) from Net Asset Value (NAV), where unrealised gains are the profits which are not booked and the total per unit unrealised gains are known as the unit premium reserves.

$$\text{Distributable surplus} = \text{NAV} - (\text{Face value} + \text{Unrealized gains} + \text{Accumulated UPR})$$

Unit premium reserve is calculated by multiplying the unrealised gain component in the NAV by the number of units. Here unrealised gain component is the excess value of the investment over the booked profit. That is the part of the profit on the holdings which is to be realised is unrealised gain component.

$$\text{UPR} = \text{Units} * \text{Unrealized Gain component in NAV}$$

This shows that the UPR is the total unrealised gain over the number of units of the scheme.

In March 2010, the market regulator SEBI directed mutual funds that funds should not use unit premium reserve for the declaration of dividend. Prior to this, it was observed that some of the fund houses/AMCs were paying dividends on the schemes from their unit premium reserve (UPR) instead of the realised gains. Realised gains are the gains which arise from selling of mutual fund assetsthat is the holdings of the scheme that can be debt or equity or both. Due to this, distributable surplus for each scheme plan changes, so the dividend declared by the same scheme in direct and regular plan may change.

## Price Implication

Price implication in both the cases remains the same. That is the stock price and NAV corrects depending on the amount of the dividend paid. That is, if a stock is trading at Rs 100 and the company declares a dividend of Rs 1, then on the ex-date, the stock price may correct by Re 1, that is, Re 1 may be reduced from the market price of the stock. In a similar way, the distribution of dividend by a mutual fund scheme will see a corresponding drop in the NAV of the scheme.

## Tax treatments

Many investors believed that equity dividends were tax-free because stock dividends are subject to DDT (dividend distribution tax) by the companies, and hence double taxation is avoided, which is incorrect. The dividend distributed by a company is altogether different from the dividend distributed by a mutual fund. The dividend distributed by a mutual fund house and that distributed by a company are two different transactions and hence can be taxed differently.

In the case of dividends declared by the companies, the DDT, that is dividend distribution tax, is the company's responsibility. However, in the case of the mutual funds, the DDT is calculated and deducted from the NAV. Also, the DDT accounts for more than 10% with the addition of the surcharge and cess of 12 per cent and 4 per cent, respectively. So, the dividends of a mutual fund scheme reduces the value of investment, which in a way is a loss for the investors even if they are getting regular income. So, post-DDT, the dividend option for a mutual fund scheme may reduce their returns and may not lead to wealth creation.

## Implications for investors

Regular dividends from a company represents a healthy balance sheet of the company. However, regular dividends from a mutual fund scheme many not necessarily lead to such a conclusion. Many times, a mutual fund scheme may return the investments of the investors in the form of dividends, so there is no net gain from it. Let us see this with an example. If an investor invested the same lump sum amount on the same day in the same fund's growth and dividend option plans, this is how his returns will look like, which is an actual case of fund distributing higher dividends.

Dividend Option				Growth Option		
Dates	NAV	Dividend	Investment and Gains	Date	NAV	Investment and Gains
24-03-2017	65.64		-6564	24-03-2017	66.67	-6667
26-07-2017	51.73	5.35	535	26-07-2017	72.43	
08-11-2017	47.18	12	1200	08-11-2017	73.68	
25-01-2018	36.62	3	300	25-01-2018	76.73	
27-01-2018	33.32		3332	27-01-2018	76.73	7673
		XIRR	-24%		XIRR	18%

One can observe that in the dividend option, even after getting regular dividends, the returns are quite lower than the growth option.

After observing this, the first question that comes to mind is why AMCs declare dividends regularly. One basic reason behind this can be that the fund houses are aiming to meet investors' demands or requirements and want to create positive perception among the investors about getting regular income.

So investors should look at the holdings of the scheme when the scheme distributes the dividend to find out whether the fund manager is making profit or just wants to distribute dividend out of the fund corpus.

## Conclusion

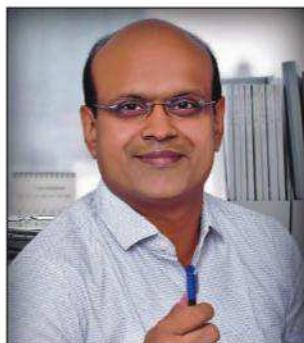
After knowing the differences in the dividends declared by the company and dividends declared by mutual fund houses, the question that comes to mind is: should you opt for the dividend option? Before answering, let us just look at some myths about dividends which will be busted by us and then move on to the decision part.

The first myth is frequent dividends are considered as an indicator of the fund's performance. But as we have seen earlier, frequent dividends from mutual fund schemes are nothing but profits made from selling securities, which is then distributed and which lowers the NAV of the fund. So frequent dividends cannot be an indicator of the performance of the mutual fund scheme. Second myth is that the lower NAV of the dividend plans is a good measure to select them as it suggests a buying opportunity.

However, the fact is that the lower NAV is going to get more and more attractive every time the scheme declares dividend. Third myth is that a good track record of dividend can be a parameter to select the scheme as dividends are not mandatory and if the scheme makes profits only then the fund house can declare dividends.

However, past track record of dividend distribution does not guarantee that dividend will be declared with the same frequency in the future. Due to this, it is very clear that dividends cannot be considered as regular incomes.

