

Titan Company

Refer to important disclosures at the end of this report

Strong margin improvement offers upside

- TTAN's operating performance was 13-17% ahead of our/street estimates as better margins boosted EBITDA growth by 3x on low comparables (2yr CAGR 36%). Despite lower studded mix, Jewelry EBIT margins improved on operating leverage. Favorable product/channel mix led to a strong improvement in eyewear EBIT margins to 23%.
- Jewelry sales grew 77% with a 2-year CAGR of ~32%. Strong growth was driven by store expansions, pent-up demand and market share gains. Management did not quantify festive period growth but indicated growth trends to be healthy.
- Expansion picked up pace with 10 store additions after a lockdown-hit Q1. TTAN expects to add 35-40 Tanishq stores annually. It also indicated an aggressive target of 250-300 store additions for eyewear and higher investments on upgradation of WOT stores.
- Festive/wedding season can further boost revenues and offer more upsides, in our view. We raise earnings by 3-6%. Given a solid earnings outlook, we retain Buy and raise the TP to Rs2,770 (from 2,530) based on 65x Dec'23E EPS (vs Sep-23 EPS earlier).

Strong all-round performance: Ex-bullion sales, TTAN revenues grew 78% yoy (2yr CAGR 25%), led by a strong 32% CAGR in the Jewelry segment and a near-full recovery in the watches/eyewear segments. The Jewelry CAGR was driven by market-share gains in a healthy demand environment and a ~10% store addition CAGR (414 jewelry stores vs. 345 in Q2FY20). A full recovery in watches/eyewear was led by strong online traction and higher footfalls. Growth in Caratlane was even faster with a 2-year CAGR of 47%, led by the launch of new merchandise, marketing initiatives and offline retail expansion (32% CAGR). Store additions picked up pace across segments, with 10/8/24 net additions for Tanishq/watches/eyewear segments. TTAN sees medium-term scope for adding 35-40 Tanishq stores annually. It expects aggressive 250-300 store additions for eyewear in the next 12- 15 months and also plans to upgrade WOT stores.

Margins improve despite lower studded mix: Consol EBIT margins at 12.2% were higher than pre-Covid levels of ~10%, despite a lower studded mix (30% vs. 38% in Q2FY20). This was offset by operating leverage and cost savings, and a turnaround in eyewear/caratlane. Eyewear turnaround was driven by a change in the product/ channel mix and low activations, which is likely to continue and sustain 18-20% margins. Caratlane also saw a turnaround and should see higher margins as strong growth results in scale efficiencies and operating leverage. Management plans to increase investments in watches, which should be easily offset by operating leverage/studded recovery and drive further margin gains, in our view.

Potential earnings upsides keep us positive; maintain Buy: With strong growth visibility and healthy improvement in profitability of Eyewear/Caratlane businesses, we maintain our positive view on TTAN. Strong festive sales and likely share gains from hallmarking can offer more upsides. We raise estimates by 3-6% and TP to Rs2,770 (vs. Rs2,530), rolling over to Dec'23E EPS vs. Sep'23E EPS earlier.

Please see our sector model portfolio (Emkay Alpha Portfolio): [Consumer Goods & Retail \(Page 9\)](#)

Financial Snapshot (Consolidated)

(Rs mn)	FY20	FY21	FY22E	FY23E	FY24E
Revenue	2,10,515	2,16,440	2,88,092	3,66,974	4,26,813
EBITDA	24,666	17,240	36,171	48,718	59,532
EBITDA Margin (%)	11.7	8.0	12.6	13.3	13.9
APAT	14,927	9,740	23,386	32,098	39,783
EPS (Rs)	16.8	11.0	26.3	36.2	44.8
EPS (% chg)	1.3	(34.7)	140.1	37.3	23.9
ROE (%)	23.4	13.8	27.7	30.0	29.2
P/E (x)	146.3	224.2	93.4	68.0	54.9
EV/EBITDA (x)	88.4	124.7	59.6	44.0	35.6
P/BV (x)	32.8	29.1	23.3	18.2	14.3

Source: Company, Emkay Research

CMP	Target Price
Rs 2,460 as of (October 27, 2021)	Rs 2,770 (▲) 12 months
Rating	Upside
BUY (■)	12.6 %

Change in Estimates

EPS Chg FY22E/FY23E (%)	6/3
Target Price change (%)	9.5
Target Period (Months)	12
Previous Reco	BUY

Emkay vs Consensus

EPS Estimates		
	FY22E	FY23E
Emkay	26.3	36.2
Consensus	21.6	29.3
Mean Consensus TP (12M)	Rs 2,141	

Stock Details

Bloomberg Code	TTAN IN
Face Value (Rs)	1
Shares outstanding (mn)	888
52 Week H/L	2,678 / 1,154
M Cap (Rs bn/USD bn)	2,184 / 29.11
Daily Avg Volume (nos.)	16,62,954
Daily Avg Turnover (US\$ mn)	47.0

