May 26, 2017

AIA Engineering (AIAENG)

₹ 1350

Margins miss amid reasonable volume growth

Rating matrix		
Rating	:	Buy
Target	:	₹ 1533
Target Period	:	12 months
Potential Upside	:	14%

What's changed?	
Target	Changed from ₹ 1562 to ₹1533
EPS FY18E	Chnaged from ₹ 52.1 to ₹ 51.9
EPS FY19E	Introduced at ₹ 61.3
Rating	Unchanged

Quarterly performance

	Q4FY17	Q4FY16	YoY (%)	Q3FY17	QoQ (%)
Revenue	647.6	592.0	-5.1	590.1	-15.5
EBITDA	159.4	170.7	0.7	169.8	-14.2
EBITDA (%)	24.6	28.8	168 bps	28.8	43 bps
PAT	114.6	133.7	3.3	117.5	-18.8

Key financials

₹ Crore	FY16	FY17	FY18E	FY19E
Net Sales	2,098.4	2,267.6	2,530.2	2,991.4
EBITDA	611.4	639.2	663.9	781.2
Net Profit	432.4	472.9	489.2	578.3
EPS (₹)	45.8	50.1	51.9	61.3

Valuation summary

	FY16	FY17	FY18E	FY19E
P/E	29	26.9	26.0	22.0
Target P/E	33.4	30.6	29.6	25.0
EV / EBITDA	8.1	18.2	17.2	14.2
P/BV	27.6	6.0	5.1	4.4
RoNW (%)	31	22.1	19.6	19.9
RoCE (%)	30.9	24.7	21.9	22.4

Stock data

Particular	Amount
Market Capitalization	₹ 12733.3 Crore
Total Debt (FY17)	₹115 crore
Cash and Investments (FY17)	₹ 1200 crore
EV	₹11533
52 week H/L	₹ 1650/701
Equity capital	₹ 18.9 Crore
Face value	₹ 2

Price performance

	1M	3M	6M	12M
Cummins India	(0.0)	9.3	36.1	104.0
Greaves Cotton	(1.1)	21.9	32.8	106.8
VA Tech Wabag	(1.1)	1.8	27.8	134.0
AIA Engineering	(2.7)	(5.7)	7.7	171.8

Research Analyst

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- Revenues were at ₹ 647.6 crore vs. our estimate of ₹ 562.8 crore. Volumes at 58090 tonnes were ahead of our estimate of 54500 tonnes. However, mining segment delivered muted 3% YoY growth whereas majority of growth came in at cement & utility segment at 28150 tonnes. Realisations were above our estimate at ₹ 104000 per tonne
- The company has guided for an incremental volume of 15000-25000 tonnes in FY18E over FY17. AIA is on track to achieve incremental 125000 tonnes of volume over the next three years
- Absolute EBITDA came in at ₹ 155.7 crore, which was below our estimate of ₹ 159.4 crore. EBITDA margins came in at 24.6% vs. estimate of 27.7%. The margins decline was due to 25% YoY jump in other expenses
- PAT came in at ₹ 115 crore, which was in line with our estimate

Q4FY17 volume grows 8.5% YoY led by cement, utilities segment

Volume growth in Q4FY17 was at 58090 tonnes, up 8.5% YoY vs. our estimate of 54482 tonnes. However, in terms of segmental performance, cement & utilities exhibited robust growth of 14% YoY at 28510 tonnes while mining segment was muted at 3% YoY at 29580 tonnes. The company has guided for an incremental volume of 15000-25000 tonnes in FY18E over FY17. The company is on track to achieve incremental 125000 tonnes of volume over the next three years. We have built in volumes of 240214 tonnes and 288527 tonnes in FY18E and FY19E, respectively, implying a volume CAGR of 15.9% in FY17-19E.

Capex on track as phase 2 expansion by FY18-19

AIA has already commissioned Phase 1 of the capex programme, which has taken capacity to 340000 tonnes. Phase 2 may get commissioned in two tranches. The first tranche of 50000 tonnes of capacity will get commenced in FY18 while remaining 50000 tonnes will get commissioned in FY19E. The cost of project has escalated from ₹ 350 crore earlier to ₹ 470 crore. FY18E will se capex spend of ₹ 300 crore while ₹ 100 crore will be spent in FY19E. AIA has already spent ₹ 80 crore in FY17.

Marketing of new capacity and spike in input costs to some moderation in EBITDA margins from high levels

EBITDA margins are expected to decline to 26.2% in FY18E and 26.1% in FY19E from 29% in FY16 and 28.2% in FY17 over the next few years as AIA is in a transition period is expected to aggressively add new customers in the global mining arena and adopt a level pricing strategy to market new capacity. With recent surge in prices of ferro chrome and higher shipping charges, margins may make volatile movement across quarters in FY18E as there may be some lag in passing on the increased costs pressures to clients.

