HDFC securities
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20 YEARS

21 Stocks for Medium/Long Term SIP

21-April-2021

RETAIL RESEARCH

Stocks for Long Term SIP

- What a year 2021 has been so far! The fear, the hope of recovery, the support from Central Banks and Govts across the globe, the response of the Pharma Industry to the pandemic and the resolve to overcome the difficult times have been unique and noteworthy.

- We believe that the thrust toward a manufacturing-led growth in India will result in a virtuous cycle of productive growth of investment - job creation - income – saving - investment. India could be one of the few large economies offering high nominal growth. In the last few years, we have witnessed a consistent deliverance in structural reforms by India's policy makers. We remain optimistic on the prospects of Indian economy and corporate earnings growth over the next few years.

- India story faces concerns from the global growth environment, delivery and execution of policy reforms, a faster-than-expected rise in inflation partly led by commodity price rise, increase in asset quality stress, risk aversion in global capital markets, faster-than-anticipated tightening in global financial conditions. India is currently undergoing second wave of Covid 19. An analysis of US, Russia and Europe suggest that daily case additions in 2nd and 3rd wave have been 1.4-12x than the first wave. The wave has lasted for 2- 3 months. A prolonged pandemic spread and an increase in restrictions may curb economic activity in FY22, which may further defer revival in FY22. Nifty earnings growth of 30%+ in FY22 can come under threat if Covid situation lingers longer.

- A stock SIP is a superior way to invest systematically. It enables investors to buy stocks (amount/quantity based), periodically (weekly, monthly, etc.) in a systematic manner. It is the ideal method of investing for long term investors. It helps you make the best of the unpredictable market by adopting a disciplined investment strategy.

- We have prepared a list of largecap (and some midcap/smallcap) stocks which can be used by investors who seek to invest in them systematically over the next few years. Apart from the year 2021, incidentally, HDFC Securities Ltd has entered its 21st year and hence the 21 stocks. Despite the known headwinds, markets have not corrected sufficiently on the back of liquidity and hopes of early restoration of normalcy from Covid-19 pandemic. Hence staggered buying is recommended to benefit from any future falls and have better margin of safety.

Stocks for Long Term SIP

The following table gives out the basic financial details of the 21 Stocks.

Sr No	Company	Industry	Equity Latest	FV	CMP	Mkt cap	Book Value latest	Net Sales FY20	Change in sales y-o-y	PAT FY20	Change in PAT y-o-y	EPS TTM	P/E TTM	P/BV	Last Div %.	Dividend Yield
Largecaps Stocks																
1	Reliance Industr	Refineries	6339.4	10	1901.7	1205571	967.5	597535.0	5.0%	42660.1	7.8%	64.3	29.6	2.0	65	0.3%
2	Infosys	Computers - Software - Large	2130.4	5	1362.6	580553	169.7	100472.0	10.7%	19351.0	16.6%	45.4	30.0	8.0	540	2.0%
3	Hind. Unilever	Personal Care - Multinational	235.0	1	2436.7	572515	199.3	39238.0	1.4%	6895.5	11.0%	32.2	75.8	12.2	2500	1.0%
4	ICICI Bank	Banks - Private Sector	1383.4	2	559.8	387173	215.5	84835.8	17.9%	9566.3	124.9%	21.3	26.2	2.6	0	0.0%
5	St Bk of India	Banks - Public Sector	892.5	1	331.2	295538	279.6	269851.7	6.5%	16301.4	704.8%	22.8	14.5	1.2	0	0.0%
6	ITC	Cigarettes	1230.9	1	203.6	250546	48.0	48979.1	-0.7%	15406.4	22.3%	10.8	18.9	4.2	1015	5.0%
7	Larsen & Toubro	Engineering - Turnkey Services	280.9	2	1310.5	184059	515.0	145452.4	7.6%	9549.0	9.7%	101.7	12.9	2.5	900	1.4%
8	Sun Pharma.Inds.	Pharmaceuticals - Indian	239.9	1	640.7	153711	187.9	32325.2	12.7%	3982.8	8.0%	23.9	26.8	3.4	400	0.6%
9	HDFC Life Insur.	Life Insurance	2020.9	10	666.0	134584	38.7	32245.0	11.5%	1297.5	1.5%	6.7	99.4	17.2	0	0.0%
10	Bajaj Auto	Automobiles	289.4	10	3515.6	101729	819.7	29111.5	-1.5%	5211.9	11.2%	161.0	21.8	4.3	1200	3.4%
11	Dabur India	Personal Care - Indian - Large	176.7	1	569.2	100600	40.3	8703.6	2.0%	1518.0	1.2%	9.1	62.7	14.1	300	0.5%
12	Tata Motors	Automobiles - LCVs/HCVs	664.1	2	301.4	100074	162.5	258594.4	-13.6%	-9713.2	-660.1%	-38.6	-7.8	1.9	0	0.0%
Midcaps and Smallcaps Stocks																
1	M & M	Automobiles - passenger cars	621.6	5	795.0	98828	322.4	75381.9	-28.0%	720.2	-86.1%	0.6	1248.9	2.5	47	0.3%
2	Dr Reddy's Labs	Pharmaceuticals	83.2	5	4968.1	82620	1002.2	17460.0	13.5%	2026.0	3.9%	130.8	38.0	5.0	500	0.5%
3	GAIL (India)	Gas Distribution	4440.4	10	136.4	60567	114.6	72508.4	-4.8%	9422.1	43.9%	18.9	7.2	1.2	64	4.7%
4	Aurobindo Pharma	Pharmaceuticals - Indian	58.6	1	965.9	56592	313.0	22738.0	18.3%	2850.4	17.2%	56.7	17.0	3.1	300	0.3%
5	NMDC	Mining / Minerals	293.1	1	137.9	40413	98.5	11699.2	-3.7%	3630.1	-21.4%	12.9	10.7	1.4	529	3.8%
6	ACC	Cement - Major	187.8	10	1876.8	35243	676.2	13486.8	-12.1%	1549.7	12.5%	82.9	22.6	2.8	140	0.7%
7	H P C L	Refineries	1460.6	10	231.4	33798	238.0	267923.8	-2.3%	3556.5	-46.8%	58.7	3.9	1.0	97.5	4.2%
8	Tata Power Co.	Power Generation And Supply	319.5	1	93.8	29972	68.1	29136.4	-2.5%	852.5	-23.0%	2.8	33.6	1.4	155	1.7%
9	Birla Corpn.	Cement - Major - North India	77.0	10	938.7	7229	544.6	6915.7	5.6%	505.2	97.6%	74.7	12.6	1.7	75	0.8%

Note: Source: Capitaline Database, All figures in Rs.Cr. except for FV, CMP, BV, EPS. , CMP is as of April 19 2021, EPS is adjusted for extraordinary items, Past dividend yield may not necessarily sustain in future. All Consolidated nos.