So, if your ultimate aim is to grow your wealth over a period of time, then dividend option of the mutual fund scheme is no more effective post imposition of the DDT. As for the regular income from mutual fund in the form of dividends, SWPs (Systematic Withdrawal plan) can be more efficient than the dividend option, as it can also maintain the return yields.



**Pankaj Ladha**

Nivesh Guru

## Let Your Dreams Come True With Mutual Funds

**D**reams when turned into goals are achievable. With clearly, defined goals all your dreams can be achieved within the set timeline by consistently working towards it, says Nivesh Guru Pankaj Ladha.

### Background

Pritam, Vineeta and their two sons, Vedant aged 21 years and Parth aged 16 years lives in Kota, Rajasthan. Pritam is a practising Chartered Accountant with an experience of 24 years. He is also a passionate author and an international trainer. Vineeta on the other hand is a home maker. Being from

the commerce background Pritam has made some of his financial goals, but is not sure how to reach them.

### Present assets

Couple already has Rs 55 lakhs in Fixed Deposits which they plan to properly allocate for their goals. Till now they did not have confidence on other investment options therefore they invested in FDs only.

Other than this, the couple has Real Estate worth Rs 1 crore which is kept as an emergency fund.

**Goals :** I really feel happy when someone has already set their goals. A family typically has the following goals in mind -



- ✓ They have a present monthly expenditure of around Rs 80,000 a month. They want to sustain the same till their retirement. Pritam is presently 45 years old. He plans to work till 70 years of age and has agreed to plan for retirement with a life expectancy of 85 years. Roughly a corpus of Rs 8 crore is what we have mutually agreed upon post calculating what will suffice our purpose.
- ✓ The couple would be requiring another Rs 40 lakhs for higher education of their son Parth at around 4 years from today.
- ✓ They would be requiring roughly Rs 40 lakh for Vedant's marriage which will happen around 7 years from today and another Rs 50 lakh for Parth's marriage which will happen 12 years from today.
- ✓ They also aspire to buy a car worth Rs 30 lakhs 5 years from today.
- ✓ Also, they aspire to buy a flat worth Rs 60 lakhs around 7 years from today.

(Inflation assumed at 7% per annum)



## Financial goal plan by Nivesh Guru Pankaj Ladha

Firstly for retirement, the couple will invest Rs 25,000 per month in equity mutual fund with targeted returns of 15% since the time horizon is over 15 years. Here we will be choosing growth-based aggressive mutual fund SIPs to meet our target.

For Higher education, the couple will use higher education loan (Section 80 E). This will give additional benefit of deduction for the investor.

For flat, Pritam will save Rs 26000 per month in a value-based fund majorly having a diversified portfolio with expected returns of 12% per annum.

In all, they need to save Rs 51,000 from their current earning which is easily manageable for Pritam.

Goal	Corpus required	Time	Monthly investment required	Return
Retirement	8 crore	25 years	25,000	15% per annum
Flat	60 lakhs	10 years	26,000	12% per annum

The lumpsum of Rs 55 lakhs present in FD will now be properly

allocation based on their goals. We will allocate 20 lakhs for Vedant's marriage and 15 lakhs for Parth's marriage in a Balanced mutual fund with our set expected return of 11%. And 20 lakhs, we will invest in a debt fund for the goal of car with an expected return of 8% annualised.

Goal	Corpus required	Time	Lumpsum investment required	Return
Vedant marriage	40 lakhs	7 years	20 lakhs	11%
Parth Marriage	50 lakhs	12 years	15 lakhs	11%
Car	30 lakhs	5 years	20 lakhs	8%

Insurance – Pritam will take Rs 2 crore (plus 2 crore accidental cover) of term insurance and Rs 10 lakh health insurance (family floater).

This planning will help the couple meet their financial goals easily with their current earnings. The couple mainly needed the guidance to help them sail through and effectively move from traditional FD investment to mutual funds. Change is a bit difficult but reaps sweet results.

Happy investing!

**Disclaimer:** The above case study is just to create awareness among investors about the importance of proper financial planning. The above case study should not be taken as a basis for making any financial investment decisions. Please contact your respective financial planner for your proper financial and investment planning.

## New Financial Year- Put Your Investments Back On The Right Track



investments across various asset classes such as equity, debt and gold in some form or the other. Over time, the allocation changes as various asset classes behave differently over different time periods. Besides, when the stock market does well, we tend to allocate more to equity funds and invest in aggressive funds such as mid-cap and small-cap,

**Rethink on dividend option in equity and balanced funds:** There are investors who opted for dividend pay-out in the past merely because dividend from equity and balanced funds was tax free. Some even used dividend pay-out option as a tool to book profits periodically. However, consequent to the introduction of Dividend Distribution Tax (DDT) of

**I**nvesting your hard-earned money is a process that requires planning and discipline through your defined time horizon to ensure that your portfolio remains on track to achieve your investment goals. The level of investment success you can expect to achieve will largely depend upon how you respond to the bouts of market volatility. A case in point is current downturn in the market after a fantastic run over the last 18 months.

