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MCONNECT

A MAGAZINE

Special Diwali Issue SAMVAT 2075

SHUBH Diwali

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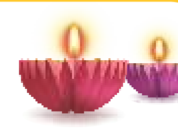


Message from CMD Desk

Dear Mehta Citizens,

We are delighted that you have been a part of the MEHTA family for many years. Thank you for choosing MEHTA GROUP as your financial services provider.

It gives us immense pleasure to write to our Mehta Citizens in this very special issue, which is loaded with carefully selected information. We are sure that you will have a blast this Diwali & cherish this communication.

Mehta Group is known for nurturing & rewarding relationships to its clients & associates by providing them with bespoke financial solutions and tailor made value enhancing services. Mconnect, our recent initiative has received excellent response in its first year. We have been told that it is been used not just by our extended family of channel partners but also other investor community at large. You will certainly expect more knowledge in the coming editions.

Since Samvat 2074, we have seen lots of events, which impacted the Indian equity markets resulting to high valuations for quality business, while with the recent correction we feel investors, are getting a good opportunity to accumulate quality business at reasonable valuation. Staring Samvat 2075, we also expects higher volatility to continue due to the upcoming election in states during Nov- Dec 2018 & Lok Sabha election in April-May 2019, but we believe it's a right time to construct a good portfolio with a right mix of large cap & midcap good quality stocks on a long term basis.

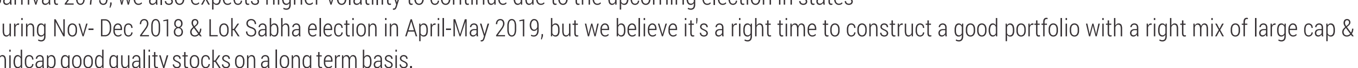
Overall, we believe though the markets have corrected by ~15% from all time high, the business environment are running strong, the corporates are expected to deliver healthy growth in coming quarters driven by consumption led demand.

At MEHTA, we are committed to provide wise financial advice to our clients, Hence we recommend investors to focus on quality business with clear sustainability of earnings growth and good corporate governance. Our Mconnect Diwali Special edition 2018 report highlights the current macros and growth outlook of the Indian economy coupled with our top stock picks recommendations for long term.

Team Mehta takes pleasure in wishing you a very Happy Diwali & a Prosperous New year ahead.

CA Rakeshh Mehta

Chairman, MEHTA GROUP



Message from Editor's Desk

I take this opportunity to pen down a few achievements and progress by Mehta Group in the industry. There is no doubt that the Mconnect magazine is being received very well, we are getting positive response and working very hard to make it a leading newsletter in our industry. This is a special edition issue for Diwali.

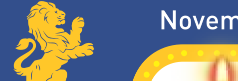
Since last year, we have successfully launched two new financial products for our investor community and cliental base; PMS and an AIF.

Our PMS - MMFS (Mehta Multi-Focus Strategy), has started making some quality investments. As on date the fund has invested 25% of the AUM into quality long term ideas and retained 75% of the AUM in liquid assets which gives us enough buying strength in current beaten down markets. Our board of advisors guide us regularly and provide us with an edge in making meaningful decisions. Our PMS fund is relatively different for the investor when compared with the strategies of investing through various methods like investing through phased out buying in our portfolio in volatile market by not investing aggressively and following the key strategy based on company performance.

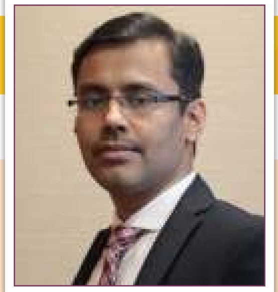
Our collaboration with Sistema Asia Fund, in which we plan to deploy $120 Million in Indian Tech-focused ventures/ start-ups across different sectors at mid stage (Series B +) of investments. Sistema is a London FTSE listed financial Corporation with assets of over $18 Billion across telecom, high technology, E commerce, retail, healthcare, agriculture and many other sectors. Sistema has demonstrated immense value creation with a series of successful IPOs and M&A deals across all investments. We are about to close this fund with the support and confidence of our investors and so far have received excellent response from across the country!

Last but certainly not the least, I wish you and your entire family a very happy Diwali. May this festival bring health, wealth & prosperity to All.

Rajat Mehta
-Director



World Economic Outlook



Gautam Sinha Roy
Sr. Vice President | Fund Manager, Motilal Oswal AMC Ltd

Looking back...

Globally, we have seen US and China trade-wars making headlines during the course of the year. So far, U.S. and China don't appear to be near a resolution in their trade discussions, but this could potentially worsen the slowdown in China. We also see interest rates trending higher in the U.S. over the course of next year, which could mean further depreciation of emerging market currencies versus the US dollar. Meanwhile, in Europe the possibility of a "no-deal" Brexit remains an overhang – UK leaving EU without any trade deal in place presents potential risks to the British economy. Geo-political tensions in the middle-east continue to be bad, although oil prices look closer to a peak now, after the sharp increase this year. We saw sharp cuts in equity valuations across emerging markets which we believe will reverse in the following year.

In India, we saw the macro economic conditions deteriorate – Crude hit 4-year high of $85/barrel, INR depreciated 15%+ versus the USD, and CAD widened to 3% from a low of 0.7%. There has been a shortfall on GST and disinvestment receipts which also presents a risk for fiscal slippage. More recently, defaults on borrowings by IL&FS and a mid-sized real estate developer raised concerns on credit quality and asset-liability mismatch across NBFCs and HFCs. While the stress is not generalized, this could lead to some slowdown in credit growth and consumption. That said, lower inflation remains the silver lining in the cloud.

Looking ahead...

In India, very high valuations of stocks especially in mid and small caps have already partially given way and may correct some more from here. While valuations have moderated, markets may remain volatile given concerns on domestic and global macro as well as uncertainty leading up to the elections. The important thing will be to remain invested in stocks which deliver strong enough earnings growth to ride out the ongoing volatility.

We see the focus shifting to elections now. Five states go to polls in Nov-Dec followed by Lok-sabha elections in early 2019. We saw the government buckle to populist measures by asking OMCs to bear INR 1/Litre on their P&L. In the run-up to elections, we can expect more populist policies in particular, aimed towards providing fillip to rural incomes.

Globally, technology stocks have been run-away winners in the last few years, with FANG (Facebook, Amazon, Netflix and Google) leading the pack from the US and BAT (Baidu, Alibaba and Tencent) from Asia. While technology platform are revolutionizing the way businesses happen globally, the stocks could continue to take a breather after strong multi-year rallies. Emerging Market (EM) Equities have corrected this year and some of the leading EM countries are trading at much more reasonable levels this year compared with the last. Watch out for a potential bounce-back in some of them in the coming year.

Wish you happy investing in 2018 and beyond.

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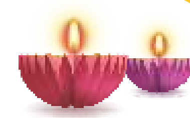

Prasant Bhansali
Director
Mehta Group.

Indian Political Outlook

Politics, Economy and Markets – Diwali 2018 vs Diwali 2013

It is a sheer coincidence that Diwali in 2018 is around the same date as in 2013 (November 7 now verus November 3). As I look back markets had bottomed out before Diwali 2013 and I wish the relief rally in last one week continues.Stock markets have been rising globally in the last few years and in India as well. The valuations have been rising to uncomfortable levels over the last couple of years as the economic performance did not match the expectations for one reason or another. The recent meltdown in stock markets combined with the rejuvenated economic performance has indeed brought the valuations to if not reasonable than at least comfortable levels of investing.

In my view Politics, Economy and Stock Markets in any country are quite connected. The leadership arising out of every election defines the stability and the intent of economic policies going forward for next few years. Any business owner necessarily views this while planning and shaping the future of their enterprise. Capacity expansions, product pricing, diversification etc. are all in some way decided on the basis of the entrepreneur's reading of the political outcomes.

Each government (like an entrepreneur) works towards long term goals and to achieve those implements some short term (read tactical) and some long term (read structural) measures. A five year period is probably not sufficient to implement all the measures and also doesn't let it enjoy the fruits of the hard work done (ala Vajpayee government).

The UPA government was fortunate both in terms of enjoying the fruits of reforms undertaken by the previous NDA government as well as to get back to back tenures. The first tenure was thus a remarkable tenure in terms of the economic growth for the country. The second tenure was dismal for the economy due to a combination of global economic meltdown and the alleged corruption issues.

The current NDA government came to the power on the back of providing a corruption free environment and creating jobs (ala economic recovery). Barring the Rafale saga, the opposition has not been able to raise any meaningful corruption issue so far against the current government. The economic performance of the country has been rising, albeit halted massively due to demonetization.

How the politics shapes up in the run up to the next general elections should decide the near term trend of the stock markets to a large extent. The pain of asset movement globally (equity to debt, emerging to developed etc.) seems to have played out fully. However, any global shocks will continue to have the capability to determine the market movement as more uncertainty will be added to the domestic political uncertainty.

The assembly elections in five states will probably define the mood of the nation towards the NDA government. If NDA is able to sweep these elections and swim against the anti-incumbency tide then it will be a big positive in favor of the current government. The current opinion polls seem to suggest that anti-incumbency wave is strong across most of these states. Any favorable outcome for NDA should cheer the stock markets as it will indicate a win for NDA in next year's general elections and minimize the political uncertainty.

The focus of the central government has been pro-poor and pro-rural for tactical measures and I believe this should help them to garner votes from the bottom of the pyramid (which actually votes in large numbers), especially rural belts. BJP seems to have made good inroads in the eastern side of the country which should be able to compensate any meaningful losses from the Hindi belt.

In absence of a strong wave, anti-incumbency does not deliver meaningful seats to the opposition parties is the trend we have observed in the last few years.

One important observation I have is that for the last three decades or so, each new government has built upon the good work done by the previous government. No new government has reversed any good reform and has tried to improvise the economy with new initiatives. Even the current government has continued with initiatives like Aadhar, Narega, DBT etc. I believe each government has rather improvised all the good schemes of their predecessors. Also, few bold reforms by the current government are structural in nature and are mostly irreversible in nature. GST is not going back to VAT regime, competitive bidding for resources will not be replaced by discretionary allotments, increase in tax compliance will not reduce (once a tax payer always a tax payer), to name a few.