RETAIL RESEARCH

A brief write-up on twenty one stocks are given below:

Reliance Industries Ltd (M Cap Rs 1205571 Cr)

- Reliance Industries (RIL) is one of the largest private sector companies in India with businesses in telecommunication, petrochemicals, refining, textiles and retail. It has strong market position and operates its petrochemical plants at full capacity. RIL has market capitalisation of more than Rs 12 lac crore, becoming the first Indian company to reach the milestone. The company is hiving off its oil-to-chemical (O2C) business into a separate subsidiary — Reliance O2C Ltd.
- Company's net debt free status post large fund raising program, dominant leadership position in the petrochemical segment, massive scale of downstream business with highly complex refinery asset which leads to better GRMs than benchmark Singapore GRM, plans to expand its fuel retail business in a joint venture with British energy major BP, enjoying highest revenue market share of 36% in Reliance Jio, and dominant market position in organized retail segment are key growth drivers in revenue as well as profitability.
- Company is looking to expand into multiple new digital products and services. It is building capabilities at scale toward: (a) AI-based products – education platforms, computer analytics tools, speech and language recognition products, (b) 5G technology, along with its technology partner Qualcomm, and (c) applications for video conference – JioMeet, digital payment – JioUPI, connectivity – Jio STB, and Jio Fiber, among others.
- Reliance is India's largest retailer by revenue and profitability. The company's strong market position is reflected in its leadership position across several formats and has been supported by consistent growth. The company has been expanding its presence across tier-2 and 3 cities, resulting in more than 12,000 stores as on December 31, 2020.
- Steep decline in demand for the refining as well as petrochemicals businesses due to on-going pandemic, volatility in crude oil prices, competitive intensity associated with the telecom segment, and fluctuations in foreign exchange rates are key concerns.

Infosys (M Cap Rs 580553 Cr)

- Infosys is a leading provider of consulting, technology, outsourcing and next-generation digital services, enabling clients to execute strategies for their digital transformation. Company has established position across verticals and service lines, enabling clients in 46 countries. Its employees stood at 259,619 as on 31st Mar 2021.
- Its multi-year growth in digital technology considering its digital prowess and its ability to provide an end to end solution, coupled with increase in outsourcing in the US and Europe, vendor consolidation opportunities, captive carve outs and cost takeout deals will further boost revenues. In addition, healthy deal wins could help the company to report a steady improvement in financials in coming quarters
- Infosys has guided revenue growth of 12-14%, which represents strong growth potential despite a robust FY21 performance. The company expects healthy traction in large deals, traction in digital technologies, healthy deal pipeline (US$9.4 billion net new out of US$14 billion won). . Larg recent deal of Daimler will support growth in the vertical in FY22E.

- The company reported healthy margins despite a wage hike in the Q4FY21. Infosys believes there will be margin headwinds in FY22E led by lower utilisation, higher travel cost, large deal transition cost, higher sub-contracting cost and phased wage hike starting from July 2021. Hence, the company has guided for 22-24% margin for FY22E. However, we expect many levers like offshoring, revenue growth, pyramid rationalisation, rupee depreciation and automation could be positive for Infosys, the company could surpass the top end of its guidance in FY22E.
- Rupee appreciation against the USD, pricing pressure, strict immigration norms as well as ban on US H-1B and L1 visa, and adverse observations or findings from the ongoing investigations by US regulators and government agencies into the whistle-blower complaints are key concerns.

Hindustan Unilever Ltd (M Cap Rs 572515 Cr)

- Hindustan Unilever Limited (HUL) is India’s largest FMCG company and a subsidiary of Unilever Plc (that holds a 62% stake in HUL), the world’s largest consumer goods company present across 190 countries. HUL has a very well diversified portfolio under Home Care (HC), Beauty & Personal Care (BPC), and Food & Refreshments (F&R) categories. It is the no.1 household care company in India with revenues growing at 10% CAGR and a profitability growth of 3.6x (FY13 to FY19), No.1 hair care company in India with ~59% market share and a growth of 11% CAGR and is the market leader in Tea under the Brooke Bond brand with a growth of 10% CAGR. Apart from these, HUL is also ranked no.1 in skin care, skin cleansing, make up, ranked no.2 in oral care and ranked no.3 in deodorants. Post-GSK takeover, HUL’s Foods revenue is similar to the overall size of Britannia and Nestle. Thus, HUL is now one of the largest listed food companies in India.
- Last year the acquisition of GSK’s business was completed which will give HUL, already India’s largest packaged consumer goods company, more room to dominate. The GSK portfolio may see some adverse impact (although still growing YoY) in Q4FY21/ Q1FY22 due to IT systems integration.
- The company’s business fundamentals remain strong with 86% of business gaining penetration. Health, hygiene and nutrition – 80% of the company’s portfolio – continues to grow in double digits, and the company has recorded notable improvement in discretionary categories. It has one of the widest distribution reach of 7mn+ outlets.
- HUL is a play on consumption growth in India. It has proved its ability to implement effective price hikes and to grow ahead of market. Disruptive times are particularly hard on unorganized players, which may lead to HUL gaining market share. HUL has the best of breed earnings growth potential in the longer term owing to its diversified portfolio, execution strengths. Further, it is a debt free and cash rich (~Rs.5113 Cr cash as of FY20)
- Though company can pass on the price hikes, sharp volatility and price fluctuation in commodities like tea, palm oil and crude can temporarily affect the margins. On the flip side, sharp inflation in raw materials throws up opportunity for market share and pricing growth.

Stocks for Long Term SIP

ICICI Bank Ltd. (M Cap Rs 387173 Cr)

- ICICI Bank has transformed itself from a corporate focused bank to a retail bank in the last 5 years. The focus of the management has shifted to lower risk retail loans to increase granularity in the lending book. Along with expansion of the physical presence, the bank is leveraging technology to expand its customer base and improve services. This has led to has led to a significant moderation in gross slippages and helped company in improving CASA Ratio and NIMs.
- Focus towards portfolio quality and strengthening of underwriting credit processes could restore the prudent growth path for the Bank and result in better long-term value creation. The current MD's focus is mainly on achieving superior RoEs via strong core operating performance. The Bank is well capitalized which will act as a cushion against further asset quality shocks and lower CASA growth if any. The bank has very strong retail loan book composition and PCR is also at industry best level. This indicates that ICICI Bank is better placed than peers to deal with the anticipated stress due to COVID-19.
- ICICI Bank's digital offerings for its retail segment are now maturing in terms of customer penetration, adoption and hyper-personalisation reflecting in speedier customer acquisition and better productivity. Incrementally, the bank's comfort and confidence in kick-starting growth in its corporate portfolio holds a gradual re-rating potential on the back of reducing concentration risk from a single growth/profit engine.
- Recent COVID-19 pandemic is likely to have far reaching impact on the banking sector. Credit growth is already low and asset quality issues are likely to spread into many sectors. On-going stress in Corporate and SME segment might accelerate and in fact retail loan segment might emerge as a new source of stress.

