INSTITUTIONAL RESEARCH

HSIE Results Daily

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Results Reviews

- **Astral:** We maintain our REDUCE rating on Astral with a revised TP of INR 2,180/sh (34x its Dec-23E consolidated EBITDA, implying 53x P/E), owing to its expensive valuation. Weak demand in Q3FY22 pulled down pipes sales volume, leading to an op-lev loss. While consolidated revenue rose 22% YoY on account of better realisation across pipes and adhesives business, EBITDA/APAT growth tapered off to 3/3% on account of lower utilisation, rising raw material cost, and high other expenses. OPM contracted sharply in the adhesive segment on account of rising input cost.
- **Aarti Industries:** We maintain our BUY recommendation on Aarti Industries (AIL) with a target price of INR 1,380/share. AIL's constant focus on Capex and R&D will enable it to remain competitive and expand its customer base. The toluene segment in India is mainly untapped and catered to through imports; AIL will benefit in the long term by entering this segment. Q3 EBITDA/APAT were 203/339% above our estimates, mainly attributable to INR 6.1bn of one-off termination fees in EBITDA, and lower-than-expected depreciation and finance cost.
- **Aditya Birla Capital:** Aditya Birla Capital (ABCL) journey to drive consolidated return ratios closer to franchise potential over the next three years is on track across businesses. ABCL is steadily repositioning its lending business mix towards retail and granular loans (60% of NBFC AUM is towards Retail + SME + HNI; 35% of HF AUM is skewed towards affordable segment), which is gradually reflecting in a sustained improvement in franchise earnings. The insurance businesses are steadily building their profitability trajectory - the LI business, despite soft growth, witnessed better net VNB margins at 11.2% while the health insurance business remains on track to break even over the next couple of quarters. We maintain BUY on ABCL with a revised SOTP-based TP of INR157 and initiate coverage on ABSLAMC with a target price of INR720 (29x Sep-23 NOPLAT+ cash and investments).
- **Narayana Health:** NH's Q3 EBITDA beat our estimates by 8%, mainly on account of strong recovery in the flagship units. While seasonality impacted the volume uptick and ARPOB growth QoQ, which led to widening of losses at the new units, robust recovery in the flagship units drove the overall margins of the India business. We believe NH is well on course to improve its profitability, primarily led by turnaround in new units (8-9% margin by FY24e) and supply chain efficiencies that may lead to a robust EBITDA margin improvement to ~20% (+669bps) over FY20-24e. However, the potential entry of Aster DM in Cayman (over-supplied market) could throw a spanner in the works and remains a major risk. We revise our FY22-24e EBITDA estimates by 1-3% to factor in the Q3 beat and arrive at an SOTP TP of INR720/sh. ADD.
- **Radico Khaitan:** Radico reported a miss on revenue and margin. Net revenue growth was at 12%, a miss to our estimate of 15%, due to weak performance in Popular. The two-year CAGR was at 9% vs. 6% posted by UNSP. P&A volume grew 18% (HSIE 14%) to 2.36mn cases, with the two-year CAGR at 11%. P&A value was up 21% YoY, with realisation at INR 1,483/case. Commodity inflation continued to impact the GM (down by

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459bps YoY to 46.2% HSIE 47%), resulting in an EBITDA margin of 15.5% (vs. HSIE 17%). However, the key highlight of the result was the announcement of an INR 7.4bn Capex plan for a brownfield expansion in Rampur and a greenfield one in Sitapur, which would almost double the ENA production capacity and the gross block. The Capex will ensure smooth availability of quality ENA to drive premium products and control the backend. Although this may bring operational efficiencies, it will also add weights on BS/CF. Radico has managed to deleverage its balance sheet by focusing on improving FCFs (net debt reduced from INR 9.5bn in FY16 to INR 2bn in FY21). Thereby, the stock has consistently enjoyed the rerating journey (15x P/E in FY15 to 40x in FY21). The company is returning from asset light to asset heavy in an industry that has historically seen several headwinds. Thereby, it is adding risks in many ways. We cut the target multiple, from 38x P/E to 30x on Dec-23 EPS. We downgrade our rating from ADD to REDUCE.

- **CreditAccess Grameen:** CreditAccess Grameen (CREDAG) delivered all-round strong performance, significantly beating our estimates. Portfolio stress continued to normalise, with PAR-0 falling sharply from its peak of 30.6% to 6.8%, while the GNPA moderated to 6% (Q2FY22: 7.7%) for the consolidated entity. High collection efficiencies (97% including arrears), low number of zero-payment borrowers (3.5% of AUM), and adequate provisioning (GS-III PCR at 58%) suggest that moderate credit costs could sustain. CREDAG is incrementally focusing on driving portfolio growth (+18.4% YoY) in the MFI and retail finance portfolio, with ~48% of new customer additions in 9MFY22 from outside the top-3 states. We raise our FY22E earnings estimates by 3% to factor in lower credit costs and maintain BUY with a revised target price of INR848 (2.8x Sep-23 ABVPS). Our implied multiple reflects CREDAG's high cross-cycle potential RoE and a relatively conservative approach to an inherently risky business.

- **Prince Pipes:** We maintain our BUY rating on Prince Pipes, with an unchanged target price of INR 940/sh (18.5x its Dec-23E EBITDA, implying 31x P/E). We continue to like Prince for its large product portfolio and robust pan-India distribution. The Lubrizol deal should further contribute to its industry leading growth. In Q3FY22, while weak demand led to 12% YoY volume decline, improving product mix helped the company deliver gross margin expansion (on per kg basis). This offset the impact of op-lev loss and elevated other expenses. Subsequently, revenue/EBIDTA/APAT rose 21/8/1% YoY.

- **Mahindra Lifespaces:** Mahindra Lifespaces Developers Ltd (MLDL) reported strong sustenance presales of 0.32msf (+3.2%/-18% YoY/QoQ), valued at INR 2.5bn (+28%/-17% YoY/QoQ). The IC&IC segment saw strong performance, with 51.1acres leased for INR 1.4bn. MLDL believes this performance is not a one-off and would sustain. The run-rate and enquiries in this segment are now better than pre-COVID levels. The segment also expects to benefit from the proposed legislative changes for SEZs in the recent budget, with MWC Jaipur expected to benefit the most. On new land/gross development value (GDV) addition, MLDL expects to close INR 20bn of GDV by Mar/Apr-22. Further, it is in advanced talks on projects in the INR 80bn worth of prospect pipeline, which may add INR 20-25bn GDV in FY23E. It has taken price hikes across projects (~1.5% hike every quarter). Given the tailwinds in industrial business, a robust balance sheet, trustworthy brand image, and a strong pipeline, we remain constructive on MLDL and maintain a BUY rating, with an unchanged NAV-based TP of INR 349/sh.