So given the irreversible reforms and trend of improvising by successive governments the economy seems to be well placed to prosper, irrespective of who forms the new government (especially in light of anti-china tirades by developed countries). The only caveat is if the country chooses an instable government there might be a temporary halt to the speed of economic growth. However, in last 10 years the people of this country have not chosen any highly instable government, although the politicians have tried to reverse the results by coming up with unique combinations.

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Indian Real Estate - The 2018 Story So Far

As we embark on the final lap of this calendar year, it is appropriate to take a quick glimpse of what has happened in the Indian real estate sector during a highly tumultuous 2018. Given RBI's alternatingly cautious and proactive stance towards managing the overall economy, it remains to be seen if 2018 brings any further surprises for the real estate sector. If not, we can expect fairly steady sailing until the end of the year.

Anuj Puri
Chairman - ANAROCK Property Consultants

2018 So Far

Residential Real Estate

Year 2018 brought with it a new ray of hope for the residential sector, with both sales and new supply gradually picking up across the top 7 Indian cities - Bengaluru, National Capital Region (NCR), Mumbai Metropolitan Region (MMR), Chennai, Kolkata, Pune and Hyderabad. As per ANAROCK data, the new launch supply across the top 7 cities in H1 FY 2018 increased by nearly 10% to 83,520 units as against the corresponding period in 2017.

Housing sales have also witnessed a jump of more than 5% in the first half of 2018 as against H1 FY 2017. While we are still far away from historic peak levels, the positive impact of reformatory changes like RERA and GST has been making itself felt.

Indian real estate is grudgingly adjusting itself to an unaccustomed market environment - one of transparency and efficiency. In fact, as per ANAROCK's recent Consumer Survey, 81% of respondents feel that Indian real estate has become more efficient and transparent.

Office Real Estate

From a point of view of market traction, commercial real estate definitely retained its status as the most buoyant sector, both in 2017 and 2018. With the IMF pegging India's economic growth at 7.3% in 2018, this segment gained – and continues to gain - traction across major cities. Demand for Grade A office spaces is growing and vacancy levels are declining in prime locales.

Simultaneously, India's first REIT listings are a sure-fire draw for liquidity infusions into the office sector. In fact, REITs will cause commercial property players to focus even more on this segment to cater to the sustained demand from occupiers across the IT/ITeS, BFSI, manufacturing and co-working sectors.

In terms of retail real estate, about 85 malls are in the Pan India deployment pipeline over the next 5 years. Of these, over 30 new shopping malls accounting for almost 14 million sq. ft. are expected to open shop in the top eight cities in the next two years. Low vacancy levels and high rentals in Tier I cities have also kick-started faster expansion of organized retail in tier II cities, including Coimbatore, Lucknow, Ahmedabad, Mangalore and Chandigarh.

A Peek at 2019

Residential Real Estate

Going by the present trends in the Indian housing market and ANAROCK data, we may see a 15-18% increase in the number of new residential launches in H1 2019, amounting to anywhere between 96,000 to 98,600 units. The number of new residential project launches across the top 7 cities increased from about 75,970 units in H1 2017 to almost 83,520 units in H1 2018.

Despite the teething pains of game-changing policies like RERA and GST in 2017 and early in 2018, project launches increased by 10% in the first half of FY 2018 as against the same period in 2017. Considering this growth pattern and the fact that the real estate sector is looking more upbeat in terms of overall consumer sentiments, builders will focus on launching more new projects across the cities in 2019.

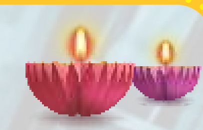
Residential real estate is picking up in India and the trend is likely to continue in 2019 as well. Unsold inventory has already declined from 7.75 lakh units in Q2 2017 to around 7 lakh units in Q2 2018 in the top 7 cities. Meanwhile, our recently released consumer survey also indicates that after a prolonged period of fence-sitting, as much as 61% buyers with genuine purchase intentions hope to buy homes in the next 12 months. The conducive Indian real estate environment over the last few quarters has already prompted as many as 24% of the polled buyers to take the plunge.

Office Real Estate

The commercial real estate market will be a strong beneficiary of the country's overall economic growth. Both global and domestic companies will continue investing in India. The country's pull factors are its massive skilled workforce, rapidly improving and business-friendly investment climate and the fact that a lot of InfoTech work previously done by Indians in the US now needs to be within the country. Many more global and domestic players will commit to large office spaces across the country.

For real estate investors, the commercial segment will certainly remain most attractive in 2019, not least of all because of the huge rental yield difference between commercial and residential real estate. The current rental yield of commercial properties, including Grade A office spaces in prime locales, is anywhere between 7-8%. For residential properties, the yield - even in the best of locations - is between 2-3%. This is much lower than residential rental yields in thriving global markets like Indonesia, Philippines and Thailand, to name a few.

Also, the increase in institutional investors in Indian commercial real estate is boosting global-level governance in this space. The resulting transparency makes the office space sector even more attractive for new global investors. Likewise, with increasing demand for Grade A office space, rents will see a steady rise and contractual terms will be far more structured.



The Impact of General Elections 2019

The overall picture that Indian real estate presents for 2019 is favourable. Nevertheless, the industry will only gain traction in 2019 if the macroeconomic environment remains healthy and wholesome. The current growth momentum must sustain and not slow down even with the general elections coming up in the first half of 2019.

The general elections will definitely play a pivotal role in deciding the fate of Indian realty in 2019. It is a known fact that prior to elections, many prospective homebuyers adopt a wait-and-watch approach because a new Government may announce new schemes and policies which may impact the attractiveness of real estate investments. For this reason, the current time before the general elections is decidedly favourable for homebuyers as they can do some hard bargaining. **Developers generally refrain from** launching new projects until the general elections results are in.If we consider ANAROCK data, 2014 (the year preceding the last elections) saw maximum launches and absorption across the top 7 cities with nearly 5.45 lakh units launched during the year and nearly 3.43 lakh units being sold. However, with the spate of industry-shaking policies that followed the 2015 elections, new launch and sale numbers declined y-o-y. Each new policy announced by the incumbent Government brought its own kind of disruption to real estate, and the sector has not yet recovered completely from the ensuing confusion.

With the next general elections impending, it bears watching if the current Government remains in power to finish the work it has started in reforming the real estate sector, or whether a newly-elected government will be strong enough to hold on to the baton of change and take it to the next lap.

Ongoing Pain Points

As of now in 2018, Indian real estate is still in several stages of turmoil, but some pain points are more prominent than others:

• Stalled Projects: The problem of stalled projects in the residential segment - an issue at the core of buyers' discontent in preceding years - must be given more focused attention in 2019. The current Government is proactively seeking solutions to this problem, but we are still nowhere near a satisfactory catch-all solution.

NBCC has been roped in to complete the stalled projects. This could be a significant move that will have a long-lasting impact on the sector. If NBCC takes on even 50% of the currently stalled projects, the resultant construction activities can generate massive employment opportunities, especially for the EWS and LIG segments - key target segment for affordable housing. Also, the apprehension of banks towards construction finance would ease out as NBCC is a Government entity.

• Liquidity Crunch: The ongoing NBFC crisis post IL&FS default has made things even more difficult for developers. Post the banking system's freeze on real estate funding, NBFCs and HFC were the sole source of funds for the cash-strapped developers. As the NBFCs themselves are struggling, their disbursals of loans to developers have slowed down significantly. If the current NBFC crisis is not resolved soon, the much-anticipated recovery of the real estate sector might get prolonged by a couple of quarters.

• High Cost of Capital: In the absence of a bank finance, developers had been resorting to PE funding and other non-formal modes of funding to finance land purchases. This financing route increases the cost of capital drastically. The RBI recently increased the credit flow to NFBCs and HFCs has offered a glimmer of hope, but it is still not enough. Reducing GST rates and allowing banks and HFCs to fund land purchase will help developers bring down their costs significantly, thereby benefiting buyers in a highly cost-sensitive market.

• Slow Pace of Project Development: While there have been plenty of policy announcements, statistics reveal a rather dismal state of affairs for the much-touted PMAY scheme. In 2015, the Government set a target of building 1 crore homes in urban areas in less than a decade. However, as per available data, only 15% new LIG/EWS homes have been added under the scheme in a span of three years, underscoring the challenge in achieving this ambitious target. At a more macro level, statistics show that more than 70% of the buildings that were scheduled to be completed in India by 2030 are yet to be built. This is in sharp contrast to a country like UK, where more than 80% of the buildings meant to be built by 2050 are already completed.

• Uninspiring Progress on Smart Cities: The ambitious '100 Smart Cities' mission has also failed to make remarkable progress. A mere 5% of the proposed projects have been completed as of now. Many of the larger metros enlisted under the Smart Cities scheme. However, the only really visible progress has been in the smaller tier 2 smart cities. In fact, Nagpur, Vadodara and Ahmedabad easily outstripped tier 1 cities like as Chennai, Pune and many other bigger cities.

• Insufficient Focus on Sustainable Real Estate: While the growth numbers for real estate development in India paint a big picture, there are still loud alarm bells ringing in terms of on-ground deployment of sustainable real estate – alarm bells which India's urban developers and policymakers must heed. There is no repudiating the fact that sustainable building is still in its nascent stage in India. As per Indian Green Building Council (IGBC), more than 5 billion sq. ft. of green building footprint has been achieved in India till date. Well, while these numbers represent only 5% of the total buildings in India, IGBC has now re-dedicated itself to its goal to make India a global leader in sustainable built environment and to achieve 10 billion sq. ft. by 2022.

To Summarize

Indian real estate showed signs of recovery across sectors in 2018, though it must be understood that 'recovery' and 'revival' are not necessarily the same thing. While end-users are the lifeblood of the industry, investors are the real 'growth hormone'. For better or worse, it is only the return of investors who buy up several properties or fund entire projects in significant numbers that will signal a genuine recovery and the industry. In short, for Indian real estate to get into a firm recovery mode, both foreign and domestic individual and institutional investors need to become active again.

Certainly, it is not only end-users but also investors who are pinning their hopes and aspirations on the upcoming general elections, and on sustainable macroeconomic growth in the country.

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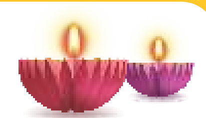

Why everyone needs wealth..

Wealth, as any dictionary would put it, stands for an abundance of valuable possessions or money. While how much money is adequate, and how much is abundant may vary from one individual to the other, there are no two ways about the fact that wealth creation is an important life goal for everyone. The need for wealth creation stems from the fact that money is a limited resource for most and almost everything in the world, from basic needs to the finest luxuries need money.