State Bank of India (M Cap Rs 295538 Cr)

- State Bank of India (SBI) is India's largest domestic bank and a market leader in retail advances. It has an extensive network of around 22,000 branches and over 58,350 ATMs.
- SBI is a financial conglomerate. Through its various subsidiaries and JV companies, it has presence in insurance, asset management, credit cards and various other services including stake in various regional rural banks. All these are performing exceptionally well and adding substantial value to the bank's valuation. This will also help SBI hedging against downturns in specific segments and access multiple growth avenues. All of the consolidated business is trading at attractive valuation.
- SBI is almost immune to any liability-side risks at this juncture, given its expansive, granular deposit base and government's majority holding. It is better placed to curtail asset quality worries than many other large banks because of its quality of loan book. Moreover, ample provision coverage will curtail incremental loan loss provisions. After a prolonged period of stress, Indian banking sector had finally entered into resolution and recovery phase. With this, corporate facing banks like SBI with huge corporate book size had a lot to gain. Any further delay in the process of resolution of large assets due to current uncertainties and extension granted under IBC could be a dampener. Recent COVID-19 pandemic is likely to have far reaching impact on the banking sector. Credit growth is already low and asset quality issues are likely to spread into many sectors. On-going stress in Corporate and SME segment might accelerate and in fact retail loan segment might emerge as a new source of stress.

Stocks for Long Term SIP

ITC Limited (M Cap Rs 250546 Cr)

- ITC is a market leader in its traditional businesses of Cigarettes, Paperboards, Packaging and Agri-Exports, it is rapidly gaining market share even in its nascent businesses of Packaged Foods & Confectionery, Branded Apparel, Personal Care and Stationery.. Paper & packaging and the agri business segments support the packaging and commodity sourcing requirements for cigarettes and the FMCG business. As of FY20, cigarettes and FMCG were the two largest revenue contributors, contributing 46% and 28% of revenues, respectively. However, cigarettes continue to account for 85% of ITC's profits.
- ITC is the largest combustible cigarette player with massive 77% market share in India where the demographics are favorable (rising population and disposable income growth), E-cigarettes are banned, and entry barriers for new players in the tobacco sector are high.
- ITC’s management has been making efforts to diversify its business thereby relying less on the cigarette business. Over the past 20 years, ITC has aggressively invested in the FMCG business (packaged food, personal care, stationery, incense sticks, safety matches) as its growth avenues for the future. Since its diversification out of cigarettes in 2001-02, ITC has expanded to have a portfolio of 25 Mother brands in various consumption categories with a total consumer spend of Rs. 19700 Cr, making it the third-largest F&B company by revenue. Of these 25 Mother brands, 9 are among the top 3 in their respective categories. The company continues to scale up this business by expanding in adjacencies, innovation, and premiumising the portfolio with value-added products.
- The company has a huge cash balance of almost ~ Rs. 36,000 Cr. on its balance sheet and has changed its dividend payout ratio to 80-85% vs. ~65% earlier. With this move, the dividend yield for the stock will increase to ~5.2% for FY21 which is highest in the industry. ITC can use this cash for more inorganic opportunities. Since, most of this cash in generated from the cigarettes business, the cash generation process is not expected slow-down in the long term.
- ITC is one of the leading FMCG companies in the country and at such low valuations, we feel there is very limited downside potential with the risk reward ratio in the current market scenario in favor of ITC. Profitability and cash generation is heavily skewed towards the cigarettes business; any slowdown there could have impact on company’s performance. Upcoming investment trends like more emphasis on ESG investing and the single digit growth rate (6%) in the cigarettes business are near term overhangs.

Larsen & Turbo Ltd (Mcap Rs 184059 Cr)

- Larsen & Toubro (L&T) is the foremost player in the Infrastructure and Engineering space in India and holds interests in technology and financial services as well. L&T has a wide presence all over the world, covering over 30 countries. L&T addresses critical needs in key sectors such as Hydrocarbon, Infrastructure, Power, Process Industries, and Defence.
- Infra push by the government may boost the growth: L&T’s order inflow correlates to India’s economic growth. Over the past few years, the Indian economy has faced challenging years, and this year was further accentuated by the pandemic, which delayed recovery for L&T. However, the National Infrastructure Pipeline (NIP) indicates spends of Rs.111 lakh cr over the next five years and L&T with its diverse presence and capabilities would be the biggest beneficiary of the same. The company witnessed the highest quarterly order inflow of Rs.732bn during 3QFY21, led by domestic infrastructure ordering. As the roads and highways segment has become more competitive, metro, water, and HSR have become the go-to segments. Order inflow momentum is likely to continue, given the infra push by the government. L&T has a robust order book of ~Rs.3.3 lakh cr,

which offers healthy revenue visibility for the next 2-3 years with higher revenue visibility and incremental order inflow, especially in Infrastructure, hydrocarbon, Power & defense.

- Working Capital requirement has come down and remains moderate: Company's management expects the working capital to sales ratio to come down around 18-20% going forward. Customer collections have been substantial despite the pandemic.
- Inefficient use of capital may disturb the profitability and higher return ratio, which could lead to a negative impact on L&T. Efficient use of capital would be a driver for ROE. We have already witnessed the company's low growth, margin pressure, depressed ratio, and high debt. However, the robust and healthy order book and high-quality orders should improve the financial in coming quarters. Company has exited from inefficient capital assets and non-core businesses and reduced the debt level. Monetisation of non-core assets would be the key part of the company's strategy, bringing efficient capital utilisation and leading the ROE.

Sun Pharmaceutical Industries (M Cap Rs 153711 Cr)

- Sun Pharmaceutical Industries is the largest Indian pharma company, with an impressive track record of organic and inorganic growth. Company is ranked no.1 in India with ~8% market share in the Indian Pharma Market (IPM). Sun Pharma is the largest Indian pharma company in USA. Company has 31 brands amongst top-300 brands in IPM.
- Company derived ~32% revenues from US, and ~30% from domestic market. Rest of the world (RoW) - mainly Russia, Europe and Japan - contributed 14% to its revenues and Emerging Markets (Russia, Brazil, South Africa, Romania and Asia) revenues contribution stood at 17%. Company reported ~US$ 410mn revenues from global specialty business in FY20.
- US business (~37% of revenues), has recorded ~19% CAGR in FY09-20, on the back of acquisitions and timely product launches. Sun has made ~Rs 12,600cr worth of cumulative R&D investments over the last 6 years (FY15-20), and this bodes well for the company. Company has completed remediation measures at Halol facility and requested for desktop audit, awaits response from the US FDA. Sun Pharma reduced ~US$ 500mn debt in FY20 and US$ 300mn in H1 FY21.
- The share of injectables, specialty, biosimilars, and complex products in US revenues is expected to increase significantly over the next 3-4 years. Improving quality of pipeline in the US will not only ensure that the growth rate hold up better but will also drive higher profitability.
- We remain positive given strong management team, robust balance sheet, strong earnings growth expected over FY20-23E and compelling valuations.
- Slower ramp up in specialty portfolio, delay in US FDA resolution of Halol unit, higher than estimated price erosion in the US and Drug price fixing lawsuits in the US are the key concerns for the company.