While one cannot remain unaffected by a fall of around 10 percent, any ad hoc decisions during such testing times can be detrimental to your financial future. The right way to tackle the turbulent times is to keep focus on your time horizon and continue your investment process uninterrupted. However, if investments are made without having a plan in place, it becomes necessary to analyse the composition of your portfolio periodically. While there is no rule about when to do it, the start of a new financial year can be a good starting point. Let's discuss the importance of this process and how to handle various aspects of this analysis:

**Rebalancing the portfolio:** Most of us follow asset allocation, i.e. diversifying

thematic and sector funds. At some point, we need to rebalance the portfolio and bring our asset allocation back in line with our risk profile and time horizon. However, for someone following a goal-based investment process as well as a disciplined approach of investing through SIP, rebalancing would be required only near the completion of time horizon for a goal like your child's education and retirement planning.

**Plan your tax saving investments:** It is quite normal to see investors making ad hoc decisions while investing in tax saving instruments at the fag-end of the financial year. As a result, they lose an opportunity to make these investments count in their wealth creation process. For most investors, options like PPF, 5-year bank FD, NSC and other conservative options eligible for deduction under Section 80C remain the preferred choices. It's time to look beyond these options and include an option like ELSS gradually in tax saving portfolio. ELSS can be a great choice for someone who wants to begin investing in equity funds as a mandatory lock-in period of 3 years allows them to get a feel of how the markets behaves and how to tackle the volatility as well as benefits from higher growth.

10 percent w.e.f. April 1, 2018, there is a need to review this strategy. If there is no real requirement of dividend either for their running expenses or any other need, it would be advisable to switch into the growth option. For those who are already in growth option for over a year or more and now require regular income, a Systematic Withdrawal Plan (SWP) can reduce the uncertainty in receiving regular income as well as reduce their tax outgo as LTCG up to Rs one lakh is not taxable.

**Monitoring the progress of the portfolio:** This activity is as important as investing money in the right asset classes and funds within those asset classes. An important aspect while analysing the performance of market-linked products is to look at the relative performance vis-à-vis the benchmark as well as the peer group, rather than absolute returns. Considering that volatility is a natural phenomenon in the market, it will not be fair to compare the performance of an equity fund during both falling as well as rising markets. The risk of volatility is something that investors need to contend with. As long as the funds in the portfolio do better than benchmark and the peer group, there is no need to panic and take some ad hoc measures.

**Hemant Rustagi**

Chief Executive Officer, Wiseinvest Advisors

## Franklin Build India Fund - Direct Plan

### Equity - Infrastructure

Scheme Category

29%

\*Expected Return In Next One Year

1170 cr

AUM (₹Cr) : 31 Mar, 2018

42.36

NAV (₹) 24 Apr, 2018

1.48

Expense Ratio (%)  
31 Mar, 2018

1% for redemption  
within 365 day

Exit Load

NIFTY 500

Benchmark

Roshi Jain

Fund Manager

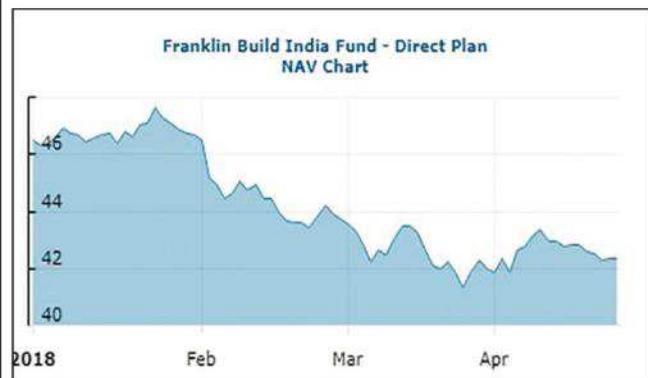
### Reason for recommendation

This is an open-ended equity scheme which invests majorly in equity of companies engaged in infrastructure activities. The infrastructure activities here include activities like development, operations, management and maintenance of various infrastructures such as transportation, energy, resources & other infrastructure. The fund has a good mix of the stocks from large cap, mid cap and small cap sectors. The scheme has invested ~62% of the corpus in blue-chip stocks, which provides for safety of the investment. Moreover, the fund is well-exposed to sectors like finance, construction and energy which are expected to outperform the market, going ahead. The major holdings of the fund are in SBI, Axis Bank and HDFC Bank. Post Q3FY18, SBI has already started unlocking its value in its subsidiaries and taking steps in the same direction. In addition, the private banking leader Axis Bank forms major part of the corpus of the scheme which is expected to do well with the improving asset quality and earnings. Moreover, the fund's investment in the energy sector which forms ~18% of the corpus bodes well for

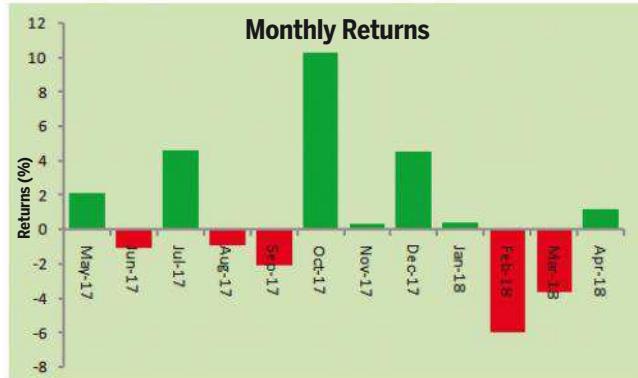
### Top 10 Holdings

Company Name	% of Net Assets
State Bank of India	9.08
Axis Bank	8.73
ICICI Bank	8.56
HDFC Bank	8.46
Bharti Airtel	5.45
Indian Oil Corp.	4.68
BPCL	4.02
Whirlpool	3.87
Mahindra & Mahindra	3.79
NTPC	3.26

the longer run. So, we see this fund as a potential buy to generate better returns compared to other funds in the longer run. The fund is suitable for high risk investors.