- **Ujjivan Small Finance Bank:** Ujjivan SFB's earnings surprised positively, with a much lower-than-expected loss at INR0.3bn as reclassified provisioning pushed PCR to 84%, reducing the NNPA sequentially to 1.6% (Q2FY22: 5.1%). Business momentum improved under the focused 100-day plan, resulting in healthy disbursals of INR48bn (surpassing pre-COVID levels), offering better optics around the stress pool. The aggregate stress pool (PAR>0) declined 400bps QoQ to 15%, driven by healthy collections and strong business momentum, yet it remains elevated and is likely to normalise only beyond FY22. The restructured book tapered off to 7.5% (Q2FY22: 10.2%). The management guided for sustained business momentum, going ahead, with continued focus on building volumes and repairing asset quality; however, we hack our FY22 estimates (building in a deeper red for FY22) on account of higher credit costs, offset by a cleaner slate for FY23-24E. Although equipped with a QIP approval, we have limited visibility of RoA reflation, given a stubborn stress pool and risks to premature balance sheet expansion. We maintain REDUCE on Ujjivan SFB with a revised TP of INR20 and maintain ADD on Ujjivan Financial Services with a revised TP of INR187.

Astral

Weak demand, raw material inflation moderate profits

We maintain our REDUCE rating on Astral with a revised TP of INR 2,180/sh (34x its Dec-23E consolidated EBITDA, implying 53x P/E), owing to its expensive valuation. Weak demand in Q3FY22 pulled down pipes sales volume, leading to an op-lev loss. While consolidated revenue rose 22% YoY on account of better realisation across pipes and adhesives business, EBITDA/APAT growth tapered off to 3/3% on account of lower utilisation, rising raw material cost, and high other expenses. OPM contracted sharply in the adhesive segment on account of rising input cost.

- **Pipes & fittings performance:** Volatile PVC prices, COVID lockdown, and unseasonal rains in Q3 impacted both demand and dealers stocking, all of which led to 4/17% YoY/QoQ sales volume decline. Segmental realisation firmed up 29/13% YoY/QoQ on account of resin cost pass-through and rising share of CPVC amid weak PVC sales. Elevated resin prices and on op-lev loss drove up opex by 35/13% YoY/QoQ, amid slight inventory gains QoQ. Thus, unitary EBITDA rebound 12/17% YoY/QoQ to INR 48/kg. Segmental revenue/EBITDA rose 24/7% YoY to INR 85.7/17bn respectively.
- **Adhesive performance:** While segmental revenue firmed up 17% YoY to INR 2.56bn, rising input costs (which are being passed through with a lag) pulled down segmental EBITDAM by 5/3pp YoY/QoQ to 12%.
- **Capex update**: Astral commissioned plastic tank plants in Hosur, Ghiloth (blow molded), and Santej (blow molded). Its Bhubaneswar plant expansion will be complete in Q4FY22. It commissioned the valve plant at Dholka and has commenced production there. Its upcoming adhesive plant in Dahej is expected to be operational in FY23. Astral is also adding a greenfield plant in Telangana by FY24E. It expects to foray in the bathware segment (through outsourced model initially) in Q1FY23.
- **Outlook:** Astral expects pipes demand to accelerate FY23 onwards, riding on new real-estate project launches and government's focus on housing and piping infrastructure. In the near term, stabilising of PVC resin prices will drive dealers stocking. Astral remains confident of growing ahead of the industry across both PVC and CPVC segments. We have trimmed FY22E EBITDA by 5%, factoring in near-term slowdown in pipes sales. We have also increased our Capex estimates for FY22/23/24E. We maintain REDUCE with a revised TP of INR 2,180 (34x its Dec-23E consolidated EBITDA).

Quarterly/annual financial summary (consolidated)

YE Mar (INR mn)	Q3 FY22	Q3 FY21	YoY (%)	Q2 FY22	QoQ (%)	FY20	FY21	FY22E	FY23E	FY24E
Net Sales	10,989	8,975	*22.4*	11,541	*(4.8)*	25,779	31,763	45,497	56,215	69,867
EBITDA	1,976	1,920	*2.9*	2,115	*(6.6)*	4,429	6,445	8,063	10,889	13,000
EBITDAM (%)	*18.0*	*21.4*		*18.3*		*17.2*	*20.3*	*17.7*	*19.4*	*18.6*
APAT	1,273	1,232	*3.3*	1,412	*(9.8)*	2,479	4,044	5,086	7,230	8,669
Diluted EPS (Rs)	6.3	6.1	*3.3*	7.0	*(9.8)*	12.3	20.1	25.3	35.9	43.1
EV / EBITDA (x)						99.5	67.6	53.7	39.5	32.6
P/E (x)						177.4	108.7	86.4	60.8	50.7
RoE (%)						17.6	23.6	23.6	26.4	24.9

Source: Company, HSIE Research

REDUCE

CMP *(as on 4 Feb 2022)*	**INR 2,184**
Target Price	**INR 2,180**
NIFTY	**17,516**

KEY CHANGES	**OLD**	**NEW**
Rating	REDUCE	REDUCE
Price Target	INR 2,210	INR 2,180
EBITDA revision %	FY22E *(5.1)*	FY23E *0.2*

KEY STOCK DATA	
Bloomberg code	ASTRA IN
No. of Shares (mn)	201
MCap (INR bn) / ($ mn)	438/5,886
6m avg traded value (INR mn)	946
52 Week high / low	INR 2,525/1,411

STOCK PERFORMANCE (%)	**3M**	**6M**	**12M**
Absolute (%)	(3.4)	(2.9)	45.2
Relative (%)	(1.1)	(10.9)	29.6

SHAREHOLDING PATTERN (%)	**Sep-21**	**Dec-21**
Promoters	55.73	55.73
FIs & Local MFs	10.72	11.62
FPIs	21.32	19.85
Public & Others	12.23	12.80
Pledged Shares	-	-

Source : BSE

Pledged shares as % of total shares

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Aarti Industries

Capex and R&D to lead the way

We maintain our BUY recommendation on Aarti Industries (AIL) with a target price of INR 1,380/share. AIL's constant focus on Capex and R&D will enable it to remain competitive and expand its customer base. The toluene segment in India is mainly untapped and catered to through imports; AIL will benefit in the long term by entering this segment. Q3 EBITDA/APAT were 203/339% above our estimates, mainly attributable to INR 6.1bn of one-off termination fees in EBITDA, and lower-than-expected depreciation and finance cost.