HDFC Life Insurance Company Ltd. (M Cap Rs 134584 Cr)

- We believe, over a long term period, India's highly underpenetrated life insurance space is attractively positioned to capture the huge growth opportunity. Large private players are better placed to take advantage given their ability to push protection business by leveraging strong brand and existing network. They have access to adequate capital and can invest in online platforms. Also, insurance industry's inherent nature of long gestation period to break-even (9-10 years) and need for bancassurance partnership provides a very bleak visibility for a new entrant which in turn is extremely positive for well-established larger bancassurance players.

- We feel that COVID-19 situation could be blessing in disguise over the medium term for the industry as it will create renewed push for insurance coverage by Government and increase need for coverage felt by the general public.
- We feel that HDFC Life is a long term compounding growth story. The company's focus on superior product mix with greater focus on high margin business, diversified distribution mix and high technology focus puts company ahead of the curve. Share of low margin ULIP business (as a % to total APE) has been consistently contracting from 46% in FY17 to 23% as of Q3FY21. At the same time, high margin pure individual protection business share (as a % to total APE) has grown by 2x during the same time. On the back of consistent performance, we feel that the company can continue to fetch higher multiples compared to other listed peers.
- Rising competition especially via digital disruptors poses pricing and volume risk.

Bajaj Auto Ltd. (M Cap Rs 101729 Cr)

- Bajaj Auto Ltd. (BAL) is the largest exporter of 2W and 3W in India with a market share of ~60% in motorcycles and 3W. Its export volumes have grown at a CAGR of 6.4% over FY16-FY20 as compared to 2.3% growth in domestic volumes. Strong growth in Africa and increasing penetration in newer markets in Middle East is resulting in sturdy growth.
- India's premium motorcycles market witnessed a major turnaround with rapid increase in demand for premium motorcycles over the last three years. BAL is a dominant player in the premium 2W segment. After tasting success with its Pulsar range, BAL has added premium bike like Dominar, Avenger, KTM and Husqvarna to its portfolio. In FY20 it has signed a deal with Triumph to produce Triumph branded motorcycles between 200 and 750 cc capacity at Bajaj's plant.
- The Indian electric two-wheeler (E2W) segment has been growing at a CAGR of 62% over FY16-FY20. BAL forayed into electric 2W market with the launch Bajaj Chetak in Jan-2020 and became the first major 2W company in India to launch an electric 2W. Based on a CXO survey of Industry experts by JMK research, the E2W market in India is expected to cross 20 lakh units over the next five years.
- BAL has negligible debt levels and is likely to maintain its debt-free status, given that its annual capex requirement of ~Rs 500-800cr can be easily met through internal cash accrual of Rs 2500-3000cr post dividend payout. Return ratios continue to remain strong above 20%.
- Higher competition in the premium segment, stress in key geographies and change in technology would be key concerns for the company.

Dabur India Ltd (M Cap Rs 100600 Cr)

- Dabur India Limited is one of the world's largest Ayurvedic and Natural Health Care Company with a portfolio of over 250 Herbal/Ayurvedic products. Dabur's FMCG portfolio includes eight distinct Power Brands: Dabur Chyawanprash, Dabur Honey, Dabur Honitous, Dabur PudinHara and Dabur Lal Tail in the healthcare space; Dabur Amla and Dabur

Red Paste in the personal care category and Real in Foods category. Its wide distribution network covers 6.7 million retail outlets with a high penetration in both urban and rural markets.

- Dabur's products also have a notable presence in the overseas markets with its products being available in over 100 countries across the globe. The overseas revenues account for 28.2% of the total turnover. Its key global markets are Middle East, SAARC countries, Africa, US, Europe and Russia.
- There has been an increased focus on health and wellbeing with not just prescriptive but preventive care and OTC products taking a forefront position. Ayurvedic products are not only more accepted amongst the vast masses (more so now in Covid times), they are also non-invasive being natural. The healthcare business witnessed a growth of 34.5% YTD with health supplements category growing at 49.4%. Dabur is well placed with a healthy portfolio and fresh new launches in the healthcare space.
- Dabur has delivered a CAGR of 12% in PAT over the last 10 years and maintained a RoCE of >25%. It has shown agility in the overall execution of its strategy over last few quarters, which has helped it in delivering ahead-of-the-market growth. We expect the company to gain market share across its domestic core portfolio through its focused power brands strategy, innovation across portfolio, aggressive above-the-line spends and improvement in its distribution reach.
- Dabur is witnessing pressure on input prices front. The company has been implementing price increases in a calibrated manner across its portfolio, however, with requirement of wide range of materials, any will fluctuations in commodity prices can impact margins in near term.

Tata Motors (M Cap Rs 100074 Cr)

- Tata motors Ltd (TML) is one of India's largest automobile Manufacturers with a strong product geographically diversified presence aided by large sales and distribution network. It has strong market share in domestic CV industry and a strong product portfolio under Jaguar Land Rover (JLR), which is one of the strongest brands in global luxury automobile segment.
- TML has demonstrated its capability to achieve the set cost rationalization that have cumulatively delivered cost savings of £5.7 billion till 9MFY21, the target to be achieved by FY21 is £6 billion.
- Operating performance of the company has improved significantly on back of recovery in volumes coupled with favorable mix and cost savings. Its market share in the PV segment improved from 4.8% at the end of March 2020 to 7.8% at the end of December 2020.
- TML is looking to turn the entire portfolio of JLR electric by 2025. The company will invest about £2.5 billion a year to drive its electrification plans, develop connected services, and data-centric technologies for its luxury vehicles. In the domestic market it plans to invest Rs 1850cr.
- The management of TML expressed its intent to become debt free over the next 3 years at its FY20 AGM, and is open to partnership in domestic PV business given segment's capex needs. As of Q3FY21 net debt stood at Rs 54,700cr as compared to Rs 67,800cr at the end of Q1FY21.
- Key concerns include delays in stake sale in the PV business, extended sluggish macro environment and geo-political risks with respect to China.