This might not be top ranked fund, however, looking at risk-reward opportunity we recommend this fund.



\* Expected one year return is based on the assumption that current holdings remain constant.

## Direct vs Regular Plan: Which one is better?

Mutual fund industry is evolving very fast, thanks to the pro-active market regulator and the change in technology that is helping the entire mutual fund industry to become more transparent from the investor's perspective. Till few years ago, most of the mutual fund investors opted for help from a financial advisor to select the right kind of investment.

Nevertheless, with the advancement in the technology and various investor-friendly guidelines issued by SEBI, disintermediation in the mutual fund industry is fast catching up.

In 2013, SEBI directed all asset management companies (AMCs) to launch direct plans for all their open-ended mutual fund schemes. These direct plans have been created to connect the investors directly to the mutual fund houses without any interference of the intermediaries like brokers, distributors, etc. So, the direct plans are those plans where investors can purchase units of MF schemes directly from the AMCs. They have lower expense ratio as the investors buy directly from the AMCs and hence do not have to pay any trail fees or commission to any broker or agent. Therefore, the direct plan of a mutual fund scheme having a separate NAV is higher than a regular plan's NAV.

Many investors are unable to understand the difference between these two and are confused about deciding which one to buy, direct or regular. The article particularly deals with the key differences between these plans.

Both plans, direct and regular, have the same asset allocation, investment objective and portfolio composition and similar portfolio constituents. Just like the regular plans, the direct plans also offer various options for investing, viz. SIP (Systematic Investment Plan), STP (Systematic Transfer plan), and lump sum. These plans differ mainly in their respective NAVs and expense ratios. Let us see how these aspects differ in direct and regular plans.

**Expense Ratio-** The expense ratio is the percentage of the fund's average daily net assets utilised to meet the annual operating expenses. These operating expenses include administration, advertising expenses as well as commission paid to the intermediaries. In the case of direct plans, fund houses do not have to incur distribution expenses, which leads to the lower expenses and, therefore, lower expense ratio. The expense ratio of direct and regular plan differs by almost 0.5% to 1.5%. Let's have a look at the expense ratios of some of the top performing funds.

Regular Plan			Direct Plan	
Fund	Expense Ratio (%)	Difference	Fund	NAV
Edelweiss Mid Cap Fund-Regular Plan	2.34	1.3	Edelweiss Mid Cap Fund-Direct Plan	1.04
HDFC Small Cap Fund-Regular Plan	2.36	1.38	HDFC Small Cap Fund-Direct Plan	0.98
L&T Emerging Business Fund	2.08	0.51	L&T Emerging Business Fund-Direct Plan	1.57
SBI Emerging Business Fund	2.08	0.83	SBI Emerging Business Fund-Direct Plan	1.25
SBI Small & Midcap Fund	2.32	1.07	SBI Small & Midcap Fund-Direct Plan	1.25

**NAV (Net Asset Value):** As we know, the operating expenses are directly deducted from AUM. The lower expense ratio of direct plans leads to lower deduction of expenses from the AUM, which translates into higher NAV than the regular plans.

Regular Plan			Direct Plan	
Fund	NAV	Difference	Fund	NAV
Aditya Birla SL Advantage-G	424.63	18.64	Aditya Birla SL Advantage-G-Direct Plan	443.27
Aditya Birla SL Dividend Yield Plus-G	175.18	7.41	Aditya Birla SL Dividend Yield Plus-G-Dir. Plan	182.59
Aditya Birla SL Equity-G	726.63	36.08	Aditya Birla SL Equity-G-Direct Plan	762.71
Aditya Birla SL Frontline Equity-G	218.32	11.13	Aditya Birla SL Frontline Equity-G-Direct Plan	229.45

**Higher Returns:** Direct plans score well over regular plans in terms of the returns. The main reason behind this is the lower expenses as explained earlier. The small difference in the initial years turns big over time with the power of compounding.

Regular Plan			Direct Plan	
Fund	1-Year Return (%)	Difference	Fund	1-Year Return (%)
IDBI Diversified Eq. Fund - Regular Plan	16.96	2.41	IDBI Diversified Eq. Fund - Direct Plan	19.37
IDBI Midcap Fund - Regular Plan	14.11	3.26	IDBI Midcap Fund - Direct Plan	17.37
IDFC Focused Equity Fund - Regular Plan	25.91	2.35	IDFC Focused Equity Fund - Direct Plan	28.26
LIC MF Midcap Fund - Regular Plan	17.89	2.25	LIC MF Midcap Fund - Direct Plan	20.14

### Conclusion

Direct funds are just a different version of the regular mutual fund schemes. The key difference between these two is that the traditional intermediaries are excluded from the process of distribution and sales. As mentioned above, this simple exclusion of the intermediaries has an impact on the scheme's NAV, which in turn increases the return of investment of an investor. So, considering these positive takeaways, investors are advised to buy direct plans of mutual funds as they can enhance their returns over a period of time.

However, while investing in direct plans, investors must do their own analysis and select suitable mutual fund schemes for investment. The investor must depend on various secondary sources to know more about mutual fund schemes. So, investors who do not have time and capability to analyse the schemes suitable to them can go for regular plans.