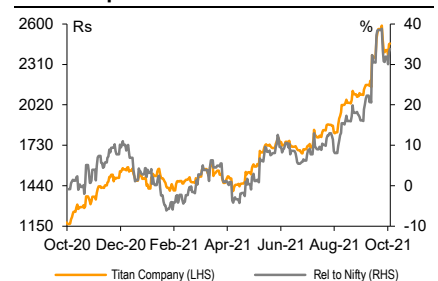
Shareholding Pattern Sep '21

Promoters	52.9%
FIIIs	19.1%
DIIIs	10.1%
Public and Others	17.9%

Price Performance

(%)	1M	3M	6M	12M
Absolute	18	42	65	100
Rel. to Nifty	15	23	32	30

Relative price chart



Source: Bloomberg

This report is solely produced by Emkay Global. The following person(s) are responsible for the production of the recommendation:

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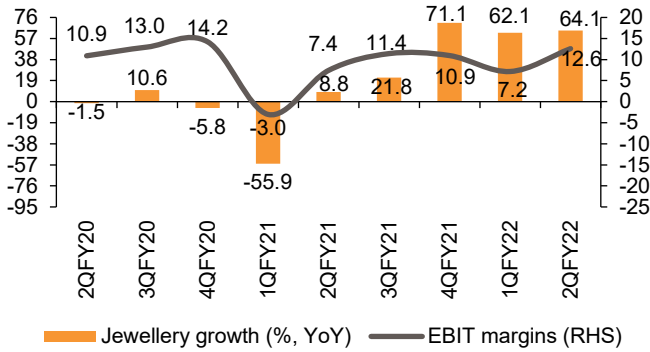
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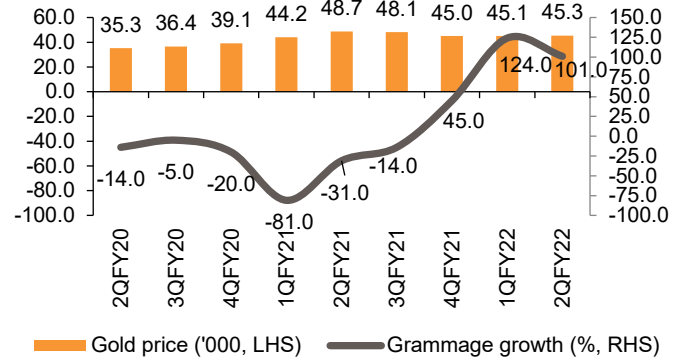
Story in Charts

Exhibit 1: Healthy demand/market share gains drive strong jewelry growth; operating leverage offsets lower studded impact on margins



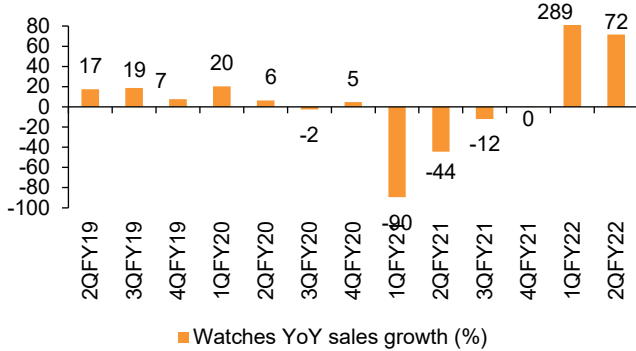
Source: Company, Emkay Research

Exhibit 2: Grammage growth was healthy despite elevated gold prices, led by strong demand