Stocks for Long Term SIP

Mahindra & Mahindra (M Cap Rs 98828 Cr)

- Mahindra Tractors is the world's No.1 tractor company by volumes and has a leadership position in the domestic tractor industry in all major regions. It has maintained a market share of over 40% in the last decade, aided by its superior channel reach and understanding of market dynamics.
- The company is targeting to increase its farm equipment revenues from overseas markets to over 50% from 37% currently, even as it aspires to increase its share in the domestic tractor market form the current 43% to 50%. It is looking to increase revenue in all the three key overseas regions --- from the current $450mn to a billion dollar in Japan, from $470mn to a billion dollar in the Americas and from the current $240mn to half a billion in Turkey.
- With growing population India would require higher levels of farm output to remain self-sufficient in many of the farm products. According to the World Bank estimates, with increasing urbanization, agricultural workers in total work force would drop to 25.7% by 2050 from 58.2% in 2001. Farm mechanization and crop productivity has a direct correlation as farm mechanization saves time and labor, reduces drudgery, cut down production cost in the long run, reduces post-harvest losses and boosts crop output and farm income.
- In the last decade, sales growth of LCVs in the domestic market had outpaced the sales of M&HCVs. M&M also has a strong presence in LCVs. Market share in the goods LCV division has been sustained at over 40% in the last five years. In the PV segment it is planning to launch two new EVs, two all-new SUVs and two upgraded SUVs in 2021.
- M&M has been focusing on improving its return ratios by closely scrutinising its loss-making entities. As a part of above actions, M&M has already shut GenZe business (2W EV) and Gipps Aero (aircraft business in Australia) and intends to divest/sell-off Ssangyong Motor Company, Korea too.
- Key concerns include exposure to cyclicality in automotive and tractors segments and risks pertaining to acquisitions, and investments in subsidiaries and JVs.

Dr. Reddy’s Laboratories (M Cap Rs 82620 Cr)

- Dr Reddy’s Laboratories (DRL) derives ~80% of its revenues from international markets such as US, EU, Russia and others. Company has deep rooted products portfolio and presence across therapeutic areas. The manufacturing facilities have been approved by various agencies such as the US FDA, UK MHRA, TGA-Australia, Brazil Anvisa, among others.
- Earlier, the company had faced regulatory issues from US FDA which had impacted US business. Now, all the facilities are US FDA compliant and this bodes well for the US piece. Dr. Reddy’s settled patent litigation with Celgene (Bristol Myers Squibb) in the US for gRevlimid (US$ 7.6bn); the drug is indicated for multiple myeloma (oncology).
- Dr. Reddy’s pipeline include a strong pipeline of pending ANDAs and which include para IVs and FTFs. Pending ANDAs comprise a good mix of complex products across dosage forms. Company launched 27 products in US during FY20 and plans for 25-30 new launches in FY21. Company has guided for R&D expenditure at 8-9% of revenues for medium term.
- We like Dr. Reddy’s on account of 1) widely distributed revenue mix 2) strong focus on domestic business, 3) injectables pipeline for US and EU, 4) healthy balance sheet and return ratios and 5) resolution of all major US FDA issues.

- Any adverse regulatory actions at its facilities, higher than estimated price erosion in the US, Drug price fixing lawsuits in the US and lower growth in the domestic formulations are the concerns for the company.

GAIL (MCap Rs 60567 Cr)

- GAIL (India) Ltd (GAIL) is an integrated natural gas company, with a presence in transmission, gas processing, and downstream petrochemicals (which use natural gas as a primary input). Apart from these businesses, GAIL also has interests in the Liquefied Natural Gas (LNG) business through Petronet LNG Ltd, Konkan LNG Ltd, and in city gas distribution projects both in India (Mahanagar Gas Ltd and Indraprastha Gas Ltd) and overseas (Natgas and Fayum Gas in Egypt). GAIL enjoys a dominant position in the natural gas transmission business with a market share of ~70%, catered to by its large pipeline network covering ~13,340 km.
- GAIL is planning to invest over Rs 45,000 cr over the next five years to expand the National Gas Pipeline Grid and city gas distribution network. The gas pipelines are planned to take the fuel to the east and northeast regions as well as to consumers in the south as part of the government push to raise the share of natural gas in India's energy basket to 15% by 2030 from the current 6.2%. GAIL is planning for expansion in petrochemicals, specialty chemicals and renewables to supplement growth in its core business of natural gas marketing and transportation.
- The gas transmission business of GAIL is likely to be in a sweet spot owing to (1) increase in domestic gas production, (2) increase in demand of RLNG, (3) completion of major pipelines in eastern and southern part of India. GAIL with its dominant position in gas pipeline infrastructure should be the largest beneficiary.
- GAIL is also expanding city gas distribution (CGD) networks for retailing of CNG to automobiles and piped natural gas to household kitchens and focused on expansion of petrochemical plants. GAIL is looking to put up 400 CNG stations and give out a record 10 lakh piped natural gas (PNG) connections to household kitchens in the next three-five years. PNGRB has authorised GAIL to lay CGD network in Varanasi, Patna, Ranchi, Bhubaneshwar, Jamshedpur and Cuttack in order to ensure healthy utilisation.
- Economic slowdown, volatility in oil and gas prices and regulatory changes could impact its growth story in near future. The changing macro-economic scenario can have an impact on the growth plans of the Company.

Aurobindo Pharma (M Cap Rs 56592 Cr)

- Aurobindo Pharma is progressing well in its endeavor to increase the number of complex/differentiated products. It is developing various products – such as complex injectables, inhalers, transdermal patches, and biosimilars – that would aid growth in the US business, with margin expansion opportunities.
- Company has a strong pipeline with 146 ANDAs pending for approval, 54 of which are injectables. 87 injectable products are already approved, and it plans to file 12-15 injectable product ANDAs in the US each year. Furthermore, it has ~300 products under various stages of development.
- Aurobindo has been constantly focusing on deleveraging its balance sheet and post the sellout of Natrol for US$ 550mn or Rs 4000cr, the company has become net cash positive with Net D/E at -0.04x and has US$ 117mn of net cash as on Q3FY21.

- We remain positive on Aurobindo on the back of a) strong complex injectables (manufacturing capabilities/capacity), b) healthy business of API over 3 years, c) improving profitability of the Europe business, d) to cater the vaccine opportunity over the medium term, and e) reduced financial leverage.
- Delay in approvals for key products from regulatory authority, negative outcome at its facilities from the US FDA and 22.8% promoters' stake being pledged are some of the key concerns.

NMDC Ltd (M cap Rs 40413 Cr)

- NMDC is India's largest commercial iron ore producer and exporter, producing more than 35 million tonnes of iron ore from three mines in Chhattisgarh and Karnataka. In Q3FY21, volumes rose 10% YoY at 9.3mn tones on the back of 11% and 8% growth in Chhattisgarh mines' and Karnataka volumes at 7.4mn tons and 1.8mn tons respectively. Realisations increase 31% YoY (40% QoQ) at Rs.4,645/t. Cost remained flat at Rs.1,660/t. International iron ore price has moved up sharply above $ 150 per ton led by robust demand and as global players such as vale lowered the production guidance to 315-335mn tons for CY21. Lower production of iron ore and higher demand would keep the iron ore prices above $ 120 per ton.
- India's iron ore production is expected to fall by ~17-18% in FY21E due to the pandemic led lockdown in the first quarter of FY21 and a delayed ramped up in iron ore production in Odisha (largest iron ore producing state, that has seen ~25% drop in output). Still, Odisha have not reached their earlier production levels and is not expected to do so even in FY22. We expect India's iron ore demand to be substantial higher over FY22-FY23, led by double-digit growth in steel production. (NMDC is in the driving seat and estimated to benefit from higher price of iron ore as a supply deficit in the domestic market is likely to remain until FY23; ramp-up of production at the Odisha mines would take time.
- Management anticipates 35-36mt production in FY21. Production should be ramped up to 40mt in FY22. Commissioning of steel plant (expected by June 2021 subject to travel by international experts) is an additional trigger for the stock. The stock is trading at discount to global peers and its own past seven year range.
- Deflation in global iron price, high competition from domestic players and rise in export duties on iron ore are key concerns for NMDC.