Shyamali Basu
Senior Vice President & Head, Products & Marketing, HDFC AMC.

Wealth could be in the form of property, deposits, mutual funds, gold, shares and other such assets. These may be required to meet one's financial commitments at different points in time. How much wealth is needed depends on various factors like financial goals, inflation and lifestyle choices.

Most people, if not all, pursue a profession or start a business with the intention of earning money, to the extent that their career choices are dictated by this urge to earn money. From questions like "What career should I choose to earn enough for a comfortable lifestyle" to "Is my employer paying me well" bother individuals at different points in time. However, not many ponder over how well they are saving and investing their income and whether their investments are earning well.

Simplistically put, any surplus of earnings over expenses generates wealth. Although expenses can be controlled to some extent, the effect of inflation means that beyond a point, one is at wits' end when it comes to reigning in one's expenses. At present, inflation (CPI) is hovering between 4% and 5%.However, cost of healthcare and education rises at a significantly higher rate over the years. This in a way places the onus of wealth creation on one's earnings. Earnings could be active or passive depending on how they are generated. Active earnings would be those which are 'earned' by the individual either through employment or business. More often than not, the ability of an individual to generate active earnings and create wealth is limited beyond a particular age, especially in case of employment. Passive earnings refer to earnings generated through investments or simply put, money earned by money itself. Passive earnings do require money to begin with i.e. investments, but can generate earnings year on year without a shelf life. In fact, the extent of an individual's wealth creation ability depends more on how well he makes his money earn,rather than how well he earns. In essence, financial planning and prudent investments determine if one will retire rich or poor.

A look at the list of 5 richest people in the world underlines the power of investing in wealth creation.

1) Jeff Bezos (Founder of Amazon)
2) Bill Gates (Founder of Microsoft)
3) Warren Buffet (One of the most successful INVESTORs of all time)
4) Bernard Arnault (Chairman of world's largest luxury goods company)
5) Mark Zuckerberg (Founder of Facebook)

While others in the list are primarily founders of path-breaking business, Warren Buffet has made it to the elite league on account of his investing skills. Although, not everyone can match up to Warren Buffet when it comes to investing, what needs to be understood is the power of investing to earn money from money over a long-term horizon.

Other things remaining constant, wealth creation is a function of and is directly proportional to the quantum of investments, the rate of return and time horizon.

- Money earns money. Hence, prudent spending and adequate investments are critical for wealth creation. How much you invest is more important than how much you earn.

- Secondly, higher returns would result in more wealth creation. What rate of return could be considered good would depend on an individual's financial goals and risk appetite. As a thumb rule, the rate of return should atleast beat the inflation rate to avoid erosion of wealth.

- Lastly, there is no alternative to starting early and staying invested longer as the power of compounding ensures multifold growth of wealth over a longer horizon.

Wealth is a universal need, across economic strata. The poor need to create wealth to sustain themselves, meet their basic needs and rise up the ladder financially. Those who are well to do may need wealth to meet their aspirations like buying a second home etc. Uber rich section of the society too may need to preserve and create wealth to pursue their entrepreneurial aspirations.

Thus, there is no end to this quest for wealth creation. It's in a way a never-ending game of treasure hunt with surprises (positive and negative) along the way. While your biggest adversary in this pursuit is inflation, sound financial plan and patience could prove to be your strongest allies and will help you out manoeuvre any obstacles en-route to your destination.

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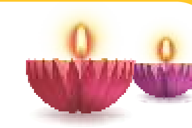
MUTUAL FUND INVESTMENTS ARE SUBJECT TO MARKET RISKS, READ ALL SCHEME RELATED DOCUMENTS CAREFULLY.



Sistema Asia Fund (AIF)

sistema
AsiaFund

Andrey Terebenin
Senior Partner, Head of Advisory, Sistema Asia Fund Advisory

We bring to you a very unique investment opportunity with Mehta and Sistema Group. Sistema is a London FTSE listed Financial Corporation with assets of over $18 Billion across telecom, high technology, E commerce, retail, healthcare, agriculture and many other sectors. Sistema has demonstrated immense value creation with a series of successful IPOs and M&A deals across all investments.

Sistema in collaboration with Mehta Group, has launched, Sistema Asia Fund India Ventures, $120 Million India Tech-focused Venture Fund (AIF-II + offshore Singapore fund) which would mainly invest in start-ups across different sectors at mid stage. (Series B +) of investments.

We had a really hot summer at Sistema Asia Fund: We have accomplished new investments into two excellent companies - Faasos and Kissht bringing our portfolio count to ten; A majority of our existing portfolio has seen up-rounds; some already completed and a few others in the works. We are excited by how our portfolio is shaping up and the leadership position of many of our portfolio companies. We are in advanced exit discussions for one of our portfolio companies and expect to make an announcement to that effect in this quarter.

We have a new partner, Mr. Sumit Jain, who has joined our fund this month. Mr. Sumit joins us from Kalaari Capital where he spent over nine years and was a partner at the fund. He brings deep investment and portfolio management experience and is a great addition to the team! We welcome him on-board and wish him great luck! We have new commitments from very interesting LPs and are getting ready for preliminary (first) closure of the fund by November 15th. Although the portfolio is already showing a significant upside we are sharing it with incoming investors at entry point cost. In summary, we've had a host of positive news from the portfolio and fund-raising side and will continue to share our updates.

Sistema – 25 Years of Adding Value to Businesses Globally

WHO WE ARE

- Largest public investment holding in Russia
- Unique mix of assets across various attractive
- sectors of Russian economy
- Over 15 sectors of investments and expertise
- Partner of choice for global investors into Russia

WHAT WE ARE

- Active management of portfolio via value accretive acquisitions and divestments
- Creating value by developing assets into market leaders with strong cash flow generation and credit quality
- Monetising investments through sales to strategic acquirers and successful IPOs

2016 HIGHLIGHTS	ASSETS	REVENUE	OIBDA*
	$18bln	$10.4bln	$2.7bln

* Adjusted operating income before depreciation and amortisation. **As of 31 March 2017.
**Ordinary shares and GDRs owned by Sistema Group companies, Sistema's management and members of the Board of Directors

Key Assets

- MTS – Largest telecom operator in Russia and Eastern Europe
- Segezha – Leading pulp and paper holding
- Detsky Mir – Top children's retail chain in Russia and CIS
- Steppe – Diversified agricultural holding
- Real estate development, rental assets
- Russia's leading private healthcare network
- Venture capital, private equity and real estate funds

Shareholding Structure**

Mr Vladimir Evtushenkov	64.2%
Free-float (GDRs)	17.6%
Free-float (shares)	15.3%
Other**	2.9%

FUND SNAPSHOT

Investment Summary	Invests in Series B+ rounds of technology enabled portfolio companies located in India with gateway platform between India / SEA and Russia / Europe Investment participation: preferred rights, reserved matters, board seat levels
Investment Manager	Sistema Asia Capital Pte. Ltd. , a venture capital firm registered in Singapore under the Monetary Authority of Singapore as registered Fund Management Company
Fund Domicile	Singapore
Legal Structure	Parallel fund structure (Singapore & India).Sistema Asia Fund Pte. Ltd is a limited liability fund incorporated under the laws of Singapore. Sistema Asia Fund India is a Securities & Exchange Board of India registered category 2 Alternate Investment fund (AIF). Bothfunds will co invest in all interesting opportunities.
Auditor	James Chan & Partners LLP, Singapore
Administrator	Vistra Alternative Investments (Singapore) Pte. Ltd. (Singapore Fund), Vistra(ITCL) Trustee of AIF
Target Fund Size	$120M - $150M hardcap
Sponsor Commitment	Sponsoring parent seed investment of $40m to Sistema Asia Fund PTE.Ltd and 2.5% of committed capital to Sistema Asia Fund (AIF)
Fund Term	8 years + optional 2 years extension
Expected Return	3x
Management Fee	2%
Carried Interest	20% till 3x return, 30% above 3x return

Current Portfolio and Co-investors

Portfolio companies	Sector	Round Terms	Co-Investors
SECLORE	Deep tech, IT	Series B / $4.0M / 7.7%	Ventureast, helion
Qwikcilver	Retail, IT, SAAS	Series B / $4.0M / 6.7%	Accel, helion, amazon
wooplr	Fashion, E-commerce	Series B / $2.5M / 10.9%	helion
Licious	E-commerce, Online meat brand	Series B / $2.5M / 8.5%	3one4, Mayfield
LENDINGKART	Fintech	Series C / $3.0M / 2.6%	Mayfield, BERTELSMANN
mobikon	Restaurant Tech	Series B / $2.0M / 8.6%	Jungle
netmeds.com	Healthcare, E-pharmacy	Series B / $4.0M / 5.1%	OrbiMed, Tanncam Investment
HealthifyMe	Healthcare, Fitness	Series B / $4.0M / 9.5%	NEXT
Faasos	Food Tech	Series C5 / $4.0M / 2%	SEQUOIA, LIGHTBOX
kissht	Fintech	Series C/$5.0M/6.7%	vertex, FOSUN

Equity Market Outlook:
Indian Capital Market Under Stress Test – An Opportunity Or A Risk?

Indian Factors

Output

Higher Corporate Governance
Strong Fundamentals
Robust GDP growth
Vibrant Economy

Global Factors

Liquidity crisis in Debt market
State Election sentiments
Weakening Rupee
Higher Crude prices,
Below Avg Monsoon

US President Trade War
China Trade War
Federal Reserve raises interest rates
FII Outflows

We have been raising our voice since the beginning of the year that 2018 is not going to be a calm and peaceful year like 2017 and hence Samvat 2074 has not been very kind for domestic investors.

Historically speaking, panic selling based on some news or events can only be good buying opportunities. Irrational movements offer good buying opportunity in quality companies as so-called fear is hypothetical and, hence, won't last long. Once the fear subsides, the market will rebound in its own style. Long-term fundamentals have not changed and the market over-reacted for short-to-medium term.

While there are some well-hyped reasons for investors to be cautious, market will rise and fall in the course of multiple news flows from all grounds. Be it State Elections, higher crude levels, higher rupee, increasing interest rate scenario, trade wars tensions and political saga dragging markets and disturbing sentiments of all categories of investors.

The markets have corrected sharply, the economy is showing signs of a great few years ahead, there are strong signs of revival in corporate earnings, reducing inflation levels or the improvement in capacity utilisation are all indicating signs that this is probably the best time to invest in fundamentally solid companies that have a great potential to multiply with the India's growth story.