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# MF Data Bank

## DSIJ Mutual Fund Ranking: The Unique, Forward-Looking Ranking, To Make Your Investments Grow Fastest

The following table lists top-ranked equity funds based on DSIJ's proprietary research methodology. Having a pioneering legacy of more than 32 years in equity research, we have deployed our research experience and expertise on the listed companies to ascertain expected returns on the underlying stocks of each equity fund. We have evaluated the underlying portfolio of stocks of each fund and ranked them based on their expected portfolio returns. This helped us to rank the funds without getting biased about the historical returns of the funds. This way we are also able to rank newly launched funds that are not rated by others due to their short duration of existence.

Every day, we evaluate all the equity funds based on changed ratings of the underlying stocks and change in their prices. Therefore, this list is quite dynamic and reflects the best return

potential of the funds in the next one year. We no longer need to differentiate between different styles of investments and as all the funds are ranked based purely on their return potential assuming the portfolio of funds remain constant. You can use this ranking to create your own mutual fund portfolio. Depending on your risk profile, return expectations and overall asset allocation, you can add best performing funds in particular category to your portfolio. For clarity and to include more funds, we have not included 'Direct' and closed ended funds. You can visit our website to know the latest ranking of both 'Direct' and 'Regular' Funds.

This ranking can also be used for reviewing different holdings in your fund portfolio. Hence, a consistently lagged performer of a particular category can be looked at as 'Switch' or 'Exit' advice.

DSIJ Rank (24/04/18)	Scheme Name	NAV (₹)	AUM (₹ Cr)**	Weightage (%)			Total No of Companies	Expense Ratio (%)	Return 1 Years (%)	Expected 1 yr return* (%)
				Large Cap	Mid Cap	Small Cap				
1	Kotak PSU Bank ETF (Growth)	280.38	206	82.84	12.92	4.10	12	0.49	-19.96	45.07
2	Reliance ETF PSU Bank BeES (Growth)	310.94	193	82.86	12.93	4.16	12	0.49	-20.00	45.04
3	Reliance CPSE ETF (Growth)	28.08	7865	94.71	5.14	0.00	10	0.07	-4.58	31.53
4	SBI PSU Fund (Growth)	11.32	235	71.05	21.00	3.60	19	2.57	-6.67	29.30
5	Invesco India PSU Equity Fund (Growth)	18.48	110	68.67	19.00	8.37	18	2.70	-2.33	28.78
6	Franklin Build India Fund (Growth)	39.78	1245	71.32	6.79	16.98	33	2.74	9.02	27.85
7	LIC MF Banking & Financial Services Fund (Growth)	10.85	83	46.71	34.34	13.69	26	3.00	-3.75	27.37
8	ICICI Prudential Bharat 22 ETF (Growth)	36.22	6042	91.42	8.00	0.00	22	0.01	0.00	26.47
9	Franklin India High Growth Companies Fund (Growth)	38.01	7957	69.09	11.31	13.48	30	2.49	8.37	26.47
10	HDFC Premier Multicap Fund - Regular Plan (Growth)	53.21	340	75.63	3.13	15.65	25	2.71	5.86	24.35
11	ICICI Prudential Banking and Financial Services (Growth)	58.47	2831	58.23	22.84	11.17	38	2.29	11.39	23.67
12	DSP BlackRock Natural Resources and New Energy Fund (Growth)	35.16	468	82.11	8.59	0.68	24	2.92	15.07	23.56
13	Reliance Tax Saver Fund (Growth)	60.38	10811	58.31	19.38	19.84	62	1.78	8.78	23.01
14	HDFC Large Cap Fund - Regular Plan (Growth)	107.44	1366	90.95	0.00	0.00	19	2.22	9.26	22.74
15	ICICI Prudential Infrastructure Fund (Growth)	53.12	1822	51.80	10.19	26.94	43	2.39	10.16	22.67
16	Mahindra Dhan Sanchay Equity Savings Yojana (Growth)	10.99	332	30.27	14.87	21.15	59	2.53	6.73	22.26
17	HDFC Prudence Fund - Regular Plan (Growth)	497.86	39431	69.50	7.82	11.13	97	2.26	7.75	21.99
18	Reliance ETF Bank BeES (Growth)	2,530.66	2607	96.26	3.69	0.00	12	0.20	16.59	21.90
19	Reliance Vision Fund (Growth)	550.24	3721	78.81	16.56	3.81	32	2.03	11.37	21.87
20	Mahindra Kar Bachat Yojana (Growth)	11.85	278	56.27	13.34	27.65	43	2.34	7.64	21.71
21	ICICI Prudential Balanced Fund (Growth)	127.94	27840	73.60	6.71	1.42	108	2.20	12.08	21.70
22	Aditya Birla Sun Life Banking And Financial Services Fund (Growth)	27.42	1570	59.61	28.09	10.45	30	2.45	14.54	21.45

\* Expected next one year return is based on assumption of current holdings remaining constant.

\*\*AUM is based on latest holding of shares disclosed by AMC and its CMP

# Weightage of stocks is as per the latest AMFI categorisation of stocks. They may or may not add up to 100 because of cash component.