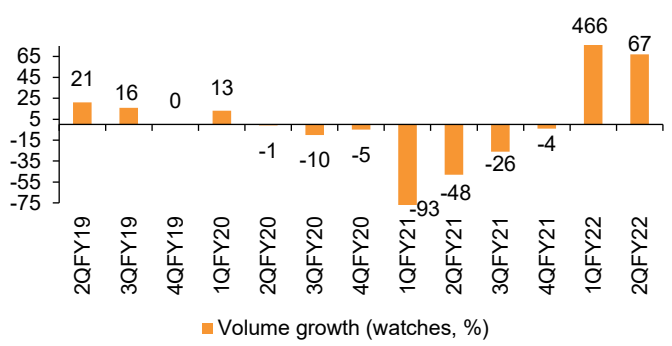
Source: Company, Emkay Research

Exhibit 3: Watches division returned to near-full recovery



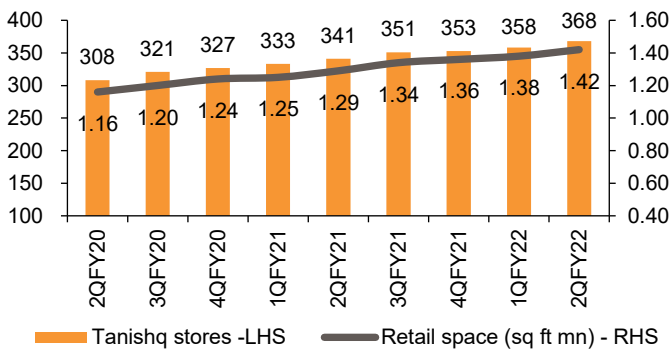
Source: Company, Emkay Research

Exhibit 4: Online traction and better footfalls helped watches growth



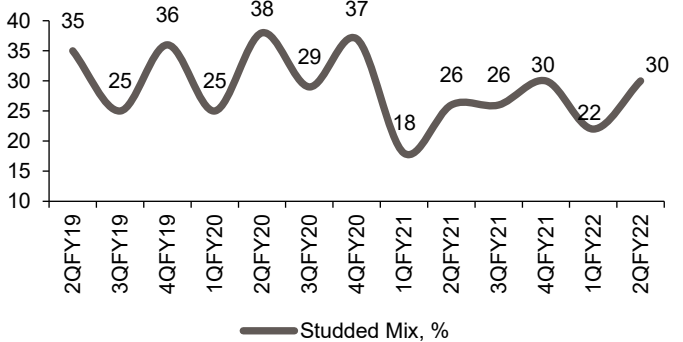
Source: Company, Emkay Research

Exhibit 5: Expansion of Tanishq continues to be strong



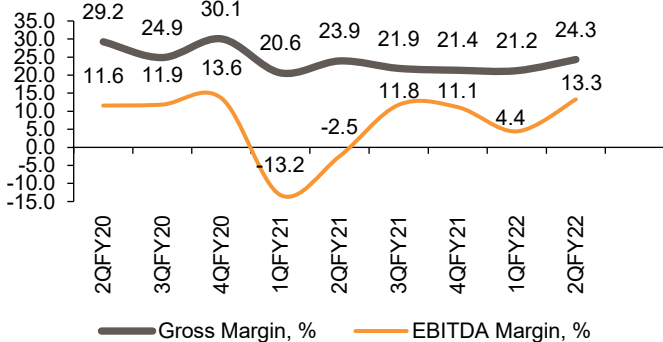
Source: Emkay Research, Company

Exhibit 6: Lower studded mix impacted gross margins



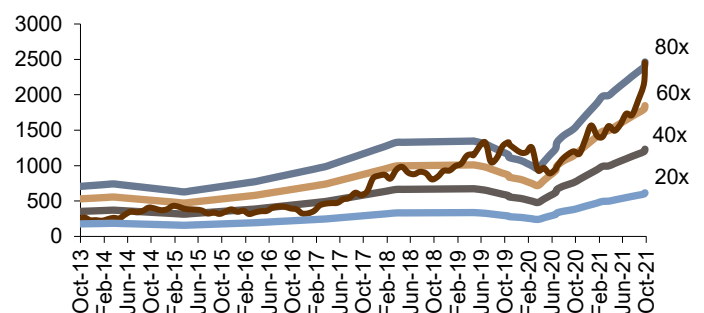
Source: Emkay Research, Company

Exhibit 7: Eyewear turnaround/operating leverage helped margins



Source: Emkay Research, Company

Exhibit 8: TTAN's 1-Yr fwd PE chart



Source: Emkay Research, Company

Exhibit 9: Actual vs. Estimates (Q2FY22)

Rs mn	Actual	Estimates		% variation		Comment
		Emkay	Consensus	Emkay	Consensus	
Revenues	71,700	70,703	71,339	1.4%	0.5%	Revenues were in line with our/street estimates
EBITDA	9,540	8,163	8,420	16.9%	13.3%	Margins were above expectations led by jewelry and eyewear
EBITDA Margin (%)	13.3%	11.5%	11.8%	176	150	
PAT	6,410	5,523	5,593	16.1%	14.6%	PAT beat led by margin gains

Source: Company, Emkay Research

Exhibit 10: Changes in estimates

Y/E, Mar (Rs. mn)	FY22E			FY23E			FY24E		
	Earlier	Revised	% Change	Earlier	Revised	% Change	Earlier	Revised	% Change
Revenues	2,88,092	2,88,092	0.0	3,66,974	3,66,974	0.0	4,26,813	4,26,813	0.0
EBITDA	34,438	36,171	5.0	47,368	48,718	2.9	58,022	59,532	2.6
EBITDA Margin (%)	12.0	12.6	60 bps	12.9	13.3	40 bps	13.6	13.9	40 bps
APAT	22,090	23,386	5.9	31,088	32,098	3.2	38,653	39,783	2.9
EPS (Rs)	24.9	26.3	5.9	35.0	36.2	3.2	43.5	44.8	2.9

Source: Company, Emkay Research

Exhibit 11: Quarterly performance (Standalone)