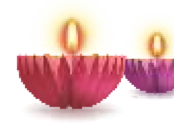
Hence we advise if you really understand a company and have faith in the management and business dynamics, these are brilliant opportunities. But if you do not understand the company or market sentiment, do not invest directly into individual companies while, Invest through mutual fund, the best way to diversify risk.

MSEARCH ADVICE

In the year 2018, Nifty has made a classic topping formation at 11760, post which the Market witnessed a sharp correction of almost 1700 points on the back of domestic negative news flow.

However, due to excessive damage and that too without any meaningful bounce back, technically we feel that current sell off should end between the zone of 10000 and 9850, which is 38.20% retracement level of the entire rise from 6825 to 11760. Although it would be a tough task for the market to cross the level of 11760 in the absence of any solid news flow on the domestic front, the possibility of hitting 11000 or 11200 is equally bright. Nifty could even fall to 9500 or 9300 in an unforeseen event. However, that should remain short lived. We are not expecting market to fall beyond 9300.

by Prashanth Tapse
AVP Research, Mehta Group



BE GREEDY WHEN OTHERS ARE FEARFUL

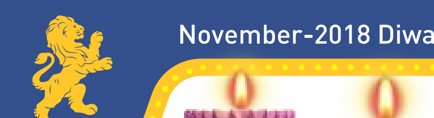
Let's have a look at 3 Year Returns after every Major fall in Markers

The below table covers all the major falls in last 2 decades

Date	Sensex High	Sensex Low	% Fall from High	1 Year Return	3 Year Return
Feb-01	4462		-30.61%	14.30%	93.10%
Apr-01		3096			
Feb-02	3758		-21.98%	30.80%	162.90%
Jul-02		2932			
Jan-03	3416		-14.99%	105.90%	316.74%
Apr-03		2904			
May-04	5772		-26.77%	60.20%	244.80%
May-04		4227			
May-06	12671		-30.56%	66.90%	77.30%
Jun-06		8799			
Jan-08	21206		-30.79%	-31.00%	33.40%
Mar-08		14677			
Oct-08	13203		-41.70%	127.30%	132.70%
Oct-08		7697			
Jan-11	20664		-26.76%	29.60%	90.30%
Dec-11		15135			
May-13	20443		-14.65%	52.90%	60.47%
Aug-13		17448			
Mar-15	30024		-25.08%	29.21%	?
Feb-16		22494			
Aug-18	38989		-12.86%	?	?
Oct-18		33974			

Disclaimer: The above example doesn't guarantee any return in the same manner. This is purely a ture example for long term investment.

What we understand from this study is if one would have invested during tough times, then next 3 year returns would have been anywhere between 33% to 316%.
So dont panic, invest wisely and make the best out of these current market fall to create wealth.



Portfolio Management Service (PMS) Outlook

> **"Patient opportunism, buttressed by a contrarian attitude and strong balance sheet, can yield amazing profits during meltdowns"**
>
> – Howard Marks

In the last 2 months, Indian equity markets have seen a 360 degrees turnaround in sentiments from high long term optimism to low medium term pessimism. Due to changes in market sentiments, there has been a correction of 30 to 40% in small and mid-caps, and around 12% in large-caps companies and the volatility still continues. Several factors, and mostly external factors such as rising crude prices, on-going global tariff war, strengthening of the US Dollar, and, internally, the measures initiated by the capital market regulators in the form of re-categorization of mutual fund portfolios and imposition of 'Additional Surveillance Margins' on broader markets, caused severe volatility leading to overdue market correction.

Going forward, our assessment makes us believe that the overall Indian economy remains at the cusp of secular growth due to various policy initiatives and the overall business environment which continues to be optimistic. It is our firm belief that we should utilize this opportunity to invest in businesses which are well poised to witness above average earnings growth and are available at reasonable valuations to the overall markets.

As fund managers, our focus is on concentrated portfolio creation for our clients, while allowing for a certain level of customization. We believe that Portfolio Management Services will be an important way for HNI's to identify opportunities and invest in the equity markets and at the same time mitigate the risks associated with the market volatility in a timely fashion.

Warm Greetings!

Best Wishes
Samridh Poddar and Rajat Mehta
PMS- MMFS

MEHTA
REWARDING RELATIONSHIPS

MEHTA MULTI-FOCUS STRATEGY FUND PORTFOLIO MANAGEMENT SERVICES (MMFS - PMS)

PMS SNAPSHOT

INVESTMENT HORIZON	MEDIUM TO LONG TERM (3 YEARS +)
PORTFOLIO VALUATION	CLOSING NSE MARKET PRICES OF THE PREVIOUS DAY
OPERATIONS	• INVESTMENT MANAGED ON INDIVIDUAL BASIS • THIRD PARTY CUSTODIAN FOR FUNDS AND SECURITIES
REPORTING	• MONTHLY PERFORMANCE STATEMENT • TRANSACTION, HOLDING, & CORPORATE ACTION REPORTS • ANNUAL CERTIFIED STATEMENT OF ACCOUNTS
HURDLE RATE	10% PER ANNUM
FEES	• MANAGEMENT FEE: 0.25% PER QUARTER OF NAV CHARGED AT THE BEGINNING OF THE QUARTER. • RETURN BASED FEES: 15% PROFIT ABOVE HURDLE RATE WITH CATCHUP CLAUSE • EXIT LOAD: 3% FOR REDEMPTION WITHIN 1 YEAR, 2% WITHIN 2 YEARS
MARKET CAP FOCUS (% OF AUM)	• BELOW INR 500 Cr UPTO - 10% • BETWEEN INR 500 Cr to INR 15,000 Cr UPTO - 80% • ABOVE INR 15,000 Cr UPTO - 10%
PORTFOLIO AUDITORS	PAREKH SHAH LODHA & COMPANY
CUSTODIAN & BANKER	KOTAK MAHINDRA BANK
MODE OF PAYMENT	BY FUND TRANSFER/CHEQUE AND/OR STOCK TRANSFER

Mr Samridh Poddar -CIO

Mr Rajat Mehta -COO

Currency Outlook

INR has underperformed most of its EM peers in the last 6 months. This underperformance can be attributed to concoction of worsening global and domestic factors. Externally, Geo-political events have fuelled trade tensions, rising crude prices and rising US yields while internally large CAD, Inflation worries, NBFC liquidity crunch and political risks arising out of upcoming state elections, had impacted local currency adversely.

In the light of these events, Indian equity and bond markets saw overall outflows of more than US$ 12 bn from bond and equity this year. Furthermore non-oil trade deficit numbers have surprised on the upside. RBI reserves have come down by more than USD 30 bn this FY. This has put depreciating pressure on the INR and we moved from 65.50 to 74.50 in current FY.

Next 3 months, comes with lots of event driven uncertainty for the currency. Starting with upcoming US midterm elections followed by Iran sanctions, US FED rate decisions and locally State election and Union budget. Ongoing RBI- Government public bickering has also added risk, as global investors are not going to take it positively. Though On the positive side, crude oil prices have cooled down by almost $10 per bbl and Inflation worries have settled for now.

Our view is that USDINR can broadly remain in 72-76 range for the next 3 months owning to global event risks and deteriorating investor sentiments and political uncertainly arising out of upcoming General election in mid-2019. Lower crude oil prices and trade deal between US and China can add some positivity to INR sentiments. We recommend corporates to hedge short term FX exposures through Options, to avoid event driven risks.

By

Mr Rahul Kalantri

VP

Mehta Commodities & Currency.

Muhurat Investment & Trading Ideas 2018

(SAMVAT 2075) PICKS

MARUTI SUZUKI INDIA LTD
CARS & UTILITIES

HDFC STD LIFE INSURANCE CO LTD
LIFE INSURANCE

ITC LTD
FMCG

STERLITE TECHNOLOGIES LTD
TELECOM CABLE

ICICI BANK LTD
BANK

IDFC BANK LTD
BANKS

ZEE ENTERTAINMENT ENT LTD
BROADCASTING & CABLE TV

RADICO KHAITAN LTD
BREWERIES/DISTILLERIES

KPIT TECHNOLOGIES LTD
IT CONSULTING & SOFTWARE

BIRLA CORPORATION LTD
CEMENT

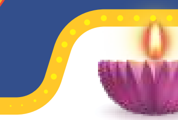
ASHOKA BUILDCON LTD
ROADS & HIGHWAYS

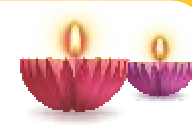
NOCIL LTD
SPECIALITY CHEMICAL

JINDAL STAINLESS LTD
IRON & STEEL PRODUCTS

KOLTE-PATIL DEVELOPERS LTD
REAL TY

GRANULES INDIA LTD
PHARMACEUTICALS





HDFC STD LIFE INSURANCE CO LTD

Industry: Life Insurance I Mcap (Rs): 75,128 Cr I CMP: 373 I FV: 10

Investment Rationale

HDFC Brand Leverage: HDFCLife has a strong parentage and a trusted brand that enhances its appeal to consumers with market share near 5.2%. The product mix and its strong distribution channel has helped it to provide better service's in the industry. HDFCLife sells policies through a multi-channel network. This includes direct sales through own branches, Insurance agents, Partner Banks and through other financial institutions.

Highest Share in the protection business: HDFCLife has its major focus on the protection business which accounts for 25% of its business in FY18. Significant decline in mortality charges has already made the protection business much more attractive apart from its better margins than savings products. We believe Protection business growth to drive margin going forward. India is still underinsured and there is significant scope for growth. Profit margins are also significantly higher in the protection business.

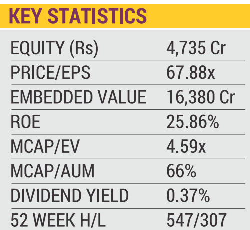
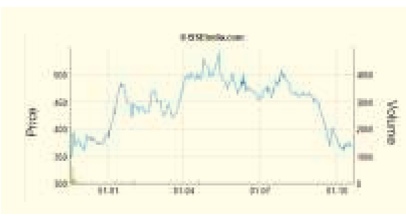
Strong new business margins to drive growth: HDFCLife has the highest Value of New Business (VNB) margins, driven by group business, protection business and channel partner. We expect that HDFCLife will maintain growth momentum as there is limited competition in group business and has wider product mix than its peers. We have seen that VNB has growth at a CAGR of 26.56% over last 5 years and expect the same going forward. Hence HDFCLife is one of the most profitable life **insurers** based on VNB margin.