Prospects intact; maintain BUY

Capacity commissioning by FY19E will drive AIA's volume at CAGR of 15.9% in FY17-19E. The lower estimate on the margin front (200 bps fall from FY17 levels) will suppress PAT growth in FY18E post which strong volume growth and a favourable base will drive PAT by 18.2% YoY in FY19E. Strong market position, pristine balance sheet and a foresighted management make it a portfolio stock. We maintain our **BUY** rating on the stock with a target price of ₹ 1533/share (25x FY19E EPS).

Variance analysis

	Q4FY17	Q4FY17E	Q4FY16	Y (Chg %)	Q3FY17	Q (Chg %)	Comments
Sales	647.6	562.8	592.0	9.4	590.1	9.8	Volumes were ahead of estimates at 58090 tonnes vs. estimates of 54482 tonnes. Cement & uitlities segment grew handsomely at 28150 tonnes
Other Income	24.9	25.0	21.4	16.0	22.3	11.6	
Raw Materials Expenses	244.7	188.5	223.3	9.6	195.0	25.5	
Employee Cost	27.2	22.5	25.3	7.4	27.1	0.2	Employee expenses were lower than estimates
Other Expenditure	215.7	191.4	172.0	25.4	195.1	10.6	Other expenditure was ahead of estimates
EBITDA	159.4	155.7	170.7	-6.6	169.8	-6.2	
EBITDA Margin (%)	24.6	27.7	28.8	-423 bps	28.8	-417 bps	EBITDA margins were below estimates on the back of higher-than-expected other expenses
Depreciation	20.9	19.0	18.1	15.7	17.0	23.0	
Interest	1.4	0.0	2.0	-29.5	0.9	66.5	
PBT	161.9	161.7	172.0	-5.9	174.3	-7.1	
Taxes	47.3	46.9	38.3	23.3	56.8	-16.8	
PAT	114.6	114.8	133.7	-14.3	117.5	-2.4	
Key Metrics							
Volume (in tonnes)	58,090	54,482	53,502	8.6	56,846	2.2	Mining segment volumes were below estimates
Net Realisation (₹/tonne)	104,810	100,000	108,565	-3.5	100,890	3.9	Realisations were ahead of estimates

Source: Company, ICICIdirect.com Research

Change in estimates

	FY18E			FY19E			
(₹ Crore)	Old	New	% Change	Old	New	% Change	Comments
Revenue	2,515.3	2,530.2	0.6	-	2,991.4	-	
EBITDA	697.3	663.9	-4.8	-	781.2	-	
EBITDA Margin (%)	27.7	26.2	-148 bps	-	26.1	-	Though margins may come down owing to marketing of new capacity, we have been conservative. Hence, we inch up our estimates marginally upwards
PAT	491.2	489.2	-0.4	-	578.3	-	
EPS (₹)	52.1	51.9	-0.4	-	61.3	-	

Source: Company, ICICIdirect.com Research

Assumptions

			Current		Earlier		
	FY16	FY17	FY18E	FY19E	FY18E	FY19E	
Overall Volumes (tonnes)	185,788	214,477	240,214	288,257	240,214	-	Company is on track to achieve volumes
Mining Volumes (tonnes)	98,740	120,465	138,681	178,602	138,681	-	
Capacity	340,000	340,000	390,000	440,000	340,000	-	
Net Realisations	113,054	105,726	105,330	103,775	105,330	-	Realsations will decline in FY18E owing to marketing of new capacity

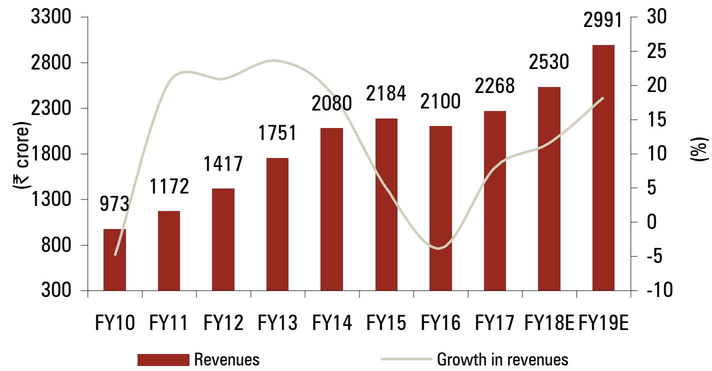
Source: Company, ICICIdirect.com Research