- **Financial performance:** Adjusted EBITDA (excluding the impact of INR 6.1bn termination fees arising on account of the termination of a long term supply contract by the customer) grew 25/15% YoY/ QoQ to INR 3.6bn, on the back of strong performance across both speciality chemicals and pharmaceutical segments. Value-added products contributed 71% to revenue in Q3. EBITDA margin came in at 18%, as higher input costs were passed through to the customers.
- **Speciality chemicals:** Adjusted revenue/EBIT grew 56/27% YoY to INR 16.6/2.8bn, owing to higher realisations and around 85% utilisation across all facilities in Q3. EBIT margin for the segment was reported at 17%, led by return of demand from established markets.
- **Pharma**: Revenue/EBIT grew 40/10% YoY to INR 3.5/0.6bn, owing to the pass-through of higher costs to the customers. Trial runs at the new expanded block at the intermediate facility are underway, with commissioning targeted for Q4FY22.
- **Call takeaways:** (1) Capex in Q3/9MFY22 was INR 3/9bn. Capex of INR 45-50bn would be spent from FY22 to FY24, mainly to add over 40/50 new products for speciality chemicals/pharma segments respectively. (2) The company guided for 25-35% YoY APAT growth in FY22.
- **Change in estimates:** We raise our FY22 EPS estimate by 75.5% to INR 33.1 to account for the one-off termination fee and the 9MFY22 performance.
- **DCF-based valuation: Our target price is INR 1,380 (WACC 10%, terminal growth 4%). The stock is currently trading at 30.7x FY24E EPS.**

Financial summary (consolidated)

INR mn	Q3 FY22	Q2 FY22	QoQ (%)	Q3 FY21	YoY (%)	FY20	FY21	FY22E	FY23E	FY24E
Net Sales	23,760	15,516	*53.1*	11,868	*100.2*	41,863	45,061	66,767	69,337	85,161
EBITDA	9,661	3,098	*211.9*	2,850	*239.0*	9,773	9,815	19,026	15,967	19,761
APAT	7,725	1,761	*338.6*	1,653	*367.4*	5,361	5,235	11,995	9,054	11,682
AEPS (INR)	21.3	4.9	*338.6*	4.6	*367.4*	14.8	14.4	33.1	25.0	32.2
P/E (x)						66.9	68.5	29.9	39.6	30.7
EV/EBITDA(x)						38.6	39.0	20.1	23.7	19.0
RoE (%)						19.1	16.2	30.1	18.8	20.6

Source: Company, HSIE Research

Change in estimates (Consolidated)

Y/E Mar	FY22E Old	FY22E New	% Ch	FY23E Old	FY23E New	% Ch	FY24E Old	FY24E New	% Ch
EBITDA (INR mn)	12,700	19,026	*49.8*	15,937	15,967	*0.2*	19,882	19,761	*(0.6)*
Adj. EPS (INR/sh)	18.9	33.1	*75.5*	25.0	25.0	*0.1*	32.5	32.2	*(1.0)*

Source: Company, HSIE Research

BUY

CMP *(as on 7 Feb 2022)*	**INR 999**
Target Price	**INR 1,380**
NIFTY	**17,214**

KEY CHANGES	**OLD**	**NEW**
Rating	BUY	BUY
Price Target	INR 1,330	INR 1,380
EPS %	FY22E	FY23E
	+75.5%	-

KEY STOCK DATA	
Bloomberg code	ARTO IN
No. of Shares (mn)	363
MCap (INR bn) / ($ mn)	363/4,886
6m avg traded value (INR mn)	1,041
52 Week high / low	INR 1,168/536

STOCK PERFORMANCE (%)	**3M**	**6M**	**12M**
Absolute (%)	4.6	4.9	68.5
Relative (%)	7.0	(3.2)	52.9

SHAREHOLDING PATTERN (%)	**Sept-21**	**Dec-21**
Promoters	44.21	44.21
FIs & Local MFs	14.76	14.54
FPIs	11.86	12.27
Public & Others	29.17	28.98
Pledged Shares	0.00	0.00

Source: BSE

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Aditya Birla Capital

Undervalued franchise looking for new stars

Aditya Birla Capital (ABCL) journey to drive consolidated return ratios closer to franchise potential over the next three years is on track across businesses. ABCL is steadily repositioning its lending business mix towards retail and granular loans (60% of NBFC AUM is towards Retail + SME + HNI; 35% of HF AUM is skewed towards affordable segment), which is gradually reflecting in a sustained improvement in franchise earnings. The insurance businesses are steadily building their profitability trajectory - the LI business, despite soft growth, witnessed better net VNB margins at 11.2% while the health insurance business remains on track to break even over the next couple of quarters. We maintain BUY on ABCL with a revised SOTP-based TP of INR157 and initiate coverage on ABSLAMC with a target price of INR720 (29x Sep-23 NOPLAT+ cash and investments).

- **Lending businesses on track**: ABFL (NBFC) and ABHFL (HFC) continued to track the FY24 management guidance in terms of NIMs, AUM mix and RoA. ABFL reported NIM of 6.2% on the back of improving retail mix within the portfolio (60%), which alongside lower credit costs (1.4%) helped deliver 2.3% RoA. ABHFL reported NIMs at 4.2%, with a higher share of affordable housing (35%) and delivered 1.8% RoA. Asset quality was broadly steady for both businesses (GS-III + restructured at 7.8% and 9.5% respectively) despite a gradual portfolio re-risking.
- **Promising trends in insurance businesses**: ABSLI's Individual APE growth for Q3FY22 was relatively soft (+12% YoY, 2y CAGR at 8%); however, share of high-margin protection and NPAR savings improved 76/560bps QoQ to 6.5%/54% in the mix, driving higher net VNB margin at 11.2% (+530bps YoY). Price hikes in the protection segment are in the range of 10-25%, while ABSLI also increased its sum assured retention to INR4mn (from INR2mn). Growth in ABHI remained robust (+33% YoY) despite a high base. Loss ratios remain elevated at 61% (+760bps YoY) due to spillover of COVID claims. We see a line of sight to the health insurance business breaking even over the next couple of quarters (exit Q4FY22E/Q1FY23E).
- **AMC business - star in the pack:** With an extremely strong distribution network, Aditya Birla Sun Life AMC (ABSLAMC) emerges as a formidable franchise on our proprietary AMC Franchise Scorecard. ABSLAMC manages the fourth-largest mutual fund and is one of the most profitable AMC franchises (operating profit at 23bps of AAUM). With share of high-yielding equity within the AAUM poised to rise to 42% by FY24E and the resulting operating leverage (OP at >25bps of AAUM), the AMC business earnings trajectory is likely to be stronger (three-year NOPLAT CAGR at 16%). We initiate with a BUY rating and a TP of INR720 (29x Sep-23E NOPLAT + cash and investments).