ACC (M Cap Rs 35243 Cr)

- ACC is a part of Lafarge-Holcim group, the 2nd largest cement producer group in the world. ACC has 33.41 MTPA installed capacity. It has pan-India presence with market share of 8% in the Indian cement industry.
- The company has a large marketing infrastructure, pan-India presence with ~55,000 channel partners, ~11,000 dealers and strong operational linkages with Ambuja Cements and LafargeHolcim as a parentage.
- The company has finalized a plan to scale up its capacity to 39.3 MTPA by 2023 at a cost of Rs.3000 cr from current capacity of 33.41 MTPA which provides strong visibility of future growth.

- ACC has a debt-free balance sheet with strong cash position despite on-going capex. Also, it has a strong cash flow from operating activities. Working capital days are expected to remain stable which will again help to the company to maintain balance sheet strength.
- Return ratios could remain subdued in the 11-14% range due to ongoing capex and back-ended capacity commissioning.

Hindustan Petroleum Corporation Ltd (MCap Rs 33798 Cr)

- HPCL is a public-sector enterprise that owns and operates two refineries, one in Mumbai with 7.5 million metric tons per annum (MMTPA) capacity and one in Visakhapatnam with an 8.3 MMTPA capacity. HPCL has a 49% stake in a JV with Mittal Energy Investments Pte Limited for operating an 11.3 MMTPA refinery in Bhatinda, Punjab. HPCL has a 16.95% equity stake in Mangalore Refinery and Petrochemicals Ltd. (MRPL), which operates a 15 MMTPA refinery in Mangalore. Majority shareholding of HPCL (51.1%) is held by ONGC, which was acquired from the GoI in January 2018.
- The company is undertaking an aggressive capex plans worth ~ Rs. 39,000 cr (including equity investments of ~Rs. 7,200 cr in JVs) from FY21 to FY23. HPCL's capex plans including the implementation of capacity expansion at both its refineries, expansion of its pipeline network and setting up of new pipelines. The company would also have significant equity contribution towards key JV projects, including the refinery-cum-petrochemical complex in Rajasthan (74% stake) and the LNG terminal in Gujarat (50% stake). Rajasthan refinery is expected to be commissioned by Dec 2023, the expansion of the Mumbai refinery is expected to be completed by Q1FY22 and the Visakh refinery by Q3FY22.
- HPCL has a pipeline network of 3,700kms and another 1,600kms is under completion. However, with most pipeline connected to refineries and marketing outlets, company will evaluate all value accretion possibilities
- We expect GRMs will recover with pickup in economic activity and lower operating cost (due to soft spot LNG prices) will support earnings. HPCL's liquidity is expected to remain strong, aided by healthy cash flow generation and sizeable cash and cash equivalents of Rs. 5,458cr on standalone basis as on March 31, 2020.
- Economic slowdown, volatility in oil and gas prices and regulatory changes in Oil and Gas industry could impact its growth story in the near future. The changing macro-economic scenario can have an impact on the growth plans of the Company.

Tata Power Ltd (M Cap Rs 29972 Cr)

- Tata Power Ltd (TPL) with a 105 years track record is India's largest integrated power company with a significant international presence. Along with its subsidiaries it is present across the entire power value chain of conventional and RE (renewable energy) and next generation customer solution. Tata Power is serving more than 2.6 million distribution consumers in India and has developed the country's first 4000 MW Ultra Mega Power Project at Mundra (Gujarat) based on super-critical technology. Subsequent to its corporate restructuring, TPL aspires to become a non-traditional power utility focused on renewal energy (RE) and B2C segments.

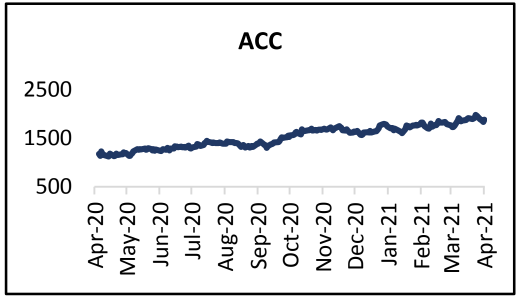
- Uptick in coal prices, long term PPAs, growth in the B2C business, pick-up in the EPC business, increased opportunities in the RE business, profitability in its Odisha distribution business during Q3FY21, increase in both generation and consumption (24% up in the month of March Y-o-Y from conventional sources) of electricity across the country provide medium term visibility. Further, corporate restructuring (merger of Mundra UMPP and Solar EPC business with TPL's standalone operations; to be completed in FY22) and subsequent tax savings will improve its working capital scenario. It has also deployed Rs 3800cr through various divestitures, which has helped to pare down its consolidated net debt by 10.9% (Y-o-Y) in Q2FY21. Further, completion of RE Invit, will help bring down its debt and create a platform for recycling assets. On the other hand, TPL's RE segment has plans to add at least 1-2GW capacity p.a., and aggressively grow its solar module manufacturing and EPC businesses.
- Regulated RoEs play a very important role in profitability of both power generating and transmitting companies. As the company's profitability is largely inter-linked and dependent on regulated RoE and finance charge, any reduction in interest rates going forward will help the company to expand its margin profile, as the regulated RoE of 15.5% has been set for the next five years (until 2024).
- Weak financial status of the DISCOMs is a concern as cash flows get delayed. Apart from this delay in resolution/turnaround of Mundra operations and competition from low tariff renewable energy producers are some other concerns.