Company Analysis

Volumes to grow at CAGR of 15.9% in FY17-19E

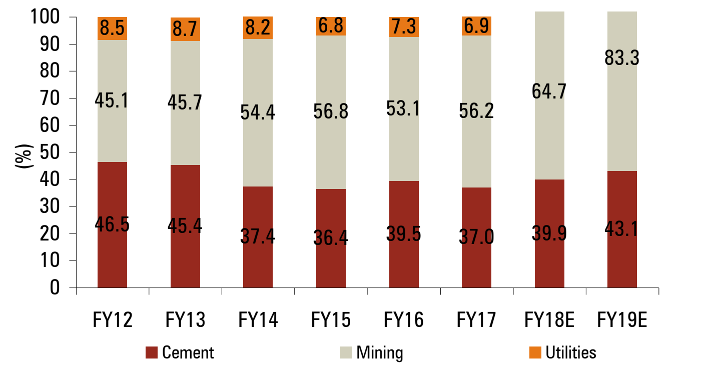
Volume growth for Q4FY17 was at 58090 tonnes, up 8.5% YoY, compared to our estimate of 54482 tonnes. However, in terms of segmental performance, cement & utilities exhibited robust growth of 14% YoY at 28510 tonnes while mining segment was muted at 3% YoY at 29580 tonnes. The company has guided for an incremental volume of 15000-25000 tonnes in FY18E over FY17. The company is on track to achieve incremental 125000 tonnes of volume over the next three years. We have built in volumes of 240214 tonnes and 288527 tonnes in FY18E and FY19E, respectively, implying volume CAGR of 15.9% in FY17-19E.

Exhibit 1: Trend in revenues



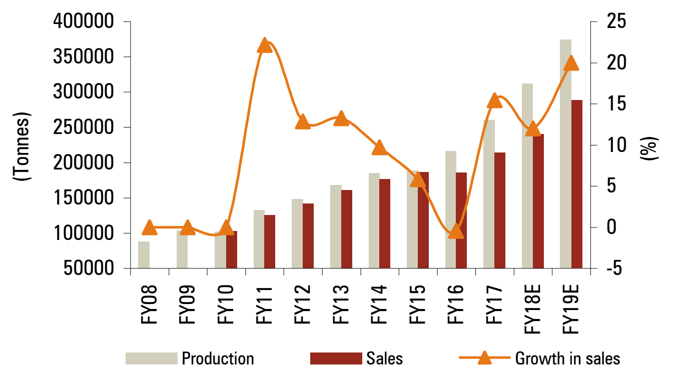
Source: Company, ICICIdirect.com, Research

Exhibit 2: Share of mining segment to rise to 67% by FY18E



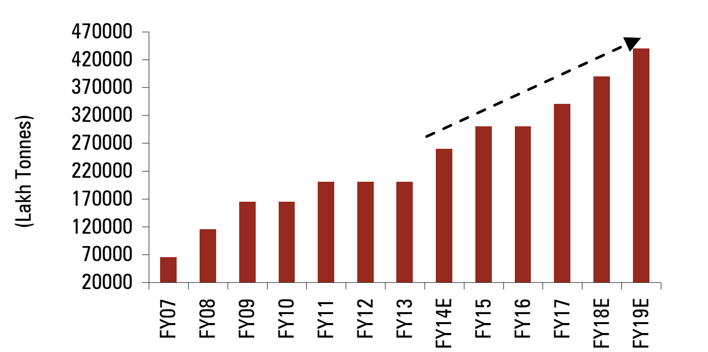
Source: Company, ICICIdirect.com, Research