ABCL Valuation - Sum of the Parts

	ABCL Share	ABCL stake (INR bn)	Value/sh (INR)	Comments
ABFL	100%	186	76.9	RI-based multiple of 2.0x Sep-23 ABVPS
ABHFL	100%	29	11.8	RI-based multiple of 1.6x Sep-23 ABVPS
ABSLI	51%	69	28.4	1.5x Sep-23E Embedded value
ABHI	51%	6	2.3	35x Sep-23E PAT
ABSLAMC	50%	100	41.4	29x Sep-23E NOPLAT + cash and investments
Others	100%	7	3.0	1x investment (Net worth)
TOTAL		**396**	**163.9**	
Hold co. discount			7.2	10% for non-wholly-owned subsidiaries
SOTP			**157**	

Source: Company, HSIE Research

BUY

CMP *(as on 4 Feb 2022)*	**INR124**
Target Price	**INR157**
NIFTY	**17,516**

KEY CHANGES	**OLD**	**NEW**
Rating	BUY	BUY
Price Target	INR155	INR157
EPS %	FY22E	FY23E
	NA	NA

KEY STOCK DATA	
Bloomberg code	ABCAP IN
No. of Shares (mn)	2,416
MCap (INR bn) / ($ mn)	299/4,015
6m avg traded value (INR mn)	572
52 Week high / low	INR 140/88

STOCK PERFORMANCE (%)	**3M**	**6M**	**12M**
Absolute (%)	17.3	1.4	37.2
Relative (%)	19.7	(6.7)	21.6

SHAREHOLDING PATTERN (%)	**Sep-21**	**Dec-21**
Promoters	70.7	71.0
FIs & Local MFs	11.8	11.5
FPIs	2.4	2.4
Public & Others	15.2	15.0
Pledged Shares	0.0	0.0

Source : BSE

Pledged shares as % of total shares

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Narayana Health

Encouraging results

NH's Q3 EBITDA beat our estimates by 8%, mainly on account of strong recovery in the flagship units. While seasonality impacted the volume uptick and ARPOB growth QoQ, which led to widening of losses at the new units, robust recovery in the flagship units drove the overall margins of the India business. We believe NH is well on course to improve its profitability, primarily led by turnaround in new units (8-9% margin by FY24e) and supply chain efficiencies that may lead to a robust EBITDA margin improvement to ~20% (+669bps) over FY20-24e. However, the potential entry of Aster DM in Cayman (over-supplied market) could throw a spanner in the works and remains a major risk. We revise our FY22-24e EBITDA estimates by 1-3% to factor in the Q3 beat and arrive at an SOTP TP of INR720/sh. ADD.

- **Flagship units showing signs of recovery:** NH's India revenue came in at INR7.7bn (+1% QoQ), primarily due to the seasonality impact (Q3 being the weakest quarter) on account of postponement of elective surgeries in the festive period. While new units had a subdued quarter, growing just 1% QoQ and widening losses by ~320bps QoQ, the mature units drove the improvement in profitability for India business as their margins expanded to ~23% (+260bps QoQ, strong recovery in flagship units). We forecast further improvement in profitability would be led by a turnaround of new units (8% margin by FY24e) and recovery of international business at flagship units.
- **Cayman business reports record revenue:** Cayman revenue came in at ~USD 25mn (+26% QoQ, +30% YoY) as the business recovered well after some disruptions (natural calamities) in the previous quarter. EBITDA margin moderated to 41.0% (-117bps QoQ), on account of procedure mix.
- **Con call takeaways:** (a) India: Q3 vaccine revenue at INR39mn (-83% QoQ) with INR1mn margin (INR25mn in Q2); (b) Expansion/Capex: India – radio onco set-up at Ahmedabad, Jaipur, and Shimoga.; aim to add two floors at Gurugram; small-scale additions (~20-30 beds each) in Howrah, Mysore, Ahmedabad, and Dharamshila and capacity additions in Bengaluru and Kolkata over two years; exploring brownfield, greenfield, and inorganic growth opportunities; Cayman – radiation onco centre in ~1 year, full expansion in ~2 years.

Segmental quarterly performance

	3Q FY22	3Q FY21	*YoY (%)*	2Q FY22	*QoQ (%)*
Revenues					
India	7,717	6,089	*26.7*	7,638	*1.0*
Cayman	1,879	1,415	*32.9*	1,490	*26.1*
Total	9,596	7,504	*27.9*	9,128	*5.1*
EBITDA margins					
India hospitals*	18.8%	14.1%	*478bps*	17.0%	*180bps*
Cayman*	41.0%	42.4%	*-144bps*	42.1%	*-117bps*
Total	18.2%	14.0%	*425bps*	15.5%	*274bps*

Source: Company, HSIE Research, *ex-corporate overheads allocation

Financial summary

	3Q FY22	3Q FY21	*YoY (%)*	2Q FY22	*QoQ (%)*	FY21	FY22E	FY23E	FY24E
Net Sales	9,596	7,504	*27.9*	9,128	*5.1*	25,823	37,331	42,043	46,558
EBITDA	1,750	1,049	*66.8*	1,414	*23.8*	1,821	6,316	8,147	9,408
EBITDA Margin	18.2	14.0	*425bps*	15.5	*274bps*	7.1	16.9	19.4	20.2
APAT	975	408	*139.0*	751	*30.0*	-143	3,348	4,251	5,078
Adj. EPS (INR)	4.8	2.0	*277.6*	3.7	*30.0*	-0.7	16.4	20.8	24.8
EV/ EBITDA (x)						74.8	21.5	16.8	14.5
RoCE (%)						3.6	19.9	20.2	20.4

Source: Company, HSIE Research, multiples adj. for NPV of Cayman expansion

ADD

CMP *(as on 7 Feb 2022)*	**INR 661**
Target Price	**INR 720**
NIFTY	**17,214**

KEY CHANGES	**OLD**	**NEW**
Rating	ADD	ADD
Price Target	INR 625	INR 720
EBITDA %	FY23E	FY24E
	+2%	+1%

KEY STOCK DATA	
Bloomberg code	NARH IN
No. of Shares (mn)	204
MCap (INR bn) / ($ mn)	135/1,773
6m avg traded value (INR mn)	221
52 Week high / low	INR 675/380

STOCK PERFORMANCE (%)

	3M	**6M**	**12M**
Absolute (%)	18.6	19.5	27.7
Relative (%)	21.0	11.4	12.1

SHAREHOLDING PATTERN (%)