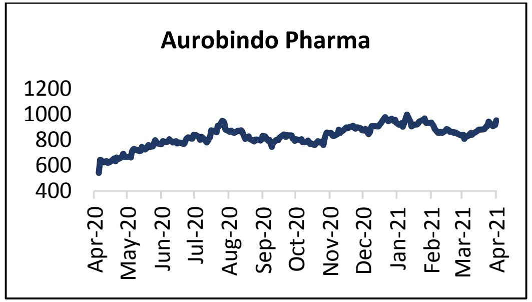
Birla Corp Ltd.(M Cap Rs 7229 Cr)

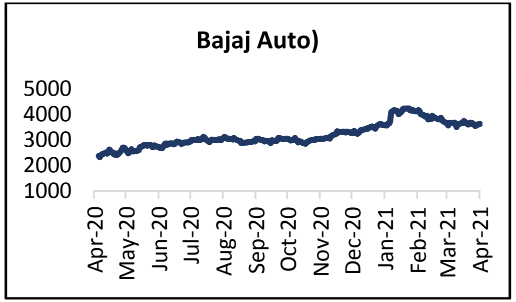
- Birla Corp (BCL) has a significant presence in Central (Madhya Pradesh), Northern regions (Uttar Pradesh & Rajasthan), West Bengal and Maharashtra. It has 4.2% of the market share in the Indian cement industry.
- The company has finalized a plan to scale up its capacity to 25 MTPA by 2025 from current capacity of 15.7 MTPA which provides strong visibility of future growth.
- BCL has a network of 1250 marketing staff, 300 sales promoters and more than 10,000 dealers (both BCL and RCCPL). Birla Corp has a strong presence on the retail front owing to its distribution network and focus on trade sales, which has a share in excess of 80% of total volume sales. Further, the company has been pushing more of premium cement via its trade channels through higher ad spends. This has led premium products to form ~50% of trade sales.
- Increase in sale of blended cement implies higher absorption of fly ash, which reduces clinker consumption, and, in turn, boosts profitability. Fly-ash and captive coal consumption is estimated to lower down costs by ~Rs.30/MT. BCL has undertaken an organization-wide supply chain improvement exercise, which is expected to contribute ~Rs. 50/MT in cost reduction FY23E onwards.
- BCL has ambitious capacity expansion plans that could suppress profitability in the medium term Also dispute among the promoters creates uncertainty about the future plans till it is resolved.

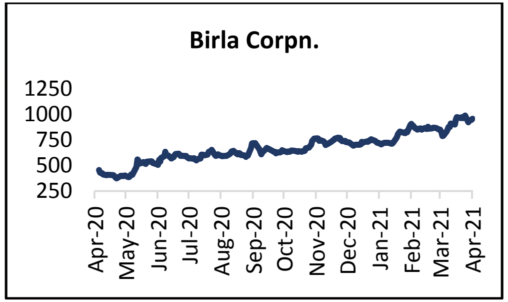
Stocks for Long Term SIP

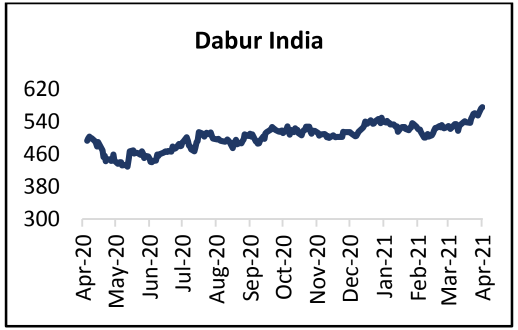
One Year Price Chart

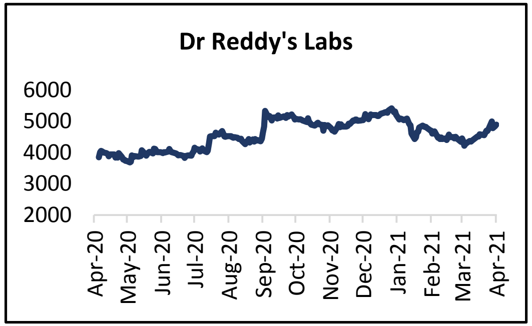


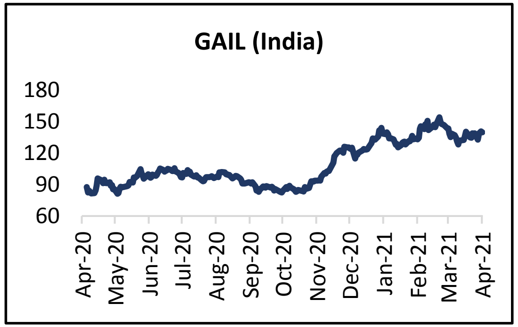


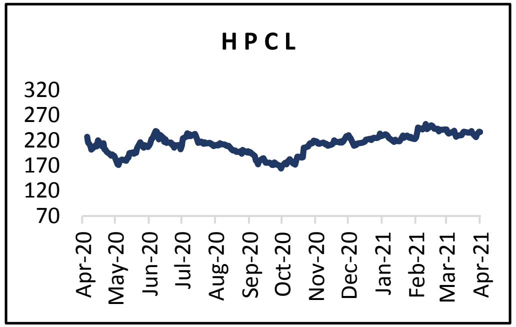


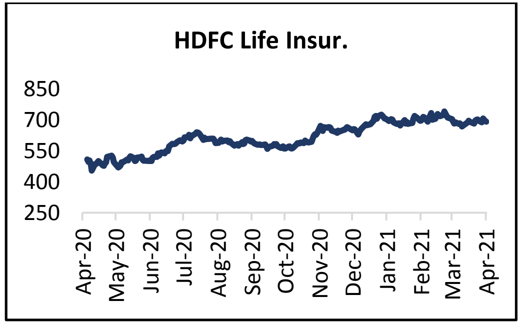


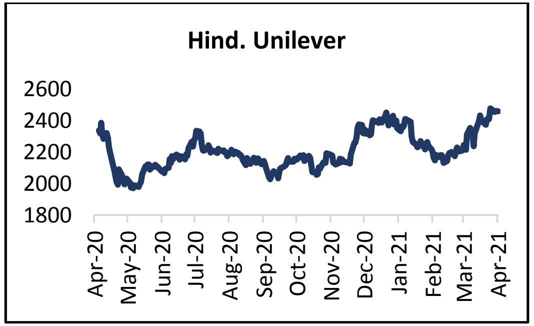


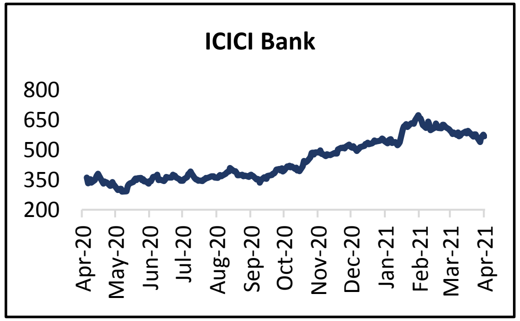


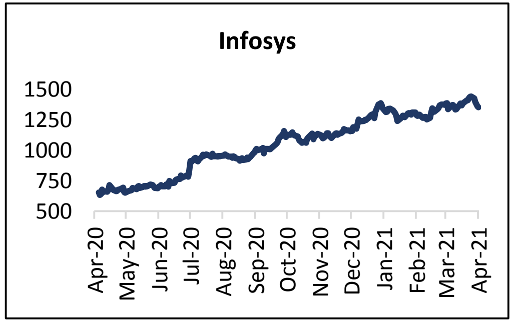












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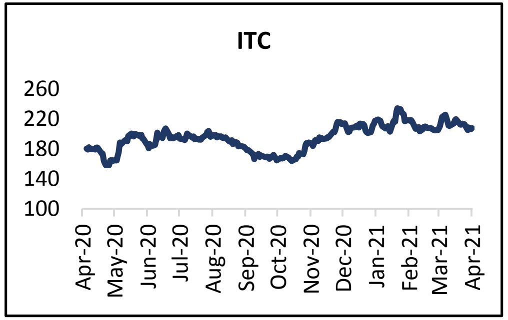