Exhibit 3: Trend in volume growth



Source: Company, ICICIdirect.com, Research

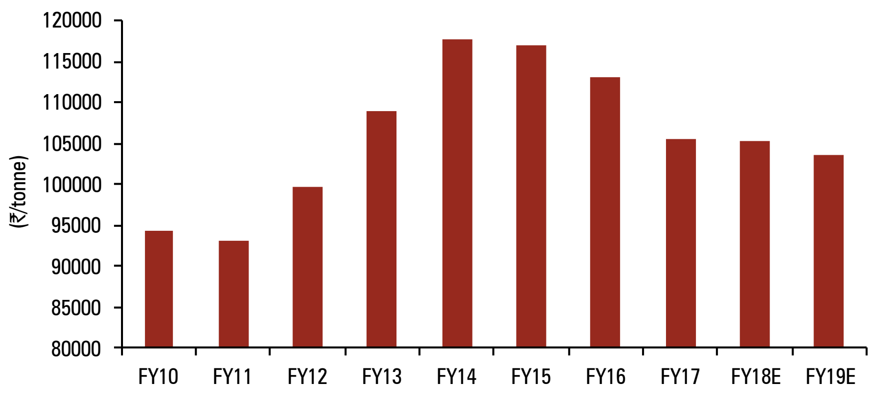
Exhibit 4: Trend in capacity



Source: Company, ICICIdirect.com, Research

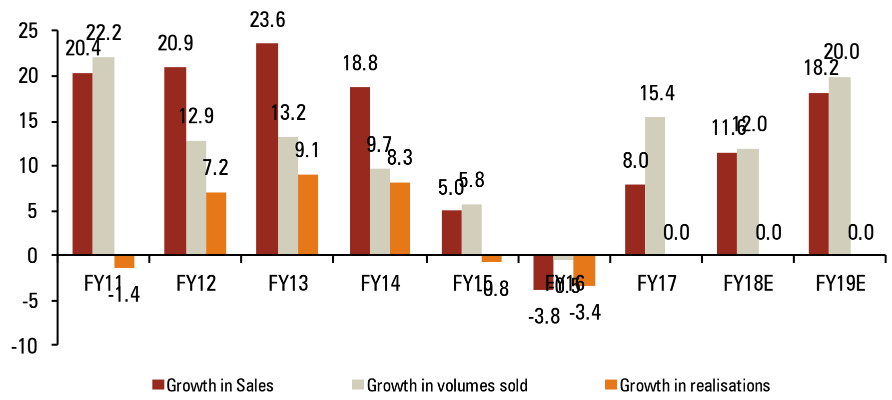
Our forecasts assume realisations at ₹ 105330/tonne and ₹ 103775/tonne for FY18E and FY19E, respectively.

Exhibit 5: Trend in realisation



Source: Company, ICICIdirect.com Research

Exhibit 6: Volume growth to lead revenue CAGR for AIA over next couple of years

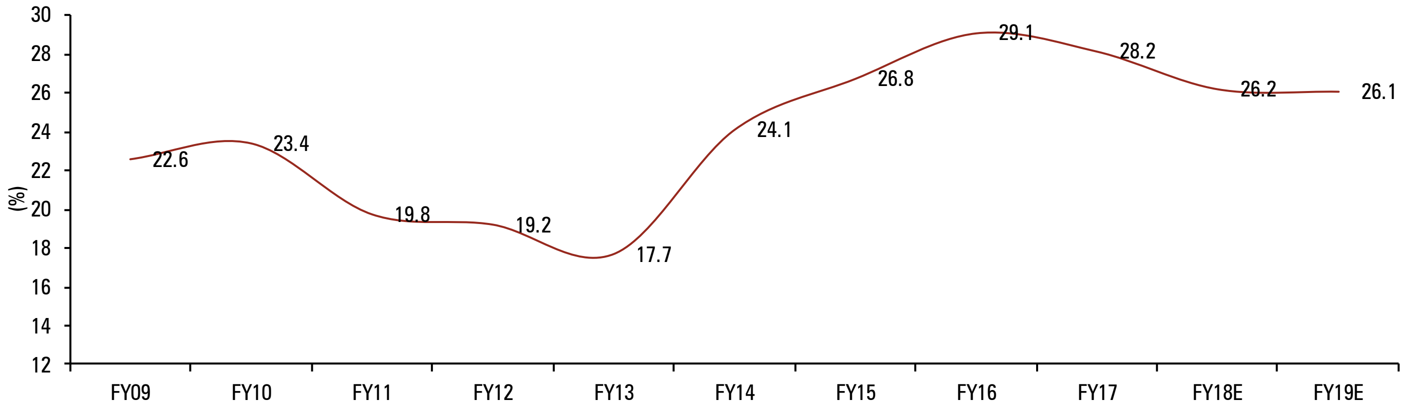


Source: Company, ICICIdirect.com Research

Margin to moderate over FY18E; seen stabilising at ~26% levels

In order to make inroads into the mining segment, AIA had to take price cuts to win clients. The same was reflected in EBITDA margins, which fell from 23% in FY10 to 17.7% in FY13. However, given the successful entry of AIA in the mining segment, margins have started clawing back to historical levels of over 20%. The same is reiterated by the fact that FY14 EBITDA margins of AIA have been at 24%. Even in FY15-16, AIA consistently reported robust margins in the range of 26.4-36.7%, respectively. The Q3FY17 margins at 24.8% were below our estimate as 25% YoY growth in other expenses were ahead of our estimates. Going ahead, with new capacity coming in from FY18E, we believe AIA's margins would witness moderation owing to the pricing strategy followed by the company to push the new product in the market and gain share. Hence, we are estimating margins will decline from ~29% in FY16 to 26.2% in FY18E and 26.1% in FY19E. Also, with the recent surge in prices of ferro chrome and higher shipping charges, margins may see volatile movement across quarters in FY18E as there may be some lag in passing on the increased costs pressures to clients.