	Dec-21	**Sep-21**
Promoters	63.85	63.85
FIs & Local MFs	18.96	19.63
FPIs	10.80	10.74
Public & Others	6.39	5.78
Pledged Shares	0.00	0.00

Source : BSE

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INSTITUTIONAL RESEARCH

Radico Khaitan

Beat on P&A volume; Capex would add risk

Radico reported a miss on revenue and margin. Net revenue growth was at 12%, a miss to our estimate of 15%, due to weak performance in Popular. The two-year CAGR was at 9% vs. 6% posted by UNSP. P&A volume grew 18% (HSIE 14%) to 2.36mn cases, with the two-year CAGR at 11%. P&A value was up 21% YoY, with realisation at INR 1,483/case. Commodity inflation continued to impact the GM (down by 459bps YoY to 46.2% HSIE 47%), resulting in an EBITDA margin of 15.5% (vs. HSIE 17%). However, the key highlight of the result was the announcement of an INR 7.4bn Capex plan for a brownfield expansion in Rampur and a greenfield one in Sitapur, which would almost double the ENA production capacity and the gross block. The Capex will ensure smooth availability of quality ENA to drive premium products and control the backend. Although this may bring operational efficiencies, it will also add weights on BS/CF. Radico has managed to deleverage its balance sheet by focusing on improving FCFs (net debt reduced from INR 9.5bn in FY16 to INR 2bn in FY21). Thereby, the stock has consistently enjoyed the rerating journey (15x P/E in FY15 to 40x in FY21). The company is returning from asset light to asset heavy in an industry that has historically seen several headwinds. Thereby, it is adding risks in many ways. We cut the target multiple, from 38x P/E to 30x on Dec-23 EPS. We downgrade our rating from ADD to REDUCE.

- **P&A volume growth momentum continues:** Net revenue grew by 12% YoY (+6% in Q3FY21 and +13% in Q2FY22; HSIE 15%). P&A and Popular revenues grew (YoY) 21% (15% two-year CAGR) and 3% (2% two-year CAGR). IMFL volume was up by 7% YoY to 6.98mn cases. P&A volume grew by 18% YoY (+5% in Q3FY21 and +18% in Q2FY22; 14% HSIE). Popular volume was up by 3% YoY (-1% in Q3FY21 and +3% in Q2FY22; 7% HSIE). The liquor industry's premiumisation trend and Radico's focus on new launches in P&A should help sustain the market share gain trend.

- **Inflation pressure continues:** GM declined by 459bps YoY (+232bps in Q3FY21 and -306bps in Q2FY22; -380bps HSIE) to 46.3%. Employee/selling and distribution expenses were down 25/7% YoY (-5/+18% in Q3FY21), while other expenses were up 36% YoY. EBITDA margin contracted 267bps YoY to 15.5% (+238bps in Q3FY21 and -130bps in Q2FY22) vs. HSIE 17.1%. EBITDA declined by 5% YoY (HSIE +8%). We expect near-term margin to continue to face pressure, due to elevated commodity prices and delayed price hikes.

- **Con call takeaways:** (1) Capex will not only benefit the company's profitability but also secure grain-based ENA. (2) Premium brands are seeing strong traction and expect the premiumisation trend to become stronger. (3) The company achieved 20% market share in Vodka with its Magic Moments brand while its 1965 rum has 10% share in defense. (4) ENA prices were up 2.5% YoY. (5) Radico expects to revert to normal margin levels when the RM inflation subsides or price hikes are initiated.

Quarterly/annual financial summary

YE Mar (INR mn)	Q3FY22	Q3FY21	YoY (%)	Q2FY22	QoQ (%)	FY21	FY22E	FY23E	FY24E
Net Sales	7,660	6,842	12.0	7,088	8.1	24,181	28,456	32,157	35,687
EBITDA	1,190	1,246	(4.5)	1,115	6.8	4,089	4,440	5,573	6,863
APAT	767	805	(4.7)	692	10.9	2,706	2,861	3,768	4,347
Diluted EPS (INR)	5.8	6.1	(4.7)	5.2	10.9	20.3	21.4	28.2	32.5
P/E (x)						48.3	45.7	34.7	30.1
EV / EBITDA (x)						32.2	29.4	23.0	19.3
RoCE (%)						13.6	13.7	16.6	16.8

Source: Company, HSIE Research

REDUCE

CMP *(as on 4 Feb 2022)*	INR 978
Target Price	INR 950
NIFTY	17,516

KEY CHANGES	OLD	NEW
Rating	ADD	REDUCE
Price Target	INR 1,250	INR 950
	FY22E	FY23E
EPS %	-7%	-3%

KEY STOCK DATA	
Bloomberg code	RDCK IN
No. of Shares (mn)	134
MCap (INR bn) / ($ mn)	131/1,756
6m avg traded value (INR mn)	639
52 Week high / low	INR 1,300/494

STOCK PERFORMANCE (%)	3M	6M	12M
Absolute (%)	(7.0)	10.5	86.1
Relative (%)	(4.6)	2.7	70.3

SHAREHOLDING PATTERN (%)	Sep-21	Dec-21
Promoters	40.27	40.27
FIs & Local MFs	18.64	18.61
FPIs	20.06	20.48
Public & Others	21.03	20.64
Pledged Shares	0.00	0.00

Source : BSE

Pledged shares as % of total shares

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CreditAccess Grameen

Sustained outperformance to drive rerating

CreditAccess Grameen (CREDAG) delivered all-round strong performance, significantly beating our estimates. Portfolio stress continued to normalise, with PAR-0 falling sharply from its peak of 30.6% to 6.8%, while the GNPA moderated to 6% (Q2FY22: 7.7%) for the consolidated entity. High collection efficiencies (97% including arrears), low number of zero-payment borrowers (3.5% of AUM), and adequate provisioning (GS-III PCR at 58%) suggest that moderate credit costs could sustain. CREDAG is incrementally focusing on driving portfolio growth (+18.4% YoY) in the MFI and retail finance portfolio, with ~48% of new customer additions in 9MFY22 from outside the top-3 states. We raise our FY22E earnings estimates by 3% to factor in lower credit costs and maintain BUY with a revised target price of INR848 (2.8x Sep-23 ABVPS). Our implied multiple reflects CREDAG's high cross-cycle potential RoE and a relatively conservative approach to an inherently risky business.