Key Risk: HDFC life's exposure to protection business products increases its dependence.

Life industry growth converges to nominal GDP of a country, a slowdown would hurt industry.

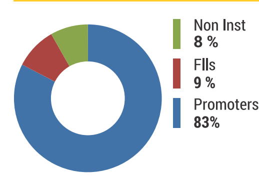
KEY STATISTICS

EQUITY (Rs)	4,735 Cr
PRICE/EPS	67.88x
EMBEDDED VALUE	16,380 Cr
ROE	25.86%
MCAP/EV	4.59x
MCAP/AUM	66%
DIVIDEND YIELD	0.37%
52 WEEK H/L	547/307

FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
TOTAL INCOME	1,017	1,295	715
TOTAL EXPENSES	108	169	28
VALUE OF NEW BUSINESS	920	1,280	610
PAT	887	1,109	667
EPS	4.44	5.51	3.31

SHARE HOLDING PATTERN



STERLITE TECHNOLOGIES LTD

Industry: Telecom Cable I Mcap (Rs): 15,301 Cr I CMP: 380 I FV: 2

Investment Rationale

New capacity to increase fibre volume: Sterlite Technologies Ltd (STL) is well set to deliver subsequent growth amidst increase in fibre capacity, growing international presence and winning large number of deals. Currently, STL has fibre capacity of 30 mnfkm and it is expected to increase it to 50 mnfkm. The management has guided that the company is expected to complete the first phase (10 mnfkm) in FY19, whereas the next phase is expected to complete by 1HFY20. STL has maintained its optic fibre cable (OFC) capacity utilisation guidance for FY19 at 85-100%.This additional capacity is going to be the growth driver for the company going ahead.

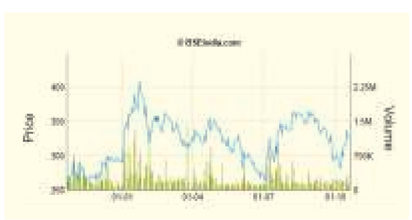
Robust order book provides revenue growth visibility: STL continues to win interesting orders mainly in software business. It has been able to crack a deal with India's leading service operator that serves to 8 mn houses. Currently STL enjoys an order book of Rs 6,034 crore (of which product order book is Rs 4,939 crore), whereas TTM book to bill ratio is 1.8x, so there is healthy revenue visibility for the next couple of years. Also pricing power in optic fibre (OF), robust demand for its product business (both domestic and international) will help increase the order book. Once the leading telcos start deploying 5G on a commercial basis, it would further spur the volume of optic fibre and fibre cable benefiting STL.

European acquisition to add potential growth: STL which enjoys a 7% market share in the global optical fibre market recently acquired a European specialised optical fibre cable manufacturer Metallurgica Bresciana in an all-cash deal. This has added additional capacity of 3 mnfkm cable capacity. This acquisition will provide STL an access to the European market, which will eventually help increase its global market share for optical fibre products. Management intends to increase the export contribution to 50% in the long run from the current level of 45% as there is rising need of fibres for telecom networks globally.

Key Risk: Technology obsolescence & Change in CAPEX plans.

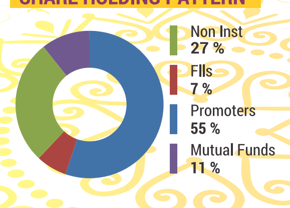
KEY STATISTICS

EQUITY (Rs)	1,257 Cr
PRICE/EPS	42.08x
PRICE/BOOK	12.18x
ROE	35.43%
ROCE	26.29%
DEBT/EQUITY	0.59x
DIVIDEND YIELD	0.61%
52 WEEK H/L	414/253



FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES	2,594	3,205	1,961
EBITDA	539	783	528
EBITDA MARGIN	20.77%	24.43%	26.92%
PAT	217	364	267
PAT MARGIN	8.36%	11.35%	13.61%
EPS	5.07	8.38	6.28

SHARE HOLDING PATTERN



Data as on 31st October 2018

IDFC BANK LTD

Industry: Banks I Mcap (Rs): 11,949 Cr I CMP: 35 I FV: 10

Investment Rationale

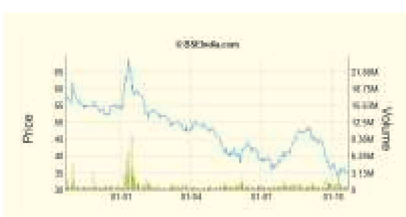
Merger story to give retail push: Management expects the merger to conclude in the next few months. Merger will give IDFC Bank access to 5.1mn customers of capital first. The deal will allow IDFC Bank to grow its retail book, which it has been unable to do in the last two-and-a-half years. The focus will continue to be on smaller entrepreneurs and consumers, although it will also lend to large corporates and other firms as part of the banking system.

Capital first to help IDFC Bank's branches: Post the proposed merger there is visibility of increase in earnings and ability to reinvest in building appropriate branch infrastructure. Also it is expected to help IDFC Bank get closer to its target of 60% share of retail loans by 2021. Post the merger, the share of retail loans for the consolidated entity would stand at 45%. IDFC Bank have strong branch network which we expect will continue to grow about 25% upwards.

Valuations at attractive place: Currently IDFC Bank is trading at attractive valuations of P/Bv 0.78x FY18 with Capital adequacy at 19.3% and NII on upscale movement. Capitalising the customer base and network of capital first, would subsequently bring the cost to income ratio down and hence we expect improvement in its ROA/ROE as well. There are abundant opportunities post-merger for the bank that will add further profitability & expand the margins.

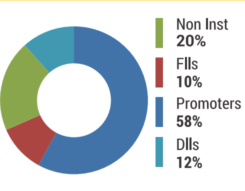
Key Risk: Drag on profitability due to regulatory requirements on CRR, SLR and PSL.

KEY STATISTICS	
EQUITY (Rs)	15,274 Cr
PRICE/EPS	13.59x
PRICE/BOOK	0.78x
ROE	6.38%
ROA	0.69%
NIM	1.70%
DIVIDEND YIELD	2.15%
52 WEEK H/L	70/32



FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
INTEREST EARNED	8,578	9,098	4,655
INTEREST EXPENSES	6,515	7,125	3,714
NET INTEREST INCOME	2,063	1,973	941
OPERATING PROFIT BEFORE PROV	1,750	1,297	261
PAT	1,018	879	(188)
EPS	3	2059	-

SHARE HOLDING PATTERN



RADICO KHAITAN LTD

Industry: Breweries/Distilleries I Mcap (Rs): 4,895 Cr I CMP: 393 I FV: 2

Investment Rationale

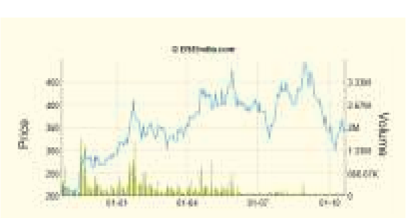
Strong success from Magic moment brand: Radico Khaitan Ltd (RKL) is a leading player in vodka segment with 50% volume market share. The second largest market share of the nearest competitor is far at 14%. RKL with its continuing success with Magic Moments has launched an extension of the brand with introduction of six new flavours. This new flavours are expected to do well in the coming years.

Capitalize on rising premium IMFL consumption: RKL is one of the largest providers of branded IMFL to the Canteen Stores Department (CSD), which has got significant entry barriers. In the IMFL segment, prestige and above products accounts for more than 20% of the company's volumes and the balance volumes come from regular and others brands. Prestige and above products are a high margin business and this segment has reported a CAGR of 23% in volume in past eight years. RKL's clear focus on enhancing its mix in the IMFL segment is expected to improve the margins going ahead.

UP market to provide better price realization: RKL has a strong market presence in the state of Uttar Pradesh (UP) where the new government has ended 10-year distribution monopoly. Price realisation has improved in UP which has given significant gains for RKL's revenue and its working capital. Improvement in the earnings growth and potential growth momentum would lead to solid cash flow generation for RKL.

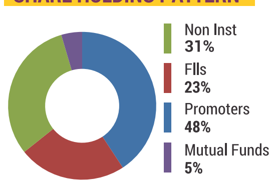
Key Risk: Regulatory ban and changes in tax implications.

KEY STATISTICS	
EQUITY (Rs)	1,157 Cr
PRICE/EPS	42.27x
PRICE/BOOK	4.53x
ROE	11.26%
ROCE	14.2%
DEBT/EQUITY	0.06x
DIVIDEND YIELD	0.3%
52 WEEK H/L	500/195

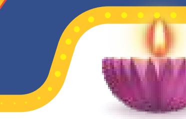


FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES	4,868	6,270	4,021
EBITDA	231	297	190
EBITDA MARGIN	4.74%	4.73%	4.72%
PAT	80	124	97
PAT MARGIN	1.64%	1.97%	2.41%
EPS	6.03	9.30	7.27

SHARE HOLDING PATTERN



Data as on 31st October 2018



BIRLA CORPORATION LTD

Industry: Cement I Mcap (Rs): 4,403 Cr I CMP: 571 I FV: 10

Investment Rationale

Focusing on a national rollout: Birla Corporation Ltd (BCL) plans to take premium brand "PERFECT" (Acquired from Reliance (RCC)) across the country except for south India. Currently, the "PERFECT" brand caters only to the central and some parts of east India. In addition, the Maihar plant has a strategic logistical advantage and can feed all regions, which makes this roll-out viable for the company. We believe that focus on premium brands would add up the margins and is likely to improve the operating efficiently of the company.

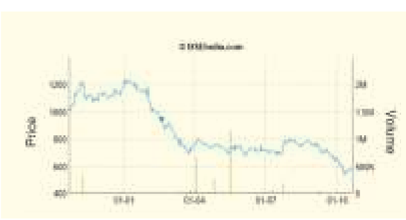
Refinancing to add bottom-line: BCL has trimmed its interest liability by Rs 23 Cr per year through debt refinancing its loan by 135bps lower to 8.9%, this will improve the margins. Also its improving cash flow will help the company repay debt in the next few years. Hence possibility of a shorter period to repay debt would act better for the company.