Exhibit 7: Trend in EBITDA margins

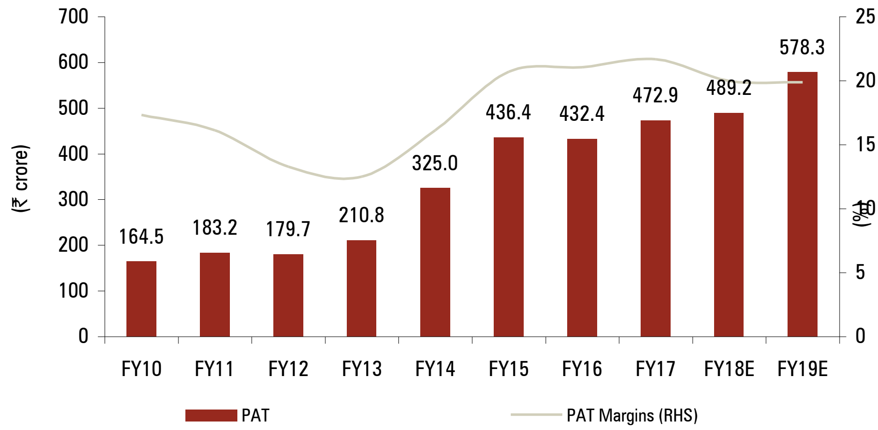


Source: Company, ICICIdirect.com Research

PAT to be modest in FY17E before growing 10.6% YoY in FY17-19E

AIA's FY17 PAT would witness moderate growth of 5% YoY to ₹ 473 crore on the back of a strong margin recovery. However, with a strong pick-up in volumes from FY17–19E, AIA's PAT is expected to grow 10.6% YoY in the same fiscal to ₹ 578.3 crore.

Exhibit 8: PAT to rise on back of strong volume and margins



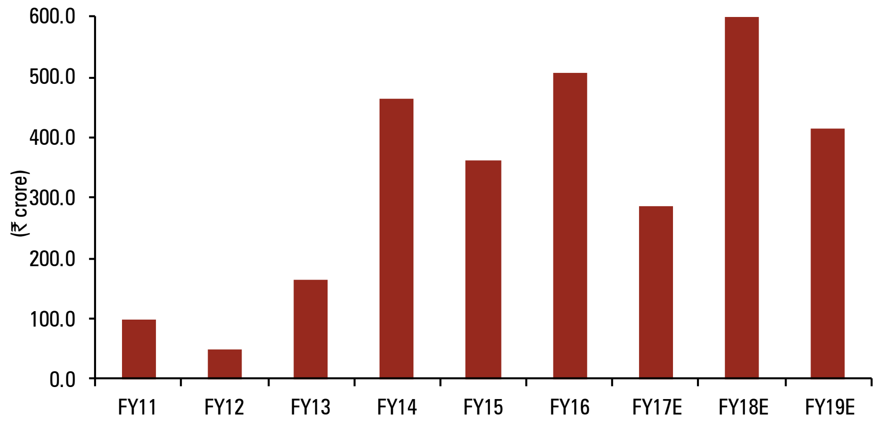
Source: Company, ICICIdirect.com Research

Capex on track as phase 2 expansion by H2FY18E-FY19E

AIA has already commissioned phase 1 of the capex programme, which has taken the capacity to 340000 tonnes. Phase 2 is likely to get commissioned in two tranches wherein 50000 tonnes will get commissioned in FY18 while the remaining 50000 tonnes will come up in FY19E. The capex of Phase 2 has been revised upwards from ₹ 350 crore to ₹ 470 crore, out of which ₹ 80 crore is spent in FY17. FY18E, FY19E are expected to see capex spend of ₹ 300 crore, ₹100 crore, respectively.

We expect AIA's CFO to average at ₹ 520 crore in FY18E-19E. The first phase of the capex programme i.e. 80000 tonnes has come on-stream by Q3FY16 wherein the company has spent ₹ 220 crore. The cash balance as of Q4FY17 was at ₹ 1200 crore while debt was at ₹ 115 crore.