- **Strong balance sheet growth drives strong P&L outcomes**: CREDAG reported strong NII/PPOP growth of 34%/59% YoY on the back of healthy NIM (11.4%) and strong AUM growth (+18.4% YoY). While the portfolio growth was driven largely by CAGL-MFI (+22% YoY), the management is upbeat about healthy growth traction in retail finance as well as MMFL (+13% YoY). Average outstanding per borrower continued to inch up to INR38.6K (+24.4% YoY) due to sharp borrower rationalisation in previous quarters, although customer additions are now gradually gaining traction.
- **Stress pool shrinks significantly ahead of peers:** The consolidated GNPA/NNPA improved to 6.0%/2.6% (Q2FY22: 7.7%/3.4%), while the restructured book was steady at 1.4%. While the stress pool in standalone CAGL is rapidly reverting to steady state (GS-III at 5.5%), MMFL's stress pool is only gradually improving (PAR-0/GS-III at 16.7%/8.6% vs. 19.7%/10.1% in Q2FY22). With diminishing stress pool, CREDAG is well-geared to drive portfolio growth in a risk-calibrated manner, well ahead of peers, and it remains our top pick among MFI lenders.

Financial summary

(INR bn)	Q3FY22	Q3FY21	YoY (%)	Q2FY22	QoQ (%)	FY21	FY22E	FY23E	FY24E
NII	4.2	3.1	*33.8*	3.7	*12.5*	13.6	15.7	21.6	27.7
PPOP	2.7	1.7	*58.6*	2.2	*25.1*	9.5	10.1	14.3	18.0
PAT	1.2	(0.8)	*NM*	0.6	*88.5*	1.3	3.2	7.8	10.4
EPS (INR)	7.7	(5.3)	*NM*	4.1	*88.7*	8.1	20.7	50.0	66.8
ROAE (%)						3.8	8.3	17.7	19.6
ROAA (%)						0.9	2.0	4.0	4.2
ABVPS (INR)						212.8	215.3	275.4	338.6
P/ABV (x)						3.4	3.4	2.7	2.2
P/E (x)						90.3	35.4	14.7	11.0

Change in estimates

INR bn	FY22E			FY23E			FY24E		
	Old	New	Δ	Old	New	Δ	Old	New	Δ
AUM	160.2	161.0	0.5%	206.7	207.8	0.5%	267.0	268.5	0.6%
NIM (%)	10.6	10.6	2 bps	11.7	11.7	-3bps	11.7	11.6	-3bps
NII	15.6	15.7	0.4%	21.5	21.6	0.3%	27.6	27.7	0.3%
PPOP	10.0	10.1	0.8%	14.3	14.3	0.1%	17.9	18.0	0.4%
PAT	3.1	3.2	3.1%	7.8	7.8	0.1%	10.3	10.4	0.9%
ABVPS (INR)	223.4	215.3	-3.6%	275.3	275.4	0.1%	340.4	338.6	-0.6%

Source: Company, HSIE Research

BUY

CMP *(as on 7 Feb 2022)*	INR 729
Target Price	INR 848
NIFTY	17,214

KEY CHANGES	OLD	NEW
Rating	BUY	BUY
Price Target	INR 844	INR 848
EPS %	FY22E	FY23E
	3%	0%

KEY STOCK DATA

Bloomberg code	CREDAG IN
No. of Shares (mn)	156
MCap (INR bn) / ($ mn)	114/1,373
6m avg traded value (INR mn)	144
52 Week high / low	INR 808/495

STOCK PERFORMANCE (%)

	3M	6M	12M
Absolute (%)	2.7	1.4	(8.8)
Relative (%)	5.0	(6.6)	(24.4)

SHAREHOLDING PATTERN (%)

	Sep-21	Dec-21
Promoters	73.9	73.9
FIs & Local MFs	11.5	11.8
FPIs	9.3	8.8
Public & Others	5.3	5.4
Pledged Shares	0.0	0.0

Source : BSE

Pledged shares as % of total shares

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Prince Pipes

Margin expands QoQ on improving product mix

We maintain our BUY rating on Prince Pipes, with an unchanged target price of INR 940/sh (18.5x its Dec-23E EBITDA, implying 31x P/E). We continue to like Prince for its large product portfolio and robust pan-India distribution. The Lubrizol deal should further contribute to its industry leading growth. In Q3FY22, while weak demand led to 12% YoY volume decline, improving product mix helped the company deliver gross margin expansion (on per kg basis). This offset the impact of op-lev loss and elevated other expenses. Subsequently, revenue/EBIDTA/APAT rose 21/8/1% YoY.

- **Q3FY22 performance:** Sales volume fell 12% YoY (down 24% QoQ) in Q3 on demand disruption, a high base and inventory destocking by dealers. CPVC volumes, however, continue to grow (+30% YoY and also rose QoQ), thus improving the product mix. This helped NSR firm up 37/15% YoY/QoQ. Improved product mix, QoQ inventory gains (~1.5% of sales), and raw material cost past-through boosted unitary EBITDA by 22/20% YoY/QoQ to INR 34/kg. Robust pricing caused revenue/EBITDA/APAT to grow 21/8/1% YoY, despite 12% volume decline.
- **Focus on market share gain**: Prince noted that it has expanded its market share to 6-6.5% currently from 5% a few years back. The company expects to further gain market share through a strong focus on its retail distribution sweating, new product launches, and increased penetration in project sales.
- **Capex update**: Majority of the INR 2bn Capex for 50K MT Telangana plant is already done. It is currently operating at 25K MT capacity. By Q1FY23, all 50K MT will get operational, boosting its sales mix and margin in south. Total Capex for FY22E is expected to be INR 2bn.
- **Outlook:** Prince expects agri demand to contribute Q4 onwards. Government thrust on low-cost housing and Jal Shakti Mission along with real estate pick-up should drive long-term demand. Improving product mix, strong distribution focus, and large portfolio of non-agri products (~65%) should keep margin buoyant. We have increased FY22E EBITDA estimates by 10% factoring in a healthy margin trend. We keep FY23/24E EBITDA estimates broadly unchanged.