Y/E, Mar (Rs mn)	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22	YoY (%)	QoQ (%)	FY21TD	FY22TD	YoY (%)
Revenue	43,180	72,870	71,350	32,490	71,700	66.0	120.7	61,800	1,04,190	68.6
Expenditure	40,240	64,290	63,400	31,050	62,160	54.5	100.2	61,320	93,210	52.0
Consumption of RM	29,870	56,930	56,110	25,590	54,250	81.6	112.0	44,650	79,840	78.8
as % of sales	69.2%	78.1%	78.6%	78.8%	75.7%			72.2%	76.6%	
Employee Cost	2,120	2,260	2,510	2,680	2,710	27.8	1.1	4,340	5,390	24.2
as % of sales	4.9%	3.1%	3.5%	8.2%	3.8%			7.0%	5.2%	
Advertising & SP	510	860	790	370	1,090	113.7	194.6	670	1,460	117.9
as % of sales	1.2%	1.2%	1.1%	1.1%	1.5%			1.1%	1.4%	
Other expenditure	7,740	4,240	3,990	2,410	4,110	-46.9	70.5	11,660	6,520	-44.1
as % of sales	17.9%	5.8%	5.6%	7.4%	5.7%			18.9%	6.3%	
EBITDA	2,940	8,580	7,950	1,440	9,540	224.5	562.5	480	10,980	2187.5
Depreciation	830	840	820	830	910	9.6	9.6	1,650	1,740	5.5
EBIT	2,110	7,740	7,130	610	8,630	309.0	1314.8	-1,170	9,240	-889.7
Other Income	710	370	340	650	500	-29.6	-23.1	1,100	1,150	4.5
Interest	440	460	450	440	450	2.3	2.3	900	890	-1.1
PBT	2,380	7,650	7,020	820	8,680	264.7	958.5	-970	9,500	-1079.4
Total Tax	390	2,090	1,730	210	2,270	482.1	981.0	-260	2,480	-1053.8
PAT after MI	1,990	5,560	5,290	610	6,410	222.1	950.8	-710	7,020	-1088.7
Extra ordinary items	0	1,370	0	0	0			0	0	
Reported PAT	1,990	4,190	5,290	610	6,410	222.1	950.8	-710	7,020	-1088.7
Adjusted PAT	1,990	4,190	5,290	610	6,410	222.1	950.8	-710	7,020	-1088.7
Adjusted EPS (Rs)	2.2	4.7	6.0	0.7	7.2	222.1	950.8	-0.8	7.9	-1,088.7

Margins (%)						(bps)	(bps)			(bps)
EBIDTA	6.8	11.8	11.1	4.4	13.3	650	890	0.8	10.5	980
EBIT	4.9	10.6	10.0	1.9	12.0	710	1,020	-1.9	8.9	1,080
EBT	5.5	10.5	9.8	2.5	12.1	660	960	-1.6	9.1	1,070
PAT	4.6	5.7	7.4	1.9	8.9	430	710	-1.1	6.7	790
Effective Tax rate	16.4	27.3	24.6	25.6	26.2	980	50	26.8	26.1	-70

Source: Company, Emkay Research

Exhibit 12: Segment Financials

Revenue (Rs mn)	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22	YoY (%)	QoQ (%)	FY21TD	FY22TD	YoY (%)
Watches	4,000	5,500	5,550	2,920	6,870	71.8	135.3	4,750	9,790	106.1
Jewelry	38,370	65,890	64,220	28,910	62,980	64.1	117.8	56,200	91,890	63.5
Eyewear	940	1,240	1,270	670	1,600	70.2	138.8	1,240	2,270	83.1
Others	230	360	350	140	460	100.0	228.6	270	600	122.2
Corporate	350	250	300	500	290	-17.1	-42.0	440	790	79.5
Total Standalone	43,890	73,240	71,690	33,140	72,200	64.5	117.9	62,900	1,05,340	67.5
Caratlane	1,500	2,750	2,550	1,590	2,930	95.3	84.3	1,940	4,520	133.0
Teal	900	870	1,050	690	530	-41.1	-23.2	1,670	1,220	-26.9
Others	-280	-270	230	-230	-170	-39.3	-26.1	-300	-400	33.3
Total Consolidated	46,010	76,590	75,520	35,190	75,490	64.1	114.5	66,210	1,10,680	67.2
EBIT (Rs mn)	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22	YoY (%)	QoQ (%)	FY21TD	FY22TD	YoY (%)
Watches	-40	570	460	-560	920	-2400.0	-264.3	-1,680	360	-121.4
Jewelry	2,850	7,520	7,030	2,070	7,930	178.2	283.1	2,310	10,000	332.9
Eyewear	90	220	230	-130	370	311.1	-384.6	-220	240	-209.1
Others	-80	-1,570	-250	-120	-90	12.5	-25.0	-480	-210	-56.3
Total Standalone	2,820	6,740	7,470	1,260	9,130	223.8	624.6	-70	10,390	-14942.9
Caratlane	10	210	150	-40	140	1300.0	-450.0	-130	100	-176.9
Teal	180	60	90	-10	-10	-105.6	0.0	250	-20	-108.0
Others	-340	-460	110	-330	-70	-79.4	-78.8	-470	-400	-14.9
Total Consolidated	2,670	6,550	7,820	880	9,190	244.2	944.3	-420	10,070	-2497.6
Margin (%)	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22	(bps)	(bps)	FY21TD	FY22TD	(bps)
Watches	(1.0)	10.4	8.3	(19.2)	13.4	1,440	3,260	(35.4)	3.7	3,900
Jewelry	7.4	11.4	10.9	7.2	12.6	520	540	4.1	10.9	680
Eyewear	9.6	17.7	18.1	(19.4)	23.1	1,360	4,250	(17.7)	10.6	2,830
Others	(34.8)	(436.1)	(71.4)	(85.7)	(19.6)	1,520	6,610	(177.8)	(35.0)	14,280
Total Standalone	6.4	9.2	10.4	3.8	12.6	620	880	(0.1)	9.9	1,000
Caratlane	0.7	7.6	5.9	(2.5)	4.8	410	730	(6.7)	2.2	890
Teal	20.0	6.9	8.6	(1.4)	(1.9)	-2,190	-40	15.0	(1.6)	-1,660
Others	121.4	170.4	47.8	143.5	41.2	-8,030	-10,230	156.7	100.0	-5,670
Total Consolidated	5.8	8.6	10.4	2.5	12.2	640	970	(0.6)	9.1	970