Further increasing capacity: BCL is planning to invest Rs 2,400cr for setting up a 4mtpa clinkerisation unit with a grinding facility at Mukutban in Maharashtra, increasing its total capacity to 20mtpa. This upcoming capacity is anticipated to increase BCL's market share in west from 1% to 7% and will contribute 24% to total installed capacity making it the fifth largest cement manufacturing company in India with significant presence in West and Central India.

Key Risk: Possibility of government intervention for limestone mining and cartelisation issues.

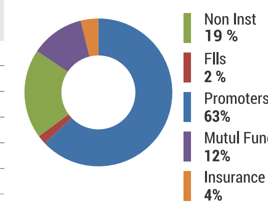
KEY STATISTICS

EQUITY (Rs)	4,279 Cr
PRICE/EPS	28.5x
PRICE/BOOK	1.02x
ROE	4.56%
ROCE	6.59%
DEBT/EQUITY	1.17x
DIVIDEND YIELD	1.12%
52 WEEK H/L	1290/521



FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES	4,981	5,943	1,655
EBITDA	763	870	269
EBITDA MARGIN	15.31%	14.63%	16.25%
PAT	219	154	84
PAT	4.39%	2.59%	5.07%
EPS	28.5	20	10.89

SHARE HOLDING PATTERN



NOCIL LTD

Industry: Speciality Chemical I Mcap (Rs): 2,564 Cr I CMP: 155 I FV: 10

Investment Rationale

Industry leader well poised for growth: Rubber Chemicals is one of the vital inputs in the manufacturing of any rubber product, account for only ~4% of total raw materials required for tyres and other rubber products. There is huge capex plans announced by tyre manufacturers is an indicator for the upcoming demand for tyres and in turn demand for rubber chemicals. NOCIL is a supplier to all tyre manufactures and hence we believe the company is strongly positioned to capitalize the growing demand for tyres.

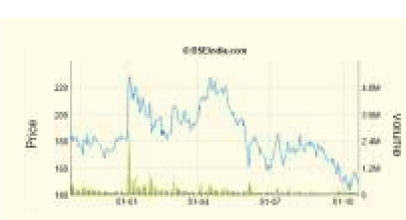
Exports - the next growth engine: Given import tariff on Chinese goods by USA, we believe Indian players like NOCIL could see healthy traction in their export volumes. NOCIL's manufacturing capacity of 55,000 TPA is operating at an optimum level and to meet the incremental demand the company has announced a capex of Rs 4,250 mn, owing to which we expect the company to double its manufacturing capacity. As a result, NOCIL has good international presence with exports contributing to 30% of its revenues. NOCIL is the leader in domestic rubber chemicals industry with over 40% market share. The company is also among few players globally with a wide product basket of 21 rubber chemicals.

Marquee clientele base: NOCIL has a long standing relationship with major domestic and global tyre manufacturers for 25 years supported by its ability to meet their stringent quality requirements. All manufacturing facilities of NOCIL are customer approved. This usually acts as a key entry barrier in the rubber chemical industry given its long gestation period of 12-18 months. Its key global customers are Michelin, Bridgestone and Continental, among others. Its key customers domestically are MRF, JK Tyres and Birla Tyres, among others.

Key Risk: Slow down in economy, increase in raw materials prices and competition from other players are some of the concerns.

KEY STATISTICS

EQUITY (Rs)	1,047 Cr
PRICE/EPS	15.14x
PRICE/BOOK	2.46x
ROE	17.34%
ROCE	25.43%
DEBT/EQUITY	-
DIVIDEND YIELD	1.66%
52 WEEK H/L	236/140



FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES 818	989	268	
EBITDA 169	280	82	
EBITDA MARGIN	20.66%	28.31%	30.59%
PAT 97	170	51	
PAT MARGIN 11.85%	17.18%	19.02%	
EPS 10.33	5.94	3.08	

SHARE HOLDING PATTERN

Non Inst
59 %
Mutul Fund
5%
Promoters
36%

Data as on 31st October 2018

KOLTE-PATIL DEVELOPERS LTD

Industry: Realty I Mcap (Rs): 1,860 Cr I CMP: 245 I FV: 10

Investment Rationale

Healthy launch pipeline: Kolte Patil Developers Ltd (KPDL) has healthy pipeline of 30msf projects that are under execution and approval, of which it has planned launches of 4msf in 2HFY19E. Mumbai area shows wide opportunities with 14 redevelopment projects across Mumbai (1.4msf) for KPDL to grow its footprint in Mumbai. KPDL's leadership position in the Pune market should be able to achieve 4msf sales volume for FY19 & FY20 based on unsold inventory, current launch pipeline.

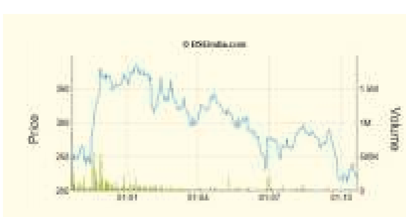
Continued domination in Pune: KPDL is a dominant player in the Pune residential market with 7-8% market share. KPDL is leveraging its strong brand and dominant market position in the Pune market to accelerate development and execution across locations. Teaser campaign at R9 Sector (Pune - Life Republic) has met with a good response with sale of 130 units with formal launch done by the end Aug' 18.

Area diversification supports growth: Bengaluru projects continued to deliver strong traction, contributing almost at 12.9% of sales volume in FY18 vs 3.6% of sales volume in FY17 and diversifying the base. Apart from Bengaluru, Mumbai projects are expected to pick up in the 2HFY19 with new launches. The next growth would be through Mumbai & Bengaluru projects which can account for 20-25% of sales by FY20.

Key Risk: Delay in launches, slowdown in mid size segment and increase in the home loan cost.

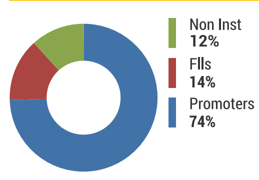
KEY STATISTICS

EQUITY (Rs)	1,191 Cr
PRICE/EPS	12.07x
PRICE/BOOK	1.56x
ROE	16.51%
ROCE	17.93%
DEBT/EQUITY	0.39x
DIVIDEND YIELD	0.92%
52 WEEK H/L	404/207



FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES	964	1,403	390
EBITDA	248	317	137
EBITDA MARGIN	25.72%	22.59%	35.12%
PAT	85	154	76
PAT MARGIN	8.8%	10.97%	19.48%
EPS	11.51	16.03	5

SHARE HOLDING PATTERN



ITC LTD

Industry: FMCG I Mcap (Rs): 3,42,551 Cr I CMP: 280 I FV: 1

Investment Rationale

Diversified presence across all segments: ITC is a conglomerated company with its presence across diversify businesses like Cigarettes, FMCG, Hotels, Agri and Paper & Paper products. The double digit growth in the Non-Cigarette FMCG, Hotels and Agri segment led to growth in the top-line. This was mainly due to revival in consumer demand and increase in room occupancy rate.

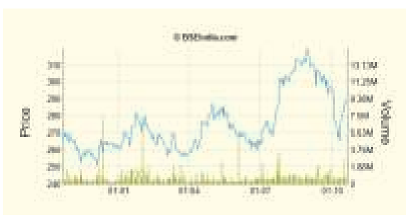
Improvement in Cigarette and FMCG business: ITC is now on a recovery path with its improved cigarettes business. ITC did re-stocking post GST, and with expectations of no further increase (or minimal changes) in GST on cigarettes by FY20E, it would curb the downfall in cigarettes volume in FY19E & FY20E. FMCG segment is also driving healthy growth led by strong traction in snacks, noodles, and juices & biscuits. Aashirvaad Atta saw a recovery in sales volume. ITC has been aggressively launching products (ghee & cakes) in dairy & packaged foods category. ITC aims to generate around 25-30% revenue from FMCG in next 3-4 years.

Improvement in margins: Though paper & paperboard business saw flat sales, EBIT from the segment witnessed growth of 15%. Whereas Aashirvaad has showed some recovery post rumours about the brand in the previous quarter. Within personal care, 'Engage' deodorant has been growing strongly for the company. Also losses in personal care category have reduced substantially thus improving the margins.

Key Risk: ITC has been around tax hikes and a ban on the sale of single cigarettes.

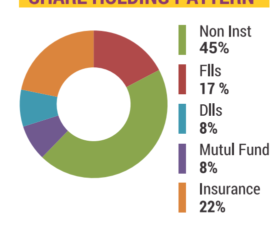
KEY STATISTICS

EQUITY (Rs)	52,844 Cr
PRICE/EPS	32.80x
PRICE/BOOK	6.50x
ROE	23.24%
ROCE	35.23%
DEBT/EQUITY	-
DIVIDEND YIELD	1.78%
52 WEEK H/L	322/250



FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES	58,705	47,689	10,874
EBITDA	17,228	18,760	4,605
EBITDA MARGIN	29.34%	39.33%	42.34%
PAT	11,493	10,477	2,818
PAT MARGIN	19.57%	21.96%	25.91%
EPS	8.47	9.24	2.31

SHARE HOLDING PATTERN



MARUTI SUZUKI INDIA LTD

Industry: Cars & Utility Vehicles I Mcap (Rs): 1,99,643 Cr I CMP: 6,609 I FV: 5

Investment Rationale

New launches to help retain market share: Maruti Suzuki India Ltd (MSIL) has been able to maintain the leadership position in passenger car segment which helps to support healthy volume growth. New launches like (new Swift & upgraded Ertiga, Ciaz) against a weak launches by its competitors should drive the growth in mid-size and UV segment, respectively. Management expects to maintain double-digit volume growth relative to the industry which is expected to report 8% - 9% volume growth.

Eyes toward electric vehicles: MSIL plans to introduce EVs as soon as market sets to shift from traditional vehicles to electric vehicle segments. It has recently flagged off 50 proto-type EV for field test in line with its plans to introduce an EV by 2020. This extensive real-life usage of the vehicles in multiple terrains and climatic conditions will help the company to get valuable insights that will help in validation and successful launch of EV technology in India.

Network expansion: MSIL's Gujarat plant has eased capacity constraints for it with Phase 1 of Gujarat Plant fully ramped up and second phase expected to be operational by next year. MSIL's expansion plan is on track with 2 assembly lines becoming operational in FY18, while 3rd line is expected to become operational by FY19-end which should result in more despatches over FY19/FY20.

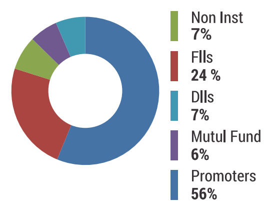
Key Risk: Loss in market share, Delays/issues in capacity addition & Threat of new launch by competitors.