Consolidated financial summary

YE Mar (INR mn)	Q3 FY22	Q3 FY21	YoY (%)	Q2 FY22	QoQ (%)	FY20	FY21	FY22E	FY23E	FY24E
Net Sales	6,640	5,490	*20.9*	7,610	*(12.7)*	16,357	20,715	26,030	29,362	35,587
EBITDA	1,111	1,029	*8.0*	1,227	*(9.4)*	2,288	3,616	3,930	4,606	5,480
EBITDAM (%)	*16.7*	*18.8*		*16.1*		*14.0*	*17.5*	*15.1*	*15.7*	*15.4*
APAT	673	668	*0.8*	761	*(11.5)*	1,125	2,218	2,335	2,913	3,459
AEPS (Rs)	6.1	6.1	*0.8*	6.9	*(11.5)*	10.2	20.2	21.2	26.5	31.4
EV / EBITDA (x)						34.2	21.2	19.2	15.9	13.2
P/E (x)						69.5	35.3	33.5	26.9	22.6
RoE (%)						*18.2*	*23.6*	*20.5*	*21.4*	*21.2*

Source: Company, HSIE Research

BUY

CMP *(as on 4 Feb 2022)*	**INR 711**
Target Price	**INR 940**
NIFTY	**17,516**

KEY CHANGES	**OLD**	**NEW**
Rating	BUY	BUY
Price Target	INR 940	INR 940
EBITDA revision %	FY22E *9.9*	FY23E *(1.3)*

KEY STOCK DATA	
Bloomberg code	PRINCPIP IN
No. of Shares (mn)	110
MCap (INR bn) / ($ mn)	78/1,052
6m avg traded value (INR mn)	351
52 Week high / low	INR 897/382

STOCK PERFORMANCE (%)	**3M**	**6M**	**12M**
Absolute (%)	(6.5)	6.9	77.2
Relative (%)	(4.1)	(1.1)	61.6

SHAREHOLDING PATTERN (%)	**Sep-21**	**Dec-21**
Promoters	63.25	62.94
FIs & Local MFs	11.77	13.75
FPIs	3.60	4.84
Public & Others	21.38	18.47
Pledged Shares	-	-

Source : BSE

Pledged shares as % of total shares

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Mahindra Lifespaces

Gearing for new land addition

Mahindra Lifespaces Developers Ltd (MLDL) reported strong sustenance presales of 0.32msf (+3.2%/-18% YoY/QoQ), valued at INR 2.5bn (+28%/-17% YoY/QoQ). The IC&IC segment saw strong performance, with 51.1acres leased for INR 1.4bn. MLDL believes this performance is not a one-off and would sustain. The run-rate and enquiries in this segment are now better than pre-COVID levels. The segment also expects to benefit from the proposed legislative changes for SEZs in the recent budget, with MWC Jaipur expected to benefit the most. On new land/gross development value (GDV) addition, MLDL expects to close INR 20bn of GDV by Mar/Apr-22. Further, it is in advanced talks on projects in the INR 80bn worth of prospect pipeline, which may add INR 20-25bn GDV in FY23E. It has taken price hikes across projects (~1.5% hike every quarter). Given the tailwinds in industrial business, a robust balance sheet, trustworthy brand image, and a strong pipeline, we remain constructive on MLDL and maintain a BUY rating, with an unchanged NAV-based TP of INR 349/sh.

- **Q3FY22 highlights:** Revenue: INR 243mn (~73% miss). EBITDA came in at INR (388)mn (INR (185)mn/92mn Q3FY21/Q2FY22, vs (Rs 159mn) est.). Interest cost: INR 17mn (-47&/-18% YoY/QoQ). Other income: INR 588mn (+3.8x/+3.2x YoY/QoQ). APAT came in at INR 250mn (+4.2x/+3.8x YoY/QoQ), a beat of 19%, led by profit from associates. For 9MFY22, higher input cost impacted margin by 300bps; however, MLDL took an average price hike of 5%, thereby netting off the impact completely. MLDL, on an average, takes a price hike of ~1.5% every quarter, with an approximate hike of 20% from launch to receipt of occupancy certificate. MLDL's consolidated gross debt stood at INR 2bn, with cash balance at INR 1.6bn. The net D/E stood at 0.03x (vs 0.01, as of Sep-21).
- **IC&IC performance picks up; SEZ legislation change a positive:** MLDL recorded sustenance sales of INR 2.5bn (+28%/-17% YoY/QoQ), with volume at 0.32msf (+3.2%/-18% YoY/QoQ). 72% of sales was contributed by mid-premium segment and the balance by the affordable segment. Collections came in at INR 4.7bn (+60%/+2.7x YoY/QoQ). Construction outflow was INR 1.04bn (INR 690/700mn in Q3FY21/Q2FY22). During the quarter, new launches were at 0.1msf (0/0.2msf in Q3FY21/Q2FY22). Within IC&IC, the company leased 51.1acres for INR 1.4bn, well on the path to achieve its target of INR 5bn per annum. With a new legislation proposed in the recent budget for SEZs, MLDL believes that its IC&IC segment will benefit substantially (mainly MWC Jaipur).
- **Robust prospect pipeline:** MLDL has a robust FY23 prospect pipeline of INR 80bn worth of GDV, with an expected strike rate of 25-30%, 50% of which is outright purchases, 25% redevelopment projects, and the rest JDA and distressed assets. It has entered two land transactions worth INR 13bn (one each in Dahisar and Pimpri) in 9MFYTD and expects to add INR 20bn by Mar-Apr-22, in line with its annual target of INR 20bn. FY23 additions are beyond this.

Consolidated financial summary (INR mn)

YE March (Rs mn)	Q3FY22	Q3FY21	YoY (%)	Q2FY22	QoQ (%)	FY21	FY22E	FY23E	FY24E
Net Sales	243	652	(62.6)	592	(58.9)	1,663	3,119	7,663	10,171
EBITDA	(388)	(185)	(110.2)	92	(523.1)	(935)	(798)	157	417
APAT	250	(112)	323.6	65	283.7	(717)	317	1,432	1,782
Diluted EPS (Rs)	1.6	(0.7)	323.6	0.4	283.7	(4.7)	2.1	9.3	11.6
P/E (x)						(56.7)	128.3	28.4	22.8
EV / EBITDA (x)						(44.7)	(56.7)	302.5	117.8
RoE (%)						(4.3)	1.9	8.3	9.4

Source: Company, HSIE Research

BUY

CMP *(as on 7 Feb 2022)*	INR 264
Target Price	INR 349
NIFTY	17,214

KEY CHANGES	OLD		NEW
Rating	BUY		BUY
Price Target	INR 349		INR 349
EPS	FY22E	FY23E	FY24E
Change %	+1.9x	-	-

KEY STOCK DATA	
Bloomberg code	MLIFE IN
No. of Shares (mn)	154
MCap (INR bn) / ($ mn)	40/549
6m avg traded value (INR mn)	68
52 Week high / low	INR 299/152

STOCK PERFORMANCE (%)	3M	6M	12M
Absolute (%)	(7.1)	5.4	73.7
Relative (%)	(4.7)	(2.6)	58.1

SHAREHOLDING PATTERN (%)	Sep-21	Dec-21
Promoters	51.44	51.34
FIs & Local MFs	15.61	17.37
FPIs	11.60	10.61
Public & Others	20.94	20.68
Pledged Shares	-	-