**Mutual fund industry has received Rs. 7,119 crore in March 2018 through SIPs as against Rs. 4,335 crore collected in March 2017.**



DSIJ Rank (24/04/18)	Scheme Name	NAV (₹)	AUM (₹ Cr)**	Weightage (%)			Total No of Companies	Expense Ratio (%)	Return 1 Years (%)	Expected 1 yr return * (%)
				Large Cap	Mid Cap	Small Cap				
73	Aditya Birla Sun Life Infrastructure Fund (Growth)	36.51	718	35.63	25.04	34.18	64	2.68	11.72	17.81
74	Franklin India Balanced Fund (Growth)	115.11	2201	58.41	8.25	3.65	49	2.41	10.01	17.78
75	Aditya Birla Sun Life Balanced 95 Fund (Growth)	757.44	13967	51.76	16.86	8.18	108	2.27	10.11	17.74
76	SBI Contra Fund (Growth)	118.04	1923	54.00	5.97	30.93	33	2.11	16.73	17.69
77	HDFC Balanced Fund - Regular Plan (Growth)	149.46	20401	52.38	8.36	13.95	89	2.01	12.99	17.66
78	L&T Equity Savings Fund - Regular Plan (Growth)	17.42	213	26.23	28.61	20.13	113	1.76	8.47	17.63
79	Franklin Asian Equity Fund (Growth)	22.52	124	4.98	6.37	0.85	12	3.24	25.30	17.51
80	Reliance Equity Savings Fund (Growth)	12.62	2528	53.17	11.06	10.37	88	2.00	9.44	17.47
81	Franklin India Prima Plus (Growth)	581.38	12266	72.46	14.85	8.08	50	2.28	11.74	17.46
82	Mirae Asset India Equity Fund (Growth)	46.68	6785	83.30	10.86	3.91	60	2.39	16.03	17.42
83	HSBC Tax Saver Equity Fund (Growth)	38.08	196	56.09	19.94	21.24	36	2.44	13.02	17.36
84	Reliance ETF Junior BeES (Growth)	308.52	314	85.97	13.51	0.00	55	0.20	17.89	17.35
85	ICICI Prudential Dividend Yield Equity Fund (Growth)	17.92	247	33.45	17.78	41.40	38	2.28	14.80	17.34
86	ICICI Prudential Nifty Next 50 Index Fund (Growth)	26.71	184	85.28	13.40	0.00	57	0.80	17.06	17.30
87	Reliance Equity Opportunities Fund (Growth)	93.63	10701	46.85	32.77	19.31	58	1.98	15.20	17.28
88	Tata Infrastructure Fund - Regular Plan (Growth)	58.48	903	43.25	22.72	27.00	43	2.13	8.58	17.28
89	HDFC Equity Savings Fund - Regular Plan (Growth)	34.95	7395	64.28	12.95	8.52	215	2.17	6.69	17.24
90	Franklin India Taxshield (Growth)	551.72	3565	73.09	11.57	8.02	56	2.33	11.81	17.12
91	Kotak Select Focus Fund - Regular Plan (Growth)	32.93	17853	74.35	14.47	2.89	61	1.97	11.98	17.08
92	Aditya Birla Sun Life Pure Value Fund (Growth)	63.41	3372	18.77	19.84	55.17	64	2.35	18.91	17.03
93	DSP BlackRock Equal Nifty 50 Fund (Growth)	9.93	144	99.35	0.00	0.00	51	0.90	0.00	17.01
94	Invesco India Infrastructure Fund (Growth)	18.59	49	31.02	22.57	37.51	25	2.70	16.77	17.00
95	Aditya Birla Sun Life Dividend Yield Plus (Growth)	174.85	1111	43.24	27.81	26.18	63	2.30	5.87	16.96
96	Reliance NRI Equity Fund (Growth)	85.53	94	84.24	12.34	0.00	30	2.68	8.69	16.95
97	Franklin India Flexi Cap Fund (Growth)	80.24	3028	71.06	15.49	8.96	50	2.33	13.63	16.95
98	IDFC Infrastructure Fund (Growth)	18.54	1162	37.40	12.37	39.91	52	2.22	19.38	16.94
99	L&T Tax Saver Fund (Growth)	38.47	32	47.14	21.94	29.27	43	2.64	15.46	16.82
100	Kotak Taxsaver - Regular Plan (Growth)	41.13	742	53.93	26.44	15.31	58	2.18	7.75	16.81
101	HDFC Capital Builder Fund - Regular Plan (Growth)	295.19	2744	65.51	8.58	16.43	57	2.25	18.30	16.80
102	HDFC Long Term Advantage Fund - Regular Plan (Growth)	339.41	1667	65.55	4.03	23.98	36	2.21	14.37	16.76
103	Baroda Pioneer Large Cap Fund (Growth)	13.74	30	86.72	10.27	0.00	34	3.36	7.18	16.71
104	Essel Large Cap Equity Fund (Growth)	22.38	249	77.62	10.08	3.87	42	2.50	9.08	16.69
105	HSBC Multi Cap Equity Fund (Growth)	88.68	635	66.38	17.81	14.23	47	2.27	15.08	16.66
106	Tata Large Cap Fund - Regular Plan (Growth)	208.39	853	83.11	6.37	10.34	43	2.38	11.98	16.62
107	DSP BlackRock Equity Savings Fund (Growth)	12.37	1559	43.64	25.00	10.65	107	2.35	7.50	16.61
108	Mirae Asset Hybrid Equity Fund (Growth)	13.51	1109	65.56	8.19	1.73	60	2.48	11.94	16.61
109	Union Tax Saver Scheme (Growth)	23.94	209	52.69	17.44	19.30	47	2.38	10.58	16.57
110	IDBI India Top 100 Equity Fund (Growth)	23.69	461	90.50	8.77	0.00	40	3.15	7.88	16.57
111	Baroda Pioneer Balance Fund (Growth)	56.99	583	49.75	31.61	9.18	56	2.71	12.03	16.56
112	DSP BlackRock Equity Opportunities Fund (Growth)	219.23	4936	53.83	34.03	9.55	78	1.97	13.68	16.48
113	BNP Paribas Mid Cap Fund (Growth)	34.36	894	1.10	54.52	33.20	49	2.13	9.18	16.43
114	Kotak Mahindra 50 Unit Scheme - Regular Plan (Growth)	222.45	1438	79.45	13.38	5.00	57	2.17	12.55	16.37
115	Aditya Birla Sun Life Equity Fund (Growth)	724.25	8602	63.68	22.51	6.85	77	1.78	14.91	16.37
116	HSBC Large Cap Equity Fund (Growth)	202.26	676	97.23	1.12	0.00	28	2.24	14.48	16.30
117	Templeton India Equity Income Fund (Growth)	47.73	1086	36.87	20.52	15.70	28	2.51	16.76	16.26
118	DHFL Pramerica Diversified Equity Fund (Growth)	13.43	93	68.60	11.20	13.43	52	2.70	12.86	16.26
119	Reliance Retirement Fund - Wealth Creation Scheme (Growth)	13.59	1180	71.47	13.83	10.02	50	2.21	18.31	16.20
120	DSP BlackRock Focus Fund (Growth)	22.64	3206	92.05	6.71	0.00	32	2.39	10.48	16.18
121	HDFC Retirement Savings Fund - Equity - Regular Plan (Growth)	17.23	417	40.28	7.76	34.46	62	2.81	19.21	16.17
122	Aditya Birla Sun Life Equity Savings Fund (Growth)	13.15	1502	44.54	14.79	6.61	73	2.45	5.88	16.09
123	Union Prudence Fund (Growth)	10.13	598	64.62	26.25	4.97	62	2.70	0.00	16.05
124	HDFC Index Sensex Plus Plan - Regular Plan (Growth)	457.00	127	90.48	5.81	3.35	39	1.00	14.06	16.00