Source: Company, Emkay Research

Exhibit 13: Peer Comparison

Companies	Price (Rs)	Mcap (Rs bn)	Reco	Target Price (Rs)	EPS (Rs)			P/E (x)			EV / EBITDA (x)		
					FY22E	FY23E	FY24E	FY22E	FY23E	FY24E	FY22E	FY23E	FY24E
ABFRL	255	221	Buy	250	-1.5	3.3	4.8	-174.4	76.5	53.0	22.9	13.3	11.1
Jubilant FoodWorks	3,782	490	Hold	3,900	38.3	54.0	66.8	98.8	70.0	56.6	41.5	32.4	26.9
Page Industries	37,622	417	Buy	37,500	432.5	618.4	730.0	87.0	60.8	51.5	58.0	41.8	35.4
Titan Company	2,460	2,179	Buy	2,770	26.3	36.2	44.8	93.4	68.0	54.9	59.4	43.9	35.5
Westlife Development	562	89	Buy	630	0.1	4.4	6.6	3772.6	127.3	84.7	46.5	27.6	22.4
TCNS Clothing	767	49	Buy	860	-4.3	17.0	26.1	-179.7	45.2	29.4	58.9	15.3	10.9

Source: Company, Emkay Research

Exhibit 14: Quarterly snapshot of retail growth

Particulars	2QFY20	3QFY20	4QFY20	1QFY21	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22
World of Titan	-1%	11%	-7%	-59%	-50%	-14%	8%	86%	79%
Tanishq	7%	15%	-4%	-23%	-4%	13%	63%	115%	75%
Titan Eye+	35%	11%	-8%	-46%	-35%	-3%	28%	74%	69%
Fastrack	-7%	1%	-10%	-64%	-50%	-24%	-4%	63%	51%
Helios	9%	23%	10%	-51%	-34%	-9%	10%	73%	69%
LFS (Watches)	6%	8%	-9%	-86%	-66%	-23%	-3%	323%	103%

Source: Company, Emkay Research

Exhibit 15: Quarterly snapshot of LTL growth

Particulars	2QFY20	3QFY20	4QFY20	1QFY21	2QFY21	3QFY21	4QFY21	1QFY22	2QFY22
World of Titan	-3%	11%	-9%	-51%	-49%	-15%	7%	91%	78%
Tanishq	2%	9%	-9%	-18%	-9%	7%	47%	119%	66%
Titan Eye+	28%	3%	-16%	-44%	-34%	-3%	27%	47%	59%
Fastrack	-12%	-4%	-12%	-58%	-47%	-22%	-2%	80%	52%
Helios	1%	12%	-3%	-29%	-30%	-14%	6%	78%	51%
LFS (Watches)	1%	3%	5%	-84%	-67%	-23%	-3%	324%	102%

Source: Company, Emkay Research

Exhibit 16: Titan: Target P/E multiple derived from a two-stage dividend growth model

Revenue CAGR [FY22E-25E] (%)	19.8
EPS CAGR [FY22E-25E] (%)	26.0
Stage-1: FY25E-35E	
EPS in Yr-0 [FY25E] (Rs)	52.6
EPS in Yr-1 (Rs)	62.1
EPS CAGR (%)	18.0
Years of growth [n]	10.0
RoE (%)	35.0
CoE (%)	11.25
Implied DPR (%)	49
Terminal stage: >FY35E	
EPS growth (%)	8.5
RoE (%)	35.0
Implied DPR (%)	76
Fair value P/E in Mar'25E (x)	51.4
Fair value in Mar'25E (x)	3,193
Fair value in Dec'22E (x)	2,512
NPV of dividends in FY22E-25E (Rs/share)	27
Overall fair value in Dec'22E (Rs/share)	2,538
Dec'23E EPS (Rs)	42.6
Implied fair value P/E in Dec'22E (x)	59.5
Premium applied to FV (%) [a]	10.0
Implied target P/E in Dec'22E (x)	65.0
Implied TP in Dec'22E (x)	2,770
CMP (Rs/share)	2,460
Upside (%)	13