KEY STATISTICS

EQUITY (Rs)	42,575 Cr
PRICE/EPS	25.32x
PRICE/BOOK	4.68x
ROE	16.45%
ROCE	23.16%
DEBT/EQUITY	-
DIVIDEND YIELD	1.17%
52 WEEK H/L	10000/6650

FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES	77,316	82,041	44,892
EBITDA	12,820	14,272	7,580
EBITDA MARGIN	16.58%	17.39%	16.88%
PAT	7,511	7,881	4,215
PAT MARGIN	9.71%	9.60%	9.39%
EPS	248.67	260.93	139.56

SHARE HOLDING PATTERN



ICICI BANK LTD

Industry: Banks I Mcap (Rs): 2,28,535 Cr I CMP: 355 I FV: 2

Investment Rationale

Continued strong performance: ICICI bank saw healthy growth in both its domestic as well retail loan book which was 15% & 20% YoY. The bank maintained its retail loan growth guidance of 18-20% for FY18, led by continued traction across product lines. Margin expansion has been seen with NIM maintaining above 3.5% with 16% growth in core operating profit YoY.

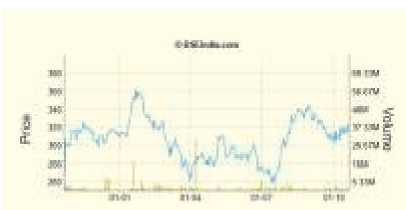
Improving asset quality and portfolio mix: ICICI bank saw a decline in its net NPA from 4.77% in March 18 to 4.19% in June 18. Retail loans proportion increased to 57.5% from 53.3% within a year. ICICI bank enjoys healthy funding mix led by increase in CASA deposits by 16% YoY. ICICI bank expects provisioning to show upward movement in FY19 as ageing provisions moving along with further improvement in coverage to 70% against 54%.

Huge retail branches can capitalise on demand: ICICI bank is reaching out to different clients to provide customized solutions, dashboard and MIS, which will provide a good business opportunity. It has chosen to target rural presence and started tapping on close to 2000 branches which has low CASA momentum however could potentially be large term deposit generators. Additionally the bank has moved into cross selling of retail products to increase business from existing good quality customers.

Key Risk: Asset quality risk (of the "BB and below" book and to a large extent address the risk of possible slippages) going forward.

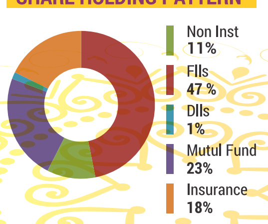
KEY STATISTICS

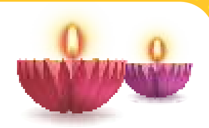
EQUITY (Rs)	1,16,637 Cr
PRICE/EPS	25.13x
PRICE/BOOK	7.17x
ROE	8.7%
ROA	0.81%
NIM	3.19%
DIVIDEND YIELD	0.69%
52 WEEK H/L	365/256



FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
INTEREST EARNED	60,939	62,162	14,722
INTEREST EXPENSES	34,835	34,262	8,620
NET INTEREST INCOME	26,104	27,900	6,102
OPERATING PROFIT BEFORE PROV	30,393	28,952	5,808
PAT	11,340	9,099	(119.55)
EPS	15.9	12	-

SHARE HOLDING PATTERN





ZEE ENTERTAINMENT ENTERPRISE LTD

Industry: Broadcasting & Cable TV I Mcap (Rs): 43,384 Cr I CMP: 452 I FV: 1

Investment Rationale

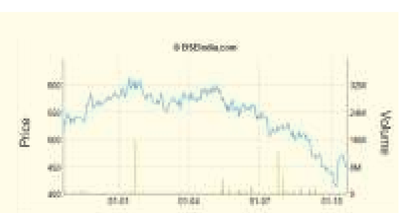
Acceleration in the digital business (ZEE5): ZEE is spending significant amount on marketing of ZEE5. It is now the fastest growing entertainment platform and became the no 2 digital entertainment platform with 29 original contents which will be scaled up substantially in 2HFY19. ZEE5 achieved 41.3 mn monthly active users (MAU) in Sep' 18, with 190% growth since Apr' 18 and also video views in ZEE5 grew 340% with videos viewed per user almost getting doubled. Over next 4-5 years ZEE expects ZEE5 to contribute 30% of overall business. ZEE's tie ups with leading telco's- Airtel and Jio and its exploration plans for distribution partnerships globally will aid faster scale up going forward.

Advertising business scale up on track: Ad spend intensity remains strong across categories back of new product launches. The ad revenue is expected to grow above industry averages on back of growing viewership in the regional genre. Strong beat in ad growth during the quarter was on account of market share gain which was not monetized yet. Monetization of under leveraged regional channels provides significant growth potential for the advertising business. ZEE plans to launch new channel in Kerala (Dec' 18) which should aid growth.

Subscription revenue remains strong: ZEE has laid down ambitious plans to improve the domestic and international subscription revenue. The early closure of some of the distribution contracts compared to last year and monetization of phase 3 subscribers drove the outperformance in bscription revenues. ZEE management is also confident of additional monetization opportunity in phase 3 subscribers going forward. Hence subscription revenues are expected to ramp up in coming quarters.

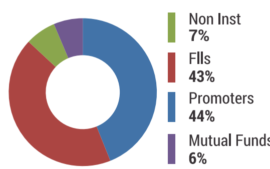
Key Risk: Rising advertising shift towards digital and consolidation among telcos (content aggregation, TV distribution) are key risks.

KEY STATISTICS	
EQUITY (Rs)	7,575 Cr
PRICE/EPS	30.27x
PRICE/BOOK	5.83x
ROE	20.74%
ROCE	27.15%
DEBT/EQUITY	0.21x
DIVIDEND YIELD	0.65%
52 WEEK H/L	619/410



FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES	6,464	6,686	3,240
EBITDA	3,153	2,646	1,300
EBITDA MARGIN	48.77%	39.57%	40.12%
PAT	2,220	1,478	743
PAT MARGIN	34.34%	22.10%	22.93%
EPS	23.14	15.41	7.74

SHARE HOLDING PATTERN



KPIT TECHNOLOGIES LTD

Industry: IT Consulting & Software I Mcap (Rs): 4,345 Cr I CMP: 220 I FV: 2

Investment Rationale

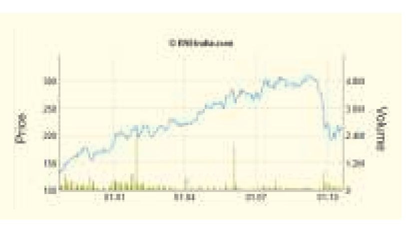
Leading diversified product engineering and IT consulting partner: KPITTech revenue share amongst verticals stands with: automotive & transportation (46.67%), manufacturing (29.27%) & Energy & Utilities (18.42%) and others (5.64%). It operates in five main business segments: Integrated Enterprise Solutions (30.28%), Product Engineering Services (38.23%), Product and Platform (3.26%), SAP (17.7%) and Digital Transformation (10.53%). KPITTech derives 52.51% of its revenue from strategic top 20 clients and 65.06% of revenue from strategic top 40 clients. The company's business is spread across America (63.12%), Europe (20.04%), and Row (16.84%). Onsite revenues: 54.20% and Offshore revenues: 45.16%

Healthy Geographical growth: US Geography continues to be the largest geography with a revenue share of 63.1% and it grew by 2.8% on a Q-o-Q basis. The major growth areas in the US geography are Engineering, PLM & Digital. KPITTech is witnessing good traction around manufacturing 4.0, analytics and automation using artificial intelligence. Europe geography with a revenue share of 20%, declined by 3.4% sequentially during the quarter. Europe geography saw the IT revenue holding up with all the major customers stable or growing. Management expects the Europe geography to continue growing at a quick pace, especially Germany and are planning to invest in a consolidated office campus in Munich, Germany. Asia has been growing well and the de growth this quarter is because of the decline in product revenues.

Scope for margin improvement: It is positive in case of the merger-demerger plan with Birlasoft and also we expect potential value creation through this. KPITTech has maintained its revenue growth guidance of 8-10% for FY19E with EBITDA margin expected to improve. The company reported 13% EBITDA margin in 1HY19 itself, and thus there is a fair chance of further improvement in remaining quarters of the fiscal.

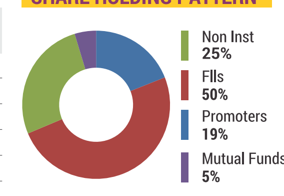
Key Risk: Weakness in any of the top customers, Slowing down of SAP business, Uncertainty with the Birlasoft merger.

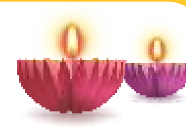
KEY STATISTICS	
EQUITY (Rs)	1,820 Cr
PRICE/EPS	17.18x
PRICE/BOOK	2.40x
ROE	14.97%
ROCE	15.74%
DEBT/EQUITY	0.05x
DIVIDEND YIELD	1.08%
52 WEEK H/L	314/125



FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES	3,323	3,666	2,092
EBITDA	395	419	283
EBITDA MARGIN	11.88%	11.42%	13.52%
PAT	239	254	161
PAT MARGIN	7.19%	6.92%	7.69%
EPS	12.67	13.34	8.23

SHARE HOLDING PATTERN





ASHOKA BUILDCON LTD

Industry: Roads & Highways I Mcap (Rs): 3,165 Cr I CMP: 113 I FV: 5

Investment Rationale

EPC business to add growth for FY19 : EPC business to add growth for FY19: Ashoka EPC execution has seen a muted start in FY19, however it is expected to maintain its 30% revenue growth target for FY19, given the progress it has witnessed on the new Hybrid Annuity Mode (HAM) projects (EPC order book of Rs 42b) on the financial closure front, and on momentum pick-up in the existing EPC order book. EPC execution is expected to pick up momentum from HFY19 as the recently won HAM projects should receive an appointed date by end-1HFY19 and heavy monsoon in 2QFY19 has restricted execution of the existing order book.