**Equity AUM, as a percentage of India's market capitalization,  
increased 80 basis points YoY to 5.3% in FY18.**

DSIJ Rank (24/04/18)	Scheme Name	NAV (₹)	AUM (₹ Cr)**	Weightage (%)			Total No of Companies	Expense Ratio (%)	Return 1 Years (%)	Expected 1 yr return * (%)
				Large Cap	Mid Cap	Small Cap				
125	Aditya Birla Sun Life Small and Midcap Fund (Growth)	42.16	2089	0.00	10.13	75.19	53	2.40	15.19	15.99
126	IDBI Nifty Junior Index Fund (Growth)	22.76	50	70.01	12.91	0.00	50	1.75	15.23	15.98
127	Aditya Birla Sun Life India Reforms Fund (Growth)	20.21	147	57.75	26.16	12.46	28	2.90	12.97	15.91
128	HSBC Dynamic Asset Allocation Fund (Growth)	17.78	47	95.09	0.00	0.00	21	2.68	14.76	15.86
129	UTI Growth Sector Fund - Pharma and Healthcare (Growth)	84.80	410	28.15	34.80	35.33	27	2.80	-4.50	15.84
130	DHFL Pramerica Large Cap Fund (Growth)	160.80	409	87.51	4.77	5.93	45	2.51	12.53	15.80
131	DHFL Pramerica Large Cap Fund - Wealth Plan (Growth)	33.61	409	87.51	4.77	5.93	45	2.94	12.71	15.80
132	IDBI Midcap Fund (Growth)	12.04	299	8.72	40.30	22.49	49	3.30	13.37	15.74
133	SBI Pharma Fund (Growth)	121.22	1133	27.56	34.64	28.36	21	2.24	-10.23	15.74
134	Templeton India Growth Fund (Growth)	266.38	636	48.29	27.27	21.86	29	2.72	14.03	15.64
135	ICICI Prudential MidCap Fund (Growth)	102.78	1519	18.71	38.30	31.69	53	2.45	14.31	15.59
136	UTI Nifty Next 50 Exchange Traded Fund (Growth)	304.66	61	85.69	16.50	0.00	50		0.00	15.57
137	UTI Master Equity Plan Unit Scheme (MEPUS) (Dividend)	104.76	1985	76.26	18.91	3.85	46	1.92	10.99	15.54
138	ICICI Prudential Value Discovery Fund (Growth)	144.32	17622	74.55	11.65	5.75	40	2.14	9.19	15.53
139	BNP Paribas Focused 25 Equity Fund (Growth)	9.89	260	64.35	10.73	16.06	25	2.68	0.00	15.51
140	Mirae Asset Tax Saver Fund (Growth)	16.35	864	66.94	20.34	11.80	56	2.52	19.01	15.50
141	Aditya Birla Sun Life Midcap Fund (Growth)	319.02	2568	19.99	52.57	21.14	55	2.37	11.41	15.49
142	IDBI Focused 30 Equity Fund (Growth)	10.00	344	59.58	3.53	2.61	24	3.26	0.00	15.48
143	ICICI Prudential Nifty 100 ETF (Growth)	115.22	39	95.99	1.90	0.00	102	0.41	16.47	15.44
144	UTI Balanced Fund (Growth)	170.08	5661	54.63	19.18	12.97	92	2.31	10.93	15.43
145	Invesco India Contra Fund (Growth)	48.01	1210	63.08	11.29	18.38	40	2.23	24.99	15.42
146	Mirae Asset Emerging Bluechip Fund (Growth)	49.82	5364	38.86	39.45	21.06	66	2.24	13.94	15.37
147	IDFC Nifty Fund (Growth)	21.56	107	97.05	0.00	0.00	51	0.25	16.74	15.36
148	IDFC Balanced Fund (Growth)	11.59	1279	50.67	6.95	15.79	90	2.14	8.39	15.35
149	Aditya Birla Sun Life Advantage Fund (Growth)	422.64	5819	57.12	31.49	5.52	59	2.30	12.34	15.32
150	HDFC Childrens Gift Fund - Regular Plan (Growth)	116.60	2152	45.25	8.38	19.61	69	2.36	15.85	15.30