Source: Emkay Research, [a] EBIT margin expansion will likely be front-loaded than assumed

Key Financials (Consolidated)**Income Statement**

Y/E Mar (Rs mn)	FY20	FY21	FY22E	FY23E	FY24E
Revenue	2,10,515	2,16,440	2,88,092	3,66,974	4,26,813
Expenditure	1,85,850	1,99,200	2,51,921	3,18,255	3,67,281
EBITDA	24,666	17,240	36,171	48,718	59,532
Depreciation	3,480	3,750	4,241	5,117	5,787
EBIT	21,186	13,490	31,930	43,601	53,745
Other Income	1,532	1,860	1,860	2,222	2,656
Interest expenses	1,662	2,030	2,446	2,811	3,115
PBT	21,057	13,320	31,345	43,012	53,286
Tax	6,090	3,530	7,879	10,814	13,403
Extraordinary Items	0	0	0	0	0
Minority Int./Income from Assoc.	(40)	(50)	(80)	(100)	(100)
Reported Net Income	14,927	9,740	23,386	32,098	39,783
Adjusted PAT	14,927	9,740	23,386	32,098	39,783

Balance Sheet

Y/E Mar (Rs mn)	FY20	FY21	FY22E	FY23E	FY24E
Equity share capital	888	888	888	888	888
Reserves & surplus	65,800	74,088	93,035	1,18,919	1,51,599
Net worth	66,688	74,976	93,923	1,19,806	1,52,487
Minority Interest	44	44	44	44	44
Loan Funds	19,658	14,210	13,407	14,118	14,628
Net deferred tax liability	(1,259)	(590)	(356)	(105)	181
Total Liabilities	85,131	88,640	1,07,018	1,33,864	1,67,341
Net block	24,864	23,730	24,189	24,272	23,685
Investment	6,127	33,030	28,041	28,041	28,041
Current Assets	1,00,067	1,03,920	1,32,433	1,75,383	2,24,620
Cash & bank balance	3,811	5,600	6,310	17,371	41,550
Other Current Assets	6,959	7,520	7,520	7,520	8,272
Current liabilities & Provision	47,340	73,590	79,195	95,382	1,10,555
Net current assets	52,728	30,330	53,237	80,001	1,14,065
Misc. exp	0	0	0	0	0
Total Assets	85,131	88,640	1,07,018	1,33,864	1,67,341

Cash Flow

Y/E Mar (Rs mn)	FY20	FY21	FY22E	FY23E	FY24E
PBT (Ex-Other income) (NI+Dep)	21,017	13,270	31,265	42,912	53,186
Other Non-Cash items	0	0	0	0	0
Chg in working cap	(18,456)	24,085	(21,963)	(15,452)	(9,599)
Operating Cashflow	540	40,390	8,109	24,575	39,087
Capital expenditure	(3,027)	(1,196)	(2,500)	(3,000)	(3,000)
Free Cash Flow	(2,487)	39,194	5,609	21,575	36,087
Investments	(444)	(26,914)	5,000	0	0
Other Investing Cash Flow	0	0	0	0	0
Investing Cashflow	(4,885)	(28,099)	2,489	(3,000)	(3,000)
Equity Capital Raised	2	0	0	0	0
Loans Taken / (Repaid)	6,747	(5,594)	(1,560)	0	0
Dividend paid (incl tax)	(5,351)	(3,551)	(4,439)	(6,215)	(7,102)
Other Financing Cash Flow	(2,244)	673	(1,443)	(1,488)	(1,690)
Financing Cashflow	(2,508)	(10,502)	(9,888)	(10,514)	(11,908)
Net chg in cash	(6,854)	1,789	710	11,061	24,179
Opening cash position	10,665	3,811	5,600	6,310	17,371
Closing cash position	3,811	5,600	6,310	17,371	41,550

Source: Company, Emkay Research

Key Ratios

Profitability (%)	FY20	FY21	FY22E	FY23E	FY24E
EBITDA Margin	11.7	8.0	12.6	13.3	13.9
EBIT Margin	10.1	6.2	11.1	11.9	12.6
Effective Tax Rate	28.9	26.5	25.1	25.1	25.2
Net Margin	7.1	4.5	8.1	8.8	9.3
ROCE	36.0	21.9	40.2	42.9	41.4
ROE	23.4	13.8	27.7	30.0	29.2
RoIC	35.9	22.1	53.4	55.2	58.7

Per Share Data (Rs)	FY20	FY21	FY22E	FY23E	FY24E
EPS	16.8	11.0	26.3	36.2	44.8
CEPS	20.7	15.2	31.1	41.9	51.3
BVPS	75.1	84.5	105.8	134.9	171.8
DPS	5.0	4.0	5.0	7.0	8.0