Exhibit 9: Trend in cash flows

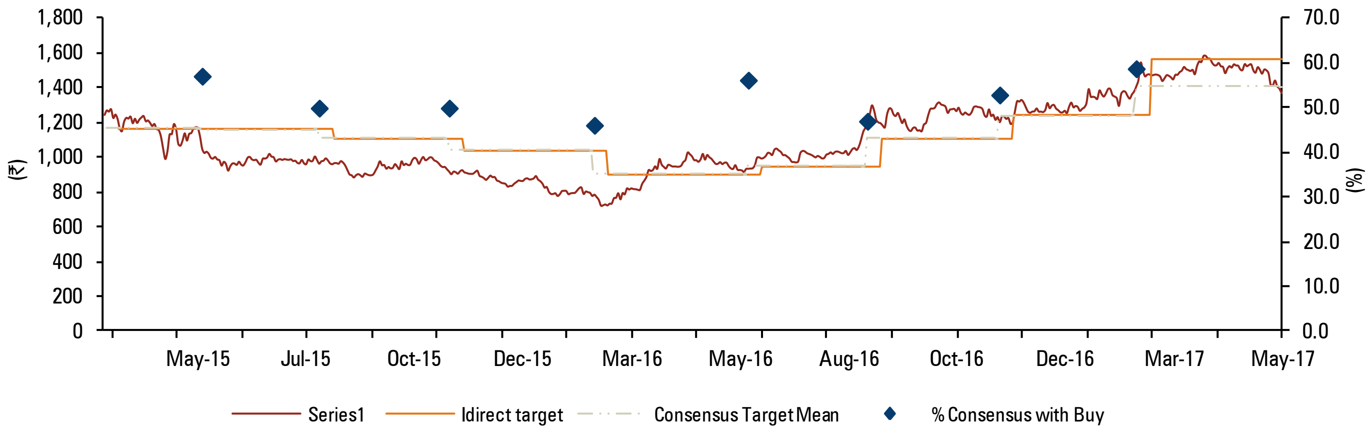


Source: Company, ICICIdirect.com Research

Outlook and Valuation

Capacity commissioning by FY19E is expected to drive AIA's volume at CAGR of 15.9% in FY17-19E. Given the lower estimate of margin front (200 bps fall from FY17 levels) will suppress PAT growth in FY18E post which strong volume growth and a favourable base will drive PAT by 18.2% YoY in FY19E. Strong market position, pristine balance sheet and a foresighted management make it a portfolio stock. We maintain our **BUY** rating on the stock.

Recommendation History vs. Consensus



Source: Company, ICICIdirect.com Research

Company snapshot

Date	Event
Mar-12	Though AIA witnesses traction in mining volumes at the cost of pricing as an entry strategy, consequently, EBITDA margins took a plunge from 26% in FY11 to 22.8% in FY12
Sep-12	AIA suffers its worst ever margins of 12% in Q3FY13 as the mining share had risen to 50% in overall volumes
Dec-13	AIA's financial performance witnesses turnaround as of 9MFY14. It clawes back to its normalised margin range of 22-23%, coupled with more than 50% share of mining volumes
Jan-14	AIA announces aggressive capex plans of ₹ 600 crore for setting up a greenfield capacity of 180000 tonnes. AIA plans to have a capacity of 440000 tonnes by FY16E. On commissioning the same, AIA would be the world's largest player in the HCMI segment by FY16E
Apr-14	AIA commissions 60000 tonnes of brownfield capacity, thereby taking the total capacity to 260000 tonnes
Jan-14	AIA announces aggressive capex plans of ₹ 600 crore for setting up a greenfield capacity of 180000 tonnes. AIA plans to have a capacity of 440000 tonnes by FY16E. On commissioning the same, AIA would be the world's largest player in the HCMI segment by FY16E
Apr-14	AIA commissions 60000 tonnes of brownfield capacity, thereby taking the total capacity to 260000 tonnes
Mar-15	AIA records volume growth of 5.8% YoY to 186500 tonnes of HCMI whereas revenues and PAT were at ₹ 2183.6 crore and ₹ 413 crore, respectively
Mar-16	AIA recorded flattish volume growth YoY at 185800 tonnes of HCMI whereas revenues and PAT was at ₹ 2100 crore and ₹ 417 crore, respectively
Mar-17	AIA records volume growth of 5.8% YoY to 186500 tonnes of HCMI whereas revenues and PAT were at ₹ 2183.6 and ₹ 413 crore, respectively

Source: Bloomberg, Company, ICICIdirect.com Research

Top 10 Shareholders

Rank	Name	Latest Filing Date	% O/S	Position (m)	Change (m)
1	Shah (Bhadresh K)	31-Mar-17	61.6	58.1	0.0
2	Nalanda Capital Pte Ltd	31-Mar-17	9.7	9.1	0.0
3	Matthews International Capital Management, L.L.C.	31-Dec-16	4.2	4.0	-0.2
4	HDFC Asset Management Co., Ltd.	30-Apr-17	1.5	1.5	0.0
5	Goldman Sachs Asset Management International	31-Mar-17	1.3	1.3	0.2
6	Jwalamukhi Investment Holdings	31-Mar-17	1.3	1.2	0.0
7	The Vanguard Group, Inc.	31-Mar-17	1.0	1.0	0.0
8	ICICI Prudential Asset Management Co. Ltd.	28-Feb-17	0.9	0.9	0.0
9	Mirae Asset Global Investments (India) Pvt. Ltd.	30-Apr-17	0.6	0.6	0.0
10	Somerset Capital Management, L.L.P.	31-Mar-17	0.6	0.5	-0.2