Source: BSE

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Ujjivan Small Finance Bank

Accelerated AUM growth improves optics around stress

Ujjivan SFB's earnings surprised positively, with a much lower-than-expected loss at INR0.3bn as reclassified provisioning pushed PCR to 84%, reducing the NNPA sequentially to 1.6% (Q2FY22: 5.1%). Business momentum improved under the focused 100-day plan, resulting in healthy disbursals of INR48bn (surpassing pre-COVID levels), offering better optics around the stress pool. The aggregate stress pool (PAR>0) declined 400bps QoQ to 15%, driven by healthy collections and strong business momentum, yet it remains elevated and is likely to normalise only beyond FY22. The restructured book tapered off to 7.5% (Q2FY22: 10.2%). The management guided for sustained business momentum, going ahead, with continued focus on building volumes and repairing asset quality; however, we hack our FY22 estimates (building in a deeper red for FY22) on account of higher credit costs, offset by a cleaner slate for FY23-24E. Although equipped with a QIP approval, we have limited visibility of RoA reflation, given a stubborn stress pool and risks to premature balance sheet expansion. We maintain REDUCE on Ujjivan SFB with a revised TP of INR20 and maintain ADD on Ujjivan Financial Services with a revised TP of INR187.

- **AUM acceleration drives stress pool optics:** GNPA/NNPA improved to 9.8%/1.6% (Q2FY22: 11.8%/5.1%), with contained annualised gross slippages at 5.5%. Enhanced focus on collections from delinquent accounts resulted in PAR>0 improving 400bps sequentially to ~15% - MFI (15%), MSE (24%) and housing (13%). Collections have witnessed encouraging trends at ~97% in the past three months. We will watch out for further reduction in stress with better execution in collections, which could increase the near-term opex.
- **Confidence capital crucial:** In a short span of time, Ujjivan has been able to hire all the immediately reporting positions to the CEO. With resumption in economic activity, improved collections and stabilisation of the leadership team, the management appears optimistic of business momentum, albeit prematurely, given its current thin capitalisation (CAR at 19%). The INR6bn QIP approval is especially crucial to infuse confidence capital and meet the minimum shareholding norms prior to the reverse merger.

Financial summary

(INR bn)	Q3 FY22	Q3 FY21	YoY (%)	Q2 FY22	QoQ (%)	FY21	FY22E	FY23E	FY24E
NII	4.5	4.3	5.0%	3.9	16.0%	17.3	16.9	22.2	26.3
PPOP	1.4	2.0	-30.6%	0.7	99.0%	8.1	5.6	9.4	11.2
PAT	(0.3)	(2.8)	NM	(2.7)	NM	0.1	(4.7)	4.5	4.7
EPS (INR)	(0.2)	(1.6)	NM	(1.6)	NM	0.0	(2.7)	2.6	2.7
ROAE (%)						0.3	(15.8)	15.3	14.2
ROAA (%)						0.0	(2.2)	1.8	1.6
ABVPS (INR)						16.2	14.1	16.4	17.9
P/ABV (x)						1.2	1.4	1.2	1.1
P/E (x)						408.3	NM	7.5	7.2

Change in estimates

(INR bn)	FY22E			FY23E			FY24E		
	Old	New	Change	Old	New	Change	Old	New	Change
Net advances	159	164	3.3%	195	200	2.2%	239	240	0.7%
NIM (%)	8.6	8.7	10 bps	9.8	9.7	-9 bps	9.8	9.7	-11 bps
NII	16.5	16.9	2.8%	21.8	22.2	1.7%	26.2	26.3	0.3%
PPOP	6.6	5.6	-16.1%	9.3	9.4	1.1%	11.3	11.2	-1.5%
PAT	(2.1)	(4.7)	124.2%	3.6	4.5	23.5%	4.6	4.7	1.5%
Adj. BVPS (INR)	14.3	14.1	-1.5%	17.0	16.4	-3.2%	18.8	17.9	-5.0%

Source: Company, HSIE Research

REDUCE

CMP *(as on 7 Feb 2022)*	**INR 19**
Target Price	**INR 20**
NIFTY	**17,214**

KEY STOCK DATA	
Bloomberg code	UJJIVANS IN
No. of Shares (mn)	1,728
MCap (INR bn) / ($ mn)	33/456
6m avg traded value (INR mn)	108
52 Week high / low	INR 38/17

STOCK PERFORMANCE (%)	3M	6M	12M
Absolute (%)	(9.9)	(28.2)	(46.2)
Relative (%)	(7.5)	(36.2)	(61.8)

Ujjivan Financial Services

ADD

CMP *(as on 7 Feb 2022)*	**INR 123**
Target Price	**INR 187**
NIFTY	**17,214**

KEY STOCK DATA	
Bloomberg code	UJJIVAN IN
No. of Shares (mn)	122
MCap (INR bn) / ($ mn)	15/222
6m avg traded value (INR mn)	199
52 Week high / low	INR 262/125

STOCK PERFORMANCE (%)	3M	6M	12M
Absolute (%)	(21.5)	(38.8)	(45.8)
Relative (%)	(19.2)	(46.8)	(61.4)

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Rating Criteria
BUY: >+15% return potential
ADD: +5% to +15% return potential
REDUCE: -10% to +5% return potential
SELL: > 10% Downside return potential

Disclosure:

Analyst	Company Covered	Qualification	Any holding in the stock
Rajesh Ravi	Astral, Prince Pipes	MBA	NO
Keshav Lahoti	Astral, Prince Pipes	CA	NO
Nilesh Ghuge	Aarti Industries	MMS	NO
Harshad Katkar	Aarti Industries	MBA	NO
Rutvi Chokshi	Aarti Industries	CA	NO
Akshay Mane	Aarti Industries	PGDM	NO
Krishnan ASV	Aditya Birla Capital, CreditAccess Grameen, Ujjivan Small Finance Bank	PGDM	NO
Deepak Shinde	Aditya Birla Capital, CreditAccess Grameen, Ujjivan Small Finance Bank	PGDM	NO
Sahej Mittal	Aditya Birla Capital	ACA	NO
Neelam Bhatia	Aditya Birla Capital, CreditAccess Grameen	PGDM	NO
Karan Vora	Narayana Health	CA	NO
Naveen Trivedi	Radico Khaitan	MBA	NO
Varun Lohchab	Radico Khaitan	PGDM	NO
Saras Singh	Radico Khaitan	PGDM	NO
Parikshit Kandpal	Mahindra Lifespaces	CFA	YES
Manoj Rawat	Mahindra Lifespaces	MBA	NO
Nikhil Kanodia	Mahindra Lifespaces	MBA	NO

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