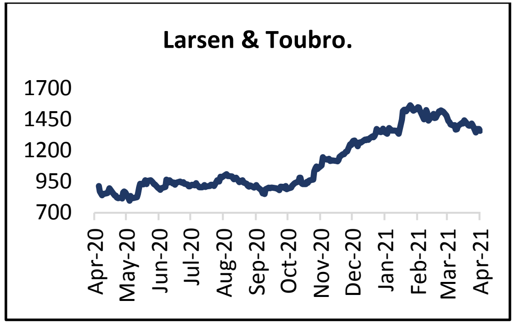

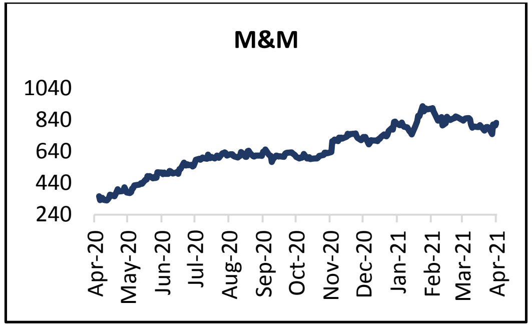

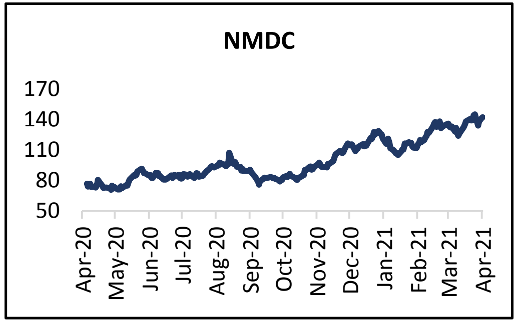

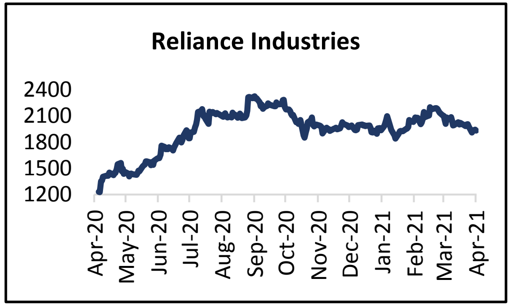

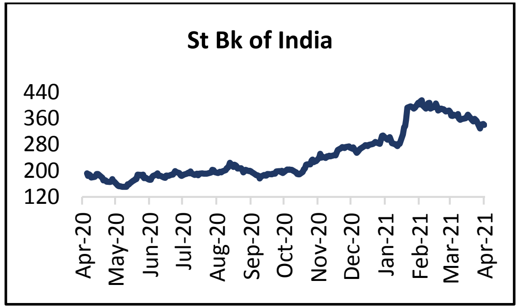

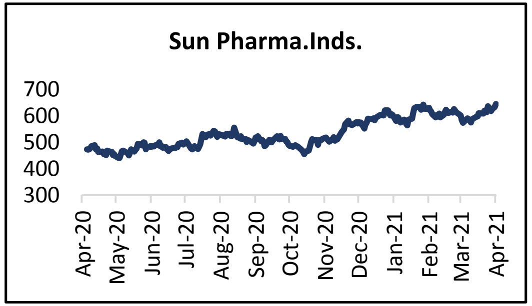

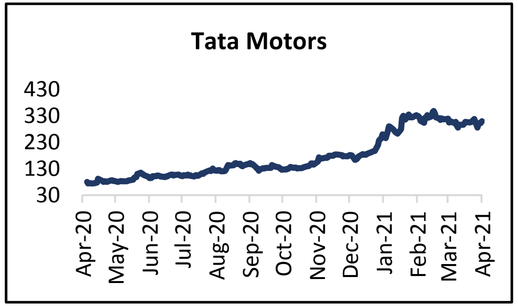

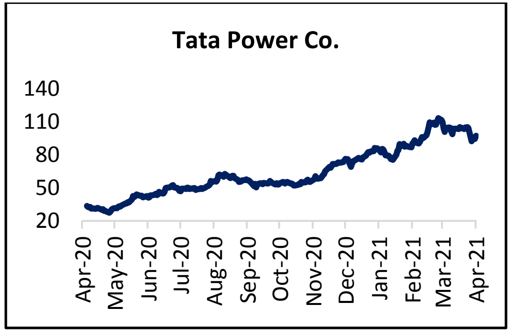

Stocks for Long Term SIP

Stock	Analyst	Educational Qualification	Holding
ACC	Jimit Zaveri	MBA - Finance	No
Aurobindo Pharma	Kushal Rughani	MBA	No
Bajaj Auto	Atul Karwa	MMS Finance	No
Birla Corpn.	Jimit Zaveri	MBA - Finance	No
Dabur India	Harsh Sheth	M Com	No
Dr Reddy's Labs	Kushal Rughani	MBA	No
GAIL (India)	Abdul Karim	MBA	Yes
H P C L	Abdul Karim	MBA	No
HDFC Life Insur.	Nisha Sankhala	MBA	No
Hind. Unilever	Harsh Sheth	M Com	No
ICICI Bank	Nisha Sankhala	MBA	No
Infosys	Abdul Karim	MBA	No
ITC	Harsh Sheth	M Com	No
Larsen & Toubro	Chintan Patel	Msc in Financial Mathematics	No
M & M	Atul Karwa	MMS Finance	No
NMDC	Chintan Patel	Msc in Financial Mathematics	No
Reliance Industr	Abdul Karim	MBA	No
St Bk of India	Nisha Sankhala	MBA	Yes
Sun Pharma.Inds.	Kushal Rughani	MBA	No
Tata Motors	Atul Karwa	MMS Finance	No
Tata Power Co.	Debanjana Chatterjee	Msc in Economics, PGDM in Finance	No

Disclosure:

We, Abdul Karim (MBA), Kushal Rughani (MBA), Atul Karwa (MMS Finance), Nisha Sankhala(MBA), Jimit Zaveri MBA – Finance, Chintan Patel - Msc in Financial Mathematics , Harsh Sheth – M Com and Debanjana Chatterjee Msc in Economics, PGDM in Finance authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. HSL has no material adverse disciplinary history as on the date of publication of this report. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report. Research Analyst or his/her relative or HDFC Securities Ltd does not have any financial interest in the subject company. Also Research Analyst or his/her relative or HDFC Securities Ltd. or its Associate may have beneficial ownership of 1% or more in the subject company at the end of the month immediately preceding the date of publication of the Research Report. Further Research Analyst or his/her relative or HDFC Securities Ltd. or its associate does not have any material conflict of interest.

Any holding in stock – Yes for Abdul Karim for GAIL, Yes for Nisha for SBI No for all others)

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