Shareholding Pattern

(in %)	Mar-16	Jun-16	Sep-16	Sep-16	Mar-17
Promoter	61.65	61.65	61.65	61.65	61.65
FII	27.55	28.17	28.33	28.78	27.80
DII	5.07	5.15	5.31	5.01	5.44
Others	5.73	5.03	4.71	4.56	5.11

Source: Reuters, ICICIdirect.com Research

Recent Activity

Buys			Sells		
Investor name	Value	Shares	Investor name	Value	Shares
Goldman Sachs Asset Management International	+3.96M	+0.16M	Somerset Capital Management, L.L.P.	-6.03M	-0.25M
William Blair & Company, L.L.C.	+1.62M	+0.08M	Matthews International Capital Management, L.L.C.	-3.82M	-0.20M
Birla Sun Life Asset Management Company Ltd.	+1.31M	+0.06M	State Street Global Advisors (US)	-0.69M	-0.03M
L&T Investment Management Limited	+0.70M	+0.03M	Canara Robeco Asset Management Company Ltd.	-0.14M	-0.01M
Goldman Sachs Asset Management (Singapore) Pte. Ltd.	+0.68M	+0.03M	Axis Asset Management Company Limited	-0.14M	-0.01M

Source: Reuters, ICICIdirect.com Research

Financial summary

Profit and loss statement				₹ Crore
(Year-end March)	FY16	FY17	FY18E	FY19E
Total operating Income	2,098.4	2,267.6	2,530.2	2,991.4
Growth (%)	-3.9	8.1	11.6	18.2
Raw Material Expenses	715.0	743.8	885.6	1,047.0
Employee Expenses	102.2	106.7	126.5	146.1
Other expenses	669.9	777.8	854.2	1,017.1
Total Operating Expenditure	1,487.0	1,628.3	1,866.3	2,210.2
EBITDA	611.4	639.2	663.9	781.2
Growth (%)	4.5	4.6	3.9	17.7
Depreciation	67.0	61.3	74.2	84.4
Interest	4.9	0.0	0.0	0.0
Other Income	59.1	99.8	105.0	120.0
PBT	598.6	677.7	694.7	816.8
Others	0.0	0.0	0.0	0.0
Total Tax	166.2	204.8	205.5	238.5
PAT	432.4	472.9	489.2	578.3
Growth (%)	-0.9	9.4	3.5	18.2
EPS (₹)	45.8	50.1	51.9	61.3

Source: Company, ICICIdirect.com Research

Cash flow statement				₹ Crore
(Year-end March)	FY16	FY17	FY18E	FY19E
Profit after Tax	432.4	472.9	489.2	578.3
Add: Depreciation	67.0	61.3	74.2	84.4
(Inc)/dec in Current Assets	116.7	-204.8	8.8	-305.1
Inc/(dec) in CL and Provisions	-107.1	-43.4	60.8	56.4
Others	3.3	3.0	5.0	5.0
CF from operating activities	509.0	285.9	633.0	414.0
(Inc)/dec in Investments	0.0	0.0	0.0	0.0
(Inc)/dec in Fixed Assets	-231.9	-90.0	-300.0	50.0
Others	0.0	0.0	0.0	0.0
CF from investing activities	-477.7	-95.0	-390.0	-42.6
Issue/(Buy back) of Equity	0.0	0.0	0.0	0.0
Inc/(dec) in loan funds	85.1	13.0	0.0	0.0
Dividend paid & dividend tax	-197.8	-113.5	-136.2	-158.9
Inc/(dec) in Sec. premium	0.0	0.0	0.0	0.0
Others	0.0	7.6	0.0	0.0
CF from financing activities	-238.7	110.5	-136.2	-158.9
Net Cash flow	-207.4	301.4	106.9	212.5
Opening Cash	238.2	30.8	332.3	439.1
Closing Cash	30.8	332.3	439.1	651.6