Healthy Order book provides visibility: Ashoka order book stands at Rs107.8bn (4.8x its FY18 EPC revenue), with 78% in Roads and the balance in Power T&D. Management is confident of attaining a strong revenue growth of 30% plus in FY19 with order inflows of Rs60-70bn. The company has achieved the financial closure (FC) for 4 HAM projects and expects the construction activity to start from Q3FY19. Toll collections from ACL's and ABL's large projects grew by 15-25% YoY on the back of strong traffic growth. The company has received Rs224.5mn (of which 50% in reported in other income) as part of a settlement agreement executed with NHAI for the resolution of disputes pertaining to the construction of 4/6 lane access controlled Chittorgarh Bypass-NH79 project in Rajasthan.

CGD business to diversify product portfolio: Ashoka recently received LOI for laying, building, operating or expanding local gas distribution network for two geographical areas-Chitradurga & Davanagere districts (Karnataka) and Latur & Osmanabad districts (Maharashtra). The authorisation granted for both projects is for 25 years. The company has a total capex commitment of Rs 350 crore for these two projects to be incurred over eight years. Furthermore, it has a commitment to connect 10,000 houses in Maharashtra and 1 lakh houses in Karnataka under these contracts. CGD work in Maharashtra is expected to start in FY19E. The company expects Ratnagiri city gas distribution (CGD) project to commence as it is in the process of getting clearance from petroleum & explosives division for the project.

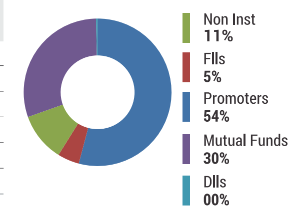
Key Risk: High leverage, Regulatory approvals.

KEY STATISTICS

EQUITY (Rs)	1,864 Cr
PRICE/EPS	-
PRICE/BOOK	7.70x
ROE	-
ROCE	-
DEBT/EQUITY	11.95x
DIVIDEND YIELD	0.48%
52 WEEK H/L	196/93

FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES	2,980	3,603	684
EBITDA	1,017	1,250	117
EBITDA MARGIN	34.12%	34.69%	17.10%
PAT	(225)	(119)	64
PAT MARGIN	-	-	-
EPS	-	-	2.2

SHARE HOLDING PATTERN



JINDAL STAINLESS LTD

Industry: Iron & Steel Products I Mcap (Rs): 2,513 Cr I CMP: 52 I FV: 2

Investment Rationale

Debottlenecking to improve output and product mix: After demerger, JSL has put significant emphasis on de-bottlenecking and increasing operational efficiency. It is upgrading capacity from 0.8mt to 1.1mt through debottlenecking consequently, sales volume is expected to grow at a CAGR of 10-12% over the next three years. Post this capacity expansion further plan to increase it to 1.6mt with comparatively less capex. The company has 800 acre of land which is sufficient to increase the capacity to 3.2mt tonnes in the long run.

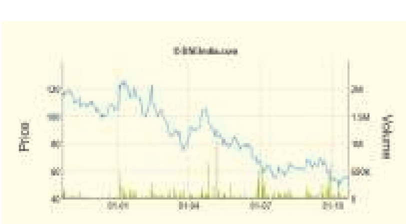
Backward integration and locational advantage: JSL is backward integrated with a 150,000 TPA Ferro Chrome, which provides Liquid Ferro Chrome to the Stainless Steel facility. This leads to significant savings on energy requirement of the company. JSL also has a 250MW Thermal Power plant and 14 MW Waste Heat Recovery Power plant, making it completely independent of external power sources. The company is situated in the vicinity of the eastern coast, which renders it a logistic advantage, both in terms of imports of raw materials, as well as exports of finished Stainless steel to the various continents.

Improving financial outlook: In last one year JSL has managed to bring down its net debt down to Rs 4,600Cr from Rs 5,600Cr through better performance and asset monetisation. JSL's has witnessed improvement in operational and financial performance during latest quarter with capacity utilization of 99.86% as against 90.95% in similar period previous year. JSL has received a rating upgrade from CARE to 'BBB-' from BB+, reflecting the company's improved profitability, strengthening balance sheet, and sustained operational progress.

Key Risk: Sharp volatility in its raw material prices(nickel) prices will lead to inventory valuation losses.

KEY STATISTICS

EQUITY (Rs)	2,474 Cr
PRICE/EPS	7.22x
PRICE/BOOK	1.01x
ROE	16.59%
ROCE	13.9%
DEBT/EQUITY	1.33x
DIVIDEND YIELD	-
52 WEEK H/L	132/48



FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES	9,925	11,817	3,146
EBITDA	1,229	1,406	364
EBITDA MARGIN	12.38%	11.89%	11.57%
PAT	83	346	91
PAT MARGIN	0.83%	2.92%	2.89%
EPS	2.04	7.16	1.9

SHARE HOLDING PATTERN

Non Inst 10%
FIIs 11%
Promoters 67%
DIIs 12%

GRANULES INDIA LTD

Industry: Pharmaceuticals I Mcap (Rs): 2,487 Cr I CMP: 98 I FV: 1

Investment Rationale

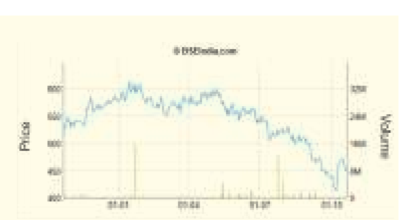
Strong product launches & increased capacity to fuel growth: Granules is among the largest manufacturers of Paracetamol and Ibuprofen APIs for the regulated markets. The company has increased its API capacity for Metformin, Paracetamol and Guaifensin by 15,000 TPA and PFI capacity by >20%. Paracetamol supply will commence from 2QFY18, while Metformin supply to developed markets will start from FY19. This capacity expansion in PFI/API will also help fuel growth in formulations. This will help grow the base business at high-teens till at least FY20.

gMethergine the next growth trigger: Granules secured gMethergine approval from US FDA, which is a milestone for the company in formulation space considering the challenges at development stage. Granules is the second generic player to launch this product in the US. Its commenced sales of gMethergine in June-18 and captured over 50% of the US market share, it looks very promising for Granules and is expected to add 15-20% to its earnings for the year provided it sustains the current level of market share. Since gMethergine is a fairly complex product and Teva is the only supplier for its APIs, entry barriers are high. Management has guided for a return to 19-20% EBITDA margin in FY19E due to improved gross margins and profits from gMethergine will be realized in H2FY19.

CAPEX cycle near to end: Granules capex cycle is close to over and its efforts should start to deliver hereon. The management expects margin recovery in coming quarters on the ramp-up of new capacity utilization, passing on of high RM cost, and key launches in the US. FY19 should mark the end of capex program, with the last of the spends targeted at the oncology block (which should cost Rs1.5bn). Other than that, capex will be mainly targeted towards maintenance. Management says that the capacities will be enough for growth till mid-FY21. With this they expects EBITDA and PAT to grow at >25% CAGR over FY19-21.

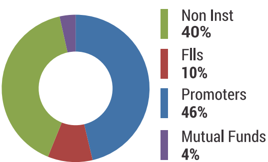
Key Risk: Slowdown in the global markets and regulatory risks for its manufacturing facilities.

KEY STATISTICS	
EQUITY (Rs)	1,304 Cr
PRICE/EPS	18.89x
PRICE/BOOK	1.92x
ROE	12.01%
ROCE	11.88%
DEBT/EQUITY	0.25x
DIVIDEND YIELD	1.09%
52 WEEK H/L	150/71



FINANCIAL OVERVIEW (₹ Cr)	FY 2017	FY 2018	H1 FY 2019
NET SALES	1,435	1,692	453
EBITDA	333	305	102
EBITDA MARGIN	23.20%	18.02%	22.51%
PAT	165	133	52
PAT MARGIN	11.49%	7.86%	11.47%
EPS	5.22	7.19	2.04

SHARE HOLDING PATTERN



SAMVAT 2074 PERFORMANCE

Muhurat Investment Ideas

SR No	NAME	SECTOR	RECO PRICE	HIGH	HIGH (%)*	CMP	RETURN AS ON#
1	MARUTI SUZUKI INDIA LTD	CARS & UTILITY VEHICLES	7872	10000	27.00%	6608	-16%
2	BHARAT PETROLEUM CORP LTD	REFINERIES & PETRO	489	550	12.00%	275	-44%
3	BHARAT FORGE LTD	INDUSTRIAL PRODUCTS	640	799	25.00%	583	-9%
4	PNB HOUSING FINANCE LTD	HOUSING FINANCE	1491	1598	7.00%	802	-46%
5	GODREJ PROPERTIES LTD	REALTY	634	917	44.60%	599	-6%
6	KEC INTERNATIONAL LTD	HEAVY ELECTRICAL	302	442	46.60%	282	-7%
7	BIRLA CORPORATION LTD	CEMENT PRODUCTS	1006	1290	28.20%	571	-43%
8	BLUE STAR LTD	CONSUMER ELECTRONICS	785	845	7.60%	565	-28%
9	IRB IFRASTRUCTURE DEVELOPERS LTD	ROADS & HIGHWAYS	207	286	38.20%	140	-32%

Muhurat Midcap Ideas

SR No	NAME	SECTOR	RECO PRICE	HIGH	HIGH (%)*	CMP	RETURN AS ON#
1	GUJARAT STATE FERTILIZERS & CHEMICALS LTD	FERTILIZERS	135	166	23.00%	105	-22%
2	FIRSTSOURCE SOLUTIONS LTD	BPO/KPO	41	83	105.00%	61	49%
3	RADICO KHAITAN LTD	BREWERIES & DISTILLERIES	187	500	167.00%	392	110%
4	FUTURE ENTERPRISES LTD	DEPARTMENT STORES	51	56	12.00%	39	-24%
5	HIKAL LTD	PHARMACEUTICALS	166	207	25%	160	-4%
6	HUHTAMAKI PPL LTD	CONTAINERS & PACKAGING	232	387	67.00%	213	-8%
7	SURYA ROSHNI LTD	LIGHTNING & STEEL	307	522	70.00%	210	-32%
8	TOURISM FINANCE CORPORATION OF INDIA LTD	FINANCIAL INSTITUTIONS	140	182	30.00%	125	-11%
9	GODAWARI POWER & ISPAT LTD	IRON & STEEL	118	623	428.00%	380	222%

Prices As on 31st Oct 2018

* Stocks made high levels after October 2017 Diwali recommendations wherein one can see the outperformance

This underperformance of portfolio return was due to many factors during the year which was not in assumption while making this portfolio such as introduction of LTCG tax, Reclassification of Mutual fund schemes and GSM/ASM Mechanism

Data as on 31st October 2018

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