151	JM Equity Fund (Growth)	63.83	5941	79.93	0.34	0.24	55	2.39	9.68	15.29
152	Aditya Birla Sun Life Nifty ETF (Growth)	113.00	223	99.51	0.00	0.00	50	0.05	17.03	15.29
153	ICICI Prudential Nifty Index Fund (Growth)	101.45	320	96.91	0.00	0.00	51	0.94	15.74	15.26
154	Tata Equity Opportunity Fund - Regular Plan (Dividend)	32.65	1340	68.33	16.49	11.55	53	2.38	2.82	15.24
155	Tata Equity Opportunity Fund - Regular Plan (Growth)	197.15	1340	68.33	16.49	11.55	53	1.99	11.74	15.24
156	Reliance ETF Nifty BeES (Growth)	1,093.71	1122	99.66	0.00	0.00	53	0.10	17.14	15.23
157	LIC MF Exchange Traded Fund - Nifty 50 (Growth)	108.07	457	98.65	0.00	0.00	50	0.10	16.97	15.23
158	IDBI Nifty Index Fund (Growth)	19.45	218	96.71	0.00	0.00	50	1.77	14.54	15.22
159	Reliance Index Fund - Nifty Plan (Growth)	17.59	141	98.93	0.00	0.00	53	0.85	15.83	15.22
160	Franklin India Index Fund - NSE Nifty Plan (Growth)	83.39	257	95.48	0.00	0.00	47	1.09	15.35	15.21
161	Quantum Tax Saving Fund - Regular Plan (Growth)	52.52	71	76.15	9.23	2.78	23	1.46	9.60	15.21
162	UTI Nifty Exchange Traded Fund (Growth)	1,093.96	7002	99.78	0.00	0.00	53		17.18	15.20
163	L&T Dynamic Equity Fund - Regular Plan (Growth)	23.16	497	38.37	19.46	13.02	81	2.46	7.83	15.20
164	UTI Wealth Builder Fund (Growth)	33.77	996	54.74	12.36	4.10	54	2.56	8.23	15.19
165	Quantum Long Term Equity Fund - Regular Plan (Growth)	52.93	893	72.36	8.32	2.63	23	1.46	9.36	15.16
166	HDFC Nifty ETF (Growth)	1,084.15	367	99.68	0.00	0.00	50	0.05	17.10	15.16
167	HDFC Index Nifty Plan - Regular Plan (Growth)	94.97	326	99.77	0.00	0.00	50	0.30	16.79	15.16
168	BNP Paribas Long Term Equity Fund (Growth)	37.61	621	55.03	10.52	24.16	50	2.28	13.15	15.16
169	SBI Nifty Index Fund (Growth)	90.01	264	94.07	0.00	0.00	53	0.66	16.19	15.15
170	Aditya Birla Sun Life Index Fund (Growth)	103.19	198	87.78	0.00	0.00	51	0.75	15.44	15.14
171	UTI Nifty Index Fund (Growth)	68.04	771	95.67	0.00	0.00	54	0.20	16.88	15.14
172	Kotak Nifty ETF (Growth)	107.22	685	99.88	0.00	0.00	50	0.14	17.03	15.14
173	ICICI Prudential Nifty ETF (Growth)	108.85	1228	99.65	0.00	0.00	54	0.05	17.00	15.11
174	DSP BlackRock Equity Fund (Growth)	38.25	2598	62.06	13.57	20.97	66	2.47	14.63	15.10
175	LIC MF Exchange Traded Fund - Nifty 100 (Growth)	111.92	298	96.88	2.80	0.00	101	0.25	17.05	15.10
176	Tata Balanced Fund - Regular Plan (Growth)	207.42	6565	61.32	6.06	5.73	61	2.13	6.61	15.08
177	Principal Emerging Bluechip Fund (Growth)	109.74	1669	34.35	27.32	31.65	88	2.38	17.78	15.07

All the NAV figures are for date April 07, 2018. Trailing returns are also calculated for the same date. AUM, weightage of a stocks , number of companies and expense ratio are for the period ending January/February, depending upon data availability. All the raw data is provided by Dion Global Solutions Ltd