Source: Company, ICICIdirect.com Research

Balance sheet				₹ Crore
(Year-end March)	FY16	FY17	FY18E	FY19E
Liabilities				
Equity Capital	18.9	18.9	18.9	18.9
Reserve and Surplus	1,549.0	2,119.4	2,472.5	2,892.0
Total Shareholders funds	1,567.9	2,138.3	2,491.3	2,910.8
Total Debt	183.8	196.8	196.8	196.8
Deferred Tax Liability	32.9	32.9	32.9	32.9
Minority Interest / Others	0.0	0.0	0.0	0.0
Total Liabilities	1,792.2	2,435.6	2,798.7	3,225.5
Assets				
Gross Block	861.8	939.6	1,239.6	1,239.6
Less: Acc Depreciation	302.6	363.9	438.1	522.5
Net Block	559.2	575.7	801.5	717.1
Capital WIP	37.8	50.0	50.0	0.0
Total Fixed Assets	597.0	625.7	851.5	717.1
Investments	890.9	955.9	1,055.9	1,155.9
Inventory	389.3	507.3	472.7	644.0
Debtors	430.4	493.1	503.5	598.2
Loans and Advances	188.4	213.0	228.0	266.9
Other Current Assets	2.2	1.7	2.2	2.4
Cash	30.8	332.3	439.1	651.6
Total Current Assets	1,041.2	1,547.5	1,645.6	2,163.2
Creditors	167.5	120.7	174.5	207.4
Provisions	59.5	62.8	69.8	93.3
Total Current Liabilities	227.0	183.5	244.3	300.7
Net Current Assets	814.2	1,363.9	1,401.2	1,862.5
Others Assets	0.0	0.0	0.0	0.0
Application of Funds	1,792.2	2,435.6	2,798.7	3,225.5

Source: Company, ICICIdirect.com Research

Key ratios				
(Year-end March)	FY16	FY17	FY18E	FY19E
Per share data (₹)				
EPS	45.8	50.1	51.9	61.3
Cash EPS	52.9	56.6	59.7	70.3
BV	166.2	226.7	264.1	308.6
DPS	18.0	10.0	12.0	0.0
Cash Per Share	3.3	35.2	46.6	69.1
Operating Ratios (%)				
EBITDA Margin	29.1	28.2	26.2	26.1
PBT / Total Operating income	29.2	31.1	28.4	28.1
PAT Margin	20.6	20.9	19.3	19.3
Inventory days	75.5	75.0	73.0	70.0
Debtor days	76.5	82.5	75.0	75.0
Creditor days	29.8	20.2	26.0	26.0
Return Ratios (%)				
RoE	27.6	22.1	19.6	19.9
RoCE	30.9	24.7	21.9	22.4
RoIC	39.8	35.4	33.0	35.7
Valuation Ratios (x)				
P/E	29.4	26.9	26.0	22.0
EV / EBITDA	19.6	18.2	17.2	14.2
EV / Net Sales	5.8	5.3	4.7	3.8
Market Cap / Sales	6.2	5.8	5.2	4.4
Price to Book Value	8.1	6.0	5.1	4.4
Solvency Ratios				
Debt/EBITDA	0.3	0.3	0.3	0.3
Debt / Equity	0.1	0.1	0.1	0.1
Current Ratio	4.6	8.4	6.7	7.2
Quick Ratio	4.5	6.6	4.9	5.0

Source: Company, ICICIdirect.com Research

ICICIdirect.com coverage universe (Capital Goods)

	CMP			M Cap	EPS (₹)			P/E (x)			RoCE (%)			RoE (%)		
	(₹)	TP(₹)	Rating	(₹ Cr)	FY16	FY17E	FY18E	FY16	FY17E	FY18E	FY16	FY17E	FY18E	FY16	FY17E	FY18E
AIA Engineering	1350	1,533	Buy	12420	44.3	50.1	51.9	30.5	26.9	26.0	24.7	21.9	22.4	27.6	22.1	19.6
Thermax (THERMA)	990	800	Hold	10223	29.6	20.6	27.1	33.4	47.9	36.6	15.3	9.8	11.9	14.2	9.2	10.9
KEC International (KECIN)	250	292	Buy	3881	9.0	10.8	14.1	27.8	23.2	17.7	15.3	15.7	16.8	16.3	15.0	16.5
L&T (LARTOU)	1760	1635	Buy	162800	51.4	52.0	51.3	34.2	33.8	34.3	10.1	10.1	11.6	12.5	12.2	13.6
Greaves Cotton (GREAVE)	160	176	hold	3904	6.6	7.1	8.7	24.2	22.5	18.4	18.0	24.5	26.9	19.5	20.8	23.8
VaTech Wabag (VATWAB)	675	630	Buy	2661	16.9	28.7	36.4	29.0	17.1	13.5	17.0	20.4	22.2	9.7	14.8	16.5
NRB Bearing (NRBBEA)	122	115	Hold	1047	4.7	5.3	6.1	23.0	20.4	17.8	14.1	14.9	15.8	15.2	15.7	16.2
Timken India (TATTIM)	690	650	Hold	4691	13.5	14.3	15.7	51.1	48.3	44.0	27.8	22.7	23.8	18.2	16.0	15.5
Grindwell Norton (GRINOR)	380	390	Buy	3543	9.4	11.2	12.6	33.9	28.5	25.3	22.7	25.1	26.9	15.5	17.6	18.9

Source: Company, ICICIdirect.com Research

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Buy: >10%/15% for large caps/midcaps, respectively;
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