Valuations (x)	FY20	FY21	FY22E	FY23E	FY24E
PER	146.3	224.2	93.4	68.0	54.9
P/CEPS	118.7	161.9	79.1	58.7	47.9
P/BV	32.8	29.1	23.3	18.2	14.3
EV / Sales	10.4	9.9	7.5	5.8	5.0
EV / EBITDA	88.4	124.7	59.6	44.0	35.6
Dividend Yield (%)	0.2	0.2	0.2	0.3	0.3

Gearing Ratio (x)	FY20	FY21	FY22E	FY23E	FY24E
Net Debt/ Equity	(0.1)	(0.4)	(0.3)	(0.3)	(0.4)
Net Debt/EBIDTA	(0.2)	(1.9)	(0.8)	(0.8)	(1.1)
Working Cap Cycle (days)	84.8	41.7	59.5	62.3	62.0

Growth (%)	FY20	FY21	FY22E	FY23E	FY24E
Revenue	6.4	2.8	33.1	27.4	16.3
EBITDA	23.9	(30.1)	109.8	34.7	22.2
EBIT	15.9	(36.3)	136.7	36.6	23.3
PAT	7.5	(34.7)	140.1	37.3	23.9

Quarterly (Rs mn)	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22
Revenue	43,180	72,870	71,350	32,490	71,700
EBITDA	2,940	8,580	7,950	1,440	9,540
EBITDA Margin (%)	6.8	11.8	11.1	4.4	13.3
PAT	1,990	4,190	5,290	610	6,410
EPS (Rs)	2.2	4.7	6.0	0.7	7.2

Source: Company, Emkay Research

Shareholding Pattern (%)	Sep-20	Dec-20	Mar-21	Jun-21	Sep-21
Promoters	52.9	52.9	52.9	52.9	52.9
FIs	18.1	18.6	18.1	18.4	19.1
DIs	11.0	10.9	11.1	9.9	10.1
Public and Others	18.1	17.6	17.9	18.8	17.9

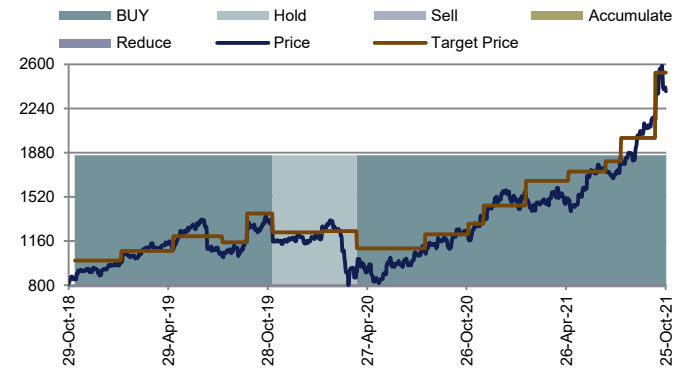
Source: Capitaline

RECOMMENDATION HISTORY TABLE

Date	Closing Price	TP	Period (months)	Rating	Analyst
06-Oct-21	2,148	2,530	12m	Buy	Ashit Desai
04-Aug-21	1,800	2,000	12m	Buy	Ashit Desai
07-Jul-21	1,727	1,810	12m	Buy	Ashit Desai
30-Apr-21	1,492	1,725	12m	Buy	Ashit Desai
07-Apr-21	1,514	1,650	12m	Buy	Ashit Desai
11-Feb-21	1,525	1,650	12m	Buy	Ashit Desai
07-Dec-20	1,425	1,450	12m	Buy	Ashit Desai
26-Nov-20	1,327	1,450	12m	Buy	Ashit Desai
29-Oct-20	1,178	1,300	12m	Buy	Ashit Desai
07-Oct-20	1,254	1,215	12m	Buy	Ashit Desai
11-Aug-20	1,066	1,215	12m	Buy	Ashit Desai
10-Jun-20	977	1,100	12m	Buy	Ashit Desai
14-Apr-20	967	1,100	12m	Buy	Ashit Desai
08-Apr-20	913	1,100	12m	Buy	Ashit Desai
05-Feb-20	1,280	1,240	12m	Hold	Ashit Desai
25-Dec-19	1,204	1,230	12m	Hold	Ashit Desai
06-Nov-19	1,156	1,230	12m	Hold	Ashit Desai
20-Sep-19	1,264	1,385	12m	Buy	Ashit Desai
06-Aug-19	1,047	1,150	12m	Buy	Ashit Desai
08-May-19	1,089	1,200	12m	Buy	Ashit Desai
09-Apr-19	1,099	1,080	12m	Buy	Ashit Desai
02-Feb-19	992	1,080	12m	Buy	Ashit Desai
09-Nov-18	848	1,000	12m	Buy	Ashit Desai

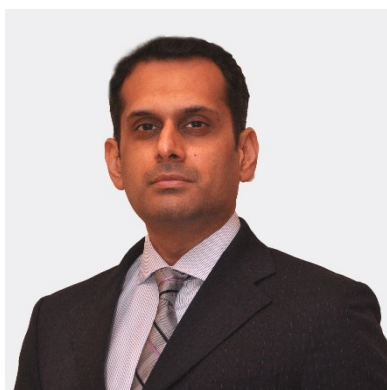
Source: Company, Emkay Research

RECOMMENDATION HISTORY CHART



Source: Bloomberg, Company, Emkay Research

Emkay Alpha Portfolio – Consumer Goods & Retail



Analyst: Ashit Desai

Contact Details

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Sector

Consumer Goods & Retail

Analyst bio

Ashit Desai holds a PGDM and FRM (US GARP) with 13 years of research experience on the sell side. His team currently covers 24 stocks in the Indian Consumer and Retail space.

EAP sector portfolio

Company Name	BSE200 Weight	EAP Weight	OW/UW (%)	OW/UW (bps)	EAP Weight (Normalised)
Consumer Goods & Retail	9.87	9.87	0%	0	100.00
Asian Paints	1.27	0.44	-66%	-83	4.43
Berger Paints	0.17	0.00	-100%	-17	0.00
Britannia Industries	0.41	0.49	19%	8	4.99
Colgate-Palmolive	0.20	0.21	6%	1	2.11
Dabur India	0.32	0.34	5%	2	3.44
Emami	0.10	0.10	-1%	0	1.02
Godrej Consumer Products	0.35	0.33	-4%	-2	3.36
Hindustan Unilever	2.07	1.53	-26%	-54	15.50
ITC	1.97	1.98	1%	1	20.06
Marico	0.28	0.30	10%	3	3.08
Nestle India	0.65	0.39	-40%	-26	3.95
Pidilite Industries	0.34	0.00	-100%	-34	0.00
Radico Khaitan	0.00	0.36	NA	36	3.68
United Breweries	0.11	0.51	372%	40	5.20
United Spirits	0.00	0.29	NA	29	2.89
Varun Beverages	0.12	0.18	55%	6	1.81
ABFRL	0.07	0.10	42%	3	1.06
Jubilant FoodWorks	0.27	0.25	-9%	-3	2.48
Page Industries	0.20	0.45	121%	25	4.58
Titan Company	0.98	1.13	16%	15	11.43
TCNS Clothing	0.00	0.24	NA	24	2.43
Westlife Development	0.00	0.25	NA	25	2.51
Cash	0.00	0.00	NA	0	0.00

Source: Emkay Research

* Not under coverage: Equal Weight

■ High Conviction/Strong Over Weight ■ High Conviction/Strong Under Weight

Sector portfolio NAV

	Base					Latest
	1-Apr-19	27-Oct-20	27-Apr-21	27-Jul-21	24-Sep-21	26-Oct-21
EAP - Consumer Goods & Retail	100.0	104.7	119.9	132.7	149.6	148.2
BSE200 Neutral Weighted Portfolio (ETF)	100.0	101.4	115.4	125.9	142.1	134.7

*Performance measurement base date 1st April 2019

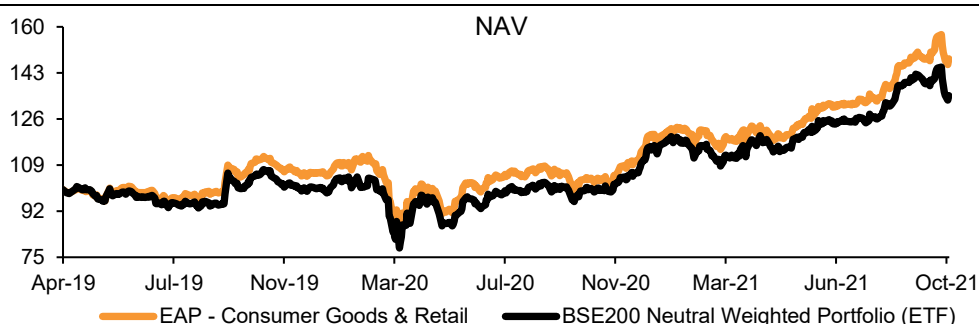
Source: Emkay Research

Price Performance (%)

	1m	3m	6m	12m
EAP - Consumer Goods & Retail	-1.0%	11.7%	23.6%	41.5%
BSE200 Neutral Weighted Portfolio (ETF)	-5.2%	6.9%	16.7%	32.8%

Source: Emkay Research

NAV chart



Source: Emkay Research

Please see our model portfolio (Emkay Alpha Portfolio): [Nifty](#)

Please see our model portfolio (Emkay Alpha Portfolio): [SMID](#)

“Emkay Alpha Portfolio – SMID and Nifty are a supporting document to the Emkay Alpha Portfolios Report and is updated on regular intervals”

Emkay Rating Distribution

Ratings	Expected Return within the next 12-18 months.
BUY	Over 15%
HOLD	Between -5% to 15%
SELL	Below -5%

Completed Date: 28 Oct 2021 03:53:27 (SGT)

Dissemination Date: 28 Oct 2021 03:54:27 (SGT)

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